

A G E N D A



Recommendation for Council Action (Purchasing)

Austin City Council	Item ID:	8307	Agenda Number	52.
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Meeting Date:	August 18, 2011
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Department:	Purchasing
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Subject

Authorize award and execution of a 36-month requirements supply agreement with LNT SOLUTIONS, INC., Exton, PA, for deicing materials for the Austin-Bergstrom International Airport in an estimated amount not to exceed \$1,917,000, with two 12-month extension options in an estimated amount not to exceed \$639,000 per extension option, for a total estimated contract amount not to exceed \$3,195,000.

Amount and Source of Funding

Funding in the amount of \$53,250 is available in the Fiscal Year 2010-2011 Operating Budget of the Aviation Department. Funding for the remaining 35 months of the original contract period and extension options is contingent upon available funding in future budgets.

Fiscal Note

There is no unanticipated fiscal impact. A fiscal note is not required.

Purchasing Language:	Lowest bid of three bids received.
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Prior Council Action:	
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For More Information:	Brenda Helgren, Sr. Buyer/974-9141
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Boards and Commission Action:	Recommended by the Austin Airport Advisory Commission.
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MBE / WBE:	This contract will be awarded in compliance with Chapter 2-9D of the City Code (Minority-Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this solicitation.
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Related Items:	
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Additional Backup Information

This contract is for deicing materials for airport pavement surfaces. Aqueous Potassium Acetate and Anhydrous Sodium Formate shall be used for de-icing airport pavement surfaces during winter weather operations. Operations of the airport would be hindered if icy weather conditions exist. The material is approved for use and complies with Federal Aviation Administration requirements.

MBE/WBE solicited: 3/0

MBE/WBE bid: 0/0

BID TABULATION/MATRIX
IFB BKH0118
36-Month Contract for Deicing Materials
(2 Line Items)

<u>Vendor</u>	<u>Total Price for Twelve Month Period</u>
LNT Solutions, Inc. Exton, PA	\$639,000
*Old World Industries, LLC Northbrook, IL	\$611,000
Cryotek Deicing Technology Fort Madison, IA	\$815,800

*Old World Technology bid only on Line item 1

A complete bid tabulation is on file in the Purchasing Office and on the City of Austin, FASD Purchasing website.

PRICE ANALYSIS

- a. Adequate competition
- b. Seventy-six notices were sent including three MBEs. Three bids were received. MBEs and/or WBEs did not respond.
- c. The pricing offered represents a 3.6% increase to the last purchase made January 2008.

APPROVAL JUSTIFICATION

- a. Lowest bid.
- b. The Purchasing Office concurs with the Aviation Department's recommended award.
- c. Advertised in the Austin American Statesman and on the Internet.