

**RESOLUTION NO. 24-176**

**A RESOLUTION OF THE CITY OF PANAMA CITY BEACH, FLORIDA, APPROVING THE PURCHASE OF LIQUID SODIUM HYPOCHLORITE FROM ODYSSEY MANUFACTURING CO. FOR THE UTILITIES DEPARTMENT AT THE SET UNIT PRICE OF \$1.65 PER GALLON AND AGREEING TO BE BOUND BY THE TERMS AND CONDITIONS OF THE BAY COUNTY, FLORIDA, CONTRACT GOVERNING THAT PURCHASE.**

**BE IT RESOLVED** by the City Council of the City of Panama City Beach that:

1. The appropriate officers of the City are authorized to purchase from Odyssey Manufacturing Co. liquid sodium hypochlorite for the Utilities Department at the set unit price of \$1.65 per gallon, which is an increase from \$1.60 per gallon.
2. By agreeing to this increase, the City agrees to be bound by the same terms and conditions obtained by Bay County, Florida, through an advertised, competitive bidding process, ITB No. 22-72, in the form attached as Exhibit A.

**THIS RESOLUTION** shall be effective immediately upon passage.

**PASSED** in regular session this 12<sup>th</sup> day of September, 2024.

**CITY OF PANAMA CITY BEACH**

By:   
Stuart Tettermer, Mayor

**ATTEST:**

  
Lynne Fasone, City Clerk



August 3, 2024

Mr. Albert Bock  
Wastewater Treatment Facility Superintendent  
City of Panama City Beach  
17115 Panama City Beach Parkway  
Panama City Beach, FL 32413

Re: **PROPOSAL TO SUPPLY BULK SODIUM HYPOCHLORITE TO THE CITY OF PANAMA CITY BEACH WASTEWATER TREATMENT PLANT**

Encl: (1) Bay County Sodium Hypochlorite "Piggyback" Package

Dear Albert,

As you know, Odyssey Manufacturing Co. has been supplying the City of Panama City Beach sodium hypochlorite to its Wastewater Treatment Plant for the past four years. Currently, the City of Panama City Beach has been being served under a piggyback arrangement using Bay County's sodium hypochlorite contract which expires on September 30, 2024. Bay County recently elected to renew this contract through September 30, 2025. Effective October 1, 2024, Odyssey proposes to sell the City of Panama City Beach its Ultrachlor 12.5 Trade Percent sodium hypochlorite for the firm lump sum price of \$1.65 per gallon using a piggyback from Bay County Utilities. This price is fixed and there are no fuel surcharges or delivery fees. This contract expires September 30, 2025 and has one more one-year renewal. I have attached a copy of the original bid package, our bid, the contract, the award letter, the bid tab and the renewal paperwork. The point of contact for Bay County to validate any of this information is Karen Grindle, Purchasing Director, and she can be reached at (850) 248-8270. This proposal to piggyback is made with the understanding that Odyssey Manufacturing would continue to supply your utility's bulk sodium hypochlorite needs for its Utilities. As part of the chemical supply, Odyssey will continue to provide technical assistance to your facilities as we have done in the past.

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

**Patrick Allman**

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**From:** Scott Nabers <snabers@baycountyfl.gov>  
**Sent:** Friday, August 2, 2024 8:59 AM  
**To:** Patrick Allman  
**Cc:** Shelly Taunton  
**Subject:** RE: contract renewal 22-72 Liquid Sodium Hypochlorite -

No sir,

When the board awarded the contract, they also gave the county manager the authority for renewals and other actions as approved by the county attorney. We are good to go for another year. Thank you.

**From:** Patrick Allman <PAllman@odysseymanufacturing.com>  
**Sent:** Thursday, August 1, 2024 6:42 PM  
**To:** Scott Nabers <snabers@baycountyfl.gov>  
**Cc:** Shelly Taunton <staunton@baycountyfl.gov>  
**Subject:** RE: contract renewal 22-72 Liquid Sodium Hypochlorite -

**CAUTION:** This email originated from outside of the organization. Do not follow guidance, click links, or open attachments unless you recognize the sender and know the content is safe.

Scott,

See attached acknowledgement. Will Bay County be doing a formal addendum to the contract? Does the renewal have to go to your Board? Thanks. Pat.

**Patrick H. Allman**

General Manager  
Odyssey Manufacturing Co.  
1484 Massaro Blvd  
Tampa, Florida 33619  
Office: (813) 635-0339  
Fax: (813) 630-2589  
Mobile: (813) 335-3444

**From:** Scott Nabers <snabers@baycountyfl.gov>  
**Sent:** Thursday, August 1, 2024 2:05 PM  
**To:** Patrick Allman <PAllman@odysseymanufacturing.com>  
**Cc:** Shelly Taunton <staunton@baycountyfl.gov>  
**Subject:** contract renewal 22-72 Liquid Sodium Hypochlorite -

Good afternoon,

Bay County would like to renew contract 22-72 Liquid Sodium Hypochlorite - for one additional one-year term effective 10/1/24. If you agree to renewing this contract at the same terms and new price, please sign the attached renewal letter to be signed in blue ink and email back to me.

Thank you,  
Scott



**Scott Nabers**

Contract Administrator

840 West 11th Street Panama City, FL 32401

Purchasing Department

Phone: 850-248-8274

Email: [snabers@baycountyfl.gov](mailto:snabers@baycountyfl.gov)

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August 1, 2024

Odyssey Manufacturing Company  
Attn: Patrick Allman  
1484 Massaro Blvd.  
Tampa, FL 33619

**CONTRACT RENEWAL – 22-72 Liquid Sodium Hypochlorite**

Dear Mr. Allman:

In accordance with the terms and conditions stated in the contract to provide Sodium Hypochlorite, Bay County has elected to renew this contract for one additional one-year term with an increase in bid price from \$1.60 to \$1.65 per gallon delivered, effective October 1, 2024.

Your signature below will serve as an acknowledgement on behalf of Odyssey Manufacturing Company that your services will remain uninterrupted through September 30, 2025.

If you agree to this renewal, sign the acknowledgement below and **return this original along with current Certificates of Insurance to the attention of the Purchasing Department at the address shown above no later than August 16, 2024.**

Please contact the Bay County Purchasing Department at (850) 248-8270 if you have questions regarding this matter.

Sincerely,

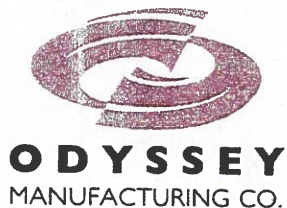
Robert J. Majka, County Manager  
Bay County Board of County Commissioners

**ACKNOWLEDGEMENT:**

The undersigned acknowledges that Bay County has renewed this contract for one additional one-year term and services are to remain uninterrupted through September 30, 2025.

\_\_\_\_\_  
Signature  
Patrick H. Allman  
Printed Name

County Manager  
Title  
8/1/2024  
Date



July 9, 2024

Ms. Shelly Taunton  
Purchasing Administrator  
Bay County  
840 W. 11<sup>th</sup> Street  
Suite 2500  
Panama City, FL 32401

Re: **BAY COUNTY ITB NO. 22-72 LIQUID SODIUM HYPOCHLORITE**

Encl: (1) Consumer Price Index South Atlantic Urban (Series CUUR0350SA0)

Dear Ms. Taunton,

As you know, the subject contract expires on September 30, 2024. The contract has two more one-year renewals remaining on it. The purpose of this letter is to notify Bay County that Odyssey is willing to renew this agreement for another year from October 1, 2024 through September 30, 2025 with a change in pricing from \$1.60 per gallon to \$1.65 per gallon. This represents an increase of 3.1% which is consistent with the Consumer Price Index (CPI) over the past twelve months (see Enclosure (1)).

Over the past year, our production costs have continued to go up, most of which are consistent with the CPI. Our salt contract escalates at 3% per year. Our electricity cost went up over 10%. Our wages have increased 4.5%, which in this tight labor market, is necessary to keep employees. Unfortunately, our insurance premiums for liability insurance and for property insurance each increased over \$500,000 with the recent renewals. This alone represents the equivalent of just over a \$.015 per gallon cost increase.

Another barometer to use for justifying the increase is to look at the recent sodium hypochlorite bids in the marketplace. You can add about \$.15 per gallon to the below prices to get to the panhandle. The below table represents all of the bids in the State of Florida for sodium hypochlorite in the past twelve months. As you know, Bay County's volume is approximately 300,000 gallons. Thus, the proposed pricing is very reasonable in light of these bids given the distance from the State's manufacturing facilities (Orlando (2), Clearwater (1), Tampa (2), Fort Pierce (1), Lantana (1) and Miami (3)) to Panama City.

Bid Date	Utility	Annual Gallons	Allied	Odyssey
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

MANUFACTURERS OF **ULTRACHLOR** (800) ODYSSEY  
"THE CLEAR SOLUTION" www.odysseymanufacturing.com

1484 MASSARO BLVD • TAMPA, FL 33619 • (813) 635-0339 • FAX (813) 630-2966

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
6/24/2024	Fort Pierce Utility Authority (FPUA)	425,000	\$1.49	\$1.70

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