

CITY OF SANTA MARIA



REQUEST FOR PROPOSALS

MECHANICAL SLUDGE DEWATERING EQUIPMENT RENTAL FOR WASTEWATER TREATMENT PLANT

Issuing Office:
City of Santa Maria
Utilities Department
2065 East Main Street
Santa Maria, CA 93454

RELEASE DATE:	October 26, 2026
QUESTIONS/CLARIFICATIONS DEADLINE:	October 30, 2026
ONLINE SUBMISSION DEADLINE:	November 2, 2026
CITY COUNCIL AWARD:	November 17, 2026
NOTICE TO PROCEED:	Late November 2026

PUBLIC NOTICE

**REQUEST FOR PROPOSALS FOR
MECHANICAL SLUDGE DEWATERING EQUIPMENT RENTAL
FOR WASTEWATER TREATMENT PLANT**

**THE CITY OF SANTA MARIA, LOCATED IN SANTA BARBARA COUNTY,
CALIFORNIA, INVITES PROPOSALS FOR THE PROJECT
FURTHER DESCRIBED HEREIN.**

Request for Proposal packages may be obtained by sending a request to the email address provided below or by accessing the City's PlanetBids portal to register as a vendor and to download the proposal directly. This will add your firm to the prospective bidders lists and ensure that you receive any and all Addenda or updates to the RFP. This will also include your firm in notifications of future RFP postings of a similar nature. **It is the sole responsibility of the proposer to register as a prospective bidder in order to ensure receipt of updates to the RFP and/or Addenda.**

The City of Santa Maria's PlanetBids portal is located at:
<https://vendors.planetbids.com/portal/59405/portal-home>.

Vendors may also find a link to the City of Santa Maria's vendor portal at:
<https://www.cityofsantamaria.org/services/departments/departments-of-public-works/bids-and-proposals>.

**INTERESTED PARTIES SHALL TRANSMIT SUBMITTALS VIA THE PLANET BIDS
PORTAL BY 4:00 P.M. LOCAL TIME ON NOVEMBER 2, 2026.**

NO SUBMITTALS WILL BE ACCEPTED OR OPENED AFTER THE DEADLINE.
SUBMITTALS WILL NOT BE PUBLICLY OPENED.

All communications and inquiries shall be submitted in writing and delivered via email to:
utprocurement@cityofsantamaria.org.

DATE ISSUED: OCTOBER 26, 2026

1. INVITATION TO SUBMIT PROPOSALS

The City of Santa Maria (City) is soliciting proposals from qualified Vendors to provide a trailer-mounted mobile sludge dewatering system, including all equipment, support services, and technical assistance necessary for seasonal operation at the City's Wastewater Treatment Plant (WWTP), located at 601 Black Road, Santa Maria, CA 93458. The selected Vendor will be required to provide reliable mobile sludge dewatering equipment, associated services, and technical support necessary to ensure safe, effective, and dependable seasonal operation at the WWTP.

The anticipated rental period is a minimum of three months. At the City's sole discretion, the rental period may be extended on a month-to-month basis at the unit prices proposed by the Vendor.

The selected Vendor shall provide a complete, fully operational mobile sludge dewatering system and all labor, transportation, equipment, mobilization, startup assistance, operator training, technical support, maintenance, and related services necessary for successful operation in accordance with the requirements of this Request for Proposals (RFP).

The City intends to award a contract to the qualified Vendor whose proposal provides the best overall value to the City. The City will consider factors including, but not limited to, the Vendor's technical qualifications, equipment capabilities, service and technical support, relevant experience, proposed pricing, rental agreement terms and conditions, and compliance with the requirements of this RFP.

2. BACKGROUND

The City owns and operates the sewer collection system and a two-stage trickling filter wastewater treatment plant, designed to treat ± 8 mgd annual average flow. The current solids process includes the following:

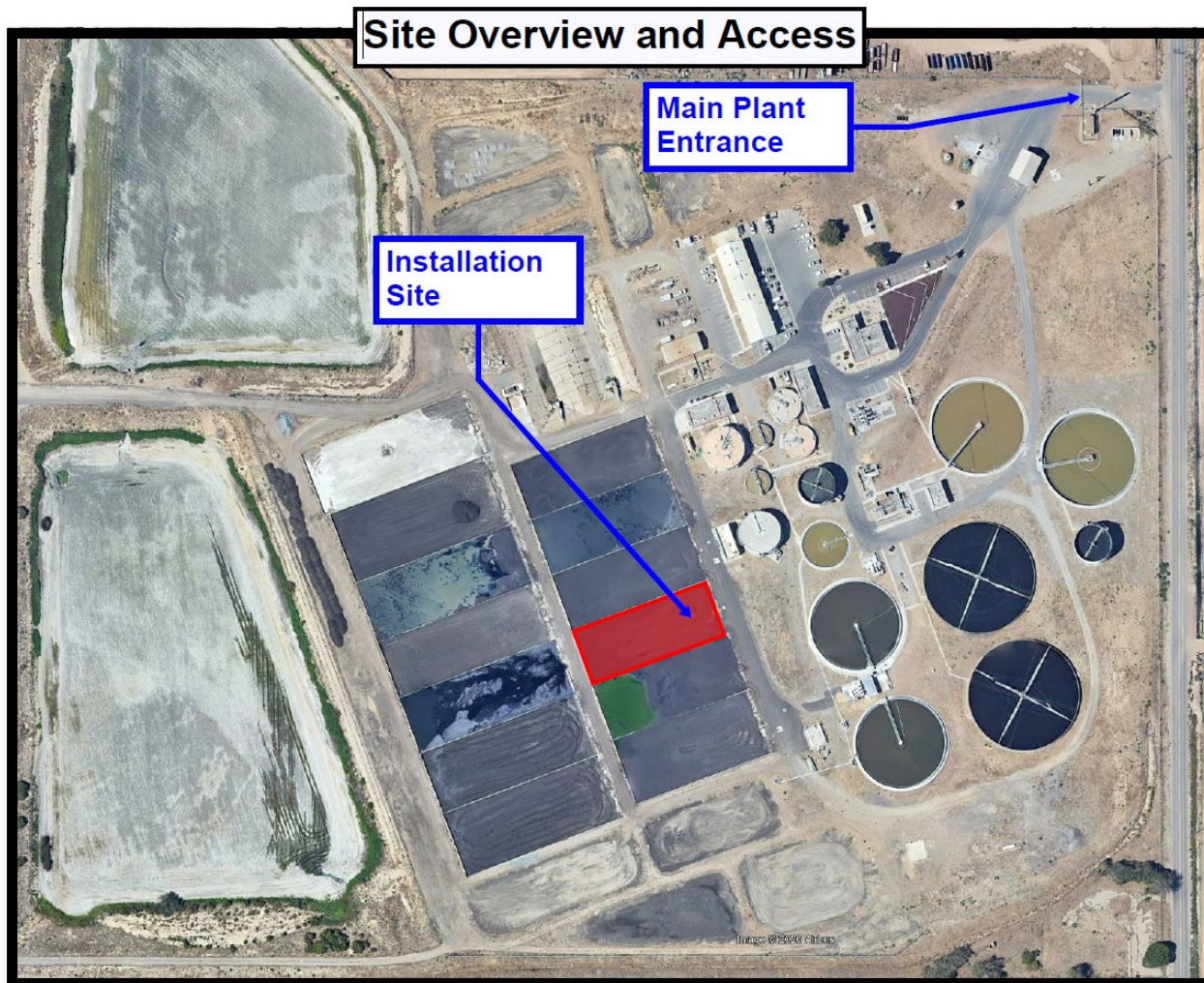
- Sludge and scum settled in the primary clarifiers are pumped to gravity thickeners and successively to one of the plant's two online anaerobic digesters.
- Digested sludge is dewatered in sludge drying beds which can take several weeks to months to dry.
- The dried sludge classified as Class B Biosolids is removed from the drying beds and hauled to the local composting facility operated by Engel and Gray Inc. located adjacent to the WWTP.

During the wet season, precipitation and reduced evaporation significantly decrease the effectiveness of the sludge drying beds, resulting in slower drying rates and reduced solids handling capacity. As sludge inventories increase, available drying bed capacity becomes limited and may affect routine plant operations and planned maintenance activities.

To supplement the existing biosolids management process during these periods, the City annually leases mobile mechanical sludge dewatering equipment to process anaerobically digested sludge and reduce reliance on sludge drying beds.

3. EXISTING FACILITY AND SLUDGE CHARACTERISTICS

The mobile dewatering equipment will be installed at the City's WWTP and connected to existing plant utilities and sludge handling facilities.

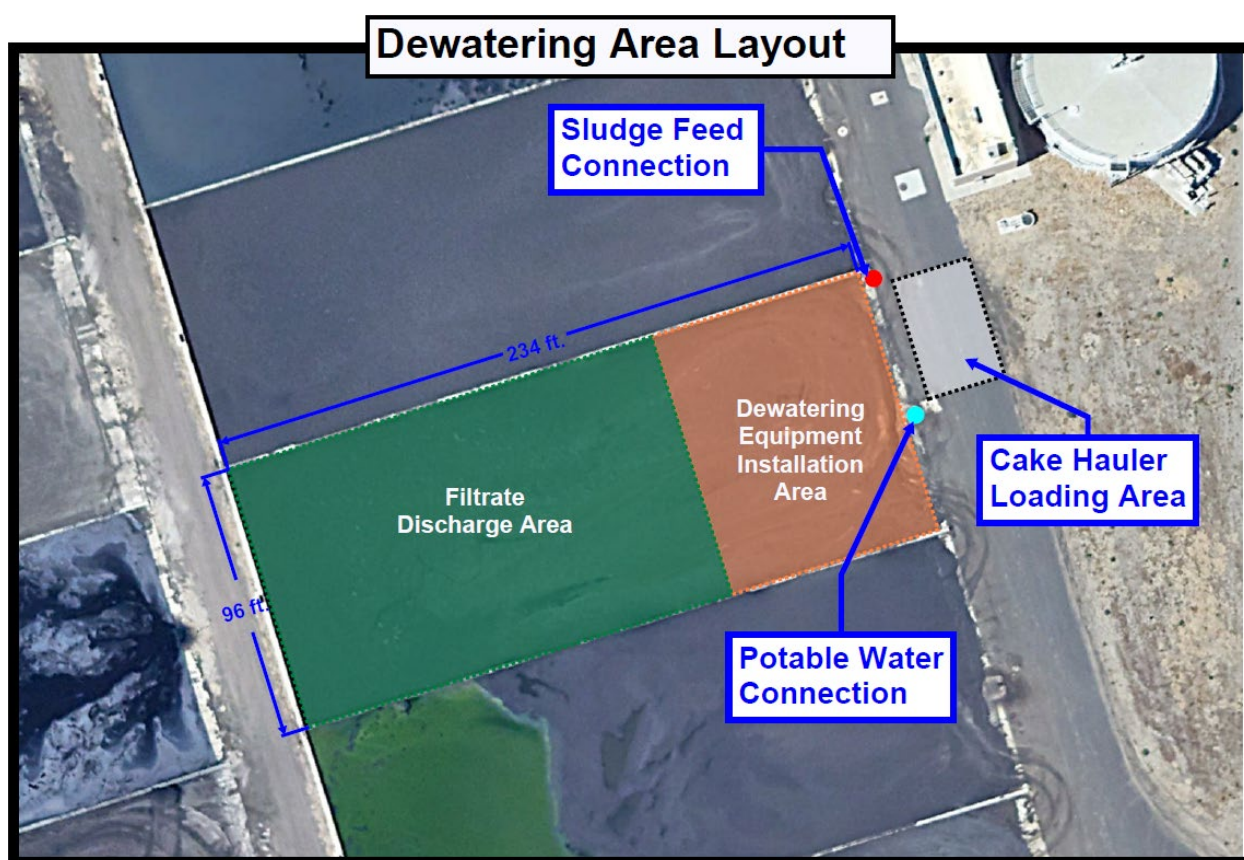


The following information is provided to assist Vendors in preparing responsive proposals:

Parameter	Description
Sludge source	Anaerobically digested sludge
Treatment process	Two-stage trickling filter
Feed solids concentration	2-3% total solids
Sludge feed rate	200 gallons per minute (gpm) minimum
Target dewatered cake solids	20% total solids minimum

Parameter	Description
Planned operating schedule	8 hours per day, 5 days per week
Anticipated rental period	3 months, beginning late November 2026
Electrical service	460V, 3 Phase, 100 Amp
Wash water	Potable water available at location
Polymer	Clarifloc C-6287 or approved equal, furnished by City
Clean water	Approx. 100-gpm at 45-psi

The rented mobile sludge dewatering unit will be located adjacent to the existing sludge handling facilities where electrical power, wash water, sludge feed connections, and filtrate return connections are available.



4. PROJECT OBJECTIVES

The City's primary objectives for this procurement are to obtain a mobile sludge dewatering unit that:

- Provides reliable seasonal dewatering of anaerobically digested sludge during periods when sludge drying beds have reduced drying capacity.
- Produces consistent dewatered biosolids cake suitable for loading directly into haul trucks for transport.

- Minimizes equipment downtime through dependable operation and responsive technical support.
- Supports efficient biosolids management while minimizing operational disruptions to the treatment plant.
- Can be safely operated by City personnel following vendor-provided startup assistance and training.
- Requires minimal daily operator attention while maintaining consistent performance.
- Provides a safe, clean, and well-maintained working environment for WWTP personnel.
- Can meet the performance requirements specified in this RFP throughout the rental period.

5. SCOPE OF SERVICES

The selected Vendor shall furnish all labor, equipment, transportation, supervision, technical support, materials, tools, incidental items, and services necessary to provide a fully operational mobile sludge dewatering system for seasonal operation at the City's WWTP. Unless specifically identified as a City responsibility, the Vendor shall be responsible for providing all services necessary to successfully deliver, install, commission, support, and remove the equipment upon completion of the rental period.

The Scope of Services shall include, but not be limited to, the following:

1. Equipment

The Vendor shall provide one complete, trailer-mounted mobile sludge dewatering system that is a fully automated, low-maintenance, easy to operate belt filter press system capable of handling the sludge characteristics presented in this RFP. The belt filter press system shall be at the minimum equipped with the following:

- Equipment manufactured within the last ten years or fully refurbished to like-new operating conditions.
- Fully enclosed or weather-protected trailer including roof
- Covered operator control station
- Positive displacement sludge feed pump capable of conveying feed sludge from the ground level into the dewatering equipment.
- Wash water booster pump
- Gravity or pumped filtrate drainage return system
- Automatic polymer make-down and injection system (controls, tanks, mixers, pumps, valves, piping, etc.)
- Inclined sludge cake conveyor capable of placing dewatered solids into hauling trucks with a minimum discharge height of twelve feet.
- Sludge feed hoses and associated fittings
- Filtrate discharge hoses and fittings
- Appropriate machine guards and emergency stop devices
- Non-slip operator platforms and walkways
- All electrical controls necessary for automatic operation

All equipment furnished under the Contract shall be clean, fully functional, and maintained in excellent operating condition. Equipment shall be free of excessive corrosion, structural damage, hydraulic leaks, damaged guarding, or other deficiencies that could adversely affect safety, reliability, or performance. Prior to shipment, the Vendor shall clean, inspect, and service the equipment to ensure it is ready for continuous municipal wastewater service throughout the rental period.

The City reserves the right to inspect the equipment upon delivery and reject equipment that is determined to be unsuitable for service or materially inconsistent with the proposal.

2. Transportation

The Vendor shall arrange and pay for all transportation associated with delivery of the mobile dewatering system to the WWTP and removal of the equipment upon completion of the rental period. Services shall include:

- Transportation to and from the project site
- Insurance during the transportation process and loading/off-loading at the site
- Offloading and positioning of equipment
- Equipment setup
- Connection of vendor-supplied hoses and accessories
- Coordination with City staff during installation
- Equipment loading and removal, followed by site cleanup at the conclusion of the rental period

The City will provide access to available utilities identified in this RFP.

3. Startup and Commissioning

The Vendor shall furnish qualified personnel to perform equipment startup and commissioning. Startup services shall include:

- Verification of equipment installation
- Functional testing of all major equipment
- Verification of control systems
- Polymer system setup
- Initial process optimization
- Demonstration of proper operation
- Confirmation that all safety devices are functioning properly
- Written operating instructions including system settings based on site-specific process optimization

Startup shall not be considered complete until the equipment is operating satisfactorily and accepted by the City. The rental period of the equipment will not begin until the City has accepted the equipment, based on successful field witness testing proving stated performance of the equipment within the Vendor's proposal.

4. Operator Training

The Vendor shall provide approximately two days of on-site training for City personnel during startup. Training shall include, at a minimum:

- Equipment overview
- Normal operation
- Startup procedures
- Shutdown procedures
- Emergency shutdown
- Routine adjustments
- Preventive maintenance
- Safety procedures
- Troubleshooting

The Vendor shall provide written startup, shutdown, operating, maintenance, and troubleshooting procedures.

5. Maintenance and Technical Support

The Vendor shall provide technical support throughout the rental period:

- Support services shall include:
- Telephone technical support during normal business hours
- Emergency technical assistance
- Troubleshooting support
- Repair recommendations
- Replacement parts as required
- Field service when necessary

The Vendor shall identify emergency contact information and expected response times within its proposal for both telephone support and on-site support. If unit repairs cannot be made within four days of the first attempt to contact the Vendor, a replacement for the failed component must be provided within four days after the initial required response period has expired.

The Vendor shall furnish, at no additional cost, all spare parts reasonably necessary to support operation during the rental period. At a minimum, spare parts shall include:

- One complete replacement belt of each type used
- Fuses
- O-rings
- Seals
- Lubricants (if proprietary)
- Wear components recommended by the manufacturer

Unused spare parts shall remain the property of the Vendor and shall be returned upon completion of the rental period.

The Vendor shall furnish complete electronic and hard-copy Operations and Maintenance Manuals, including:

- Equipment drawings
- Parts lists
- Preventive maintenance schedules
- Lubrication schedules

- Recommended spare parts
- Troubleshooting guides
- Wiring diagrams
- Hydraulic diagrams (if applicable)

6. Laboratory Bench Tests

The Vendor shall perform laboratory tests on WWTP sludge samples to optimize the equipment's thickening and dewatering capacity with the optimal polymer solution selection and dosage. The City has successfully used Clarifloc C-6287 with previous belt press dewatering projects but will consider selected Vendor's recommendations based on results from the laboratory bench tests.

6. PROPOSAL SUBMITTAL REQUIREMENTS

Complete and signed proposals shall include, at a minimum, the following:

- Proposal Response Form (Attachments A-1, A-2)
- Form W-9 Request for Taxpayer Identification Number and Certification (form must be dated within past three months)
- Copy of standard contract or rental agreement (may be blank or redacted)

Along with their proposals, Vendors must include unit operating specifications, age of equipment, dimensions, drawings and photos indicating general equipment condition.

Vendors are responsible for identifying any additional utility or site requirements necessary for proper operation of the proposed equipment.

7. PAYMENT

Payment for the use of the equipment shall be invoiced monthly.

8. PREVAILING WAGES

Pursuant to California Labor Code sections 1720 through 1861, the Consultant and all subconsultants or contractors shall ensure that all workers who perform work under this Agreement are paid not less than the prevailing rate of per diem wages as determined by the Director of the California Department of Industrial Relations (DIR) for our locality.

The Consultant shall be solely responsible for compensating its employees, agents, and/or subcontractors and for paying all related taxes, deductions, and assessments, including, but not limited to, federal income tax, FICA, social security tax, assessments for unemployment and industrial injury, and other deductions from income which may be required by law or assessed against either party as a result of this project.

9. METHOD AND SELECTION CRITERIA

A selection panel will evaluate, and rank, submittals based on the following criteria:

CRITERIA	WEIGHT
Submittal Requirements	Pass / Fail
Flow Rate Responsiveness to RFP requirements and comparative capacity to other proposers	30
Technical Specifications of Proposed Unit Responsiveness to RFP requirements	30
Cost Proposal Comparative cost to other proposers	40
TOTAL	100

10. RIGHT TO CHANGE OR AMEND REQUEST

The City reserves the right to change the terms and conditions of this RFP. The City will notify all proposers initially provided this RFP of any material changes via addendum by electronic method via the City's PlanetBids Portal. In order to receive RFP Updates and/or Addenda it is the responsibility of each prospective bidder to register as a vendor with the City through Planet Bids and download the RFP. No one is authorized to amend any RFP requirements in any respect by an oral statement, or to make any representation or interpretation in conflict with these provisions.

Should proposers discover any ambiguity, conflict, discrepancy, omission, or other error in this RFP, they shall notify the City of such error via email by the date indicated above in schedule (see deadline for clarifications requests), and request clarification or modification of the document. Modifications shall be made by addendum.

Any addendums issued because of a request for clarification will be published on the City's PlanetBids Portal and distributed electronically to all prospective bidders.

If subsequent selection opportunities are issued, the City is under no obligation to advise any respondent to this RFP, although it is the City's intent to notify all qualified respondents of any such plans.

11. INSURANCE REQUIREMENTS

The selected firm will be required to maintain insurance as required by the City. A complete Certificate of Insurance, which will be due upon firm selection, must contain the insurance carrier, A.M. best ratings scope of coverage and limits, deductibles, and self-insured retention, and include all proper endorsement pages. The standard scope of insurance and minimum limits are described in Attachment B - Standard Insurance Requirements; however, **minimum limits may be increased** at the discretion of the City.

12. CITY-RESERVED RIGHTS

The City reserves the right to:

- Require the selected Vendor to provide certificates of insurance, endorsements, and compliance documentation prior to contract execution.
- Reject any proposal that does not fully comply with this requirement.

13. EXAMINATION OF REQUEST FOR PROPOSALS

Proposers are encouraged to carefully examine the entire RFP and any subsequent addendums along with all related materials and data referenced in the RFP and become fully aware of the request and the conditions to be encountered in performing the requested services.

14. DISCLOSURE

Responses to this RFP are considered public records. Information submitted to the City by proposers is subject to possible compulsory disclosure by the City upon request from a member of the public, under the California Public Records Act, Government Code Section 6250, et seq. No proposer shall seek damages against the City or recovery of its attorneys' fees from the City, because of any dispute related to the release of information submitted in response to this RFP, whether the proposer is seeking release of another proposer's information or is opposing a third-party's request for release of its material.

**ATTACHMENT A-1
PROPOSAL RESPONSE FORM**

I. COMPANY INFORMATION

Business Name	
Business Type and State ex. California Corporation	
Business Mailing Address	
Business Primary Phone #	
Business Fax #	
Owner's Legal Name	
City Business License #	
Contractor's State License(s) Type, State, #, Issuing Agency	
Other Certification(s) Type, State, #, Issuing Agency	
Proposer Name and Title	
Proposer Email Address	
Proposer Phone #	

II. COMPANY REFERENCES

	Company Name	Contact Name & Title	Phone Number	Email Address
1				
2				
3				

Signature of Proposer/Authorized Representative

Date

**ATTACHMENT A-2
COST PROPOSAL****III. MECHANICAL SLUDGE DEWATERING EQUIPMENT RENTAL FOR WWTP**

WORK DESCRIPTION	Unit	Item Cost (\$)	Total Cost (\$)
1. Transportation (all freight transportation and insurance of the unit to / from the jobsite – includes mobilization and demobilization)	LUMP SUM		
2. Belt Press Equipment Rental (includes setup, polymer bench testing as required, commissioning, spare parts, O&M manuals, etc.)	3-MONTH TERM		
3. Operator Training	LUMP SUM		

Prevailing Wage rates? ☐ Yes ☐ No

BASE TOTAL (\$)	
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Monthly Rental Fee after Initial Term (City Option)	PER MONTH	\$ _____
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ATTACHMENT B INSURANCE REQUIREMENTS

The Contractor shall procure and maintain for the duration of the contract insurance against claims for injuries to persons or damages to property which may arise from or in connection with the performance of the work hereunder by the Contractor, his/her agents, representatives, or employees. If the Contractor maintains broader coverage and/or higher limits than the minimums shown below, the City requires and shall be entitled to the broader coverage and/or higher limits maintained by the Contractor.

1) Minimum Scope of Insurance

- a) Coverage shall be at least as broad as:
 - i) Insurance Services Office Commercial General Liability coverage (occurrence form CG 0001), including products and completed operations, property damage, bodily injury and personal & advertising injury.
 - ii) Insurance Services Office Business Auto Coverage Form Number CA 00 01 covering any auto (Code 1); if Contractor has no owned autos, covering hired (Code 8) and non-owned autos (Code 9).
 - iii) Workers' Compensation insurance as required by the State of California and Employer's Liability Insurance.
 - iv) Errors and Omissions liability insurance appropriate to the Contractor's profession.

2) Minimum Limits of Insurance

- a) Contractor shall maintain limits no less than:
 - i) General Liability - \$2,000,000 per occurrence for bodily injury, personal injury and property damage. If Commercial General Liability Insurance or other form with a general aggregate limit is used, either the general aggregate limit shall apply separately to this project/location (ISO CG 25 03 or 25 04) or the general aggregate limit shall be twice the required occurrence limit.
 - ii) Automobile Liability - \$1,000,000 per accident for bodily injury and property damage.
 - iii) Workers' Compensation: Statutory limits.
 - iv) Employer's Liability - \$1,000,000 per accident for bodily injury or disease.
 - v) Errors and Omissions Liability - \$1,000,000 per occurrence or claim, \$2,000,000 aggregate.

3) Self-insured Retentions

Self-insured retentions must be declared to and approved by the City. The City may require the Contractor to purchase coverage with a lower retention or provide proof of ability to pay losses and related investigations, claim administration and defense expenses within the retention.

4) Other Insurance Provisions

- a) The liability policies **are to contain, or be endorsed to contain**, the following provisions:

- i) *The City of Santa Maria, its officers, officials, employees and volunteers are to be covered as additional insureds on the CGL policy with respect to liability arising out of work or operations performed by or on behalf of the Contractor including materials, parts, or equipment furnished in connection with such work or operations.* General liability coverage can be provided in the form or an endorsement to the Contractor's insurance (at least as broad as ISO Form CG 20 10 11 85 or **both** CG 20 10, CG 20 26, CG 20 33, or CG 20 38 **and** CG 20 37 forms if later revisions are used).
- ii) For any claims related to this project, the Contractor's insurance coverage shall be primary insurance coverage at least as broad as ISO CG 20 01 04 13 as respects the City, its officers, officials, employees and volunteers. Any insurance or self-insurance maintained by the City, its officers, officials, employees or volunteers shall be excess of the Contractor's insurance and shall not contribute with it.
- iii) Each insurance policy required by this clause shall be endorsed to state that coverage shall not be canceled or reduced, **except with notice to the City specifying the title of the authorized project.** **All notices provided pursuant to authorized work shall be given to the City representative listed for notice and shall specify the title of this project.** Notice may be given by overnight mail, facsimile with confirmation of receipt, or certified mail with return-receipt requested.
- iv) The Contractor hereby grants to the City a waiver of any right to subrogation which any insurer of said Contractor may acquire against the City by virtue of the payment of any loss under such insurance. The Contractor agrees to obtain any endorsement that may be necessary to affect this waiver of subrogation, but this provision applies regardless of whether the City has received a waiver of subrogation endorsement from the insurer.
- v) If any of the required policies provide claims-made coverage:
 - (1) The Retroactive Date must be shown and must be before the date of the contract or the beginning of contract work.
 - (2) Insurance must be maintained, and evidence of insurance must be provided for at least five (5) years after completion of the contract of work.
 - (3) If coverage is cancelled or non-renewed, and not replaced with another claims-made policy form with a Retroactive Date prior to the contract effective date, the Contractor must purchase "extended reporting" coverage for a minimum of five (5) years after completion of work.

5) Acceptability of Insurers

Insurance is to be placed with insurers with a current A.M. Best's rating of no less than A:VII, unless otherwise acceptable to the City.

6) Verification of Coverage

- a) The Contractor shall furnish the City with original certificates and amendatory endorsements of the applicable policy language effecting coverage required by this clause.

- b) All certificates and endorsements are to be received and approved by the City before work commences. However, failure to obtain the required documents prior to the work beginning shall not waive the Contractor's obligation to provide them.
- c) The City reserves the right to require complete, certified copies of all required insurance policies, including endorsements effecting the coverage required by these specifications, at any time.

7) Special Risks or Circumstances

The City reserves the right to modify these requirements, including limits, based on the nature of the risk, prior experience, insurer, coverage, or other special circumstances.