



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

The County of Marquette (County), Marquette Sawyer Regional Airport (SAW), seeks proposals from qualified vendors to provide liquid deicing/anti-icing compound, Potassium Acetate Blend for runways and taxiways in accordance with the specifications listed below. Proposals must be received no later than **March 14, 2025, 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 Liquid 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

February 25, 2025 – RFP issued to Vendors

March 11, 2025 – Questions from Vendors due (written only)

March 12, 2025 – Addendum issued (If required)

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

March 14, 2025 – 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.

March 14, 2025 – 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 liquid deicing/anti-icing compound, Potassium Acetate Blend, for runways and taxiways in accordance with the specifications, on an as needed basis.

1. AMS 1435 certified liquid airfield deicer  
Composition: 50% Potassium Acetate and 50% Water and <1% Corrosion Inhibitors  
Relative Density: 1.28  
pH: 10.5-11.5  
Packaging: 4,400 gal. bulk load
2. Additional requirements prior to the award:
  - a. The product shall be minimum 50% Potassium Acetate, 50% Water, and <1% Corrosion inhibitors.
  - 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 Must Be Tinted Blue or Green.
  - d. The Product must be in a liquid, pre-mixed form.
  - 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 1435.
3. Or Equivalent

## PROPOSAL REQUIREMENTS

1. The County of Marquette/Marquette Sawyer Regional Airport shall issue the award for bid within **60 days** from the due date of this Request for Proposal. (*Award will be issued by 3/18/2025*)
2. The contract will go into effect once the order is requested from the customer (Marquette Sawyer Regional Airport) after approval from the Marquette County Board is received.

## RFP POINT OF CONTACT

Duane R. DuRay Sawyer Director  
Marquette Sawyer Regional Airport  
Airport Services Center  
125 G Avenue  
Gwinn, Michigan 49841  
Telephone: 906.346.3308 Ext. 3138  
Facsimile: 906.346.3309  
Email: [dduray@mqtco.org](mailto:dduray@mqtco.org)

## FORM OF RESPONSE

1. Proposal response form
2. Price must be firm for sixty (60) days.

PAYMENT TO CONTRACTOR

1. Payment will be made within 30 days after delivery of liquid 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
Potassium Acetate/Water Blend AMS 1435 Certified 4400 lb. bulk load tinted blue or green	4,400	Gallons			

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: \_\_\_\_\_