
Request for Proposals (RFP) – Aircraft Deicing and Anti-Icing Fluid Supply

The County of Marquette (County), Marquette Sawyer Regional Airport (KSAW), seeks proposals from qualified vendors for an as-needed supply of aircraft Type I deicing fluid and Type IV anti-icing fluid for Fixed Base Operator (FBO) operations. Proposals may cover one or both fluids. The County may award separate contracts by fluid type. Orders will be placed as needed during the contract term, up to the maximum gallons specified below; no minimum purchase is guaranteed. This RFP concerns future supply and does not include the separate initial tote purchase.

PRE-PROPOSAL MEETING

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

SCHEDULE OF EVENTS

September 29, 2026 – RFP issued to vendors

October 6, 2026 – Written vendor questions due

October 8, 2026 – Addendum issued, if required

October 13, 2026, 11:00 a.m. EDT – PROPOSALS DUE

October 13, 2026, 11:00 a.m. EDT – Bid opening

All addenda and RFP documents will be posted on the County of Marquette and Marquette Sawyer Regional Airport websites. METHOD OF SUBMITTAL: By mail or delivered in person to the Airport Services Center, 125 G Avenue, Gwinn, Michigan 49841. Mark the outside of the sealed envelope “Aircraft Deicing and Anti-Icing Fluid Supply RFP.”

The County may modify the schedule by written addendum. Proposals received after the stated deadline will be considered late and nonresponsive. The County is not responsible for mail or delivery delays.

CONTRACT TERM AND QUANTITY LIMITS

The initial contract term is for the 2026 – 2027 winter season beginning on the date of contract award, with one optional one-year renewal subject to County approval. During the initial term, the County may order up to 1,350 US gallons of Type I and up to 540 US gallons of Type IV, as needed. No minimum quantity is guaranteed. For price comparison only, the County will evaluate 270 gallons of Type I and 270 gallons of Type IV. The County will set these four figures before issuing this RFP.

MINIMUM TECHNICAL REQUIREMENTS

General

- Both fluids shall be new, ready to use as supplied, suitable for aircraft ground deicing or anti-icing, and delivered in manufacturer-approved, sealed and labeled totes or another approved packaging form, or by approved bulk delivery directly into the deicing truck. No on-site dilution of the base bid fluid is required.
- Type I shall conform to the applicable current SAE AMS1424 Type I specification. State the exact product, manufacturer, glycol base, premix ratio, freeze point and lowest operational use temperature. A concentrate may be offered only as a separate alternate, not as the base bid.
- Type IV shall conform to the applicable current SAE AMS1428 Type IV specification. State the exact product, concentration, viscosity and shear handling limits. Identify the exact product and proposed concentration in the applicable FAA winter holdover time guidance and any operational restrictions.
- Submit current technical data sheet, safety data sheet, manufacturer storage and handling instructions, product conformity documentation, and shelf life for each fluid. Each delivery shall carry batch identification and manufacturer quality or release documentation.

Delivery and service

- Price delivered to Marquette Sawyer Regional Airport, 401 F Avenue, Gwinn, Michigan 49841. State tote capacity, minimum order, normal lead time after purchase order, winter emergency lead time, and weekend and holiday availability.
- Disclose separately any tote deposit, empty tote return or pickup cost, fuel surcharge, delivery minimum, and other nonrefundable fee. Identify whether your company can deliver Type I and Type IV in one shipment.
- Vendors may offer bulk delivery directly into the deicing truck as a separate option. Quote pricing separately from tote delivery and identify whether the service includes all hoses, pumps, connections and labor required to fill the designated Type I and Type IV tanks. State any airport-provided equipment or site requirements. Transfer methods shall follow manufacturer handling instructions, including Type IV shear limits, and prevent contamination or mixing between fluid types.
- Coordinate deliveries with airport staff. Supplier shall identify steps needed to avoid fluid contamination and any incompatibility with existing tanks, hoses, pumps or prior fluids. The truck has a 1,400-gallon Type I tank and a 600-gallon Type IV tank; these are equipment capacities, not purchase commitments.
- The County may reject damaged, mislabeled, contaminated, expired, nonconforming, or unauthorized substituted fluid. Supplier shall replace rejected product at no additional cost.

PROPOSAL REQUIREMENTS

1. Complete the attached Proposal Form for each fluid offered, including exact product name and ready-to-use concentration.
2. Hold the base unit prices firm for 45 days after proposal opening and for the contract term if awarded; state renewal pricing separately.

3. Provide a delivered price per US gallon, price per tote, tote size, minimum order, all fees, and total evaluated cost at the County comparison quantities. Submit any bulk delivery and direct truck filling offer separately in the optional bulk pricing section.
4. State lead times, stock availability and emergency replenishment plan for the winter season.
5. Provide product documents, FAA holdover reference for Type IV, technical support contact and at least two comparable airport references.
6. Identify all exceptions, proposed substitutions and additional terms in a separate attachment.

RFP POINT OF CONTACT

Marissa Aschemann, FBO General Manager | 906.346.3308 | maschemann@mqtco.org

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

FORM OF RESPONSE

Submit the signed Proposal Form, product supporting material, and signed Addendum Acknowledgement Form. Only written County addenda amend this solicitation.

PAYMENT TO CONTRACTOR

Payment will be made in accordance with the County agreement after accepted delivery and receipt of a correct invoice. Invoices shall show purchase order number, exact product, delivered gallons, unit price and approved additional charges. County purchasing will insert standard contract and insurance requirements before the RFP is issued.

EVALUATION AND AWARD

The County will first determine whether each offered fluid meets the mandatory requirements. Responsive proposals will be compared using total delivered cost at the stated comparison quantity, including unavoidable charges, as well as delivery capability, product suitability and documented exceptions. The County reserves the right to award Type I and Type IV separately, seek clarifications and reject proposals consistent with County purchasing requirements. Final evaluation method and required County terms shall be approved before issuance.

PROPOSAL FORM

Marquette Sawyer Regional Airport – Aircraft Deicing and Anti-Icing Fluid Supply

Proponent Name: _____

Company Name: _____

Address: _____

Telephone: _____ Email: _____

Description	Type I ready to use	Type IV ready to use
Exact manufacturer and product	_____	_____
Premix / application concentration	_____	_____
Tote size in US gallons	_____	_____
Delivered price per US gallon	\$_____	\$_____
Price per tote	\$_____	\$_____
Estimated comparison gallons	270	270
Evaluated product total	\$_____	\$_____
Additional unavoidable charges	\$_____	\$_____
Total evaluated delivered cost	\$_____	\$_____
Normal delivery lead time	_____	_____
Winter emergency lead time	_____	_____

Type I maximum during initial term: up to 1,350 gallons. Type IV maximum during initial term: up to 540 gallons. The comparison gallons above are solely for evaluation; actual orders are not guaranteed.

OPTIONAL BULK DELIVERY AND DIRECT TRUCK FILLING

Complete this section if offering bulk delivery. Prices shall include delivery and pumping into the designated truck tank. List any additional unavoidable fees separately; do not duplicate charges included in the per-gallon price. The existing quantity limits and comparison quantities also apply to this option.

Description	Type I ready to use	Type IV ready to use
Bulk delivery / truck filling available	Yes ____ No ____	Yes ____ No ____
Exact manufacturer and product	_____	_____
Premix / application concentration	_____	_____
Delivered price per US gallon including filling	\$_____	\$_____
Minimum bulk delivery in US gallons	_____	_____
Estimated comparison gallons	270	270
Evaluated product and filling total	\$_____	\$_____
Additional unavoidable charges	\$_____	\$_____
Total evaluated delivered and filled cost	\$_____	\$_____
Normal delivery lead time	_____	_____
Winter emergency lead time	_____	_____
Airport equipment / site requirements	_____	_____

Pricing firm through: _____ Minimum order: _____

Exceptions or alternates attached: Yes ____ No ____ Number of pages: _____

Date of Bid: _____ AUTHORIZED SIGNATURE: _____

TITLE: _____

ADDENDUM ACKNOWLEDGEMENT FORM

Proponent Name: _____

Proponents shall acknowledge by signature receipt of each written addendum, if issued.

Addendum No. 1: _____

Addendum No. 2: _____

Authorized Signature: _____ Date: _____