

February 23, 2018

QUESTIONS AND CLARIFICATIONS No. 1

Re: Solicitation No. 7006561
Airside Snow Removal Services

Please be advised of the following clarifications to the above referenced Solicitation.

- Q1. If the snow season advances or extends beyond paragraph 1.1.3, is the guarantee adjusted per length of season?
- A1. Yes. The Contractor shall be compensated for services provided beyond the defined snow season.**
- Q2. Define end of snow event for purpose of paragraph 2.1.11 (plowing operations to be completed within 8 hours of end of snow event).
- A2. The Authorized DFW Airport Representative shall determine the end of a snow and/or ice event which is typically at the conclusion of all the snow and ice removal activities.**
- Q3. Paragraph 2.1.13, no accumulation in excess of 3.5" doesn't appear feasible due to rate of snowfall and/or drifting. If there is heavy accumulation, or blizzard conditions, how is this realistic?
- A3. Please see the answer to Question 42. This paragraph will be revised by Addendum No. 3.**
- Q4. Paragraph 3.1.7; Will sufficient dedicated staging/storage area be provided for the required equipment, office/dormitory space per the scope of work throughout the contract? If so, what is the square footage? Where will it be located in relation to the AOA?
- A4. Adequate square footage will be made available by the Airport for equipment storage outdoors. The contractor shall move all equipment to the designated storage area to be determined by the Authorized DFW Airport Representative. It is anticipated that the storage area will be in the Airfield Operations Area (AOA).**
- Q5. If DFW provides a staging area for equipment, office/dormitory space will utilities (water, electric, and sewer) be available? If so, who is responsible for utilities?
- A5. Yes, utilities will be available. The Contractor will be responsible for all utility expenses.**
- Q6. What is the total square footage of the areas to be treated and cleared per terminal?

- A6. See attachment at the end of this document entitled “Terminal Ramp Area Calculations” and upcoming Addendum No. 3.**
- Q7. Please identify the number of designated piling areas per terminal?
- A7. A minimum of two piling areas will be provided per terminal. The number of areas is expandable on a per event basis.**
- Q8. Is there a designated deicing pad? If so, where is it located?
- A8. See Attachment at the end of this document entitled “DFW Airport Deicing Areas Location Map” and upcoming Addendum No. 3**
- Q9. Is de-icing performed on the gates at any time?
- A9. Only very limited engine inlet deicing is performed.**
- Q10. What is DFW’s policy, if any for handling pink snow (deicing fluid contaminated snow)?
- A10. Pink Snow may be piled adjacent to storm drain inlets at taxiways EK and WK. The storm drain inlets are physically marked and will be identified by the Authorized DFW Airport Representative.**
- Q11. Section (3.1) Equipment & Labor: The Bid Response Form lists 61 pieces of equipment on lines 1-11. However, 3.1.2 request a minimum of (56) operators per shift to work (12) hour shifts. But reserves the right to increase or decrease as it deems necessary. Please explain why there is a five (5) personnel difference?
- A11. The Specification Section will be revised by Addendum No. 3 to include sixty-one (61) pieces of equipment and operators/drivers to match the Bid Response Pricing Forms. Please note that Bid Item No. 11 – Access to Motor Grater Equipment in the Event of a Bonded Ice Event, on the Bid Response Pricing Forms may not be required during an actual during a snow and/or ice event.**
- Q12. Will out of state driver’s licenses and CDL’s be acceptable to DFW, rather than strictly State of Texas?
- A12. Yes, out of state driver’s licenses and commercial driver’s licenses (CDLs) will be acceptable. Note: A CDL is not required to operate equipment on Airside/Ramp-Side at the Airport.**
- Q13. Is a State of Texas Equipment Operator’s card required for all operators even if they have valid out of state driver’s license and/or CDL’s?
- A13. No. A State of Texas Equipment Operator’s card is not required. Note: A CDL is not required to operate equipment on the Ramp area of the Airport.**
- Q14. If the State of Texas Equipment Operator’s card is required, please provide a link or department responsible for certification.
- A14. A State of Texas Equipment Operators card is not required on the Ramp area of the Airport. However landside snow removal services does require CDL’s.**

Q15. Is it possible to provide more details regarding the equipment set size and/or horsepower?

A15. No details can be provided.

Q16. Can a more detailed definition or specifications be provided for "bucket"? It appears that the 10-12' specifications in the scope of work appear to be extreme for DFW winter events.

A16. Contractors shall at minimum equip the wheel loader vehicles with a "standard size" bucket attachment.

Q17. Can a more detailed definition or specifications be provided for the "brooms/sweepers"? It appears that the 10-12' specifications in the scope of work appear to be extreme for DFW winter events.

A17. Contractors shall provide a minimum of 8' under belly broom/sweepers. See upcoming Addendum No. 3.

Q18. Provide general definition or specifications for the trucks, i.e., pickups, landscape, dumps.

A18. Contractors shall provide at a minimum, 4 X 4 (All Wheel Drive), one (1) ton pickup trucks with the capability of holding a one (1) ton spreader, plow or deicing sprayer.

Q19. Provide snow plow sizes and/or specifications.

A19. The 4x4 pick-up plows shall be at minimum 8 feet wide. Minimum box plow attachments shall be eight (8) feet wide for tractor equipment and twenty (20) feet wide for wheel loaders.

Q20. Define sizes and calibrations of the spray and spread hoppers and square footage for each area to be covered in the scope of work.

A20. See attached descriptions and specifications on DFW Airport Owned Equipment in use. (Three (3) pages attached entitled "Specifications and Scope of Work 1 Ton Pickup with Plow and Sprayer;" Specification and Scope of Work 1 Ton Pickup with Plow and Spreader; and Specifications for P- Series 4000 Gallon Tanker.")

Q21. Please define the capacity of all sprayers and spreaders per line item in the Bid Response Forms (lines 7, 8, 9)?

A21. See Answer to Question 20 above.

Q22. Operating 8' brooms/sweepers are faster, more maneuverable and efficient than 10' – 12' required by the scope of work. Would DFW be open to 8' brooms/sweepers rather than the 10' – 12' required by the scope of work?

A22. DFW Airport will accept 8' broom/sweepers.

Q23. The scope of work does not delineate what chemical(s), nor who supplies the chemical(s) being used at DFW? Please clarify and provide who supplies the chemical(s) and what chemical(s) are being used.

- A23 DFW Airport uses Potassium Acetate Runway Deicing Fluid equivalent to Cryotech E36 #6850-01-341-9856 and Sodium Acetate Runway Deicing Solid equivalent to Cryotech NAAC #6850-01-583-4138 and #6850-01-435-8899. Nachurs Alpine Solutions Industrial provides the deicing products to DFW Airport.**
- Q24. Where are/will the chemical(s) be stored during the winter season? On the AOA or landside?
- A24. The chemicals are stored landside at DFW Airport's Asset Management Department.**
- Q25. (a) Paragraphs 3.2.1, 3.3.1, 3.3.2, 3.3.3 and 3.3.6 are all contradictory of each other. Is the 40-hour guaranteed minimum per piece of equipment in the Bid Response Form?
- (b) There appears to be a discrepancy regarding the hours in all of the paragraphs identified above. Please clarify all of these paragraphs to ensure consistency. For example; paragraph 3.2.1, guarantees minimum 12 billable hours for call out, however paragraph 3.3.5 references 8.0 hours towards the guaranteed minimum.
- A25. (a) Yes, the 40 hour guaranteed minimum is for each piece of equipment and operator/supervisor.**
- (b) The references to eight (8) hours in specification sections 3.3.3, 3.3.4 and 3.3.5 shall be revised to twelve (12) hours in Addendum No. 3.**
- Q26. Are training hours billable? If so, is there a budget for training hours?
- A26. The Contractor will be compensated for training hours per the Specifications/ Scope of Work, Section 1.1.1.; and the unit prices in the Bid Response Pricing forms. Note: The Bid Response Pricing forms will be revised in Addendum No. 3.**
- Q27. What is the cost of badging and fingerprinting per employee?
- A27. The cost is \$120.00 per employee.**
- Q28. Will escorting be allowed on the AOA?
- A28. In limited cases such as fueling. DFW escorting procedures require immediate "physical and audible" control of individuals under escort. Operation of snow removal equipment by unbadged personnel would not be permitted.**
- Q29. Define the billing procedure for non-prescribed equipment utilized in paragraph 5.11.
- A29. There is no paragraph 5.11; therefore DFW cannot answer this question.**
- Q30. Please explain how the mobilization/demobilization fee was determined for sixty-one (61) pieces of equipment?
- A30. This was a number determined by DFW Airport staff.**
- Q31. Is a contractor subject to Employee Transportation Charge for provided headcount?

- A31. No. Special Provisions Section 7 – Employee Transportation Charge and Section 8 - Employee Hangers are not applicable to this solicitation and will be deleted by Addendum No. 3.**
- Q32. Is contractor subject to or responsible for paid parking for its employees during a snow event?
- A32. No. See answer to Question No. 31.**
- Q33. Specification Section 3.2.1 indicates a minimum of 40 hours for each piece of equipment on the Bid Response Form, excluding supervisors who are NOT guaranteed any time. However, 3.2.2 list equipment for line items 5, 3, 11, 1, 2 and 4 from the bid response form but does NOT list items 6, 7, 8 and 9 from this form? Please clarify.
- A33. Section 3.2.1 and the Bid Response Pricing Forms will be revised to include all equipment, operators and supervisions forms in the minimum forty (40) hours by Addendum No. 3.**
- Q34. What is the minimum payment schedule and excess over the minimum? Would the Board consider a fixed guaranteed price for the forty (40) hour guarantee combined with an hourly rate schedule for excess over the guarantee?
- A34. Any work performed over the forty (40) hour minimum shall be compensated on an hourly rate per the unit pricing in the Bid Response Pricing Form Section and Specifications Sections 3.1.2 and 3.2.**
- Q35. Is there a minimum perimeter distance for clearing next to buildings and is this why the requirement required at 2.1.9 has the use of hand shovels identified? If so, should there be a line item for labor only in the Bid Response Form?
- A35. Area of responsibility is defined on the terminal square footage maps. Hand shovels shall be used around passenger boarding bridge equipment and other ramp fixtures as identified by the designated airport representative.**
- Q36. Provide a detailed definition or description of the push, stockpile, melt areas and acceptable paths of ingress and egress.
- A36. Stockpile areas will be identified by the Authorized DFW Airport Representative. At least two stockpile locations will be identified per terminal. Locations will be on paved surfaces in proximity to aircraft parking gates in a manner that facilitates a direct pushing operation.**
- Q37. In our professional snow and ice management experience it appears your scope of work is missing several opportunities for efficiencies and cost savings. However, paragraph 12.1 prohibits us from offering these alternative efficiencies and cost savings to DFW. Would the Board be open to alternative efficiencies and cost savings solutions?
- A37. No. Vendors shall respond to the Request for Bid specifications as written.**

Scope of Work and Specification Sections 1.1.6 & 2.2.1:

Q38. Are there any other permits or licenses required in addition to a State of Texas CDL permit? If other permits or licenses are required, please provide estimated costs of the additional permits.

A38. No, a CDL is not required to operate equipment on Ramp Area of the Airport.

Specification Section 1.1.14:

Q39. Contractor requires that the area designated for equipment staging and fueling be on or in close proximity to the DFW AOA and available for use year-round with parking and hookups for electric and telephone provided at no cost. Bidder will provide a doublewide trailer at its cost and expense. Will DFW agree to this request?

A39. No.

Specification Section: 2.1.2:

Q40. DFW call-out notice will never be less than 12 hours while Section 2.1.1 indicates a 2 hour call out notification. Can you clarify?

A40. Yes. DFW Airport will provide as much of advanced notice as possible, typically 24 to 48 hours, but no less than 12 hours. The two hours applies to a snow or ice event in which the Contractor's equipment and personnel will be activated. The 12 hours applies to a highly probable snow and or ice event in which DFW is providing the Contractor with advance notice of a highly probable need for equipment and personnel.

Specification Section 2.1.9:

Q41. Hand shovels are required in areas where equipment cannot be operated. This would require a labor rate for shoveling. Can this be included in the pricing template?

A41. No.

Specification Section 2.1.12:

Q42. Since the DFW controls the start time and the number of pieces of equipment utilized, Contractor cannot guarantee that snow accumulations will not exceed 3.5" during a significant snow event. A standard of pushing and piling snow with-in one hour of 1-inch accumulation is a standard that works well at other airports. Will you consider changing 2.1.12 to reflect this requirement eliminating the 3.5-inch maximum?

A42. Yes, this item will be deleted in Addendum No. 3. The standard for piling of snow provided by the Contractor above will be used.

Q43. Specification Section 2.2.2: Most of the Contractor's operators have more than one (1) year operating experience. However, sometimes operators have less than (1) year of experience. If an operator is properly trained will DFW waive this requirement?

A43. No. DFW Airport will not waive this requirement.

Q44. Specification Section 3.2.1: If equipment is late, will payment be made for actual time it is operational? If the equipment is late, no guarantee for minimum billable time will be made notwithstanding that late equipment will be counted for eight (8) hours even if the equipment works less than (8) hours for purposes of calculating the minimum guarantee in 3.3.4. Can you clarify?

A44. Yes, payment will be made for the actual time, contractor's equipment is operational. The equipment has to be at the Airport on time for minimum of twelve (12) hours billable time. If the equipment arrives late, payment will be made for the actual time worked. See answer to Question 25. The reference of eight (8) hours will be revised to twelve (12) hours by Addendum No. 3

Q45. Specification Section 3.4.1: In lieu of the \$5,000 mobilization/demobilization payment each snow season, can Contractor include setup costs in its pricing during the first snow season?

A45. No.

Q46. 3.5.1: The hourly rate must be inclusive of all peripheral costs. How much does it cost to badge personnel?

A46. See the Answer to Question 27.

Q47. Will equipment operators be permitted to park near the base?

A47. Yes.

Q48. Who will provide transportation from the parking area to the base of operations?

A48. The Contractor shall provide transportation from the parking area to the base of operations.

Q49. Will contractor be permitted to escort?

A49. Contractor's badged employees with escort privileges may escort up to 5 individuals. DFW Airport employees may provide escorts if staff is available.

Q50. (a) What licenses/permits are required for fuel truck drivers? Contractor will subcontract out fuel trucks. (b) Will contractor be permitted to escort fuel trucks?

A50. (a) All equipment and vehicles require air operations area (AOA) permits, which cost \$50.00 per year. All equipment operators including fuel truck drivers shall complete mandatory training and pass a simulator driving test to operate on the Ramp Area.

(b) Yes, the Contractors will be permitted to escort fuel trucks providing that the Contractor's employees are badged and have escorting privileges.

Q51. Does the DFW have a backup plan to provide dump trucks to move snow in the event of a significant accumulation since no dump trucks are included in the required equipment?

A51. The question is outside the scope of work for this solicitation.

Q52. The hourly rate is different without including the overhead costs. Can Contractor provide a separate price for its non-operational peripheral costs such as training?

A52. No. Labor rates established on the Bid Response Pricing Forms will be used to compensate for training hours. The Bid Response Pricing Forms will be revised by Addendum No. 3.

Q53. Will the DFW consider a lump sum price that includes everything with the exception of ice scraping?

A53. No.

Q54. Will the DFW consider a flat rate price including ice scraping that is not contingent on the presence or absence of snow?

A54. No.

Q55. Contractor needs significant lead time to assemble all of the contract equipment and set up its base of operations. Can DFW guarantee a firm award date?

A55. No. DFW can provide an estimate of the award date based on the bid due date. However, the Airport's Board of Directors approves the award of a Contract at their monthly meetings.

Q56. Who provides material spreading at the DFW? Contractor presently spreads liquid potassium acetate and sodium formate for many of its customers on a Time & Materials basis. Would the Airport Authority be interested in this service?

A56. See Answer to Question No. 23. The Contract shall provide material spraying services at the unit prices included in the Bid Response Forms as directed by the Authorized DFW Airport Representative.

Q57. Is it permissible to bill the equipment costs on a monthly basis separate from labor and services, even though we will bid as combined?

A57. No. Refer to Specifications Section 3.3.3 for minimum payment for the annual snow season.

Q58. Is there an age requirement for the equipment listed in the scope of work? For example, no more than 5 years old due to emissions and performance.

A58. No. However, all construction equipment being used to perform work on the Contract shall meet EPA emissions standards of Tier 2 or equivalent. Compliance may be achieved through the use of equipment powered by an EPA-certified engine, through engine repowers, or through the use of retrofits which have been verified by the EPA and/or California Air Resources Board. A list of available retrofits is available online at www.epa.gov/otaq/retrofit/verif-list.htm.

END OF CLARIFICATIONS

NOTE: A copy of this questions and clarifications shall be acknowledged by appropriate signature and attached to the submitted proposal.

Company Name

Signed

Date

If you have any questions regarding this matter, contact during normal working hours (8:00 AM to 4:30 PM, Monday through Friday) at 972-973-5677 (p), or at the email address of rramert@dfwairport.com.

Sincerely,

Robert P. Ramert

Robert P. Ramert
Procurement and Materials Management Department