

AGENDA ITEM SUMMARY

Meeting Date:	OCTOBER 2, 2019
Agenda Category:	CONSENT BUSINESS
Agenda Item Number:	10 E
Subject:	PROPOSAL TO CONTINUE RECEIVING BULK SODIUM HYPOCHLORITE, ODYSSEY MANUFACTURING COMPANY (WASTEWATER TREATMENT DEPARTMENT)

Attachments:	Memorandum; letter from Odyssey
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Staff Contact:	Wastewater Treatment Director Elmore
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Background:	The Wastewater Treatment Department is requesting authorization to continue receiving bulk sodium hypochlorite (bleach) from Odyssey Manufacturing Co. at a unit price per gallon of \$0.54 through piggybacking on a contract with the City of St. Augustine. If approved, this item would continue with the fixed price for one year, with two additional one-year renewal options.
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Reference:	Wastewater Treatment Budget
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Suggested Action:	Authorize staff to continue the contract with Odyssey Manufacturing Company, through piggybacking on a contract with the City of St. Augustine, for the purchase of bulk sodium hypochlorite at \$0.54 per gallon
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MEMORANDUM

*approved to
go to Council.
Dr. Fettrow*

9/24/2019

TO: Dr. Brenda Fettrow, City Manager

FROM: Brian R. Smith, Asst. Director WWT 

DATE: September 24, 2019

SUBJECT: Bleach Contract Piggyback

Odyssey Manufacturing Co. has offered us the opportunity to piggyback the City Of St. Augustine contract for bleach at \$.54 per gallon. Our last contract piggyback was with the City of Daytona for \$.68 per gallon. This contract is for a fixed price for one year, with two more one-year renewals.

I am recommending that we proceed with this new contract for Bulk Sodium Hypochlorite from Odyssey Manufacturing Co.

Submitted for council approval.



September 23, 2019

Mr. Brian Smith
Plant Operations Supervisor
City of Rockledge
1700 Jack Oates Boulevard
Rockledge, FL 32955

Re: **PROPOSAL TO SUPPLY BULK SODIUM HYPOCHLORITE TO THE CITY OF ROCKLEDGE UTILITIES DEPARTMENT FOR FY 2020**

Dear Brian,

The purpose of this letter is to provide the City of Rockledge a proposal to continue to use sodium hypochlorite at your Utilities in bulk deliveries for next year. As you know, you have been “piggybacking” off of the City of Daytona Beach’s sodium hypochlorite contract at a unit price of \$.68 per gallon. This contract expires at the end of September. As such, Odyssey is pleased to offer the City of Rockledge Utilities Department its Ultrachlor 12.5 Trade Percent sodium hypochlorite through a “piggyback” from a very recent bid for the City of St. Augustine for the firm lump sum price of \$.54 per gallon effective October 1, 2019 through September 30, 2020 to your “bulk” tanks at any of your Utility sites that are tanker accessible (NET 30). This price is fixed and not subject to any escalation or fuel or other surcharges during this period. This contract has two more one-year renewals after this date. I have attached a copy of the bid package, bid, contract and bid tab. Sharone Whitener is the point of contact with the City of St. Augustine @ 904-209-4305. Odyssey guarantees deliveries on 48 hours notice. However, in no event, will Odyssey Manufacturing ever let you run out of bleach for any reason and will make emergency deliveries on a much shorter notice with no minimum delivery required at no additional charge. Additionally, Odyssey would agree to meet the attached “Product Guarantees” that was incorporated into our proposal to St. Augustine.

Odyssey Manufacturing is the largest sodium hypochlorite manufacturer in the southeast and our sodium hypochlorite currently serves the majority of the water and wastewater plants that use bulk bleach in peninsular Florida. We have also done a significant number of “turn-key” installations and have also installed storage tanks at many locations and assisted customers with their conversions. As part of its chemical supply contract, Odyssey agrees to provide unlimited technical assistance at your plants at no charge. As you are aware, we have provided the City of Rockledge with a variety of technical assistance in the past nineteen years including two turnkey projects at your WWTP.

As we discussed previously, we manufacture only one product, sodium hypochlorite, utilizing a Kvaerner Chemetics chlor-alkali plant integrated with a Powell Continuous Bleach Plant. As the only chlor-alkali manufacturing facility in Florida, we 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 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

MANUFACTURERS OF **ULTRA CHLOR** (800) ODYSSEY
THE CLEAR SOLUTION www.odysseymanufacturing.com

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do not have to pay out of state third parties to make the raw materials for us and have them shipped down by railcar. The following additional information is provided to assist in you:

In addition to the guaranteed pricing, the City of Rockledge 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 recently issued proposed rulemaking to regulate these substances in drinking water). Another advantage is that Odyssey never misses a delivery and has made numerous same day emergency deliveries to your facility to ensure regulatory compliance!

Thank you for your consideration. As you know, sodium hypochlorite is an engineered product and not a commodity. It is the most essential product used to ensure regulatory compliance in your water and wastewater treatment plants. We have turned this engineered product into a truly superior service that not only saves you money in your operations but we have and continue to provide significant technical support to the City of Rockledge in its utility operations at no additional charge. We look forward to the opportunity to continue 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. Thanks again for your business and continued support.

Sincerely,



Patrick H. Allman
General Manager