

Maya Miller

From: Kenny Jordan
Sent: Friday, August 10, 2018 3:41 PM
To: James Ennis
Cc: Maya Miller
Subject: FW: 1.75" x 12' Square Posts
Attachments: 2018003 Award - annual term - Traffic Supplies.pdf; Est_9258
_from_Traffic_Supplies_Distribution_LLC_9660.pdf; January 2018 Market
Information.pdf; Grimco July 2018 Price Announcement.pdf

Take a look at this email and attachments and let me know your thoughts.

From: dan@tsdist.com <dan@tsdist.com>
Sent: Friday, August 10, 2018 1:58 PM
To: Kenny Jordan <kjordan@ircgov.com>
Cc: 'Dean Sales' <dean@tsdist.com>; mwarner@tsdist.com; 'Dave Warner' <dwarner@tsdist.com>
Subject: 1.75" x 12' Square Posts

Hi Kenny,

Well, it looks like my worst suspicions are true. In checking with our vendor regarding current square sign post pricing, it has gone up well over 40% since the time that we bid this contract. Because of that, we simply cannot sell the posts to Indian River County at the pricing that we bid without taking an extremely significant loss (thousands). Please know that it is by no means our wish to not be able to supply at the pricing that we bid, it is just not possible to do, at this loss - that could jeopardize our business.

Due to this, I have attached a new quote for the amount that we can afford to supply these posts for. Just for clarification, I have also included the price increase letters that we've received from our vendor.

There is a silver lining to this. Our vendor DOES have these posts in stock, and we can get them to you within a week or so of your order.

Thank you very much for understanding. Please let us know if we may still proceed with this, or if any further information is needed from our end.

Many Thanks,

Dan

Dan Brocksmith
Traffic Supplies & Distribution, LLC.
Account Manager
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Sanford Office
O: 321:420-1214
3501 Sanford Ave.
Sanford, FL 32773
www.tsdist.com



January 8, 2018

Market Update – Aluminum Pricing Volatility

To Our Valued Customers:

In an effort to keep you informed and prepared, we would like to share information that will impact our industry in the near future. The U.S. Department of Commerce opened an investigation into the illegal dumping and subsidies of aluminum exports from China. While this investigation is not related to Grimco, it is already having a major impact on the aluminum market as a whole. This impact is causing raw material prices to be unpredictable and unstable, driving significant increases over the past 2 -3 weeks.

At this time, we are not announcing any changes to our current pricing; however, we do want to make everyone aware that changes are more than likely in front of us. We expect to understand more about this investigation and the response from the world aluminum market in the near future. For additional information regarding this communication, please visit the below website or contact your sales representative.

<https://www.commerce.gov/news/press-releases/2017/11/us-department-commerce-self-initiates-historic-antidumping-and>

Sincerely,

Michael Sparks

Director, Manufactured Products

Grimco, Inc.



July 27, 2018

Price Adjustment Notice

To Our Valued Customers:

2018 continues to be an unprecedented year for raw materials, labor and logistics' markets. World-wide supply challenges on aluminum and steel markets continue and are having an adverse effect on domestic prices. In addition, labor markets, logistics and freight continue to create unforeseen rising costs. As a result of these factors, we are announcing the following price adjustments at this time.

Effective August 20, 2018

Steel square posts, bare aluminum, sheeted blanks and finished signs are being adjusted per the levels listed. Please refer to the chart below and/or communicate with your sales representative for more detailed information.

Steel Square Posts	2 – 5%
Bare Aluminum	15%
EG / EGP Signs & Blanks	11%
HIP Signs & Blanks	9%
DGO (3924S) Signs & Blanks	8%
DG ³ Signs & Blanks	6%

Effective September 1, 2018

3M Transportation Safety Division announced an increase on all reflective sheeting. Grimco is working to absorb the majority of these costs. It is our intention to hold pricing wherever possible, but please note that some items might be adjusted 2 - 4%. Please reach out to your sales representative for further details.

Sincerely,

Michael Sparks
 Director, Manufactured Products
 Grimco, Inc.

Maya Miller

From: Diane Lystlund
Sent: Thursday, October 04, 2018 11:05 AM
To: 'Melinda Thompson'
Cc: Maya Miller; Kenny Jordan
Subject: RE: purchase order Indian River County, FL 2018 blanket

Good morning Melinda,

I will do a change order to correct the Purchase Order so it doesn't reference the bid and isn't over our bid threshold.

Thanks,

From: Melinda Thompson [mailto:melindat@osburns.com]
Sent: Thursday, October 04, 2018 10:36 AM
To: Diane Lystlund <dlystlund@ircgov.com>; Melinda Thompson <melindat@osburns.com>
Subject: FW: purchase order Indian River County, FL 2018 blanket

Hello Diane. We have received your blanket Purchase Order 81955-00.

Osburn unfortunately cannot renew your bid 2018003 at the same pricing as was on the bid in 2017. With the aluminum industry in the state that it is, the pricing has and continues to rise.

We have recently received orders from Ken Jordan at higher agreed upon prices (we've quoted at the time of the needed order) and he's accepted those prices and placed the orders. We can continue to offer current pricing, however, we did not want you to expect the same pricing as in the bid 2018003.

Please let us know if any questions/concerns.

Thanks!

Melinda Thompson
Osburn Associates, Inc.
800-523-8917 melindat@osburns.com

From: Diane Lystlund <dlystlund@ircgov.com>
Sent: Thursday, October 04, 2018 9:25 AM
To: Melinda Thompson <melindat@osburns.com>
Subject: purchase order

Good morning,

Please see attached Purchase Order.