



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 **January 20, 2026 at 10:00 a.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

January 05, 2026 – RFP issued to Vendors

January 12, 2026 – Questions from Vendors due (written only)

January 15, 2026 – Addendum issued (If required)

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

January 20, 2026 – 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.

January 20, 2026 – Opening of Bids @ 10:00 a.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/ft³ to 56 lbs/ft³
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.
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

David Erhart, Airport Manager
Telephone: 906.346.3308 Ext. 3138
Facsimile: 906.346.3309
Email: derhart@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: _____