



**Recommendation Paper to the
Board of Directors
to Award
Liquid Runway Deicer Contracts
for
Ronald Reagan Washington National Airport
and
Washington Dulles International Airport**

April 2012

- The Business Administration Committee approved and recommends 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.



- The Business Administration Committee approved and recommends 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.

Proposed Resolution

Selection of a Firm to Provide
Liquid Runway Deicer
at
Both Airports

WHEREAS, The Airports Authority is responsible for airfield snow removal at both Airports;

WHEREAS, Federal Aviation Administration-approved liquid potassium acetate, E-36, is known as liquid deicer and is used to prevent and remove ice in aircraft movement areas and gate positions;

WHEREAS, The Business Administration Committee in July 2011 concurred in the pre-solicitation report for the procurement of this material;

WHEREAS, An Evaluation Committee has reviewed the competing proposals and has recommended the award to Cryotech Deicing Technology, of Fort Madison, Iowa; and

WHEREAS, The Business Administration Committee is satisfied with the results of the competitive procurement process, as presented at its March 21 meeting; now, therefore, be it

RESOLVED, That the President and Chief Executive Officer is authorized and directed to enter into two one-year contracts, with four one-year extension options, one for each Airport, with Cryotech Deicing Technology, consistent with the terms presented to the Business Administration Committee at its March 21, 2012 Meeting.

*Recommended by the Business Administration Committee on March 21, 2012
For Consideration by the Board of Directors on April 18, 2012*