



Mailing Address: 910 54th Avenue, Suite #230, Greeley, Colorado 80634
Phone 970-346-3900 Fax 970-346-3959 E-mail info@envirotechservices.com

April 28th, 2023

Dear Deicing Partner,

I hope this letter finds you well. As we start to get some semblance of normalcy, I wanted to thank you all for keeping us safe and hope you and your families are happy and healthy. It certainly was a trying time and was taxing on everyone.

I'm happy to say that this year we are able to offer an Early Fill discount again as an encouragement to fill your sheds prior to the first snowstorms of 2023/2024. Despite inflation rates continuing to climb, we are confident that we can mitigate some of its impact by using our investments in storage capacities and increased rail fleet. Therefore, I am happy to report that this year's discount will be the following and will start on May 1st, 2021:

The early fill discounts are as follows:

May – July	\$4.00 per ton
August - September	\$3.00 per ton

As in years past, if you order at the end of July and your product gets delivered in August, then the price will reflect the \$3.00 per ton discount not the \$4.00 per ton.

Because of your efforts last year to fill your storage prior to the 1st snow event, we were able to successfully backfill our main stockpile. As a result of that, we were able to continually supply you in a timely manner during an abnormally busy snow season. Working together really helped everyone. We encourage you to take advantage of the Early Fill Discount again this year. Should you hold off ordering until after September, please keep in mind that starting October 1st 2023, not only will the Early Fill discount end, but because rail freight and production costs increase every year, there will more than likely be an increase above last season's pricing structure. The exact price increase has yet to be determined, but we expect to know the extent of the increase by mid-summer.

We strongly encourage you to fill your sheds now not only to take advantage of the reduced prices, but perhaps more importantly, to have your stockpile ready to withstand the first few storms of next season. This will greatly reduce the emergency delivery situations that happen when we experience several snow events in a row.

If you have any questions, please feel free to contact your sales representative.

Thank you for your continued business; EnviroTech truly appreciates you.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Tim Pike', is written over a blue horizontal line.

Tim Pike
Regional Manager
EnviroTech Services, Inc.

PEOPLE HELPING PEOPLE IMPROVE THEIR ENVIRONMENT