



May 6, 2021

Mr. Phil Hyer  
Water Treatment Plant  
Water Treatment Plant  
City of Pompano Beach  
301 N.E. 12th Street  
Pompano Beach, FL 33060

Re: **BULK SODIUM HYPOCHLORITE SUPPLY**

Dear Phil,

As you know, Odyssey Manufacturing Co. is supplying the City of Pompano Beach sodium hypochlorite at a unit price of \$.57 per gallon under a piggyback arrangement with the City of Leesburg. The City of Leesburg expires September 30, 2021 and has no more renewals. As such, Odyssey agrees to permit the City of Pompano Beach to piggyback the City of Tarpon Springs' bid for its Ultra Chlor 12.5% sodium hypochlorite at a unit price of \$.60 per gallon effective when our current contract expires on September 30, 2021 through May 26, 2025. This price is fixed to the water treatment and wastewater treatment plants and there are no fuel surcharges, delivery fees or other hidden charges. I have attached the supporting documentation including the original bid package, Odyssey's bid, the award information, and the anniversary date correspondence. Janina Lewis is the point of contact with the City of Tarpon Springs @ 727-942-5615, Ext. 2232. As part of the chemical supply, Odyssey will continue to provide technical assistance to your facilities as required as we have done in the past at both your Water and Wastewater Treatment facilities.

The above pricing is guaranteed and Odyssey accepts the risk of continued increases in fuel and energy. In addition to the guaranteed pricing, the City of Pompano Beach will achieve additional cost savings in two areas with the Odyssey Ultrachlor. First, Odyssey Ultra Chlor contains virtually no metal impurities. This lack of metal impurities (primarily nickel and cobalt) means less gassing of the bleach which is a form of decomposition and translates to a significantly longer half-life (e.g., lower decomposition rate) on the order of magnitude of 10% to 100%. This factor by itself should decrease total consumption by approximately 10% or so depending on how long the product is stored prior to being used thus resulting in cost

savings. Additional cost savings will also result from reduced O&M expenses since you will not have any feeder system pluggages caused by high suspended solids (e.g., the black goo on the inside of sodium hypochlorite tanks) or gassing (from metal impurities). Other benefits include reduced bromate levels (a known carcinogen which became regulated in drinking water beginning January of 2004) and reduced perchlorate and chlorate levels (EPA has issued health advisories recommending minimizing the amounts of these disinfection

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byproducts in drinking water until more toxicity data from ongoing studies is available and they can promulgate limits). Another advantage is that Odyssey never misses a delivery! Contrast that with the handful of other utilities in Florida that do not use Odyssey!

As the only proven chlor-alkali manufacturing facility in Florida, Odyssey Manufacturing Co. can offer a unique combination of high quality combined with a very competitive cost structure. We make our raw materials (chlorine and caustic) on-site out of highly purified salt and demineralized water utilizing a membrane cell electrolysis process. Not only does this process result in high quality bleach but also makes our product cost very competitive as we do not have to pay out of state third parties to make the raw materials for us and have them shipped down by railcar. This is the reason we are able to offer this fixed pricing with no price protection for the upcoming year while providing a superior quality product.

Thank you for your consideration. Please call me if you have any questions. We look forward to the opportunity to serve your sodium hypochlorite needs in the future. I have previously provided you a product brochure, process flowchart, Safety Data Sheet (SDS), copy of our NSF certification, and a copy of our insurance certificate. Additional information on our product or company can be found on our website @[www.odysseymanufacturing.com](http://www.odysseymanufacturing.com). Please do not hesitate to contact me at (813) ODYSSEY or cellular (813) 335-3444 if I can be of further assistance. Because of the extremely tight chlorine market supply conditions, we ask that the City of Pompano Beach confirm by June 1<sup>st</sup> if they plan to accept this proposal.

Sincerely,

A handwritten signature in black ink, appearing to read 'P. Allman', with a long horizontal flourish extending to the right.

Patrick H. Allman  
General Manager





**ODYSSEY**  
MANUFACTURING CO.

April 11, 2021

Ms. Janina Lewis  
Senior Procurement Analyst  
City of Tarpon Springs  
324 Pine St  
Tarpon Springs, FL 34689

Re: **CITY OF NEW TARPON SPRINGS ITB 200076-B-JL – CONTRACT FOR  
PURCHASE OF SODIUM HYPOCHLORITE**

Encl: (1) PPI Index PCU325180325180S

Dear Ms. Lewis,

As you know, the subject contract expires on May 26, 2021. The initial term of this contract was for one year and it has four additional one-year renewals after this expiration date. The purpose of this letter is to notify the City of Tarpon Springs that Odyssey is willing to renew this agreement for an additional year from May 27, 2021 through May 26, 2022 with a change in pricing from \$.57 per gallon to \$.60 per gallon.

As you are probably aware, we have been in a period of unprecedented hyper-inflation in the chemical business. In the past three months, our fuel costs have gone up over \$1.25 per gallon (our delivery tankers get 5 – 6 mpg, our muriatic acid price has almost doubled, and our caustic pricing has gone up almost 50%. All of these items are integral to our manufacturing process. Our major raw material is salt and our salt cost has increased considerably in the past year. There is no specific Producer Price Index (PPI) Data Table for sodium hypochlorite, but it is a secondary product of the basic inorganic chemical manufacturing index since it is made from chlorine and caustic. In the past year of the most currently available data (the index lags 30 – 60 days), the index has gone up 40.9% since we bid on this product. Odyssey's proposed increase is only 5.3%. Our pricing is fixed and there are no fuel surcharges or other delivery fees.

Thanks for your consideration. Please do not hesitate to contact me at (813) ODYSSEY or cellular (813) 335-3444 if I can be of further assistance. Production Capacity is very limited in the marketplace right now. Please let us know if you desire to renew this contract with the subject price increase no later than May 1, 2021.

Sincerely,

Patrick H. Allman  
General Manager

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**Patrick Allman**

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**From:** Janina Lewis <jlewis@ctsfl.us>  
**Sent:** Tuesday, May 4, 2021 1:32 PM  
**To:** Patrick Allman  
**Cc:** Earl Nash; Michele Koziol  
**Subject:** Contract No. 200076-B-JL RO Chemicals-Sodium Hypochlorite

Mr. Allman,

Good afternoon. This letter is to serve as the City's commitment to continue with the subject contract for the remaining term of the contract. A new Blanket Purchase Order for funding purposes will be issued to Odyssey Manufacturing on May 27, 2021 for the second year of funds through May 26, 2022.

In addition the City acknowledges and accepts Odyssey Manufacturing's price increase request letter dated, April 11, 2021 in reference to a price increase in products. The initial price has changed from \$.57 per gallon to an increase of \$.60 per gallon for Sodium Hypochlorite.

Respectfully,

Janina Lewis, CPPO, NIGP-CPP  
Senior Procurement Analyst  
City of Tarpon Springs  
324 Pine St  
Tarpon Springs, FL 34689  
Comm. PH: 727-942-5615 x2232  
Email: [jlewis@ctsfl.us](mailto:jlewis@ctsfl.us)

Florida has a very broad public records law. Most written communications to or from the City of Tarpon Springs are public record available to the public and media upon request. Your email communications may therefore be subject to public disclosure. In addition, under Florida law, email addresses are public record.