



**Sonoma  
Water**

## MEMORANDUM

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CF/60-67-21 RFP (Agree for Long-Term  
Water Transmission Storage Tank  
Maintenance Services) 18/19-097 (ID 7196)

**DATE:** April 30, 2020

**TO:** Grant Davis, General Manager

**FROM:** Scott Carter, Project Manager

**SUBJECT: SELECTION OF SUPERIOR TANK SOLUTIONS, INC., FOR LONG-TERM  
WATER TRANSMISSION STORAGE TANK MAINTENANCE SERVICES**

Sonoma County Water Agency (Sonoma Water) intends to enter into a ten-year agreement for cleaning, inspections and maintenance of the interiors and exteriors of 18 water transmission system storage tanks.

Maintenance, including cleaning and inspection of Sonoma Water's 18 water system storage tanks has historically been completed by contractors that specialize in this work. This agreement will wrap the cleaning and inspections work into a comprehensive agreement that also includes maintenance of the interior and exterior tank coatings. Combining these services under a single agreement provides economy of scale to reduce costs and allows for better coordination of maintenance of these critical facilities.

On October 21, 2019, Sonoma Water issued a Request for Proposals (RFP) to the following 17 firms:

1. Abhe & Svoboda Inc., Alpine, California
2. Advanced Industrial Services, Los Alamitos, California
3. Bay Area Tank and Coating, Pacifica, California
4. Crosno Construction, Arroyo Grande, California
5. Euro Style Management, North Highlands, California
6. F. D. Thomas, Kent, Washington
7. Farr Construction Group, Sparks, Nevada
8. Jeffco Painting, Vallejo, California
9. NW Tank Lining and Inspection, Tigard, Oregon
10. Olympus and Associates, Reno, Nevada
11. Paso Robles Tank Inc., Paso Robles, California
12. Pittsburg Tank Tower Maintenance Company, Henderson, Kentucky
13. Spiess Construction, Santa Maria, California
14. Suez, Rancho Cordova, California
15. Superior Tank Solutions, Inc., Rancho Cucamonga, California
16. Techno Coatings, Anaheim, California
17. Unified Field Services Corporation, Bakersfield, California

The RFP was also posted on Sonoma and County of Sonoma Purchasing Department websites.

The three firms listed below submitted proposals.

1. Superior Tank Solutions, Inc.
2. Suez Advanced Solutions
3. Euro Style Management

The following criteria were used to evaluate each firm:

- 1) Professional qualifications and demonstrated ability to perform the work
- 2) Responsiveness to the work requirements
- 3) Exceptions to standard terms in the sample agreement
- 4) Thoroughness of proposal
- 5) Local Service Provider Preference

Superior Tank Solutions, Inc., (Superior Tank) was selected by unanimous consent of the RFP review committee based on their well-documented professional qualifications, thoroughness of its submittal package, and proven track record as confirmed with other California water districts that partner with Superior Tank on similar long-term maintenance agreements.

Proposals and evaluation forms have been sent to Central Records.

The hiring of Superior Tank for this agreement causes no conflict of interest and is not based on any financial incentive provided to Sonoma Water or its employees and representatives.

c: Christine R. Teaford

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**From:** [Scott Carter](#)  
**To:** [Rosario Williams](#)  
**Subject:** Re: Clerical Request - SELECTION MEMO 18/19-097  
**Date:** Thursday, April 30, 2020 11:10:44 AM

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Good to hear from you, I am well

Ok to send to Grant

Thanks,

On Apr 30, 2020, at 11:06 AM, Rosario Williams  
<[Rosario.Williams@scwa.ca.gov](mailto:Rosario.Williams@scwa.ca.gov)> wrote:

Hi Scott,

Hope you and your family are well.

Please see attached selection memorandum, would you please initial, scan, and send it back to me.

If you cannot scan it, then reply giving me your ok to pass the memo to Grant.

Thanks,  
Rosario

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**From:** Christine Teaford <[Christine.Teaford@scwa.ca.gov](mailto:Christine.Teaford@scwa.ca.gov)>  
**Sent:** Wednesday, April 29, 2020 2:19 PM  
**To:** Clerical <[Clerical@scwa.ca.gov](mailto:Clerical@scwa.ca.gov)>  
**Subject:** Clerical Request - SELECTION MEMO 18/19-097

<b>PLEASE ENTER APPLICABLE SECTIONS AND ATTACH ALL NECESSARY DOCUMENTS</b>	
PROJECT TASK NUMBER:	<a href="#">T0453C005</a>
SUBJECT:	<a href="#">SELECTION MEMO 18/19-097</a>
RECORDS FILE NAME OR ID (IF KNOWN):	<a href="#">CLICK HERE TO ENTER TEXT.</a>
COMPUTER FILE PATH (OR ATTACH DOCUMENT):	<a href="#">CLICK HERE TO ENTER TEXT.</a>
NEEDED BY:	<a href="#">5/10/2020</a> TIME: <a href="#">5</a> : MIN AM/PM      (IF RUSH COPY CLERICAL SUPERVISOR)
LIST OTHERS WHO NEED A COPY:	<a href="#">CLICK HERE TO ENTER TEXT.</a>
SIGNATURE OTHER THAN REQUESTER NEEDED - LIST NAME(S):	<a href="#">SCOTT CARTER TO INITIAL MEMO</a>
MAILING OTHER THAN STANDARD	

*FED EX REQUESTS MUST BE SUBMITTED BEFORE 2:00 PM FOR SAME DAY PICK UP & INCLUDE STREET ADDRESS & PHONE # OF ADDRESSEE.		
<input type="checkbox"/> COURIER	<input type="checkbox"/> FED EX FOR ARRIVAL ON SELECT A DATE	<input type="checkbox"/> CERTIFIED WITH RETURN RECEIPT
SPECIAL INSTRUCTIONS / ADDITIONAL DELIVERY INFO:		
Thanks.		
CLERICAL WILL SEND YOU A CONFIRMATION LINK		

Best,

**Christine R. Teaford, CDT**

*Pronouns: She/Her/Hers*

Senior Technical Writing Specialist  
Engineering and Resource Planning Division  
707-547-1940

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**\*\*In response to the public health crisis created by the coronavirus, Sonoma Water's offices are physically closed until further notice. I am working remotely and checking email regularly **Monday - Thursday**.**

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