

CITY OF TARPON SPRINGS, FL
Procurement Services

324 East Pine Street
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May 17, 2024

Patrick Allman
ODYSSEY MANUFACTURING CO.
1484 Massaro Blvd.
Tampa, FL 33619

RE: Chemicals for Reverse Osmosis Water Plant Contract – File No. 200076-B-JL

The City of Tarpon Springs reviewed your price increase proposal for Sodium Hypochlorite and approves the following changes for the contract period, effective May 27, 2024 through May 26, 2025:

Price change from \$1.20 per gallon to \$1.32 per gallon

All other terms and conditions remain in accordance with Contract File Bid No. 200076-B-JL, Chemicals for RO.

Should you have any questions or require additional information, please contact me at (727) 943-4871 or asaday@ctsfl.us.

Sincerely,

Anela Saday

Anela Saday, CPPB, NIGP-CPP
Senior Procurement Analyst

Approved By: *Janina Lewis*
Authorized Signature

Janina Lewis/Procurement Services Director
Print Name/Title

Dated: 5/17/2024



May 16, 2024

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**

Dear Ms. Lewis,

As you know, the subject contract expires on May 26, 2024. 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 the final year from May 27, 2024 through May 26, 2025 with a change in pricing from \$1.20 per gallon to \$1.32 per gallon. This represents an increase of 10.0%. This is the lowest sodium hypochlorite pricing in the State of Florida.

Over the past year, our costs have continued to go up primarily in the area of wages and insurance. Our insurance premiums went up over \$1.5 million this past year and we had to give our employees over 10% additional compensation just to retain them in this tight labor market. We have also experienced significant increases in our energy costs.

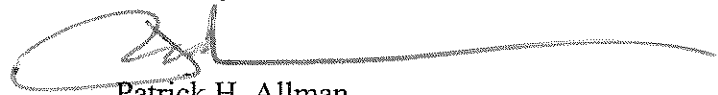
Another barometer to use for justifying the increase is to look at the recent sodium hypochlorite bids in the marketplace. The below table represents all of the bids in the State of Florida for sodium hypochlorite in the past twelve months. As you know, the Tarpon Springs annual volume is approximately 250,000 gallons. Thus, the proposed pricing is very reasonable in light of the upward trend of the bids and in comparison to recent bids.

Bid Date	Utility	Annual Gallons	Allied	Odyssey
10/26/22	City of Lakeland	90,000	\$1.57	\$1.58
10/27/22	Pinellas County	1,481,223	\$1.45	No Bid
11/18/2022	City of Wildwood	115,000	\$1.57	\$2.56 (H)
11/22/2023	City of Winter Haven	714,777	\$1.55	No Bid
12/8/2022	City of Clearwater	957,000	\$1.67	\$1.28
1/10/2023	City of Tallahassee	625,000	\$1.60	\$1.59
1/25/2023	City of Edgewater	240,000	\$1.73	\$1.49
3/6/2023	Peace River Manasota	750,000	\$1.43	\$1.69
6/2/2023	City of New Port Richey	320,000	hj\$1.44	\$1.85

6/15/2023	Okeechobee County	30,000	No Bid	\$1.80
6/27/2023	Town of Jupiter WTP	314,000	\$1.44	\$1.85
6/27/2023	Town of Jupiter Booster Station	4,000	\$1.54	\$3.50
7/6/2023	City of Fort Lauderdale - Full Tankers	9,214,000	\$1.47	\$2.25
7/6/2023	City of Fort Lauderdale - Partial Tankers	356,000	\$1.57	\$2.45
7/10/2023	City of Ocala	325,000	\$1.90	\$1.75
7/24/2023	South Martin Regional	185,000	No Bid	\$1.65
7/26/2023	The Villages	700,000	No Bid	\$1.85 (*)
7/27/2023	Palm Beach County – Full Tanker	4,785,000	\$1.44	\$1.98
7/27/2023	Palm Beach County – Partial Tanker	35,500	\$1.54	\$2.10
7/31/2023	City of Ormond Beach	320,000	\$1.95	\$1.69
8/9/2023	Martin County	800,000	\$1.45	\$2.05
8/16/2023	Charlotte County	606,000	\$1.53	No Bid
8/25/2023	City of Port St. Joe	62,000	No Bid	\$1.69
9/11/2023	City of Lake Wales	109,000	\$1.95	\$1.70
9/27/2023	City of Lakeland	105,000	\$1.69	\$1.76
10/4/2023	Seminole County	1,794,000	\$1.68	\$1.95
11/9/2023	Central Florida Tourism Oversight Dist.	641,648	\$2.10	\$1.53
12/18/2023	Hillsborough County	10,724,040	\$1.43	\$1.89
12/18/2023	City of Tampa	1,700,000	\$1.49	\$1.42
3/12/2024	Peace River Manasota	750,000	\$1.56	\$1.65
4/17/2024	Lee County	1,445,000	\$1.49	\$1.76

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. Unfortunately, production capacity is very limited in the marketplace right now during the summer months, which is also impacting pricing since the demand is greater than the supply.

Sincerely,



Patrick H. Allman
General Manager