



**Recommendation to the  
Board of Directors  
For Contract to Purchase Multi-Function  
Snow Removal Equipment for  
Washington Dulles International Airport  
February 2012**

## Requirement

- Multi-Function Snow Removal Equipment consisting of nine High Speed 4x4 Runway Snow Plow Trucks and 17 Heavy Duty High Speed Tow-Behind Runway Rotary Brooms
- As a result of significant airfield expansion, Airport staff has determined that additional snow removal equipment is needed to meet existing and future operational requirements.
- An engineering study performed by Landrum & Brown in 2009 recommended the airport snow removal fleet be augmented with High Speed Multi-Function Snow Removal Equipment so as to meet the FAA performance standard of runway snow removal in 30 minutes or less.

## Schedule

- April 2011 - The pre-solicitation paper approved by the Business Administration Committee.
- August 2011 – Two separate Requests for Proposals (RFP) issued and advertised on the Airports Authority’s web site.
- September 2011 – Four firms submitted proposals for consideration - two proposals for the plow trucks and two proposals for tow brooms.
- Evaluation Criteria was listed as follows:
  - **Price**
  - **Technical Capabilities**
  - **Past Performance**
  - **Quality Control and Warranty**
  - **Training**

- Recommend the award of two separate contracts.
- Airport Technologies for the purchase of nine High Speed 4x4 Runway Snow Plow Trucks. Base term purchase would include nine units for a total of \$2,265,147, with delivery 240 days after receipt of order.
- M-B Companies for the purchase of 17 Heavy Duty High Speed Tow-Behind Runway Rotary Brooms. Base term purchase would include 17 units for a total of \$4,373,845, with delivery 240 days after receipt of order.