



**Division of Business Management**  
 Purchasing Section  
 PO Box 7396  
 Madison, WI 53707-7396

**Scott Walker, Governor**  
**Dave Ross, Secretary**  
 Internet: [www.dot.wisconsin.gov](http://www.dot.wisconsin.gov)

608-267-2837  
 FAX: 608-267-3609

September 13, 2017

Don Vermeer  
 Ennis Flint  
 PO BOX 603518  
 Charlotte, NC 28260-3518

[don@ennisflint.com](mailto:don@ennisflint.com)

RE: Contract #500010– Waterborne Paint

On October 1, 2016 a contract award was made to your company for a one year agreement to provide the State of Wisconsin with product and services listed in the above noted contract. This contract includes three – 1 year renewals.

Performance on this contract has been satisfactory and the State would like to exercise the first year renewal option to continue the active contract period through September 30, 2018.

If this is acceptable, please have the appropriate agent sign below and mail, fax, or scan and email it back to me to confirm our understanding that the contract will be renewed with all terms and conditions remaining the same.

If you have any questions, please do not hesitate to contact me.

Thank you.

Deb Adamski-Pavloski  
 Purchasing Agent Senior  
 Division of Business Management  
 Bureau of Business Services, Purchasing  
 Room 751  
 Madison, WI 53707-7396

608-267-2972 Office  
 608-267-3609 Fax  
[debra.adamskipavloski@dot.wi.gov](mailto:debra.adamskipavloski@dot.wi.gov)

Yes, I agree to renew this contract *in accordance with the previously agreed to attachment.*

Signature:  \_\_\_\_\_

Date: 9/22/2017

Print Name: Matt Soule

Title: President



Corporate Office:  
115 Todd Court  
Thomasville, NC 27360  
Phone: 800.331.8118  
contracts@ennisflint.com  
www.ennisflint.com

Amendment to Renewal Contract #500010

Contract will be renewed in accordance with the below updated price list as agreed between Ennis Paint, Inc. and the State of Wisconsin:

Product Number	Description	Packaging	2016-2017 Price	2017-2018 Price
984901	White Waterborne Paint	275 Gallon Tote	\$6.02/gal	\$6.88/gal
984901	White Waterborne Paint	5 Gallon Pail	\$7.39/gal	\$8.25/gal
984901	White Waterborne Paint	55 Gallon Drum	\$6.57/gal	\$7.43/gal
984902	Yellow Waterborne Paint	275 Gallon Tote	\$6.77/gal	\$7.63/gal
984902	Yellow Waterborne Paint	5 Gallon Pail	\$8.15/gal	\$9.01/gal
984902	Yellow Waterborne Paint	55 Gallon Drum	\$7.32/gal	\$8.18/gal



**Ennis Paint, Inc.**  
 115 Todd Court  
 Thomasville, NC 27360  
 Phone: 800.331.8118  
 contracts@ennisflint.com  
 www.ennisflint.com

June 16, 2017

Linda Hanby  
 Purchasing Agent  
 Wisconsin Department of Transportation Central Purchasing  
 4802 Sheboygan Ave., Room 751  
 P. O. Box 7396  
 Madison, WI 53707-7396

RE: Contract 395002-M16-0500010-000-00 Acrylic Waterborne Highway Paint

Greetings Ms. Hanby

It has been our pleasure to serve the cities and counties in the State of Wisconsin for the past seven months. This contract was bid in August 2016 and since then there have been industrywide unforeseen raw material cost increases for two key ingredients. These increases are substantiated in the documents attached but are also summarized in the table below.

Cost Increase Summary	2016-2017 Raw Material Increases						
		Sep-16	Oct-16	Jan-17	Mar-17	Mar-17	Apr-17
	Component	TiO2	Resin	TiO2	Resin	TiO2	Resin
	Cost Increase (per pound)	0.07	\$ 0.04	\$ 0.07	\$ 0.06	0.07	\$ 0.03
	Loading (pounds per gallon)	1	5	1	5	1	5
	Increase	0.07	0.2	0.07	0.3	0.07	0.15
	Cost Increase per Gallon	\$0.86					

Since this contract was let we have experienced a \$0.21 per pound increase in the cost of titanium dioxide (TiO<sub>2</sub>) and an increase of \$0.13 per pound for acrylic emulsions from our raw material suppliers. The loading of hiding pigment is one pound per gallon, and the loading of acrylic resin is five pounds per gallon; therefore, the total increase we have incurred is \$0.86 per gallon of paint.

As a result of these industry wide increases, we are requesting an increase of \$0.86 per gallon to be effective within 30 days from the date of this letter or as part of the renewal if you wish to execute one at this time. In the event the industry sees a downward movement or softening of raw material costs we will adjust for that at the appropriate time as well.

Thank you for your time and consideration of our request. Ennis Paint looks forward to the opportunity to continue supplying the State of Wisconsin. Please do not hesitate to contact me should you have any questions regarding our request or if I can be of any further assistance.

Sincerely

A handwritten signature in black ink, appearing to read "Donald W. Vermeer", with a long horizontal flourish extending to the right.

Donald W. Vermeer  
Director of Government Sales

[don@ennisflint.com](mailto:don@ennisflint.com)

Cell Phone 972-689-4803

Office Direct 214-874-7226

*Enclosures*



Enriching lives through innovation

Print Page | Close Window

## Huntsman Announces Global Titanium Dioxide Price Increases

**WYNYARD, UK** - The Pigments and Additives division of Huntsman Corporation (NYSE:HUN) today announced global price increases for all its titanium dioxide pigments. The following increases are effective September 1, 2016 or as contracts allow:

**Europe:** €150 (Euros) per tonne or \$160 (USD) per tonne in dollar-based markets

**Asia-Pacific, Africa, Latin America and Middle East:** \$160 (USD) per tonne

**North America:** \$0.07 per pound (USD)

Ends

### About Huntsman:

*Huntsman Corporation is a publicly traded global manufacturer and marketer of differentiated chemicals with 2015 revenues of approximately \$10 billion. Our chemical products number in the thousands and are sold worldwide to manufacturers serving a broad and diverse range of consumer and industrial end markets. We operate more than 100 manufacturing and R&D facilities in approximately 30 countries and employ approximately 15,000 associates within our 5 distinct business divisions. For more information about Huntsman, please visit the company's website at [www.huntsman.com](http://www.huntsman.com).*

### Social Media:

*Twitter:* [twitter.com/Huntsman\\_Corp](https://twitter.com/Huntsman_Corp)

*Facebook:* [www.facebook.com/huntsmancorp](https://www.facebook.com/huntsmancorp)

*LinkedIn:* [www.linkedin.com/company/huntsman](https://www.linkedin.com/company/huntsman)

### Forward-Looking Statements:

*Statements in this release that are not historical are forward-looking statements. These statements are based on management's current beliefs and expectations. The forward-looking statements in this release are subject to uncertainty and changes in circumstances and involve risks and uncertainties that may affect the company's operations, markets, products, services, prices and other factors as discussed in the Huntsman companies' filings with the U.S. Securities and Exchange Commission. Significant risks and uncertainties may relate to, but are not limited to, financial, economic, competitive, environmental, political, legal, regulatory and technological factors. The company assumes no obligation to provide revisions to any forward-looking statements should circumstances change, except as otherwise required by applicable laws.*



---

**The Dow Chemical Company**  
100 Independence Mall West  
Philadelphia, PA 19106-2399  
U.S.A.

September 2, 2016

Dear Vagn and Alex,

Effective October 1, 2016, or as our contract with you permits, due to increases in feedstock costs, The Dow Chemical Company's (Dow) Coating Materials business ("DCM") selling directly or through any of its Affiliates will increase prices on its acrylic and styrene-acrylic products by \$0.04 per wet lb.

Please contact your DCM representative with questions you have regarding this change. Dow remains committed to bringing innovative, sustainable and technically superior products to market. I thank you for your ongoing business and look forward to maintaining a strong and healthy future for our industry.

Sincerely,

A handwritten signature in black ink, appearing to read "Jose Maria Bermudez", with a large, sweeping flourish at the end.

Jose Maria Bermudez  
Business Director  
Dow Coating Materials, North America



Enriching lives through innovation

Print Page | Close Window

## Huntsman Announces Global Titanium Dioxide Price Increases

THE WOODLANDS, Texas, Oct. 25, 2016 /PRNewswire/ -- Huntsman Corporation (NYSE: HUN) today announced global price increases for all its titanium dioxide pigments. The following increases are effective January 1, 2017 or as contracts allow.

Europe: €150 (Euros) per tonne or \$160 (USD) per tonne in dollar-based markets

Asia-Pacific, Africa, Latin America and Middle East: \$160 (USD) per tonne

North America: \$0.07 per pound (USD)

### About Huntsman:

*Huntsman Corporation is a publicly traded global manufacturer and marketer of differentiated chemicals with 2015 revenues of more than \$10 billion. Our chemical products number in the thousands and are sold worldwide to manufacturers serving a broad and diverse range of consumer and industrial end markets. We operate more than 100 manufacturing and R&D facilities in approximately 30 countries and employ approximately 15,000 associates within our 5 distinct business divisions. For more information about Huntsman, please visit the company's website at [www.huntsman.com](http://www.huntsman.com).*

### Social Media:

Twitter: [twitter.com/Huntsman\\_Corp](https://twitter.com/Huntsman_Corp)

Facebook: [www.facebook.com/huntsmancorp](https://www.facebook.com/huntsmancorp)

LinkedIn: [www.linkedin.com/company/huntsman](https://www.linkedin.com/company/huntsman)

### Forward-Looking Statements:

*Statements in this release that are not historical are forward-looking statements. These statements are based on management's current beliefs and expectations. The forward-looking statements in this release are subject to uncertainty and changes in circumstances and involve risks and uncertainties that may affect the company's operations, markets, products, services, prices and other factors as discussed in the Huntsman companies' filings with the U.S. Securities and Exchange Commission. Significant risks and uncertainties may relate to, but are not limited to, financial, economic, competitive, environmental, political, legal, regulatory and technological factors. The company assumes no obligation to provide revisions to any forward-looking statements should circumstances change, except as otherwise required by applicable laws.*

To view the original version on PR Newswire, visit:<http://www.prnewswire.com/news-releases/huntsman-announces-global-titanium-dioxide-price-increases-300350927.html>

SOURCE Huntsman Corporation

Media: Gary Chapman, (281) 719-4324, Investor Relations: Kurt Ogden, (281) 719-4610



The Dow Chemical Company  
100 Independence Mall West  
Philadelphia, PA 19106-2399  
U.S.A.

February 3, 2017

Dear Dow Coating Materials Customer,

Effective March 1, 2017, or as our contract with you permits, due to increases in feedstock costs, The Dow Chemical Company's (Dow) Coating Materials business ("DCM") selling directly or through any of its Affiliates will increase prices on acrylic, acrylic based, and PARALOID™ resin products.

Dow will implement a \$0.04-0.06 per lb list and off-list price increase on our full line of acrylic emulsions, styrene-acrylic emulsions, vinyl-acetate-based emulsions, rheology modifiers, dispersants, and opaque polymers. An increase of \$0.08-0.16 per lb list and off-list price will also be implemented for PARALOID™ solution and solid grade resins.

Please contact your DCM representative with questions you have regarding this change. Dow remains committed to bringing innovative, sustainable and technically superior products to market. I thank you for your ongoing business and look forward to maintaining a strong and healthy future for our industry.

Sincerely,

A handwritten signature in black ink that reads "Katherine M. Glasser".

Katherine M. Glasser  
Business Director  
Dow Coating Materials, North America



QUICK LINKS : [Goldman Sachs Conviction Buy List](#) | [Carl Icahn News](#) | [Warren Buffett News](#) | [Ackman News](#) | Follow @Street\_Insider { 47.5K followers } Like 7.1K

Press Releases



## Huntsman Announces Global Titanium Dioxide Price Increases

Article Stock Quotes (1) Comments (0)

February 9, 2017 6:45 AM EST

Tweet Share E-mail

**HUN Hot Sheet** [Get Alerts](#)  
**Price: \$25.29 +1.44%**

**Overall Analyst Rating:**  
 BUY (↑ Up)

**Dividend Yield: 2.2%**  
**EPS Growth %: 0.0%**

**Trade HUN Now!**

[Join SI Premium - FREE](#)

Get instant alerts when news breaks on your stocks. Claim your 2-week free trial to **StreetInsider Premium** [here](#).

THE WOODLANDS, Texas, Feb. 9, 2017 /PRNewswire/ -- Huntsman Corporation (NYSE: [HUN](#)) today announced global price increases for all its titanium dioxide pigments.

The following increases are effective April 1, 2017 or as contracts allow.

- Europe, Africa, Middle East and Latin America: €235 (Euros) per tonne or \$250 (USD) per tonne in dollar-based markets
- Asia-Pacific: \$160 (USD) per tonne

The following increase is effective March 1, 2017 or as contracts allow.

- North America: \$0.07 per pound (USD)

**About Huntsman:** Huntsman Corporation is a publicly traded global manufacturer and marketer of differentiated chemicals with 2015 revenues of more than \$10 billion. Our chemical product number in the thousands and are sold worldwide to manufacturers serving a broad and diverse range of consumer and industrial end markets. We operate more than 100 manufacturing and R&D facilities in approximately 30 countries and employ approximately 15,000 associates within our 5 distinct business divisions, including the Pigments and Additives division that we intend to spin off as Venator Materials Corporation. For more information, please visit the company's website at [www.huntsman.com](http://www.huntsman.com)

**Media:** Twitter: [twitter.com/Huntsman\\_Corp](https://twitter.com/Huntsman_Corp) Facebook: [www.facebook.com/huntsmancorp](https://www.facebook.com/huntsmancorp) LinkedIn: [www.linkedin.com/company/huntsman](https://www.linkedin.com/company/huntsman)

**Forward-Looking Statements:** Statements in this release that are not historical are forward-looking statements. These statements are based on management's current beliefs and expectations. The forward-looking statements in this release are subject to uncertainty and changes in circumstances and involve risks and uncertainties that may affect the company's operations, markets, products, services, prices and other factors as discussed in the Huntsman companies' filings with the U.S. Securities and Exchange Commission. Significant risks and uncertainties may relate to, but are not limited to, volatile global economic conditions, cyclical and volatile product markets, disruptions in production at manufacturing facilities, reorganization or restructuring of Huntsman's operations, including any delay of, or other negative developments affecting, the spin-off of Venator Materials Corporation, the ability to implement cost reductions and manufacturing optimization improvements in Huntsman businesses and realize anticipated cost savings, and other financial, economic, competitive, environmental, political, legal, regulatory and technological factors. The company assumes no obligation to provide revisions to any forward-looking statements should circumstances change, except as otherwise required by applicable laws.

To view the original version on PR Newswire, visit: <http://www.prnewswire.com/news-releases/huntsman-announces-global-titanium-dioxide-price-increases-300404632.html>

Share, print, email, or print this article as a PDF. [Close \(X\)](#)

FREE Breaking News Alerts from StreetInsider.com!

E-mail Address

StreetInsider.com Top Tickers, 4/25/2017

1. <a href="#">ESRX</a>	6. <a href="#">MCD</a>
2. <a href="#">TMUS</a>	7. <a href="#">HUM</a>
3. <a href="#">ANTM</a>	8. <a href="#">WFC</a>
4. <a href="#">AMZN</a>	9. <a href="#">T</a>
5. <a href="#">AKRX</a>	10. <a href="#">CDNS</a>



---

**The Dow Chemical Company**  
100 Independence Mall West  
Philadelphia, PA 19106-2399  
U.S.A.

March 20, 2017

Dear Dow Coating Materials Customer,

Effective April 18, 2017, or as our contract with you permits, The Dow Chemical Company's (Dow) Coating Materials business ("DCM") selling directly through Dow or through any of Dow's Affiliates will increase selling prices in North America on impacted products set forth on Attachment A.

We are constrained to increase our prices due to the continued escalation of monomer prices resulting from the significant drop in supply of monomer in the market.

Please contact your DCM representative with questions you have regarding this change. Dow remains committed to bringing innovative, sustainable and technically superior products to market. I thank you for your ongoing business and look forward to maintaining a strong and healthy future for our industry.

Sincerely,

A handwritten signature in black ink, appearing to read "David Speece III".

David Speece III  
Product Director  
Representative of the Dow Chemical Company  
Dow Coating Materials, North America



The Dow Chemical Company  
100 Independence Mall West  
Philadelphia, PA 19106-2399  
U.S.A.

### Attachment A

Product	North America Price Increase Effective April 17, 2017
ACOUSTICRYL AV-1331	\$0.03/lb
ACOUSTICRYL SD-23	\$0.03/lb
ACOUSTICRYL SD-380	\$0.03/lb
ACRYSOL ASE-75	\$0.03/lb
ACRYSOL I-2074	\$0.03/lb
ACRYSOL I-62A	\$0.03/lb
ACRYSOL I-98A	\$0.03/lb
ACRYSOL WS-24	\$0.03/lb
ACRYSOL WS-50	\$0.03/lb
ACRYSOL WS-68	\$0.03/lb
AVANSE 200	\$0.03/lb
AVANSE 311	\$0.03/lb
AVANSE 66	\$0.03/lb
AVANSE MV-100	\$0.03/lb
AVANSE ST-410	\$0.03/lb
E-5240	\$0.03/lb
ECOGROUND AC-950	\$0.03/lb
EMULSION E-2082	\$0.03/lb
EMULSION E-2353	\$0.03/lb
EMULSION E-3175	\$0.03/lb
EVOQUE 1133	\$0.03/lb
EVOQUE 1157	\$0.03/lb
EVOQUE 1161	\$0.03/lb
EVOQUE 1180	\$0.03/lb
EVOQUE 3150	\$0.03/lb
<b>FASTRACK 2706</b>	<b>\$0.03/lb</b>
<b>FASTRACK 3427</b>	<b>\$0.03/lb</b>
<b>FASTRACK HD-21A</b>	<b>\$0.03/lb</b>
<b>FASTRACK XSR</b>	<b>\$0.03/lb</b>
FCB-2700	\$0.03/lb
FORMASHIELD 12	\$0.03/lb
HYDRHOLAC 2803	\$0.03/lb



The Dow Chemical Company  
100 Independence Mall West  
Philadelphia, PA 19106-2399  
U.S.A.

HYDRHOLAC CL-20	\$0.03/lb
HYDRHOLAC CR-15	\$0.03/lb
LIPACRYL MB-3640	\$0.03/lb
MAINCOTE 4950	\$0.03/lb
MAINCOTE EC-11	\$0.03/lb
MAINCOTE HG-31	\$0.03/lb
MULTILOBE 200	\$0.03/lb
NUODEX #2S RESIN	\$0.06/lb
OPTI-MATT AB DULLER	\$0.03/lb
PARALOID A-101 40%	\$0.06/lb
PARALOID A-11 100%	\$0.30/lb
PARALOID A-14 100% BB	\$0.30/lb
PARALOID A-21 100%	\$0.30/lb
PARALOID A-21 30%	\$0.06/lb
PARALOID A-21LV 30%	\$0.06/lb
PARALOID A-646 Resin	\$0.06/lb
PARALOID AU-1033	\$0.06/lb
PARALOID AU-1164B	\$0.06/lb
PARALOID AU-1164S	\$0.06/lb
PARALOID AU-1166	\$0.06/lb
PARALOID AU-1453	\$0.06/lb
PARALOID AU-608B	\$0.06/lb
PARALOID AU-608S	\$0.06/lb
PARALOID AU-608TBZ	\$0.06/lb
PARALOID AU-608X	\$0.06/lb
PARALOID AU-830	\$0.06/lb
PARALOID AU-946	\$0.06/lb
PARALOID B-1225	\$0.06/lb
PARALOID B-1225DMC	\$0.06/lb
PARALOID B-44 100%	\$0.30/lb
PARALOID B-44S 40%	\$0.06/lb
PARALOID B-48N 100%	\$0.30/lb
PARALOID B-48S 45%	\$0.06/lb
PARALOID B-56 100%	\$0.30/lb
PARALOID B-56B 50%	\$0.06/lb
PARALOID B-60 100%	\$0.30/lb
PARALOID B-64 100%	\$0.30/lb



The Dow Chemical Company  
100 Independence Mall West  
Philadelphia, PA 19106-2399  
U.S.A.

PARALOID B-66 100%	\$0.30/lb
PARALOID B-66DMC	\$0.06/lb
PARALOID B-66E 100%	\$0.30/lb
PARALOID B-66T 51%	\$0.06/lb
PARALOID B-66X 51%	\$0.06/lb
PARALOID B-82 100%	\$0.30/lb
PARALOID B-82 51%	\$0.06/lb
PARALOID B-84 45%	\$0.06/lb
PARALOID B-99 50%	\$0.06/lb
PARALOID B-99N 100%	\$0.30/lb
PARALOID DM-55 100%	\$0.30/lb
PARALOID WR-97 RESIN	\$0.06/lb
PARALOID XR-34	\$0.06/lb
RHOPLEX 2500	\$0.03/lb
RHOPLEX 2601	\$0.03/lb
RHOPLEX 585	\$0.03/lb
RHOPLEX 800h	\$0.03/lb
RHOPLEX 928	\$0.03/lb
RHOPLEX AC-2235M	\$0.03/lb
RHOPLEX AC-2508	\$0.03/lb
RHOPLEX AC-261LF	\$0.03/lb
RHOPLEX AC-264	\$0.03/lb
RHOPLEX AC-2829	\$0.03/lb
RHOPLEX AC-3001	\$0.03/lb
RHOPLEX AC-3094	\$0.03/lb
RHOPLEX AC-337N	\$0.03/lb
RHOPLEX AC-347	\$0.03/lb
RHOPLEX AC-347LO	\$0.03/lb
RHOPLEX AC-464	\$0.03/lb
RHOPLEX AC-630	\$0.03/lb
RHOPLEX B-20NP	\$0.03/lb
RHOPLEX B-60A	\$0.03/lb
RHOPLEX B-924	\$0.03/lb
RHOPLEX CL-104	\$0.03/lb
RHOPLEX CL-105	\$0.03/lb
RHOPLEX CL-106	\$0.03/lb
RHOPLEX CL-204	\$0.03/lb



The Dow Chemical Company  
100 Independence Mall West  
Philadelphia, PA 19106-2399  
U.S.A.

RHOPLEX CS-4000	\$0.03/lb
RHOPLEX DCR-113	\$0.03/lb
RHOPLEX DCR-317	\$0.03/lb
RHOPLEX E-330	\$0.03/lb
RHOPLEX EC-1791	\$0.03/lb
RHOPLEX EC-3814	\$0.03/lb
RHOPLEX EI-6000	\$0.03/lb
RHOPLEX EWP-466	\$0.03/lb
RHOPLEX EZ CLEAN 1500	\$0.03/lb
RHOPLEX GL-618	\$0.03/lb
RHOPLEX GL-720	\$0.03/lb
RHOPLEX HA-12	\$0.03/lb
RHOPLEX HA-16	\$0.03/lb
RHOPLEX HG-700	\$0.03/lb
RHOPLEX HG-706	\$0.03/lb
RHOPLEX HG-95P	\$0.03/lb
RHOPLEX HG-98B	\$0.03/lb
RHOPLEX I-2350	\$0.03/lb
RHOPLEX I-545	\$0.03/lb
RHOPLEX LT-2949	\$0.03/lb
RHOPLEX MC-1834P	\$0.03/lb
RHOPLEX MC-76	\$0.03/lb
RHOPLEX MULTILOBE 400	\$0.03/lb
RHOPLEX MV-23LO	\$0.03/lb
RHOPLEX NW-1715K	\$0.03/lb
RHOPLEX P-554	\$0.03/lb
RHOPLEX PR-33	\$0.03/lb
RHOPLEX PR-409	\$0.03/lb
RHOPLEX RT-2004	\$0.03/lb
RHOPLEX SG-10AF	\$0.03/lb
RHOPLEX SG-20	\$0.03/lb
RHOPLEX SG-30	\$0.03/lb
RHOPLEX SP-100	\$0.03/lb
RHOPLEX SS #4	\$0.03/lb
RHOPLEX TP-257	\$0.03/lb
RHOPLEX TR-407	\$0.03/lb
RHOPLEX VSR-1049LOE	\$0.03/lb



---

**The Dow Chemical Company**  
100 Independence Mall West  
Philadelphia, PA 19106-2399  
U.S.A.

RHOPLEX VSR-1050	\$0.03/lb
RHOPLEX VSR-2015	\$0.03/lb
RHOPLEX VSR-50	\$0.03/lb
ROSHIELD 3188	\$0.03/lb
ROSHIELD 3188	\$0.03/lb
ROSHIELD 3275	\$0.03/lb
TECHNISOIL G3	\$0.03/lb