



November 10, 2016

Mr. John Bullard
Water Plant Manager
City of Delray Beach
200 SW 6th Street
Delray Beach, FL 33444

Re: **PROPOSAL TO SUPPLY BULK SODIUM HYPOCHLORITE TO THE CITY OF
DELRAY BEACH UTILITIES DEPARTMENT**

Dear John,

As a follow-up to your request, the purpose of this letter is to document that Odyssey's proposed pricing of \$.54 per gallon to the City of Delray Beach is its lowest pricing offered anywhere in South Florida. As you know, Odyssey's pricing is predicated largely on the size of the customer, whether or not it is full tankers or partial tankers and the distance from its manufacturing location. For Odyssey's sodium hypochlorite (see attached specification), this proposed piggyback contract is a fair market price for similarly situated customers when factoring in delivery quantities, customer size, travel times and contract length. Thus, the proposed contract offers Odyssey's lowest pricing available for similarly situated customers.

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

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