

NOTE: Emails seeking clarity on pricing from Airgas USA, LLC, sole bidder.  
Because of staff seeking clarity, initial bid of \$490 per ton was reduced to \$450 per ton. Thus, overall cost savings of \$40 per ton.  
Based upon overall estimated usage, this is a cost savings of \$134,520.

## Carla Byrd

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**From:** SHARTZER, Katey <katey.shartzter@airgas.com>  
**Sent:** Wednesday, February 15, 2023 10:56 AM  
**To:** Carla Byrd  
**Cc:** Steve JONES; Tammy Thompkins  
**Subject:** Re: ITB T-11-23, Carbon Dioxide Liquid Bulk Delivery: Updated Price Schedule Sheet

Also, noted if we are given 24/7 access and telemetry has been installed the fee will be \$25.00.

**Kind Regards,**

**Katey J. Shartzter** | Bulk Specialist | South Region | **Airgas**, an Air Liquide company

(484) 523-0402 | [katey.shartzter@airgas.com](mailto:katey.shartzter@airgas.com)

*Find it with us, anytime, anywhere at [Airgas.com](https://www.airgas.com)*

On Wed, Feb 15, 2023 at 10:51 AM SHARTZER, Katey <[katey.shartzter@airgas.com](mailto:katey.shartzter@airgas.com)> wrote:

Hello Carla,

I am trying to wrap this up for you as I am leaving for vacation tonight, returning on Monday. As a point of clarity the Ts and Cs on the COOP agreement and the MOU must remain the same, excluding the product price. As discussed the new price per ton shall be \$450.00/ton or \$0.225/lb. Please let me know if you have any questions or need anything else from me. Thank you for your time.

**Kind Regards,**

**Katey J. Shartzter** | Bulk Specialist | South Region | **Airgas**, an Air Liquide company

(484) 523-0402 | [katey.shartzter@airgas.com](mailto:katey.shartzter@airgas.com)

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On Wed, Feb 15, 2023 at 8:55 AM SHARTZER, Katey <[katey.shartzter@airgas.com](mailto:katey.shartzter@airgas.com)> wrote:

Good Morning Carla,

I will call you this morning to discuss. Thank you!

-Katey

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On Tue, Feb 14, 2023 at 6:29 PM Carla Byrd <[Carla.Byrd@copbfl.com](mailto:Carla.Byrd@copbfl.com)> wrote:

Hi Steve and Katey,

I appreciate you providing this pricing that reflects the respective tiers to clarify your response to the solicitation. When you responded to the solicitation with Airgas' pricing per ton and no disclaimers or anything else, any reasonable person would conclude that pricing was all inclusive, nothing outside of this pricing. The reason is because once this need was solicited, the ITB stood on its own, along with the responses to this ITB. It was not referencing the previous solicitation nor the MOU. The focus was the ITB and the bid exclusively, nothing else. In isolation. Nothing incorporated by reference. I was really confused that a previous document was being applied. It is not a common practice to look at a procurement by bringing in other documents that were not included with the solicitation. I appeal to you to reassess this course of action because it has not been a governmental procurement practice with any solicitation. I am sure that you have responded to many governmental entities and know this fact to be true.

Like you, I want to bring this procurement to closure as soon as possible, but I must conduct myself in good faith since I have a fiduciary duty to the taxpayers. Please go back and review and let me know your thoughts once you have reviewed again in good faith. Please refer to the attachments.

Tammy and I look forward to hearing from you as soon as possible this week since we are trying to present this in the last and only February 2023 Commission Meeting.

Thank you,



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**From:** SHARTZER, Katey <[katey.shartzter@airgas.com](mailto:katey.shartzter@airgas.com)>  
**Sent:** Tuesday, February 7, 2023 11:25 AM  
**To:** Carla Byrd <[Carla.Byrd@copbfl.com](mailto:Carla.Byrd@copbfl.com)>; Tammy Thompkins <[Tammy.Thompkins@copbfl.com](mailto:Tammy.Thompkins@copbfl.com)>  
**Cc:** Steve JONES <[steve.jones@airgas.com](mailto:steve.jones@airgas.com)>  
**Subject:** Re: Updated Price Schedule Sheet

**EXTERNAL Email:** Do not reply, click links, or open attachments unless you recognize the sender's **EMAIL ADDRESS** as legitimate and know the contents are safe.

Please use this version

**Kind Regards,**

**Katey J. Shartzter** | Bulk Specialist | South Region | **Airgas**, an Air Liquide company

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On Tue, Feb 7, 2023 at 11:14 AM SHARTZER, Katey <[katey.shartzter@airgas.com](mailto:katey.shartzter@airgas.com)> wrote:

Hello Carla and Tammy,

Please see attached updated spreadsheet.

**Kind Regards,**

**Katey J. Shartzter** | Bulk Specialist | South Region | **Airgas**, an Air Liquide company

(484) 523-0402 | [katey.shartzter@airgas.com](mailto:katey.shartzter@airgas.com)

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