



**Recommendation Paper to the
Business Administration Committee
to Award
Liquid Runway Deicer Contracts
for
Ronald Reagan Washington National Airport
and
Washington Dulles International Airport**

March 2012

- The Business Administration Committee approve and recommend to the Board of Directors that the Airports Authority enter into two separate contracts with Cryotech Deicing Technology for Liquid Runway Deicer, one for Reagan National and one for Dulles International, effective August 1, 2012.
- The Business Administration Committee reviewed and approved the Request for Proposal (RFP) terms and the issuance of the RFP in July 2011.
- The contracts are for the manufacture and delivery of FAA-approved Liquid Potassium Acetate, known as E-36, to both Reagan National and Dulles International.

- Four proposals were received and evaluated; all proposals were deemed in compliance with the FAA requirements for Liquid Runway Deicer and met the Airports Authority technical requirements. Price per gallon was the deciding factor on award of contract.
- The term for both contracts is a one-year base with four one-year option years. The total amount, which includes both contracts, for the five-year period is \$5,592,000.



- Request that the Business Administration Committee approve and recommend to the Board of Directors that the Airports Authority enter into contracts with Cryotech Deicing Technology of Fort Madison, IA, for Liquid Runway Deicer at Ronald Reagan Washington National Airport and Washington Dulles International Airport, effective August 1, 2012.