

**CITY OF GAUTIER**

**MEMORANDUM**

**To:** Honorable Gautier Mayor and Council  
**From:** Samantha D. Abell, City Manager  
**Date:** April 10, 2014  
**Subject:** Consideration of a Maintenance Services Contract between the City of Gautier and American Tank Maintenance in the amount of \$61,789.00 for the first three years, and \$8,855.00 for two years, with an option to renew for five more years

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**REQUEST:**

The City Council shall consider for approval a water tank maintenance contract between the City of Gautier and American Tank Maintenance, the lowest and best qualified bidder.

Mississippi Statue requires that water tank maintenance be competitively bid separate from the city's public works operations and maintenance. A total of seven proposals were submitted, with the second lowest bidder belonging to Pittsburg Tank for \$57,218.50 annually (comparison matrix attached).

**DISCUSSION:**

The City of Gautier has five water tanks, consisting of four elevated and one pressure vessel on Highway 57. American Tank Maintenance has conducted on-site inspections and has provided a maintenance schedule that includes the exterior renovation of three tanks, and washes out inspections of four tanks, with visual inspections and emergency services for all five. This is an appropriate schedule given the condition and maintenance of the tanks to date.

The Lark Drive Tank received an exterior paint renovation in June 2013, and interior paint 2007. The Mall Tank received an exterior paint renovation in June 2013, and interior paint 2004. The Martin Bluff Tank received an exterior paint renovation in 2004, and interior paint 2006. The Fire Station Tank received an exterior paint renovation in 2007, and the interior paint 2004.

**RECOMMENDATION:**

The City Manager recommends approval of a maintenance contract for water tanks between the City of Gautier and American Tank Maintenance in the amount of \$61,789.00 for the first three years, and \$8,855.00 for two years, with an option to renew for five more years.

**ATTACHMENTS:**

American Tank Maintenance Proposal

Water Tank Maintenance Program Matrix

March 25, 2014

Cindy Steen  
Purchasing Agent  
City of Gautier, MS  
3330 Hwy. 90  
Gautier, MS 39553

**RE: Water Tank Maintenance And Repair**

Ms. Steen,

On behalf of ClearWater Solutions, LLC, (CWS) I would like to thank you for allowing our company the opportunity to provide the City of Gautier, MS with this proposal for tank maintenance of five (5) of the City's Water Storage Tanks. CWS is excited to have this opportunity to provide our letter proposal. Please find below the scope of service as well as what is included as a benefit for the City. CWS strong commitment to environmental stewardship, cost-efficient operations, and customer service – principles on which our company was founded have been instrumental in making us your choice for this tank maintenance project.

With our proven systems and experienced personnel, combined with the experience of current staff, CWS will provide superior operations with focus on efficiency and quality service. CWS shall provide the following scope of service:

- a. CWS shall annually inspect and service the interior and exterior of the Tanks so as to ensure each Tank is in sound, watertight condition. Following each annual inspection, CWS shall furnish to Owner a detailed report.
- b. As shown in the attached schedule and following the execution of this agreement, CWS shall completely drain and clean the Tanks to remove all mud, silt, and other accumulations that may be harmful to the Tank or the Tank's contents. Following this cleaning, CWS shall thoroughly inspect the interior of the Tank and disinfect the interior prior to returning the Tank to service.
- c. CWS shall furnish all specialized services, included but not limited to engineering, maintenance, and inspection services, needed to carry out any and all repairs to the Tanks needed during the term of this agreement.
- d. CWS shall clean or repaint the interior and/or exterior of the Tanks at such time as repainting is needed. The interior of each Tank shall be repainted at such time, as determined by CWS, based on the thickness of the existing liner and its protective condition. The exterior of each Tank shall be repainted at such time, as determined by CWS, based on the appearance and protective condition of the existing paint.

- e. When CWS paints either the interior or exterior of any Tank, CWS shall use all products and procedures that meet or exceed the requirements of the Mississippi Department of Environmental Quality, the American Water Works Association, and the Steel Structures Painting Council as to surface preparation, coating materials, and disinfection. CWS shall select the type and brand of paint that best suits the specific site conditions.
- f. When interior renovation is needed, CWS shall use only material approved for use in potable water tanks.
- g. CWS shall install a lock on the roof hatch of each Tank to prevent any unauthorized entry to the Tanks. Keys to the Tanks shall be retained by the City.
- h. CWS shall provide emergency services to handle any problems with the Tanks that arise from or are related to CWS's inspection, maintenance and repair of the Tanks.
- i. CWS shall furnish current certificates of insurance upon request.

In summary, CWS stands ready to work in partnership with the City of Gautier, MS on this opportunity, committing any resources necessary to deliver an exemplary project. We look forward to building a partnership based on values of trust, integrity, customer satisfaction, equal opportunity, and exceptional service delivery.

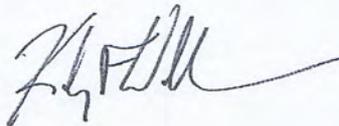
City of Gautier, MS Tanks:

- Central Fire Station Elevated Water Tank
- Mall Elevated Water Tank
- Martin Bluff Elevated Water Tank
- Lark Street Elevated Water Tank
- 10,000 GAL Water Tank

ClearWater is proposing the following fee for a Ten (10) year tank maintenance program:

Total Ten (10) Year Cost	\$ 598,106.50
Total Annual Cost	\$ 59,810.65
Total Monthly Cost	\$ 4,984.22

Sincerely,



Kody Walker, PE  
 VP of Operations  
 ClearWater Solutions, LLC

*photo's of tank  
 no mention of relief valve  
 no mention of log maint  
 abbrivating tank after  
 spray painting.  
 washout respects to*

**GAUTIER  
WATER TANKS**

Tank #1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
500,000 GAL EWT Fire Tank	W/O Inspection	Visual Inspection	Visual Inspection	Int. Reno Inspection	Visual Inspection	Ext. Reno Inspection	W/O Inspection	Visual Inspection	Visual Inspection	W/O Inspection
Tank #2	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
150,000 GAL EWT Mall Tank	W/O Inspection	Visual Inspection	Visual Inspection	W/O Inspection	Visual Inspection	Visual Inspection	Int. Reno Inspection	Ext. Reno Inspection	Visual Inspection	W/O Inspection
Tank #3	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
300,000 GAL EWT Martin Tank	Visual Inspection	Ext. Reno Inspection	W/O Inspection	Visual Inspection	Visual Inspection	Int. Reno Inspection	Visual Inspection	Visual Inspection	W/O Inspection	Visual Inspection
Tank #4	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
50,000 GAL EWT Lark Tank	W/O Inspection	Visual Inspection	Visual Inspection	Int. Reno Inspection	Visual Inspection	Visual Inspection	W/O Inspection	Visual Inspection	Visual Inspection	Ext. Reno Inspection
Tank No. 5	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
10,000 GAL Mixing Hwy 57 Tank	Visual Inspection	W/O Inspection	Ext. Reno Inspection	Visual Inspection	W/O Inspection	Visual Inspection	Visual Inspection	W/O Inspection	Visual Inspection	Visual Inspection

## CITY OF GAUTIER WATER TANK MAINTENANCE PROGRAM PROPOSAL

COMPANIES	MONTHLY PRICE	YEARLY PRICE	TERMS	500,000 Elevated (Central Fire Station)	150,000 Elevated (Mail Tank)	300,000 Elevated (Martin Bluff Tank)	50,000 Elevated (Lark Street)	10,000 Pressure Vessel (Hwy 57)
ROBINSON & SON'S CONSTRUCTION	13,650.00	163,800.00	N/A	N/A	N/A	N/A	N/A	N/A
TANK PRO'S								
CLEARWATER SOLUTIONS	4,984.22	\$58,910.65 and \$598,106.50 10 year term	5 years with an options for 5 more years	N/A	N/A	N/A	N/A	N/A
AMERICAN TANK MAINT	\$5,149.00 for year 2014, 15, 16 \$738.00 for year 17, 18	\$61,789.00 for 3 years and \$8,855.00 for 2 years	5 years with an options for 5 more years	5,149.00	5,149.00	5,149.00	738	738
UTILITY SERVICES	Continue Contract	N/A	N/A	6533.45	2451.52	3199.86	2395.67	N/A
PITTSBURG TANK	N/A	\$57,218.50 and \$572,185.00 ten years	5 years with an options for 5 more years	9,500.00	6,300.00	8,700.00	4,700.00	2,400.00
SOUTHERN CORROSION	N/A	\$69,055.00 and \$690,550.00 ten years	5 year with an options for 5 more years	N/A	N/A	N/A	N/A	N/A



# **The City of Gautier, MS**

## **WATER TANK MAINTENANCE PROGRAM PROPOSAL**

**500,000 Elevated – Central Fire Station**  
**150,000 Elevated – Mall Tank**  
**300,000 Elevated – Martin Bluff Tank**  
**50,000 Elevated – Lark St. Tank**  
**10,000 Pressure Vessel – Hwy 57**

**MARCH 25, 2014**



To City of Gautier, MS

*We are excited to introduce you to American Tank Maintenance, LLC. Our team of proven professionals is committed to providing world class customer service to our clients. In today's world, we know that you have multiple demands on your time and that you work diligently every day to provide your customers with safe clean drinking water. We know that one of the more valuable assets in this effort is the water storage tank. American Tank Maintenance will deliver peace of mind that your water storage tanks are safe, secure, clean, aesthetically pleasing and structurally sound.*

*Our executive team were the pioneers in the management and maintenance of potable water storage tanks across the United States. Our management team has a combined 125 years of experience in the industry. We are dedicated to building long term relationships with our customers. Our focus is on you, the customer.*

*American Tank Maintenance specializes in Water Tank Maintenance Professional Services and long term Preventative Maintenance Programs. A Maintenance Program includes annual inspections, triennial washout inspections, emergency services and repairs. Additionally it provides for future renovations, which include interior wet surface blasting and painting, and exterior overcoats, which will keep your new tank serviceable, corrosion free, and looking good.*

*American Tank Maintenance is a great company with a proven management team that has consistently saved customers thousands of dollars. We endeavor to provide, integrity, professionalism, quality workmanship and outstanding customer service. It would be a great opportunity and beneficial for all of us if American Tank Maintenance could become an integral part of your project needs.*

*We will do everything possible to earn and justify your trust. We look forward to a future working relationship with you.*

*Sincerely,*

*Sheldon Shelton*

Sheldon Shelton  
Executive Vice President of Sales  
American Tank Maintenance