



Request for Proposals (RFP) – Aircraft Deicing Truck

The County of Marquette (County), Marquette Sawyer Regional Airport (KSAW), seeks proposals from qualified vendors to provide and deliver one (1) aircraft deicing truck, new or used, for Fixed Base Operator (FBO) aircraft deicing operations. The proposed equipment shall meet or exceed the minimum specifications contained herein. The County intends to obtain the best overall value while ensuring the equipment is safe, reliable, and suitable for aircraft ranging from general aviation aircraft through transport-category aircraft. Proposals must be received no later than **July 29, 2026 at 11:00 a.m. EDT**. 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 Aircraft Deicing Truck**” 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

July 10, 2026 – RFP issued to Vendors

July 20, 2026 – Questions from Vendors due (written only)

July 22, 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.

July 29, 2026 – DUE DATE FOR RFP – (Bid Opening Immediately After)

11:00 a.m. EDT *Responses received after the deadline **cannot** be considered and if mailed, will be returned unopened.*

METHOD OF SUBMITTAL: By mail or delivered in person.

July 29, 2026 – Opening of Bids @ 11:00 a.m. EDT

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.

Minimum Technical Requirements

General

- New or used equipment will be considered.
- Equipment shall be fully operational upon delivery.
- Equipment shall comply with applicable OSHA and FAA safety requirements.
- Equipment shall be ready for immediate airport service.

Aircraft Capability

- Suitable for general aviation aircraft, turboprops, business jets, regional aircraft, and transport-category aircraft.

Fluid System

- Capable of applying Type I deicing fluid and Type IV anti-icing fluid.
- Heated Type I application capability.
- Vendor shall identify tank capacities and fluid system configuration.

Boom & Platform

- Boom shall provide sufficient working height to safely service aircraft up to approximately minimum height of 35 feet.
- Operator platform with fall protection or heated enclosed seated cabin.
- Emergency lowering capability.

Chassis

- Diesel engine.
- Automatic transmission.
- Highway legal.
- Vendor shall identify drivetrain configuration.

Used Equipment

- Vendors proposing used equipment shall provide:
 - Year, make and model
 - Mileage
 - Engine hours
 - Pump hours
 - Previous ownership (if known)
 - Maintenance records (if available)
 - Accident or major repair history
 - Current overall condition

Delivery

- Include estimated delivery date.
- Include operator, maintenance, and parts manuals.
- Include any operator training offered.

Warranty

- New equipment shall include the manufacturer's standard warranty.
- Used equipment shall identify any available warranty and any excluded components.

PROPOSAL REQUIREMENTS

1. Provide firm pricing for sixty (60) days.
2. Include estimated lead time (from award to delivery).
3. Include warranty terms and service/support information.
4. Provide any required certifications for compliance (ATA 103 / NFPA 407).
5. Include shipping/delivery costs and terms to Marquette Sawyer Regional Airport, 125 G Avenue, Gwinn, MI 49841.
6. Equipment specifications.
7. Warranty information.

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 sixty (60) days.

PAYMENT TO CONTRACTOR

1. Payment will be made within 30 days after delivery of an Aircraft Deicing Truck. 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
Aircraft Deicing Truck

Description	Qty	Unit Cost	Total	Lead Time
Aircraft Deicing Truck	1			

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: _____