



Interoffice Memorandum

September 15, 2022

TO: Mayor Jerry L. Demings  
-AND-  
County Commissioners

~~FROM:~~ Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager II,  
Procurement Division

CONTACT: Iulia Siemen, Manager, Utilities Water Division  
407-254-9844

SUBJECT: Award of Invitation for Bids Y22-1059-AV, Bulk Rock Salt NOC-17F

ACTION REQUESTED:

Approval to award Invitation for Bids Y22-1059-AV, Bulk Rock Salt NOC-17F, to the low responsive and responsible bidder, Odyssey Manufacturing Company, in the estimated contract award amount of \$230,625 for a one-year term. Further, request authorization for the Procurement Division to renew the contract for four additional one-year terms.

PROCUREMENT:

This contract will provide bulk rock salt needed for hypochlorite generation and analytical quality control of the water distribution system.

FUNDING:

Funding is available in account number 4420-038-1324-4149.

APPROVALS:

The Utilities Department and Business Development Division concur with this recommendation.

REMARKS:

Two bids were received in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. Odyssey Manufacturing Company, has a satisfactory record of performance, is considered responsible, and has the necessary manpower and equipment to perform this contract. Morton Salt, Inc. was deemed non-responsive for qualifying their bid with additional terms. Therefore, recommendation for award is made to Odyssey Manufacturing Company.

Bid tabulation is as follows:

Bidder	Annual Bid
Odyssey Manufacturing Company	\$230,625
Morton Salt, Inc.	Non-Responsive



Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

August 5, 2022

TO: Ana Villalona, Contracting Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator  
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

**PROJECT: IFB #Y22-1059-AV, Bulk Rock Salt NOC-17**

The Business Development Division evaluated the **one bid** submitted for this project. **The bidder is not** an Orange County Certified Minority/Women Business Enterprise (M/WBE) firm. At the time of bid opening, there was no M/WBE availability. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

c: Sheena Ferguson, Manager, Business Development Division