



3509 Middle Road  
Ashtabula, Ohio 44004  
440-997-5221

February 22, 2021

Dear Valued Customer:

Effective immediately or as contracts permit, ASHTA Chemicals Inc. is increasing both list and off-list prices for Potassium Hydroxide Liquid and Potassium Carbonate Liquid as follows:

|                                       |            |
|---------------------------------------|------------|
| Potassium Hydroxide (KOH), 45% Liquid | \$3.00/cwt |
| Potassium Hydroxide (KOH), 50% Liquid | \$3.33/cwt |
| Potassium Carbonate (LPC), 47% Liquid | \$3.00/cwt |

The above price changes will be enacted by combined change in prevailing invoice price and/or removal of prevailing Temporary Voluntary Allowances ("TVA's") if in existence, up to the prescribed price changes enumerated above.

This price change is necessitated by several convergent factors:

- Industrial demand for KOH continues to rebound as the general economy recovers. The ISM Purchasing Manager Index, a bellwether for the manufacturing economy, has been over 50, indicating expansion, for the past eight months, and near 60 for the past two months.
- De-icing uptake for KOH is at record levels owing to cold temperatures and persistent measurable snowfall events which have occurred across nearly all major metropolitan areas.
- Demand for "K" into agricultural formulations is seeing accelerating seasonal uptake, which is further exacerbated by strong restocking of distribution channels. Fertilizer demand is high owing to improving crop prices, firm export commodity sales, soil enrichment initiatives to improve depleted nutrient levels resulting from several years of conservative application, and low inventories. This is evidenced by muriate of potash (a.k.a. potassium chloride, KCl) pricing into the fertilizer market which has undergone well-documented major price increases over the past several months.
- Manufacturing costs for KOH are escalating given the fact that KCl is the main input cost for KOH and derivative production.
- Regional KOH supply imbalances have resulted from operational and logistical interruptions driven by the historic arctic freeze that reportedly has idled over 70% of North American chlor-alkali capacity.

In addition to the above-referenced price changes, ASHTA is instituting order lead times for KOH shipments as follows, and will implement a 100% order management program for contract customers:

Rail Cars: 3 weeks  
Trucks: 7 days

If you have any questions or need any further information about this price adjustment, please contact your ASHTA Sales Representative. Thank you for your continued business.

Sincerely,

Walter M. Sakowicz  
Executive Vice-President



**Occidental Chemical Corporation**  
A subsidiary of Occidental Petroleum Corporation

**OxyChem**

14555 Dallas Pkwy, Suite 400, Dallas, TX 75254-4300  
P. O. Box 809050, Dallas, TX 75380-9050

Feb 22, 2021

«contact\_name»  
«contact\_title»  
«contact\_company»  
«contact\_street»  
«contact\_location»

***RE: Liquid KOH Price Increase***

Dear «SALUTATION»:

Occidental Chemical Corporation is announcing today an off-schedule price increase in the U.S. and Canada for all grades of Liquid KOH (45% basis) of \$2.50/cwt USD and \$3.25/cwt CAD effective immediately to non-contract customers and as terms permit to contract customers. For those customers purchasing 50% Liquid KOH, pricing will be increased by \$2.78/cwt USD and \$3.62/cwt CAD.

We appreciate the confidence you have placed in OxyChem as your supplier of Liquid KOH. Should you have any questions, please do not hesitate to contact your OxyChem Account Manager.

Sincerely,

Jason A. Welch  
General Manager Basic Chemicals - Sales

JAW/kjf

attachment

cc: «slsman\_name»  
«cc\_name\_addr»





490 Stuart Road, NE, Cleveland, Tennessee 37312  
Phone: 423/336-4850 • Fax: 423/336-4830  
Internet Address: [www.olinchloralkali.com](http://www.olinchloralkali.com)

February 23, 2021

**SUBJECT: KOH Price Increase Announcement**

Dear Customer:

Effective immediately, or as contract terms permit, Olin Corporation's Chlor Alkali Products and Vinyls Division (Olin) is increasing off-schedule prices of potassium hydroxide (KOH). The price of 45% KOH will increase \$3.00 per hundred pounds of solution (cwt), and the price of 50% KOH will increase by \$3.33 per hundred pounds of solution (cwt).

Lead times for all orders will be strictly adhered to in the following manner: 72 hours for truck shipments, 14 days for railcar shipments, and 30 days for barge shipments.

Your account manager will be in contact with you to answer any questions you may have regarding this price increase announcement and factors driving the current price increase.

We appreciate your business and your confidence in selecting Olin as your supplier.

Sincerely,

*Jason Grimes*

Jason Grimes  
Marketing Manager KOH  
Olin Chlor Alkali Products and Vinyls



February 25, 2021

**RE: LIQUID KOH PRICE INCREASE**

Dear Valued Customer,

Effective immediately or as contract terms and conditions allow, ERCO Worldwide (USA), Inc. is increasing pricing on all grades of 45% liquid KOH by \$4.00/cwt and increasing all grades of 50% liquid KOH by \$4.44/cwt.

All standard minimum lead times for KOH shipments will remain in effect, and strictly adhered to, at 14 days for rail cars and 5 days for trucks.

Your ERCO Worldwide account manager will contact you shortly to further discuss the details of this price increase and how it will impact your business.

We appreciate your business and thank you for using ERCO Worldwide as your supplier.

Sincerely,

Gabe Gennaro  
Sr. Director of Sales



**Engineering · Research · Commitment · Optimization**

**ERCO Worldwide**

302 The East Mall, Suite 200  
Toronto, Ontario M9B 6C7

Tel: 416-239-7111  
Fax: 416-239-0235

Web: [www.ercoworldwide.com](http://www.ercoworldwide.com)

February 23, 2021

To Our Valued Partners,

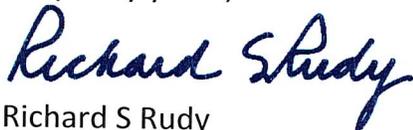
Strong global and domestic demand for various raw materials has lately driven prices relentlessly higher. Steel, tinplate, plastic resins, glass, rubber compounds, and corrugated are in increasingly tight supply for all major packaging manufacturers. That, coupled with manufacturing and transportation disruptions caused by labor restrictions and shortages due to COVID-19, has forced BASCO's suppliers to implement numerous price increases. They seem to be announced every day.

To make matters worse, the winter storm and freezing temperatures that gripped Texas and much of the U.S. caused power outages and severe damage to materials producers. As a result, nearly 90% of polyethylene and polypropylene production is currently offline. Resin suppliers have declared "force majeure" in their pricing and supply obligations.

It's not at all clear what the full impact will be. However, it is clear that there will be further upward pressure on prices and, most likely, disruption of supplies of steel, resin, and other raw materials. We're doing everything we can to minimize the impact but we want you to know that supply conditions are very bad and likely will have a negative impact on all of us. We will stay in touch with you as the situation develops.

Our dedication, as always, is to be the most responsive, flexible and customer-oriented supplier of industrial packaging in the industry. Our sales and customer service team is always available to answer your questions. We will get through these difficult and complicated times together. Thank you for your business and continued support.

Very truly yours,



Richard S Rudy

President and CEO

PHONE: 1.800.776.3786 WEB: [BASCOUSA.COM](http://BASCOUSA.COM) FAX: 1.708.534.0902

2595 PALMER AVE. UNIVERSITY PARK, IL 60484

October 29, 2020

## **Intrepid Raises Prices for Potash and Trio**

Intrepid Potash Inc. on Oct. 29 announced higher MOP postings, with new prices reflecting a \$15/st increase at Carlsbad, N.M., and a \$20/st increase at Moab and Wendover, Utah. New postings at Carlsbad include 60 percent white granular at \$320/st FOB and 62 percent white standard at \$327/st FOB, while new postings at Moab/Wendover firmed to \$315/st FOB for 60 percent white standard and \$320/st FOB for 60 percent white granular.

Intrepid also raised its Trio® postings by \$10/st on Oct. 29, with new prices FOB Carlsbad firming to \$255/st for premium, \$245/st for granular, \$210/st for standard, \$320/st for OMRI-listed granular, and \$285/st for OMRI-listed standard and fine standard.

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November 13, 2020

## **Nutrien Announces Another Potash Price Increase**

Nutrien Ltd. announced late on Nov. 12 that its Midwest terminal dealer reference prices for potash are moving to \$285-\$290/st FOB, and its NOLA barge price to \$255/st FOB. The Midwest change reflects a \$20/st increase from Nutrien's Oct. 26 postings, and a \$50/st increase from summer fill levels.

"Nutrien is getting close to fully committed on potash orders for the rest of the year, and on this basis announces a \$20/st price increase effective immediately for all new orders and not guaranteed for delivery before Dec. 15," the company said. "Nutrien has been overwhelmed by fall season demand, with all customers exceeding their forecasts."