



April 3, 2020

Dear Valued Customer:

As a result of supply constraints and strengthening phosphate markets, Nutrien Sales will implement a price increase of \$0.01 USD per pound on all grades of purified phosphoric acid. This increase is effective May 1, 2020 or as contract terms allow.

Your local sales manager will be following up with you to discuss further. We appreciate and value your business and look forward to serving you in the future. Please let our team know any time we can be assistance and thanks for your continued support.

Sincerely,

A handwritten signature in cursive script, appearing to read "Bryan Gooch".

Bryan Gooch  
Sr. Director, Purified Phosphoric Acid Sales  
Phone: 970-613-3160  
Email: [bryan.gooch@nutrien.com](mailto:bryan.gooch@nutrien.com)

**NUTRIEN SALES**

1101 SKOKIE BOULEVARD SUITE 500, NORTHBROOK, IL 60062 • PHONE (847) 849-4200 • FAX (847) 849-4693  
INDUSTRIAL CUSTOMER SERVICE 800-654-4514  
[WWW.NUTRIEN.COM](http://WWW.NUTRIEN.COM)



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Innophos, Inc.  
259 Prospect Plains Road ♦ Building A  
Cranbury, NJ 08512-3706  
Telephone: (609) 495-2495  
Fax: (609) 860-0138  
www.innophos.com

April 8<sup>th</sup>, 2020

Dear Valued Customer,

Innophos remains sensitive to the unprecedented times we are all operating through, and we are committed to the safety of our employees, customers and their families. As we stay committed to what is most important, it is also imperative to take the necessary steps in maintaining a reliable and steady supply of raw materials for production and supply of purified phosphoric acid and phosphate salts into all industries we serve, specifically for the essential industries within the food, beverage, nutrition, pharmaceutical and industrial specialty market segments.

Given the current operating environment and to provide a reliable supply to our current customer-base, we must increase all off-list, non-contract prices by 3% effective for any orders shipping on or after May 1<sup>st</sup>, 2020. This increase will be applied to typical order volumes on all phosphoric acid and phosphate salt products.

Should your business require increased volume commitments during these times, or additional requests, please contact your Innophos Sales Executive to discuss pricing as it relates to the current operating conditions.

Innophos values your business and we remain committed to being your supplier of choice, serving both your current and future needs while always operating in accordance with our core values of Integrity, Quality, Safety, Respect and Ethics.

If you have any questions, please do not hesitate to contact your regional Innophos Sales Executive.

Regards,

A handwritten signature in black ink, appearing to read "M. Coen".

Marco Coen

Vice President – Commercial



Michael Hamlin  
Vice-President Sales & Marketing  
Prayon Inc.  
PO Box 1473  
Augusta, GA 30903  
302-463-9320 (m)

April 15, 2020

Dear Valued Customer:

Prayon recognizes the unusual environment in which we currently operate. We have seen swings in both supply and demand, and changes in supply and cost of ocean freight. In order to meet those challenges, it is necessary to take action to ensure a steady supply of Purified Phosphoric Acid and Phosphate Salts that is essential to our end use markets.

In order to support a reliable supply of Purified Phosphoric Acid and Phosphate Salts, Prayon will increase pricing effective May 1, 2020, or as contract terms permit, as follows:

All Grades of Purified Phosphoric Acid: \$0.01/lb.  
All Phosphate Salts: \$0.02/lb.

All other terms and conditions remain unchanged. Payment terms remain Net 30 days.

We also emphasize the need for accurate forecasts on all products. Any expected changes in demand should be discussed at the earliest opportunity with your Area Sales Manager.

We thank you for your trust in Prayon products and look forward to remaining your supplier of choice. If you have any questions, please contact your Area Sales Manager.

Michael E. Hamlin  
Vice-President, Sales & Marketing

Prayon Inc.

100 Marvin Griffin Road  
Augusta, GA 30906

302-798-4346  
302-798-0015

[www.prayon.com](http://www.prayon.com)



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259 Prospect Plains Road • Building A  
Cranbury, NJ 08512-3706  
Telephone: (609) 495-2495  
Fax: (609) 860-0138  
www.innophos.com

September 14<sup>th</sup>, 2020

Dear Valued Customer,

As a result of continued pressures in the cost to serve our phosphate end market applications, specifically the continued uncertainty in the raw material markets, it is necessary to increase our prices effective October 1<sup>st</sup>, 2020, or as contract terms permit. Innophos remains committed and steadfast in its approach to service our customers with high quality and innovative solutions for the long term.

- 9% increase on all off-list prices for Food & Technical Grade salts
- \$0.04/lb increase on all off-list prices for Phosphoric Acid and PPA (all grades)
- 21% increase on all list & off-list prices for Pharma Grade salts

Innophos values your business and we remain committed to be your supplier of choice, serving both your current and future needs while always operating in accordance with our core values of Integrity, Quality, Safety, Respect and Ethics.

If you have any questions, please do not hesitate to contact your regional Innophos Sales Executive.

Regards,

Leon Buzali

Commercial Director  
Industrial Specialties

Migue DeJong

Commercial Director  
Food & Health

Matt Phillips

Commercial Director  
Distribution



September 15, 2020

Dear Valued Customer:

As a result of supply constraints and strengthening phosphate markets, Nutrien Sales will implement a price increase of \$0.04 USD per pound on all grades of purified phosphoric acid. This increase is effective October 1, 2020 or as contract terms allow.

Your local sales manager will be following up with you to discuss further. We appreciate and value your business and look forward to serving you in the future. Please let me or our team know any time we can be assistance, and thanks for your continued support.

Sincerely,

A handwritten signature in black ink, appearing to read "Bryan Gooch".

Bryan Gooch  
Sr. Director, Purified Phosphoric Acid Sales  
Phone: 970-613-3160  
Email: [bryan.gooch@nutrien.com](mailto:bryan.gooch@nutrien.com)

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**Michael Hamlin**  
Vice-President Sales & Marketing  
**Prayon Inc.**  
PO Box 1473  
Augusta, GA 30903  
302-463-9320 (m)

September 17, 2020

Dear Valued Customer:

To ensure a reliable supply of Purified Phosphoric Acid and Phosphate Salts in a strengthening market, Prayon will increase pricing effective October 1, 2020, or as contract terms permit, as follows:

All Grades of Purified Phosphoric Acid: \$0.04/lb.  
All Phosphate Salts: \$0.05/lb.

All other terms and conditions remain unchanged. Payment terms remain Net 30 days.

This increase is necessary to offset continued raw material price increases driven by strong demand and pricing in the agricultural market, and to strong demand in the food and industrial specialty markets.

We also emphasize the need for accurate forecasts on all products. Any expected changes in demand should be discussed at the earliest opportunity with your Area Sales Manager.

We thank you for your trust in Prayon products and look forward to remaining your supplier of choice. If you have any questions, please contact your Area Sales Manager.

Michael E. Hamlin  
Vice-President, Sales & Marketing