

**STATE OF ALASKA ITB NUMBER 2518C014
AMENDMENT NUMBER TWO (2)**



Department of Transportation &
Public Facilities
Division of Supply and Services
2200 E. 42nd Avenue, Room 110
Anchorage, AK 99508

THIS IS NOT AN ORDER

DATE AMENDMENT ISSUED: December 28, 2017

SALT BRINE CORROSION INHIBITOR - SOLDOTNA

ITB OPENING DATE AND TIME: JANUARY 5, 2018 AT 2:00PM

MANDATORY RETURN AMENDMENT

This Amendment Serves To: Answer question(s) from potential bidders. Provide a revised bid schedule. Change the Firm Quantity language.

QUESTION: *"Who currently holds this contract?"*

ANSWER: Not currently under contract.

QUESTION: *"What is the brand name of the sodium chloride brine corrosion inhibitor and enhancer you're currently using?"*

ANSWER: Our most recent purchase (Feb 2017) was for Headwaters® 18F Solid Inhibitor.

QUESTION: *"Who is the manufacturer of this product?"*

ANSWER: Rivertop Renewables, Inc.

QUESTION: *"What is the delivered price per gallon or per pound?"*

ANSWER: We paid \$1.45 per pound for 6,720 lbs (dry) delivered to Soldotna.

QUESTION: *"We see that Shield GLT Sodium Chloride Brine Corrosion Inhibitor and Enhancer is shown on the PNS approved list. We do not see the concentrated form on the approved PNS product list yet you are requiring the product to meet the PNS specifications. Since the specified Shield GLT Sodium Chloride Brine Corrosion Inhibitor and Enhancer dry concentrate is not on the PNS approved product list, are you considering other products? Specifically, our liquid AMP product is on the approved PNS product list under category A3. We have a dry concentrate form that we would like to have considered. Since you are considering a dry form of an approved liquid product, will you consider others or will you eliminate the need to meet the PNS specifications to be fair?"*

ANSWER: We do not want to pay for the shipping of water. After we blend the Shield GLT dry concentrate with water at 32% to 38% concentration it meets the requirements of PNS category A1, Class 1, minimum 21% NaCl, 3.5 - 5% additive. We want to use the lowest % of additive needed for our brine, keeping with the products listed in PNS category A1, 3.5 - 5% additive, minimum 21% NaCl.

QUESTION: *"Although liquid AMP is listed in Category A3 with a minimum sodium chloride concentration of 15%, brine produced with the dry AMP additive would meet the 21% minimum required by Category A1. Would this allow dry AMP to be considered an acceptable alternative?"*

ANSWER: We want the % of the additive to be at the most 5% additive. We want to use the lowest % of additive needed for our brine, keeping with the products listed in PNS category A1, 3.5 - 5% additive, minimum 21% NaCl.

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QUESTION: "How are you addressing varying % additive requirements? Some additives are added at 5% and others are added at 3%. This has a huge impact on the cost effectiveness of the product. In order to be fair to all bidders, how do you plan to address this fact in determining the low bidder?"

ANSWER: Correct, the products listed in PNS category A1 range between 3.5 - 5% for additives.
For the Shield GLT Sodium Chloride Brine Enhancer & Inhibitor Concentrate (Concentrated DRY form):
 $294,000\text{lbs}/32\% = 918,750/10.2 = 90,073 \text{ gal.}$
 $294,000\text{lbs}/38\% = 773,684/10.2 = 75,851 \text{ gal.}$ @ 5% additive (20-1) = **1,517,020 gal.** of road ready mixture.
Please use the attached Revised Bid Schedule to account for the additive percentage difference for the products listed in PNS category A1.

QUESTION: "Regarding insurance. We are all owners, no employees, therefore we do not qualify for Workmen's Comp insurance. Would you be willing to provide us a waiver for this requirement? For final delivery to your location we will be using subcontractors. May we respond with their Insurance Certificates naming us a "additional insured" to meet the General Insurance requirement? Will we be required to carry Commercial Auto Liability Insurance since we will never be on your properties in our own vehicles?"

ANSWER: See insurance requirements ITB pages 8 & 9. See Subcontractors requirements ITB page 3 Item 12.

QUESTION: "The ITB could read as to the state's desire to receive all 294,000 pounds of product all at once. Is this correct?"

ANSWER: As close together as possible within the 30-day After Receipt of Order requirement.

QUESTION: "If the state does receive all the product in one shipment will all the pallets be stored inside?"

ANSWER: Yes.

QUESTION: "The ITB seems to read that all material must be of USA manufacture, is this correct? Our products are sourced and manufactured in the United States, however it could be possible to lower costs if we sourced from international providers?"

ANSWER: False, Nowhere in the ITB does it state **material** must be manufactured in the USA, only for services (see ITB pg. 7)

Change the Firm quantity language in the ITB page 10.

CHANGE FROM: Firm quantity.

CHANGE TO: ESTIMATED QUANTITIES: The quantities referenced in this ITB are the state's estimated requirements and may vary more or less from the quantities actually purchased. The state will use the estimated use numbers for the evaluation and award of the ITB but the state does not guarantee any minimum purchase.

THIS IS A MANDATORY RETURN AMENDMENT. YOUR BID WILL BE CONSIDERED NON-RESPONSIVE IF THIS SIGNED AMENDMENT AND REVISED BID SCHEDULE IS NOT RECEIVED WITH YOUR BID.

NAME OF COMPANY

SIGNATURE

DATE



Dan Trubiano

Procurement Officer

PHONE: (907) 269-0862

FAX: (907) 269-0872

****REVISED** BID SCHEDULE Amendment 2****SHIELD GLT SODIUM CHLORIDE BRINE ENHANCER & INHIBITOR CONCENTRATE (Concentrated DRY form)**

F.O.B. Soldotna Maintenance Station: 46445 Sterling Highway, Soldotna, AK 99669

P.O.C. Sean Montgomery (907) 444-1945 sean.montgomery@alaska.gov**Description:** Shield GLT Sodium Chloride Corrosion Inhibitor & Enhancer Concentrate (dry form)

<u>Item</u>	<u>Estimated Amount of Concentrate</u>	<u>Amount of Corrosive Inhibitor @ 38% Concentrate</u>	<u>Road Ready Brine Mixture @ 5% additive</u>	<u>Concentrate (dry) Price (per lb)</u>	<u>Total Price</u>
1.	294,000 lbs =	75,851 gal =	1,517,020 gal	\$ _____	\$ _____

*** FILL OUT ITEM 2, IF OFFERING A PRODUCT LISTED IN PNS CATEGORY A1 OTHER THAN SHIELD GLT PLUS**

<u>Item</u>	<u>Estimated Amount of Concentrate (dry)</u>	<u>Amount of Corrosive Inhibitor @ 38% Concentrate</u>	<u>Road Ready Brine Mixture @ % additive</u>	<u>Concentrate (dry) Price (per lb)</u>	<u>Total Price</u>
2.	_____ lbs =	_____ gal =	1,517,020 gal	\$ _____	\$ _____

*Fill in **RED** fields**Guaranteed Delivery:** _____/days after receipt of order.

Failure to make an entry in the space provided will be construed as an offer to have available within thirty (30) days after the receipt of an order. Bids that specify delivery in excess of thirty (30) days after the receipt of an order will be considered non-responsive and the bids will be rejected.

Delivered in 2000-2400# bladders only**Indicate size of bladder being offered:** _____/lbs.

(The bidder's failure to provide this information may cause the bid to be rejected as non-responsive)

Supplier/Manufacturer & Brand: _____ **NaCl:** _____%

(The bidder's failure to provide this information may cause the bid to be rejected as non-responsive)

BIDDER'S INFORMATION:

Company Name	Contact
Mailing Address	Phone Number
City, State, Zip	Fax Number

DOCUMENTS REQUIRED AT TIME OF BID OPENING:

- Complete and submit Page 1 of the ITB
- Complete and submit the **REVISED** Bid Schedule
- All Mandatory Return Amendments (if applicable)
- Evidence of Compliance (page 9)

DOCUMENTS REQUIRED UPON CONTRACT AWARD:

- Alaska Business License (page 6)