



## Request for Proposals (RFP) – Runway Deicing/Anti-icing Solid Compound

The County of Marquette (County), Marquette Sawyer Regional Airport (SAW), seeks bids from qualified vendors to provide solid deicing/anti-icing compound, Sodium Formate/Acetate Blend for runways and taxiways in accordance with the specifications listed below. Proposals must be submitted no later than **December 30, 2024 at 3:00 p.m. EST**. Vendors shall submit the documents using the **Proposal Form** contained in this Request for Proposal (RFP) by mail or in person in a sealed envelope, which identifies the proponent and states “**Marquette Sawyer Regional Airport Runway Deicing/Anti-icing Solid Compound**” on the outside of the envelope. Proposals must be delivered to: Airport Services Center, 125 G Avenue, Gwinn, Michigan 49841. Proposals will be publicly opened and read aloud at 125 G Avenue, Gwinn, Michigan 49841 at the date and time specified below.

### PRE-PROPOSAL MEETING

There will be no pre-proposal meeting for this project.

### SCHEDULE OF EVENTS

December 09, 2024 – RFP issued to Vendors

December 16, 2024 – Questions from Vendors due (written only)

December 20, 2024 – Addendum issued (If required)

\*All addendums and RFP documents will be posted on the County of Marquette and Marquette Sawyer Regional Airport’s websites.

December 30, 2024 – DUE DATE FOR RFP – (Bid Opening Immediately After)

3:00 p.m. EST     *Responses received after the deadline **cannot** be considered and if mailed, will be returned unopened.*

METHOD OF SUBMITTAL: By mail or delivered in person.

December 30, 2024 – Opening of Bids @ 3:00 p.m. EST

Although every effort will be made to follow this schedule, the County reserves the right to modify the dates as necessary and to accommodate special circumstances. All RFP’s are due by the time specified. Any RFP received at the designated location after the required time and date specified for receipt shall be considered late and non-responsive. The County is not responsible for delays occasioned by the US Postal Service, the internal mail delivery system of the county, or any other delivery method employed by the Vendor.

## TECHNICAL PROVISIONS

The County of Marquette/ Marquette Sawyer Regional Airport is seeking bids from qualified vendors to provide solid deicing/anti-icing compound, Sodium Formate/Acetate Blend, for runways and taxiways in accordance with the specifications, on an as needed basis.

1. AMS 1431 certified solid airfield deicer  
Composition: 70-80% Formate and 20-30% Acetate  
Granule Size: 2.0-5.6mm (#10 – #3.5 sieve)  
Bulk Density: 53 lbs/ft<sup>3</sup> to 56 lbs/ft<sup>3</sup>  
pH (15% solution): 9.0 – 10.5  
Packaging: 1,000 lb sacks (1,000 kg sacks not accepted)
2. Additional requirements prior to the award:
  - a. The product shall be minimum 70% Formate and a minimum of 20% Acetate.
  - b. The vendor shall provide a copy of independent laboratory certification of the product to AMS 1431 - certification shall be submitted with vendors bid.
  - c. The product shall be Granular in shape.
  - d. The Product Must Be Tinted Blue.
  - e. The vendor shall provide a comprehensive technical bulletin covering at minimum the Product's environmental impact, Material Safety Data Sheets (MSDS), handling, storage and application guidelines.
  - f. One (1) year storage stability test must be complete and conform to 3.2.4 of AMS 1431.
3. Or Equivalent

## PROPOSAL REQUIREMENTS

1. The County of Marquette/Marquette Sawyer Regional Airport shall notify the awarded vendor within **60 days** from the due date of this Request for Proposal. (*Award notification by 2/28/2025*)
2. The unit price hold will go into effect upon notification of award from the customer (Marquette Sawyer Regional Airport) after approval from the Marquette County Board is received.
3. The County of Marquette/Marquette Sawyer Regional Airport shall have the option to submit multiple orders of at least two 1,000-pound sacks within the price hold period of 150 days.

## NOTE TO VENDORS

Bids are requested from Direct Manufacturers or Stocking Distributors because product quantities per order placed under this contract may vary and orders must be **delivered within seventy-two (72) hours** after order is placed by the authorized SAW Individuals. A Direct Manufacturer is defined as an organization operating a factory on its premises that produces the product and its primary component. A Stocking Distributor is defined as a company that distributes the product from inventory or stock.

### RFP POINT OF CONTACT

Bradley O. Wheeler, Assistant Airport Manager  
Telephone: 906.346.3308 Ext. 3131  
Facsimile: 906.346.3309  
Email: [bwheeler@mqtco.org](mailto:bwheeler@mqtco.org)

Marquette Sawyer Regional Airport  
Airport Services Center  
125 G Avenue  
Gwinn, Michigan 49841

### FORM OF RESPONSE

1. Proposal response form
2. Price must be firm for one-hundred and fifty (150) days.

### PAYMENT TO CONTRACTOR

1. Payment will be made within 30 days after delivery of solid deicing/anti-icing compound. The cost must include delivery fees.

The County will award the bid to the lowest responsive bidder. A responsive bidder is one that does not vary from specifications and terms required. The County reserves the right to wave irregularities in the bid proposals.

PROPOSAL FORM  
 Marquette Sawyer Regional Airport  
 Runway Deicing/Anti-icing Compound

Description	Qty	Unit of Measure	Unit Cost	Total	Lead Time
Sodium Formate/Acetate Blend AMS 1431 Certified 1000 lb. Sack Tinted Blue	Minimum order of 2 sacks	1,000 lb sacks			

Proponent Name: \_\_\_\_\_

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Date of Bid: \_\_\_\_\_

AUTHORIZED SIGNATURE: \_\_\_\_\_

TITLE: \_\_\_\_\_

LUMP SUM AMOUNT FOR BID: \$ \_\_\_\_\_

WRITTEN AMOUNT: \_\_\_\_\_ dollars

ADDENDUM ACKNOWLEDGEMENT FORM

Proponent Name: \_\_\_\_\_

Proponents must acknowledge by signature, receipt of addenda if issued.

*(ADDENDUM TO CONTRACT: CONTRACTORS, listing County of Marquette insurance requirements are part of the RFP and do not need to be recorded on proposal form)*

Addendum No. 1: \_\_\_\_\_

Addendum No. 2: \_\_\_\_\_

**County of Marquette**  
**Addendum to Contract: Insurance Requirements**

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LIABILITY INSURANCE

The Contractor shall procure and maintain for the duration of the contract, insurance against claims for injuries to persons or damage to property which may arise from or in connection with the performance of the work hereunder by the Contractor, its agents, representatives, employees, volunteers or subcontractors.

INSURANCE REQUIREMENTS

The insurance coverage required shall be at least as broad as:

1. Commercial General Liability (“occurrence” form).
2. Automobile Liability (“any auto”).
3. Workers’ Compensation insurance as required by the laws of the state of Michigan and Employer’s Liability insurance.
4. Professional Liability (Errors& Omissions).

LIMITS OF INSURANCE

The Contractor shall maintain limits on said policy of no less than:

1. Commercial General Liability: \$1,000,000 combined single limit per occurrence for bodily injury, personal injury, and property damage.
2. Automobile Liability: \$500,000 combined single limit per accident for bodily injury and property damage.
3. Workers’ Compensation and Employer’s Liability: Shall be those limits as required but the Workers’ Disability Compensation Act for the state of Michigan and Employer’s Liability limits of \$500,000 per occurrence.
4. Professional Liability (Errors and Omissions): \$1,000,000 per occurrence.

DEDUCTIBLES

Any deductibles or self-insured retentions must be declared to and approved by the County.

OTHER INSURANCE PROVISIONS

The policies are to contain, or be endorsed to contain, the following provisions:

1. Commercial General Liability and Automobile Liability Coverages:
  - a. The County, its officers, agents, employees, elected and appointed officials, and volunteers shall be covered as additional insureds as respects: liability arising out of activities performed by or on behalf of the Contractor; products and completed operations of the Contractor; premises owned, occupied, or used by the Contractor; or automobiles owned, leased, hired, or borrowed by the Contractor. The coverage shall contain no special

limitations on the scope of protection afforded to the County, its officers, agents, employees, elected and appointed officials, and volunteers.

- b. The Contractor's insurance coverage shall be primary insurance as respects the County, its officers, agents, employees, elected and appointed officials, and volunteers. Any insurance or self-insurance maintained by the County, its officers, agents, employees, elected and appointed officials, and volunteers shall be excess of the Contractor's insurance and shall not contribute to it.
  - c. Any failure to comply with reporting provisions of the policies shall not affect coverage provided to the County, its officers, agents, employees, elected and appointed officials, and volunteers.
  - d. The Contractor's insurance shall apply separately to each insured against whom claim is made or suit is brought, except with respect to the limits of the insurer's liability.
2. All Coverages:
- a. Contractor hereby releases County from any claim for recovery for any loss or damage which is insured under valid and collectible insurance policies to the extent of any recovery collectible under such insurance. It is further agreed that this waiver shall apply only when permitted by the applicable policy of insurance.
  - b. Each insurance policy required by this clause shall be endorsed to state that coverage shall not be suspended, voided, cancelled by either party, reduced in coverage or in limits except after thirty (30) days prior written notice by certified mail, return receipt requested has been given to the County.

#### ACCEPTABILITY OF INSURERS

Unless otherwise approved by the County, insurers must be identified as authorized and eligible by the Michigan Insurance Bureau. In addition, insurance is to be placed with insurers what a Best's rating of A or better.

#### CERTIFICATES / ENDORSEMENTS OF INSURANCE

Contractor shall furnish the County with certificated of insurance with any and all original endorsements affecting coverage required by this contract. The certificates and endorsements for each insurance policy are to be signed by a person authorized to by that insurer to bind coverage on its behalf. All certificates and endorsements are to be received and approved by the County before work commences. The County reserves the right to require complete, certified copies of all required insurance policies, at any time.

Contractor shall include all subcontractors as insureds under its policies or shall furnish separate certificates and endorsements for each subcontractor. All coverages for subcontractors shall be subject to all of the requirements stated herein.

The said certificates and endorsements shall be forwarded with the contract number to the individual identified below:

CONTRACT NUMBER: \_\_\_\_\_

Molly Strohm, Risk Manager  
234 W. Baraga Ave.  
Marquette, MI 49855  
(906) 225-8165 or Fax (906) 225-8155

#### ACCEPTANCE OF CERTIFICATE

Acceptance of any certificate(s) and/or endorsement(s) of insurance by the County does not waive the insurance requirements provided in the foregoing paragraphs. Should the County sustain any loss or be required to pay any claim as a result of the Contractor's failure to obtain or maintain insurance as is required by this contract, the Contractor shall indemnify the County for any such loss. This indemnification shall occur regardless of whether or not the County has accepted any certificate(s) and/or endorsement of insurance provided by the Contractor or its carrier.

#### ADDITIONAL INSURED ENDORSEMENT

It is understood and agreed that the County of Marquette shall be Additional Insureds, which shall include all elected and appointed officials, all employees, agents, and volunteers, all boards, commissions and/or authorities and their board members, employees, and volunteers.

This coverage shall be primary to the Additional Insureds, and not contributing with any other insurance or similar protection available to the Additional Insureds, whether said other available coverage be primary, contributing, or excess.