



Addendum No. One

Date: October 24, 2022

RFB No: FY23-805-19 FAA Approved Solid Runway Deicer

This Addendum # 1 to the Request for Bids for FAA Approved Solid Runway Deicer (“RFB”) contains the following clarifications, changes, additions, and/or deletions of the RFB:

- Responses to questions submitted in writing

QUESTIONS SUBMITTED IN WRITING

Question 1: Can you please share some historical data on the amounts of solid deicer purchased the last few years?

Response:

| Airfield Chemical Usage by Season | Winter Seasons | |
|-----------------------------------|----------------|-------|
| | 21-22 | 20-21 |
| 40kg Bags | 220 | 102 |
| 1000kg Supersacks | 36 | 12 |

Question 2: Can you give any idea of how much product you purchase at a time?

Response: We typically maintain a quantity of 10 supersacks on hand for airfield maintenance and two pallets of 40kg bags on hand for building maintenance. We tend to order additional product as it is utilized throughout the season so they quantities purchased each time may differ, but we try to minimize any small orders to consolidate any freight costs.

Question 3: Will you accept a white product in the event the tinted product becomes unavailable at some point during the winter season?

Response: non-tinted product will be accepted only if tinted product is no longer manufactured. The airport requires a tinted product to assist in identifying which surfaces have had chemical applications.

Question 4: Will the Airport accept a straight sodium formate deicer?

Response: The airport bid requires a Sodium Acetate/Sodium Formate blend. This is our preference since straight sodium formate has been tested here at MHT in the past and has been proven to not be as effective.

Question 5: Will the Airport accept a white colored product?

Response: See response to question No. 3.

Question 6: Would the City please state payment terms?

Response: payment from the city to the vendor within Net 30.

Question 7: Would the City agree to accept adjustments for freight annually?

Response: The price is supposed to be inclusive of freight, but if it is broken out we could look at a unit cost and a freight cost.

Question 8: Would the City agree to accept price adjustments annually based on actual changes in raw material costs?

Response: the RFB is written as six (6) one-year options for renewal. So, costs could change on each renewal period.

Question 9: Would the City agree to extend the due date to allow for adequate time to mail the proposal after questions have been answered?

Response: No. Winter is approaching quickly and we need a contract in place soon.

Question 10: Does the City plan to order in full truckload quantities (20 metric tons), or should pricing be provided for less than the truckload quantities (1 metric ton minimum)?

Response: Provide for less than 20 metric tons. 1 metric ton is equal to 1 supersack and we typically place orders for a few supersacks as needed.

Question 11: Exhibit B, Bid Form – the second item in the chart states “but no greater than twenty-five (or 50 pounds) per bag” however, 25 kilograms is 55 pounds. Would the City accept 25 kilogram (or 55 pound) bags?

Response: Yes that is a typo we would accept 25kg/55lbs bags.

Question 12: Would the City agree to accept delivery in 48-96 hours after receipt of order?

Response: we could live with 48-72 hours. 96 hours (4 days is excessive)

Question 13: If the above delivery (48-96 hours) is not acceptable, would the City agree to 48-72 hours after receipt of order?

Response: Yes