



April 27, 2015

Mr. Sam Heady
Deputy Director of Utilities
Village of Tequesta
901 North Dixie Highway
Tequesta, Florida 33469

Re: **PROPOSAL TO SUPPLY BULK SODIUM HYPOCHLORITE TO THE VILLAGE OF TEQUESTA UTILITIES DEPARTMENT**

Dear Sam,

As a follow-up to your recent request, Odyssey Manufacturing Co. agrees to let the Village of Tequesta "piggyback" off of the City of West Palm Beach's contract for its Ultra Chlor 12.5% sodium hypochlorite for its Utilities Department only through June 18, 2016 for the firm lump sum delivered prices as specified in paragraph 7 of the West Palm Beach contract. The delivered price is fixed to the water treatment plants and there are no fuel surcharges, delivery fees or other hidden charges. Attached is a copy of the contract. Robin Hewitt is the point of contact with the @ 561-822-2200. Additionally, there is no minimum delivery! This proposal to piggyback is made with the understanding that Odyssey Manufacturing would supply the Village of Tequesta's bulk sodium hypochlorite needs for its Utilities Department only. As part of the chemical supply, Odyssey agrees to provide technical assistance to your facilities as required to your Water Treatment facilities including engineering, technical support and service work on your chemical systems.

Odyssey's product guarantees and specifications are listed in its bid package. The bottom line, with Odyssey's high quality sodium hypochlorite, you will be able to see to the bottom of your tanks! As you know, you cannot currently do this. Additionally, we don't have all of the metal impurities or sludge of other manufacturers. We also make 12.5 Trade Percent and not 9% - 10% like other manufacturers so you will use less! Odyssey guarantees deliveries with 48 hours' notice and will do emergency deliveries on 24 hours' notice. We have never missed a delivery!

In addition to the guaranteed pricing, the Village of Tequesta 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% to 20% 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 sodium chlorate levels (EPA has stated that they intend to regulate this substance in drinking water when more toxicity data from

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ongoing studies is available). Another advantage is that Odyssey never misses a delivery! Contrast that with the service you have received in the past!

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. Additionally, this ensures our raw material supply is not interrupted. As you know, railcar shipments of chlorine gas have been stopped on eight occasions for up to four days each time over the past six years; three due to terrorist concerns and six due to hurricanes.

Thank you for your consideration. As you know, we have provided our industry superior service over the past fourteen years of our existence providing the best product in the marketplace and never missing a delivery. Additionally, we have provided extensive technical expertise with regard the chemical systems and installed tanks to the industry. In fact, Odyssey is a licensed plumbing and general contractor who has installed the majority of sodium hypochlorite systems in Florida. We also furnish and install on-site generation systems. Please call me if you have any questions. We look forward to the opportunity to continue to serve your sodium hypochlorite needs in the future. I have also provided you a product brochure, process flowchart, Material Safety Data Sheet (MSDS), copy of our NSF certification, and a copy of our insurance certificate as part of the bid package that is enclosed. Additional information on our product or company can be found on our website @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.

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