

PURCHASING DEPARTMENT

Brazoria County Courthouse West Annex
451 N. Velasco St., Suite 100
Angleton, TX 77515
(979) 864-1825



SUSAN P. SERRANO, C.T.P.M., C.T.C.M.
Purchasing Director

February 12, 2024

American Materials, Inc.
Attn: Jerry L. Berry
P.O. Box 935
Stafford, TX 77497-0935
Sent via Email: jberry@durwoodgreene.com

Re: ITB# 21-33 Road Materials – Stabilizing Materials

Dear Mr. Berry:

The current term of ITB# 21-33 Road Materials – Stabilizing Materials expires on April 25, 2024, with an option to renew for another year upon approval by Commissioners' Court.

In order to help the Purchasing Department in making a recommendation to Commissioners' Court to renew the current contract or to advertise for a new invitation to bid, we need your input.

If you are in compliance with a renewal ITB# 21-33 Road Materials – Stabilizing Materials at reduced or current pricing, please sign as indicated at the bottom of this letter. Please include any price reductions on a separate sheet or on the current contract sheet. The current contract sheet can be found on the Brazoria County Purchasing website at <http://brazoriacountytx.gov/departments/purchasing>. Click on the link marked "Current Annual Contracts".

In the event that you are unable to renew at current or reduced pricing, please include any price increases, **along with justification backup documentation**, for review by the Purchasing Department. This will aid in determining a recommendation for rebid or renewal.

In the event that no changes are marked, or you fail to return this letter, Brazoria County shall assume that there are no product or pricing changes and a recommendation for renewal will be sent to Commissioners' Court with the current pricing.

Please return this letter, along with any price or product revisions, to **Amanda Erickson** at aerickson@brazoriacountytx.gov by **March 19, 2024**.

As always, your interest in Brazoria County is appreciated.

Very truly yours,

A handwritten signature in blue ink, appearing to read "Susan P. Serrano".

Susan P. Serrano, CTPM, CTCM
Brazoria County Purchasing Director

A handwritten signature in blue ink, appearing to read "Brian D. AP".

Name & Title

Sales Manager

3/18/24

Date

☐ APPROVED for renewal with reduced pricing
(include pricing)

☐ APPROVED for renewal with current pricing

☒ APPROVED for renewal with increased pricing
(include pricing)

☐ I do not wish to renew the current referenced
contract(s)



March 18, 2024

Purchasing Department
Brazoria County Courthouse West Annex
451 N. Velasco Street, Suite 100
Angleton, Texas 77515

Attention: Ms. Susan P. Serrano, CTPM, CTCM
Purchasing Director

Re: ITB#21-33 Road Materials – Stabilizing Materials
Item 5.8 Asphalt Stabilized Base – Black Base (Item 292.4 (A), Grade 1)

Dear Ms. Serrano,

American Materials, Inc. would like to provide you with supporting documents for our price increase letter dated March 18, 2024, as you have requested in your e-mail, which is due by Tuesday, March 19, 2024.

Included in the attachments are price increase letters from our aggregate suppliers for sized aggregates. The prices increased by \$8.00 per ton. Based on our mix designs, this equates to a cost increase of \$6.40 per ton for finished HMA at our Angleton location.

Furthermore, prices (see attached) from the Union Pacific Railroad Company increased by \$50.00 per car on July 1, 2023, and by \$80.00 per car on January 1, 2024. We have been contacted by our UPRR representative and have been told we will receive a similar annual escalator this year on July 1, 2024. These railroad freight increases would equate to a total of \$1.58 per ton of finished, manufactured Hot Mix Asphalt FOB our plant located at 500 Ward Street, Angleton, Texas.

This information shows that the total material cost increase for one ton of manufactured Hot Mix Asphalt, FOB our plant at 500 Ward Street, Angleton, Texas is \$9.58 per ton.

In addition to raw material increases, American Materials, Inc. has also seen unprecedented increases in ancillary operating inputs that are essential to the manufacturing of Hot Mix Asphalt. Process fuel (i.e. natural gas and diesel fuel), equipment operating expenses, parts, and labor have all soared over the last year as well.



In an effort to be a good partner with Brazoria County, American Materials, Inc., is at this time, only requesting a price increase of \$5.00 per ton effective as of April 25, 2024 only in order to cover the above mentioned raw material increases. This in turn would increase the price of manufactured asphalt from \$72.00 per ton to \$77.00 per ton.

We trust that this explanation and the attached documents are what you need for submittal to Commissioners Court.

We appreciate your consideration and approval of this requested price increase. Please let me know if we can be of any further assistance.

Very truly yours,
American Materials, Inc.

A handwritten signature in blue ink, appearing to read "B. Greene", followed by a long horizontal line.

Bradley T. Greene
President

ITB#21-33 ROAD MATERIALS - STABILIZING MATERIALS		AMERICAN MATERIALS	CHERRY CRUSHED CONCRETE	VERNOR MATERIAL & EQUIPMENT
RENEWAL TERM: APRIL 26, 2023 - APRIL 25, 2024				
Address		10126 CASH ROAD	4635 CR 418	545 WILSON RD
City, State, Zip		STAFFORD, TX 77477-4409	HOUSTON, TX 77583	FREEPORT, TX 77541
Phone		281-969-1691	713-800-2157	979-233-3366
Contact Name		Brian Asp	Keifer Lenamond	MIKE DAMIAN
Email Address		basp@durwoodgreene.com	keifer.lenamond@cherrycompanies.com	mike@vernor.com
STABILIZING MATERIALS	COUNTY ID #	*PRICE INCREASE APPROVED 4/11/2023	*PRICE INCREASE APPROVED 4/11/2023	*PRICE INCREASE APPROVED 4/11/2023
5.1 LIME		NO BID	NO BID	NO BID
5.1.1 Hydrated Lime		NO BID	NO BID	NO BID
5.1.2 Lime Slurry	6750	NO BID	NO BID	NO BID
5.2 CEMENT STABILIZED SAND				
*Shall consist of sand, free of foreign matter and having a plasticity index not exceeding 10, stabilized with cement in proportions bid as follows:				
5.2.1 6% cement by weight		Price per TON	*PRICE PER TON INCREASE APPROVED 4/11/2023	*PRICE PER TON INCREASE APPROVED 4/11/2023
Price per ton bidder's plant / siding loaded onto County trucks	6752	-	\$19.50	\$17.50
Price per ton as delivered to jobsite:	6752	-	\$19.50	\$17.50
Hauling First Mile	7104	-	\$3.10	\$2.75
Hauling Each Additional Mile	7105	-	\$0.50	\$0.27
State Minimum truckload if required		-	15 Tons	14 Tons
5.2.1 7% cement by weight		Price per TON	Price per TON	NEW ADDITION TO CONTRACT CO#H.32 3/12/24
Price per ton bidder's plant / siding loaded onto County trucks	6752	-	-	\$20.00
Price per ton as delivered to jobsite:	6752	-	-	\$20.00
Hauling First Mile	7104	-	-	\$3.50
Hauling Each Additional Mile	7105	-	-	\$0.35
State Minimum truckload if required		-	-	14 Tons
5.2.3. 12% cement by weight		Price per TON	*PRICE PER TON INCREASE APPROVED 4/11/2023	*PRICE PER TON INCREASE APPROVED 4/11/2023
Price per ton bidder's plant / siding loaded onto County trucks	6754	-	\$29.00	\$24.50
Price per ton as delivered to jobsite:	6754	-	\$29.00	\$24.50
Hauling First Mile	7108	-	\$3.10	\$2.75
Hauling Each Additional Mile	7109	-	\$0.50	\$0.27
State Minimum truckload if required		-	15 Tons	14 Tons
5.3 CEMENT STABILIZED BASE-LIMESTONE				
*Shall consist of a Portland cement treated base material, composed of new crushed limestone, cement, and water, mixed at a central mixing plant.				
5.3.1 3-1/2% cement by weight		Price per TON	*PRICE PER TON INCREASE APPROVED 4/11/2023	*PRICE PER TON INCREASE APPROVED 4/11/2023
Price per ton bidder's plant / siding loaded onto County trucks	6757	-	\$48.50	\$62.00
Price per ton as delivered to jobsite:	6757	-	\$48.50	\$62.00
Hauling First Mile	7114	-	\$3.10	\$3.50
Hauling Each Additional Mile	7115	-	\$0.50	\$0.35
State Minimum truckload if required		-	15 Tons	14 Tons
5.3.2 6% cement by weight		Price per TON	*PRICE PER TON INCREASE APPROVED 4/11/2023	*PRICE PER TON INCREASE APPROVED 4/11/2023
Price per ton bidder's plant / siding loaded onto County trucks	6758	-	\$51.50	\$67.00
Price per ton as delivered to jobsite:	6758	-	\$51.50	\$67.00
Hauling First Mile	7116	-	\$3.10	\$3.50
Hauling Each Additional Mile	7117	-	\$0.50	\$0.35
State Minimum truckload if required		-	15 Tons	14 Tons
5.4 CEMENT STABILIZED RECLAIMED BASE-CRUSHED CONCRETE				
*Shall consist of a Portland cement treated reclaimed base material, cement, and water, mixed at a central mixing plant.				
5.4.1 6% cement by weight		Price per TON	*PRICE PER TON INCREASE APPROVED 4/11/2023	*PRICE PER TON INCREASE APPROVED 4/11/2023
Price per ton bidder's plant / siding loaded onto County trucks	6760	-	\$38.50	\$28.50
Price per ton as delivered to jobsite:	6760	-	\$38.50	\$28.50
Hauling First Mile	7120	-	\$3.10	\$3.50
Hauling Each Additional Mile	7121	-	\$0.50	\$0.35
State Minimum truckload if required		-	15 Tons	14 Tons
5.4.2 12% cement by weight		Price per TON	*PRICE PER TON INCREASE APPROVED 4/11/2023	*PRICE PER TON INCREASE APPROVED 4/11/2023
Price per ton bidder's plant / siding loaded onto County trucks	9205	-	\$45.50	\$39.00
Price per ton as delivered to jobsite:	9205	-	\$45.50	\$39.00
Hauling First Mile	9206	-	\$3.10	\$2.75
Hauling Each Additional Mile	9207	-	\$0.50	\$0.27
State Minimum truckload if required		-	15 Tons	14 Tons
5.5 FLY ASH - NO BID RECEIVED				
5.6 LIME-FLY ASH PLANT MIX - NO BID RECIEVED				

ITB#21-33 ROAD MATERIALS - STABILIZING MATERIALS		AMERICAN MATERIALS	CHERRY CRUSHED CONCRETE	VERNOR MATERIAL & EQUIPMENT
RENEWAL TERM: APRIL 26, 2023 - APRIL 25, 2024				

5.7 CEMENT FOR STABILIZATION OF MATERIALS (ROAD MIXED)				
*Shall consist of portland cement, Type I, IP, or II in accordance with TxDOT Item 524.2., delivered in tanker-type trucks to jobsite anywhere in Brazoria County. Price bid shall include distributor				
		Price per TON	Price per TON	*PRICE PER TON INCREASE APPROVED 4/11/2023
Price per ton as delivered to jobsite	6765	-	-	\$190.00
Hauling First Mile	8199	-	-	\$3.00
Hauling Each Additional Mile	8200	-	-	\$0.30
Price per ton for Spreader Bar	6766	-	-	\$10.00
State minimum truckload if required		-	-	24 Tons
Price per ton bidder's plant / siding loaded onto County trucks	9727	-	-	190.00

5.8 ASPHALT STABILIZED BASE -BLACK BASE Per TxDOT Item 292.4(A), Grade 1				
		*PRICE PER TON INCREASE APPROVED 4/11/2023	Price per TON	Price per TON
Price per ton bidder's plant loaded onto County Trucks	6779	72.00 77.00 6.94%	-	-
Price per ton as delivered to jobsite	6779	72.00 77.00 6.94%	-	-
Hauling First Mile	7084	\$3.25	-	-
Hauling Each Additional Mile	7085	\$0.20	-	-
Price per ton in place	7086	-	-	-
State minimum truckload if required		14 Tons	-	-
Price per ton bidder's plant / siding loaded onto County trucks	9728	-	-	110.00

5.9 RECLAIMED CEMENT FOR STABILIZATION OF MATERIALS (ROAD MIXED)				
*Shall consist of reclaimed portland cement, Class A or Class H, containing no toxic or hazardous components other than crystalline silica, delivered in tanker-type trucks to jobsite anywhere				
		Price per TON	Price per TON	Price per TON
Price per ton as delivered to jobsite	6767	-	-	\$110.00
Hauling First Mile	8201	-	-	\$3.00
Hauling Each Additional Mile	8202	-	-	\$0.30
Price per ton for Spreader Bar	6768	-	-	\$10.00
		PLANT LOCATION 500 WARDSTREET ANGLETON	MILEAGE	MILEAGE
		6	26	14
		23	14	40
		3	25	15
		23	19	28
		10	33	1
		14	40	25
		24	5	38
		3	24	14
		22	46	11
		23	14	36
		30	56	20
		14	32	25



HALLETT MATERIALS

TEXAS DIVISION
P.O. Box 329
Porter, Texas 77365
(281) 354-2215

April 19, 2022

Dear Valued Customer,

In order to continue to provide the service you have come to expect, Hallett Materials will increase pricing on the following materials effective **July 2, 2023** at **The Porter and Hempstead locations**.

<u>Product</u>	<u>Increase</u>
Porter Concrete Sand	\$2.00 / ton
Hempstead Concrete Sand	\$1.00 / ton
All Gravel Products	\$4.00 / ton

We thank you again for your business and look forward to continuing to provide you with our quality products and services.

Respectfully,

Jacob McCurry

Hallett Materials Operations Manager



Producers of Quality Products
• Sand • Gravel





Heidelberg Materials

Southwest Region - Aggregates
300 E. John Carpenter Freeway
Irving, TX 75062
(972) 653-5500

March 27, 2023

To Our Valued Customer,

As we prepare to enter the 2023 construction season, we want to say thank you for your continued business. As always, our goal is to continue offering quality construction materials and best in class service. Partners like you allow us to continually reinvest in our business which is a priority for 2023 and beyond.

As you are aware, costs have continued to increase at a pace that makes it difficult to maintain margin levels that allow for timely reinvestment in our operations. Although inflation has eased slightly coming into the year, it is being forecasted to remain well above historical levels. Continued supply chain challenges have also put pressure on parts pricing which is critical for our day-to-day operations.

To that end, we are announcing a price increase that will be effective July 1, 2023, at all locations in the South Texas area. For project work, we will begin quoting these prices immediately. We will not be granting any pricing protection and these prices are firm.

Locations	Product	Increase Amount
All Houston Area Rail Terminals	All Limestone Products	\$2.00
Arena, Eagle Lake, & Sealy	Gravel	\$1.00
Arena, Eagle Lake, & Sealy	Sand	\$0.50

Heidelberg Materials values your business and appreciates the continuation of this partnership. If you have any questions, please contact your sales representative.

Sincerely,

Justin Blandford
Director of Sales

Steve Southwell
South Texas Sales Manager



March 2, 2023

To Our Valued Customer,

As we prepare to enter the 2023 construction season, we want to say thank you for your continued business. As always, our goal is to continue offering quality construction materials and best in class service. Partners like you allow us to continually reinvest in our business which is a priority for 2023 and beyond.

As you are aware, costs have continued to increase at a pace that makes it difficult to maintain margin levels that allow for timely reinvestment in our operations. Although inflation has eased slightly coming into the year, it is being forecasted to remain well above historical levels. Continued supply chain challenges have also put pressure on parts pricing which is critical for our day to day operations.

To that end, we are announcing a price increase that will be effective May 1, 2023 at all locations in the Central Texas area. For project work, we will begin quoting these prices immediately. We will not be granting any pricing protection for backlogged work and these prices are firm.

Locations	Product	Increase Amount
Servtex & Burnet	Limestone – sized	\$2.50
Servtex & Burnet	Manufactured sand	\$1.00
Servtex & Burnet	Flex base	\$0.75

Heidelberg Materials values your business and appreciates the continuation of this partnership. If you have any questions, please contact your sales representative.

Sincerely,

Justin Blandford
SW Division Director of Sales

Jamie Middleton
Central Texas Sales Manager

Bill Evans – Sales Representative – Servtex (830) 730-3146
Matt Hentzell – Sales Representative – Burnet (346) 804-0088



HALLETT MATERIALS

TEXAS DIVISION
P.O. Box 329
Porter, Texas 77365
(281) 354-2215

December 28th, 2023

Dear Valued Customer,

In order to continue to provide the service you have come to expect, Hallett Materials will increase pricing on the following materials effective **FEBRUARY 4TH, 2024** at **All Hallett Locations**

<u>Product</u>	<u>Increase</u>
Concrete Sand	\$1.00 / ton
Gravel	\$2.00 / ton
Fine Sand	\$1.00 / ton
Bank Sand	\$0.50 / CY
Select fill	\$0.50 / CY

We thank you again for your business and look forward to continuing to provide you with our quality products and services.

Respectfully,

Jacob McCurry
Operations Manager
Hallett Materials



Producers of Quality Products
• Sand • Gravel





October 23, 2023

To Our Valued Customer,

We would like to say thank you for your continued business. As always, our goal is to continue offering quality construction materials and best in class service.

As we plan for 2024, it has become apparent that continued demand will require significant investment into our plants and people to maintain service levels.

To that end, we are announcing a price increase that will be effective January 1, 2024, at all locations in the South Texas area. For project work, we will begin quoting these prices immediately. We will not be granting any pricing protection and these prices are firm.

Locations	Product	Increase Amount
All Houston Area Rail Terminals	All Limestone Products	\$2.50
Arena, Eagle Lake, & Sealy	Gravel	\$2.00
Arena, Eagle Lake, & Sealy	Sand	\$1.25

Heidelberg Materials values your business and appreciates the continuation of this partnership. If you have any questions, please contact your sales representative.

Sincerely,

Justin Blandford
Vice President of Sales

Steve Southwell
South Texas Sales Manager

UPRR 14 - 1/1/2024 Pricing Matrix

Effective 1/1/2024, Union Pacific is announcing the following price adjustments in UPRR 14 for aggregate business.

Please review the following summary below illustrating various increases by market. Official publication can be referenced on or before Dec 1, 2023

Market	County	1/1/24 Escalator
Austin/San Antonio	Atascosa	\$55
Austin/San Antonio	Bexar	\$55
Austin/San Antonio	Burleson	\$55
Austin/San Antonio	Burnet	\$55
Austin/San Antonio	Colorado	\$55
Austin/San Antonio	Comal	\$55
Austin/San Antonio	Williamson	\$55
Beaumont	Hardin	\$0
Beaumont	Jefferson	\$0
Beaumont	Orange	\$0
Bryan	Brazos	\$65
Bryan	Grimes	\$65
Corpus	Kleberg	\$50
Corpus	Nueces	\$50
Corpus	Refugio	\$50
Corpus	Dewitt	\$50
Corpus	San Patricio	\$50
Corpus	Victoria	\$50

Market	County	1/1/24 Escalator
DFW	Collin	\$40
DFW	Dallas	\$40
DFW	Ellis	\$40
DFW	Kaufman	\$40
DFW	Lamar	\$40
DFW	Rockwall	\$40
DFW	Tarrant	\$40
DFW	Wise	\$40
Eagle Ford	La Salle	\$50
Eagle Ford	Live Oak	\$50
Eagle Ford	McMullen	\$50
East Texas	Angelina	\$60
East Texas	Cherokee	\$60
East Texas	Gregg	\$60
East Texas	Harrison	\$60
East Texas	Nacogdoches	\$60
East Texas	Bowie	\$60

Market	County	1/1/24 Escalator
East Texas	Polk	\$60
East Texas	Rusk	\$60
East Texas	Shelby	\$60
East Texas	Smith	\$60
East Texas	Titus	\$60
Houston	Brazoria	\$80
Houston	Chambers	\$80
Houston	Fort Bend	\$80
Houston	Galveston	\$80
Houston	Harris	\$80
Houston	Harris (Katy)	\$60
Houston	Liberty	\$80
Houston	Walker	\$80
Houston	Waller	\$80
Houston	Montgomery	\$80
Houston	Hempstead	\$80
Kansas	Various	\$40

Market	County	1/1/24 Escalator
North Louisiana	Bossier	\$45
North Louisiana	Caddo	\$45
North Louisiana	Ouachita	\$45
North Louisiana	Allen	\$45
Oklahoma	Canadian	\$60
Oklahoma	Oklahoma	\$60
Oklahoma	Garfield	\$60
South Louisiana	Calcasieu	\$45
South Louisiana	Iberia	\$45
South Louisiana	St James	\$45
South Louisiana	St Landry	\$45
South Texas	Cameron	\$65
South Texas	Hidalgo	\$65
South Texas	Webb	\$65
Waco	Mclennan	\$55

Overall Comment(s): Rate(s) are for unit train service

- * Rate(s) are subject to UP 14 and UP 6004 provisions.
- * Rate(s) are subject to UP Mileage-based fuel surcharge.
- * Rate(s) are subject to selective increases.
- * Rate(s) are subject to siding availability.
- * Switch absorption \$0 at origin and destination unless indicated
- * Facilities must take unit train plus locomotives with one switch.
- * Train shipments are subject to UPRR Operations approval.
- * Rate(s) not valid without UP approval of unit trains.
- * Rate(s) are based on 24 hour load and unload time.
- * Counties not listed above are subject to selective increases please work with your sales rep for pricing

Overall Comment(s): Rate(s) are for manifest service

- * Rate(s) are subject to UP 14 and UP 6004 provisions.
- * Rate(s) are subject to UP Mileage-based fuel surcharge.
- * Rate(s) are subject to selective increases.
- * Shipments are subject to UPRR Operations approval.
- * Predicated that UPRR has manifest service access at origin and destination.

Brian Asp

From: Brad Greene
Sent: Thursday, May 4, 2023 7:14 AM
To: Brian Asp; Richard Burkholder
Cc: Katrina Sassin
Subject: FW: UP 14 Rock Rates
Attachments: UP 14 Tariff 7.1.23.xlsx

From: Carolyn Bogatz <csbogatz@up.com>
Sent: Wednesday, May 3, 2023 9:29 AM
To: Brad Greene <bgreene@durwoodgreene.com>
Subject: UP 14 Rock Rates

[EXTERNAL] Links and attachments may be dangerous. Call the help desk at (832) 944-6240 if you aren't sure.

Hi Brad,

As you know we renew the majority of our Rock portfolio on 7/1. I'd like to provide you with your renewals rates valid from [7/1/2023 – 6/30/2024](#). Through customer feedback, we decided to revamp our Rock pricing with the intent of fostering better customer service, namely, in terms of simplicity such as rating and publication to help limit downstream administrative efforts.

I'd like to take this opportunity to walk you through the major changes:

- Adjusted train size for consistency and adopted few vs many train size breaks
- Adopted County to County pricing for the tariff
- Over time Union Pacific has invested in 286k track across the network for this reason we have removed low capacity car rates unless noted on a case by case basis
- Directionally, on an average basis, some rates might be higher and some might be lower but we targeted the following increases per region

Region	Increase v current rates
Texas: Austin/Sait	\$ 50
Texas: Beaumont	\$ 55
Texas: Bryan	\$ 50
Texas: Corpus	\$ 45
Texas: Dallas	\$ 40
Texas: EagleFord	\$ 40
Texas: East TX	\$ 45
Texas: Houston	\$ 50
Texas: South TX	\$ 45
State: Kansas	\$ 35
State: Louisiana	\$ 60
State: Oklahoma	\$ 55

Excel attachment details:

- The first tab is a terms and conditions tab for all rates. The second tab are tariff rates.

- Tariff rates
 - The tariff is published by county to county and applies to all City, ST combinations within that county for instance [Jefferson, TX county](#) includes Pt Arthur, TX, Beaumont, TX and so on.
 - The tariff has 2 (two) types of train sizes published
 - Less than 90 cars also applies to manifest shipments (reference column C private rates & column E rail cars)
 - 90 to 105 cars (reference column D private rates & column F rail rates)
 - At this time because we migrated from many train sizes to only two and because we fully revamped the tariff we are unable to give you side by side rates rate changes but have provided you directional pricing above. We will be in a position to provide this information next year for the 7/1/2024 renewals.

We respectfully ask for any feedback that you may have no later than May 22, 2023. We appreciate and value you as a partner of the Union Pacific Railroad.

Thank you!

Carolyn Bogatz

Marketing & Sales | Manager - Industrial
 Phone: 281.350.7133 | Cell: 402.202.1859
 Union Pacific Railroad | 24125 Old Aldine Westfield Rd | Spring, TX 77373
 Email: CSBogatz@up.com
 Customer Care & Support: 800.272.8777
 EDI Web Support Desk: 800.872.1045

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