

Percentage of Service Provided	Quantity (Gallons)	TOTAL COST					
		Unit Price			Extended Price		
		Olin	Univar	Thatcher	Olin	Univar	Thatcher
100%	6,546,000.00	\$ 2.550	\$ 3.250	\$ 2.090	\$ 16,692,300.00	\$ 21,274,500.00	\$ 13,681,140.00
100%	6,546,000.00			\$ 2.050	\$ -	\$ -	\$ 13,419,300.00
60%	3,927,600.00			\$ 2.310	\$ -		\$ 9,072,756.00
	Quantity (Pounds)	TOTAL COST for Dry Pounds					
100%	7,724,000.00	\$ 2.160	\$ 2.754	\$ 1.771	\$ 16,683,840.00	\$ 21,273,728.81	\$ 13,681,521.20
100%	7,724,000.00			\$ 1.737	\$ -	\$ -	\$ 13,419,677.60
60%	4,634,400.00			\$ 1.958	\$ -		\$ 9,072,764.88

Refer to Thatcher's Exception Response Page for pricing clarifications

**EXCEPTION RESPONSE PAGE**

Page	Paragraph	Exception
5	5	<p><b><u>PRICING OPTION A</u></b> Firm, one (1) year pricing of \$2.09/gal for a guaranteed minimum of two (2) years contract. Pricing to adjust as approved by both parties for year two with documented supplier raw material cost change documentation. With an option to renew for year three (3), with the same adjustment parameters.</p> <p><b><u>PRICING OPTION B</u></b> Firm, one (1) year pricing of \$2.05/gal for a guaranteed minimum of three (3) years contract. Pricing to adjust annually on the anniversary date of the contract as agreed by both parties using documented cost changes from suppliers.</p> <p><b><u>PRICING OPTION C</u></b> \$2.31/gal for 60% of the volume; firm pricing for one year with option to renew for year 2 and 3 based on documented cost changes from suppliers.</p>
9	15	Appendix A [Force Majeure] and Appendix B [Product Warranty] form part of our proposal.