



July 13, 2023

Mr. John Fawcett
WTP Superintendent
City of Hallandale Beach
215 N.W. 6th Avenue
Hallandale Beach, Florida 33009

Re: **PROPOSAL TO SUPPLY BULK SODIUM HYPOCHLORITE TO THE
CITY OF HALLANDALE BEACH UTILITIES DEPARTMENT FOR FY 2024**

Encl: (1) City of St. Augustine Sodium Hypochlorite Contract Piggyback Package

Dear John,

Odyssey Manufacturing Co. has been supplying the City of Hallandale Beach sodium hypochlorite for the past seven years. Currently, the City of Hallandale Beach is being served under a piggyback arrangement using the City of St. Augustine's sodium hypochlorite contract at a unit price of \$1.05 per gallon which had expired on September 30, 2023 but was recently renewed for another year at \$1.55 per gallon. As such, effective October 1, 2023, Odyssey proposes to continue to sell the City of Hallandale Beach its Ultrachlor 12.5 Trade Percent sodium hypochlorite for the firm lump sum price of \$1.55 per gallon using a piggyback from the City of St. Augustine. This price is fixed and there are no fuel surcharges or delivery fees. This contract expires September 30, 2024. I have attached a copy of the original bid package, our bid, the contract, and the renewal letters. Sharon Whitener is the point of contact with the City of St. Augustine @ 904-209-4305. This proposal to piggyback is made with the understanding that Odyssey Manufacturing would continue to supply your utility's bulk sodium hypochlorite needs. 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.

As you are probably aware, we have been in a period of unprecedented hyper-inflation in the chemical business. The City of St. Augustine renewal letter contains the justification for the increase.

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. We appreciate your support and continued business.

Sincerely,

Patrick H. Allman
General Manager