



**Recommendation Paper to the  
Business Administration Committee  
For  
Aircraft Deicing Fluid Recovery, Disposal  
and Recycling Services  
at Washington Dulles International and  
Ronald Reagan Washington National  
Airports**

**March 2015**

## PURPOSE

Staff requests that the Business Administration Committee approve and recommend to the Board of Directors that the Airports Authority enter into a contract with Inland Technologies International, Ltd., to provide Aircraft Deicing Fluid (propylene glycol) recovery, disposal, and recycling services at Washington Dulles International and Ronald Reagan Washington National Airports effective May 1, 2015. The proposed contract consists of a five-year base period with five one-year options, for a total 10-year contract value of \$44,183,281.

## BACKGROUND

- During inclement winter weather, the air carriers apply deicing fluid (propylene glycol) to their aircraft to remove hazardous ice and snow contaminants from the wings and flight control surfaces.
- Under Federal and State storm water discharge regulations, airports are required to minimize the amount of storm water containing aircraft deicing contaminants from entering local waters.

## **BACKGROUND - Continued**

- The method utilized by the Airports Authority to meet this requirement at both Airports involves the use of vacuum trucks that recover the deicing fluid that runs off of the aircraft after being deiced by the air carriers.
- The Airports Authority has historically selected a qualified contractor to provide the specialized equipment and labor needed to perform this critical function, including the proper disposal of all recovered glycol.
- The contractor is provided the opportunity to recycle the recovered material and share the resulting revenues with the Airports Authority.

## **BACKGROUND - Continued**

- In March 2014, the Business Administration Committee concurred with the Request for Proposal (RFP) business terms providing for this service.
- The proposed contract consists of a five-year base period with five one-year options.
- The Airports Authority's Equal Opportunity Program Office has established a Local Disadvantage Business Enterprise (LDBE) goal of zero percent for this contract due to the specialized nature of this service.

## DISCUSSION

- An RFP was issued on July 16, 2014.
- Three firms attended a pre-proposal conference on August 7, 2014.
- One proposal from Inland Technologies International, Ltd., the incumbent contractor, was received and evaluated using “Best Value” methodology for price and non-price factors.
- The proposal met or exceeded every criterion.

## DISCUSSION - Continued

- The five-year base period price includes \$17,967,548 for Dulles International and \$3,965,983 for Reagan National for a total base price of \$21,933,531.
- The total 10-year value of this contract, including the option years, is \$44,183,281 (\$36,093,881 for Dulles International and \$8,089,400 for Reagan National).
- The contractor's proposal includes a rebate to the Airports Authority for an expanded recycling program at Dulles International, estimated to result in a revenue credit of \$138,000 next season, and increasing incrementally each year to \$186,000 by the fifth year of the base contract.

## RECOMMENDATION

Staff requests that the Business Administration Committee approve and recommend to the Board of Directors that the Airports Authority enter into a contract with Inland Technologies International, Ltd., to provide Aircraft Deicing Fluid (propylene glycol) recovery, disposal, and recycling services at Washington Dulles International and Ronald Reagan Washington National Airports effective May 1, 2015. The proposed contract consists of a five-year base period with five one-year options, for a total 10-year contract value of \$44,183,281.





Ronald Reagan Washington National Airport



Dulles Corridor Metrorail Project



Dulles Toll Road



Washington Dulles International Airport

METROPOLITAN WASHINGTON  
AIRPORTS AUTHORITY

## Proposed Resolution

### Selecting a Firm to Provide Aircraft Deicing Fluid Recovery, Disposal and Recycling Services at Both Airports

WHEREAS, In March 2014, staff presented a pre-solicitation paper to the Business Administration Committee in connection with an upcoming procurement of aircraft deicing fluid recovery, disposal and recycling services at both Airports;

WHEREAS, In July 2014, a Request for Proposals (RFP) in this procurement was issued;

WHEREAS, Only one proposal was received, from Inland Technologies International, Ltd., the incumbent, which met or exceeded the RFP's evaluation criteria;

WHEREAS, On March 18, 2015, the Business Administration Committee received the results of this evaluation, and recommended that the Board of Directors approve the selection of Inland Technologies International, Ltd.; now, therefore, be it

RESOLVED, That the selection of Inland Technologies International, Ltd. to provide aircraft deicing fluid recovery, disposal and recycling services at both Airports for a base term of a five-year base period, with five one-year options, is approved; and

2. That the President and Chief Executive Officer is authorized to execute a contract with Inland Technologies International, Ltd. to provide these services at both Airports, consistent with the terms and conditions presented to the Business Administration Committee on March 18, 2015.

*For Consideration by the Business Administration Committee  
and the Board of Directors on March 18, 2015*