



ODYSSEY
MANUFACTURING CO.

August 30, 2017

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

Re: **SODIUM HYPOCHLORITE SUPPLY TO THE CITY OF HALLANDALE BEACH**

Dear Mr. Fawcett,

As you know, the sodium hypochlorite contract between Allied Universal and the City of Hallandale Beach expires on September 30, 2017. The current agreement is at \$.567 plus a \$.01 adder for the lease of tanks bringing the total cost to \$.577 per gallon. There is also an additional lease fee of approximately \$20 per tank per month for the three tanks. As such to avoid any loss of service and as a follow-up to your request, Odyssey Manufacturing Co. agrees to permit the City of Hallandale Beach to piggyback the City of Leesburg bid for its Ultra Chlor 12.5% sodium hypochlorite at a unit price of \$.56 per gallon effective October 1, 2017 through September 30, 2018. The City of Leesburg contract has two additional one (1) year renewals beyond this date to September 30, 2020 and the contract is expected to be renewed until then. 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 and the award information. Terry Pollard is the point of contact with the City of Leesburg @ 352-728-9280. 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.

As part of its sodium hypochlorite supply, Odyssey will furnish and install three 3,000-gallon sodium hypochlorite tanks inside the existing concrete containment at the WTP *at no charge*. This includes all of the necessary piping to make a functional system. Odyssey is a licensed general and plumbing contractor who specializes in chemical system design, permitting, equipment supply and installation and service work. As you know, we recently installed your HFS system at the WTP. At the end of two years of sodium hypochlorite service, the City of Hallandale Beach would own these tanks and the associated piping *at no charge*. In the interim, Odyssey would perform any required maintenance or change-outs on these tanks during the two year period. This plan allows the City of Hallandale Beach to not be "captive" to any sodium hypochlorite supplier because they don't own their tanks with no outlay of capital dollars.

In addition to the guaranteed and improved pricing, the City of Hallandale Beach will achieve additional cost savings in three 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. Second, 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). Third, Odyssey has demonstrated the ability in the past to respond to chemical system emergencies when other chemical suppliers were unable to do so.

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 stated that they intend to regulate these substances in drinking water when more toxicity data from ongoing studies is available but for now are regulating them through NSF). Another advantage is that Odyssey never misses a delivery! Finally, Odyssey has never delivered sodium hypochlorite to its customers that did not meet the customer's (and Odyssey's) specification including iron content!

As the longest continuous running chlor-alkali manufacturing facility in the country, 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 three years while providing a superior quality product.

Several key points about Odyssey and its offer to supply of sodium hypochlorite (a.k.a. "bleach"):

- Sodium hypochlorite is the only product that you purchase that has a very short shelf life. The shelf life is greatly impacted by the quality of the sodium hypochlorite. One could easily feed twice as much product with poorer quality bleach and a 10% savings in unit cost could be overshadowed by a 50% increase in usage. It usually takes about four to five deliveries to "flush out" all the impurities found in competitor's sodium hypochlorite before you begin to see the dramatic usage savings.
- Sodium hypochlorite is the only product that decomposes by "off-gassing". High quality sodium hypochlorite will not off-gas which leads to vapor locking of the chemical feed equipment. A high quality sodium hypochlorite will not lock up chemical feed equipment because of sludge. Many power plants had some of these problems with other sodium hypochlorite manufacturers prior to using Odyssey!
- Odyssey offers un-paralleled service and quality compared to its peers based on your own experience.
- Odyssey provides unlimited technical support as demonstrated by the support we have provided the water and wastewater treatment industry the past seventeen years with regard to their equipment.

Thank you for your consideration. We look forward to the opportunity to serve your sodium hypochlorite needs in the future. Please do not hesitate to contact me at (813) ODYSSEY or cellular (813) 335-3444 if I can be of further assistance.

Sincerely,



Patrick H. Allman
General Manager