

**STATE OF ALASKA ITB NUMBER 2517H027
AMENDMENT NUMBER One (1)**

AMENDMENT ISSUING OFFICE:



Department of Transportation & Public Facilities
Statewide Contracting & Procurement
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THIS IS NOT AN ORDER

DATE AMENDMENT ISSUED: April 19, 2017

ITB TITLE: AIRPORT RUNWAY DEICERS -Solid (Sodium Acetate and Formate)

ITB OPENING DATE AND TIME: May 2, 2017 @ 2:00 PM Alaska Time

Amendment number one (1) serves to:

- Answer question received,
- Remove clause on page 8 of the ITB titled PROMPT PAYMENT FOR STATE PURCHASES
- Amend Language from ITB Page 19 titled BIDDER SUBMISSION INFORMATION and;
- Provide an Amended ITB Bid Schedule.

Question 1:

Would the State consider modifying the quantities for the firm quantity order of solid deicing product in the referenced ITB? The reason to do this is twofold: First, to achieve the lowest possible shipping cost for all State destinations, it is best to ship full container loads. Second, all airside deicing products are packed per metric ton, so the conversion between 2,205 pound metric ton totes to 2,000 pound US ton ITB quantities results in various decimals. Below are the full container load quantities (in US Ton increments) for the following destinations:

- a. Anchorage - Lot 1(A) 1 – 309 US Tons
- b. Bethel – Lot 1(B)4 – 110.25 US Tons
- c. Deadhorse – Lot 1(B)5 – 22.05 US Tons
- d. Sitka – Lot 1(B)6 – 33.075 US Tons
- e. Yakutat – Lot 1(B)7 – 88.2 US Tons

Response 1:

No, per page 15 of the ITB Firm Quantity Orders:

Firm Quantity orders are expected to be placed in May 2017. The State will order full truck loads and/or full bladders under the contract. The State may adjust the actual firm quantities ordered, plus or minus, based on the tonnage required and the tons offered by the successful Bidder. Bidders are required to identify the tons per truckload and pounds per bladder size on the Bid Schedule.

Question 2:

Would the State be willing to remove the clause on page 8 of the ITB titled 'PROMPT PAYMENT FOR STATE PURCHASES'. If the State leaves this clause in the ITB, vendors will inflate their bids by 5% to counter the State's prompt payment discount. This will cause an unnecessary price escalation to the State if it is unable or unwilling to make prompt payments for all lots purchased. This clause was removed from last year's Airport Runway Deicer ITB for the same reason.

Response 2:

Yes, the following language is hereby removed from page 8 of the ITB:

PROMPT PAYMENT FOR STATE PURCHASES: The State is eligible to receive a 5% discount for all invoices paid within 15 business days from the date of receipt of the commodities or services and/or a correct invoice, whichever is later. The discount will be taken on the full invoice amount. The State will consider payment being made as either the date a printed warrant is issued or the date an electronic funds transfer (EFT) is initiated.

Question 3:

Could the State share the historical purchase quantities for deicer purchased under the “As Needed Order Quantities” for Anchorage Int’l Airport and Fairbanks Int’l Airport for the past 3 years (equiv. Lots 1(A)2, 1(B)2, & 2(A)2). Historical order quantities will help bidders put a total value on the annual contract purchases and will likely result in better overall pricing.

Response 3:

Yes. “As Needed Order Quantities” for Anchorage Int’l Airport and Fairbanks Int’l Airport for the past 3 years (equiv. Lots 1(A)2, 1(B)2, & 2(A)2) the quantities provided to me are as follows:

Anchorage Int’l Airport

2015 Sodium Formate -817 Tons
2015 Sodium Formate/blend – No orders found for as needed
2016 Sodium Formate -1221 Tons
2016 Sodium Formate/blend– No orders found for as needed
2017 Sodium Formate -850 Tons
2017 Sodium Formate/blend– No orders found for as needed

Fairbanks Int’l Airport

2015 Sodium Formate - No orders found for as needed
2015 Sodium Formate/blend -No orders found for as needed
2016 Sodium Formate -No orders found for as needed
2016 Sodium Formate/blend- No orders found for as needed
2017 Sodium Formate -No orders found for as needed
2017 Sodium Formate/blend -No orders found for as needed

Question 4:

Would the State consider an addition to their specifications with regards to product odor? Some products on the market that are being pushed into the United States that are 1431 certified have a high pungent odor like formaldehyde. If your chemical is manufactured from virgin raw materials, it will have light to none odor. Knowing that Ted Stevens typically takes product in bulk that odor can be extremely strong for personnel to handle

Response 4:

No not at this time.

Question 5:

With regards to product testing, you would likely want to add a statement “in its entirety” reason being when you have a product that is certified there are a whole set of test parameters. There can be multiple pages of test data that allows them to become certified the first time. We go through a periodic certification every two years for every manufacturing location. Sometimes in past practices, I have seen data that has been submitted is five or six pages and on the front cover it appears that the product has been certified because it says 1431D which is the latest edition, but you are only seeing the periodic testing. You should have a full packet of data that not only is within the last two years, but even a historical that tells you when they were first certified.

Response 5:

No, Per page 10 of the ITB, the State does not require the entire history/full packet of data for the offered chemical, only that the offered chemical has certified test results from an independent laboratory, dated within 90 days of the bid opening demonstrating clear indication that the offered chemical conforms to each specification set forth in the ITB.

Question 6:

On page 19 under bidder submission the latest edition of the FAA Advisors Circular is the new language and the letter is supposed to be dropped, there by leaving it to the airport responsibility to know when the latest edition is and we are currently in D. So on page 19 there is reference to SAE AMS 1431A. To meet FAA guidelines as well as SAE certification, you will want to drop the A and add in its entirety for 1431 and maybe in brackets the latest edition is D.

Response 6:

ITB Page 19 **BIDDER SUBMISSION INFORMATION: Has been amended to read as follows:**

BIDDER SUBMISSION INFORMATION:

Bidders must submit the following with their bid:

1. Independent laboratory certification stating the chemical conforms to the latest edition of SAE AMS 1431, Compound Solid Runway and Taxiway Deicing/Anti-icing, and
2. Material Safety Data Sheet

The Bidder’s failure to submit the above evidence with their bid may cause the State to determine the bid non-responsive and reject the bid.

Question 7:

Would the State incorporate the same airport opportunities to bid for sodium formate as with the blended products IE pages 24 and 25? That way the State could compare pricing for products that perform in a like comparison, that other airports besides Fairbanks and Anchorage International can actually see the price benefit.

Response 7:

No not at this time. The lots referred to in the question are Firm Order Lots and constitute a commitment for a specific product. Lots 3 and 4 in addition to providing for as needed quantities, serves the purpose to allow other locations to compare pricing between the products.

Question 8:

The unit ton for bulk, just want to confirm that this is the standard U.S. ton

Response 8:

That is correct. The unit used for this ITB is the standard U.S. Ton.

An Amended Bid Schedule is provided along with this amendment.

Bidders must submit their bid on the Amended Bid Schedule or their bid will be considered non-responsive and rejected.

This is a mandatory return Amendment. Your bid may be considered non-responsive and rejected if this signed amendment is not received [in addition to your bid] by the bid opening date and time.

Chris Hunt



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NAME OF COMPANY

DATE

PRINTED NAME

SIGNATURE