



MR# 23-044  
Assigned by Purchasing Div.

## MODIFICATION (WAIVER) REQUEST

Requesting Department & Division	Contact Name		Telephone #
Department Head Signature	Date	Original RQ #	Estimated Cost
<i>Patricia K Wahto</i>			\$
Is this Procurement State or Federally funded?	YES	NO	

**Reason for Modification Request:**

*Please complete this form and attach all supporting documents.  
Give complete, accurate, detailed explanation of your request. Please be specific.*

**Sole Source:** The purchase of a commodity or service from the only known single source. *Attach verification.*  
**Code Provision:** [53.50.090 \(c\)](#)

**Class 2 Emergency:** A circumstance that poses a threat to the health, welfare or safety of the public.  
**Code Provision:** [53.50.090 \(L\)](#)

**Rider to Another Contract:** A vendor may extend another government agency's bid or contract pricing to CBJ. The proposed purchase must meet CBJ purchasing requirements and must have been competitively bid.  
**Code Provision:** [53.50.090 \(f\)](#) **Agency:** \_\_\_\_\_ **Contract #:** \_\_\_\_\_

**No Substitute:** A request for a specific brand name and model number of a particular item to be purchased. The item must be available from more than one supplier.

**Other:** Clear explanation is required. **Code Provision:** (if applicable) \_\_\_\_\_  
**Explanation:**

Approved By:  
*Renée Loree*                      06/05/22  
Purchasing Officer                      Date

*DWR*                                      7-5-2022  
City Manager                                      Date

FY	RQ	\$ Amount	PO #	Purchasing Approval

**Purchasing Officer Comments:**

**Expiration Date:** \_\_\_\_\_

*Give complete, accurate, detailed explanation of your request. Please be specific.*


**MODIFICATION REQUEST EXPLANATION:** Request Sole Source purchase 260 tonnes NewDeal sodium formate/acetate mix runway deicing chemical. Normally, Airport would ride the State contract for this particular product, however, last year the SOA purchased using a Negotiated Bid, and this year a Direct Order, because NewDeal is a proprietary chemical blend that far outperforms competing products. The NewDeal blend is in a form that is suitable for Alaska conditions; each pellet contains the blend, and is shaped to stay in place in wind and contact the frozen pavement over a maximized surface area. Competing products are simply a bag-mix of spherical sodium formate and sodium acetate pellets that individually do not treat the pavement to the same degree, and do not stay in place in wind.

Attached is the authorized SOA waiver to competitive bidding, as well as the thorough documentation justifying the sole source purchase—including SOA M&O Subject Matter Expert Written Testimony from five Airport Superintendents/Managers; JNU also attests to the numerous operational- and performance-based observations in the written testimony that illustrate the need for NewDeal at Alaska Airports.

We anticipate using CARES act funding, grant #JNU-ALG-3-02-0133-082-2020, which is allowable for normal airport expenditures.

**State of Alaska**  
**Department of Transportation & Public Facilities**  
**WAIVER REQUEST**  
**FOR ALTERNATE PROCUREMENT METHODS**

For routing and approval of waiver requests please refer to DOT&PF Policy and Procedure 10.01.040 Alternate Procurements.

Requesting Department/Division: DOTPF, Administrative Services		Date: 5/26/2022	Bid Waiver Number (FOR HQ USE ONLY) 25-22-024-C
Project Number(s) IRIS/Federal: N/A	Estimated Price: NTE \$5,000,000.00	Signature of Requesting Procurement Officer: Chris Hunt  6-6-22	
Project Name: NEWDEAL Airport Runway Solid Deicer -Sodium and Acetate Sodium Formate Blend		Person to Contact (Project Manager & Telephone Number): M&O Regional Managers	
<b>Part 1 - Type of Procurement Method:</b> <input type="checkbox"/> Competitive Sealed Bid <input type="checkbox"/> Competitive Sealed Proposal <input type="checkbox"/> * Limited Competition <input type="checkbox"/> * Emergency <input checked="" type="checkbox"/> * Single Source <input type="checkbox"/> Small Procurement * Regardless of the contract amount, any purchase using Emergency, Single Source or Limited Competition procurement must be assigned a Bid Waiver Number and PART 6 of this form must be completed for each resulting contract.			
<b>Part 2 - Specific description of procurement requirements to be waived:</b> For example, time of advertisement, public notice, selection process, record keeping, etc.  Waive the selection process and advertisement to allow use of single source.			
<b>Part 3 - Project Description:</b> Provide the following information: 1) The contract requirements with attached schematics, planning documents, or narratives as appropriate. 2) A cost estimate that is linked to the contract requirements. Identify funding source: (General Fund, Bond, Federal, etc.) and if federally funded attach copy of Federal approval. 3) A timeline depicting the project schedule from inception to completion. 4) List all agency officials with oversight or supervisory responsibility for the project. Attach separate page(s) if necessary.  1. Establish a contract with New Deal Deicing for a one-time purchase of NEWDEAL Airport Runway Solid Deicer -Sodium Acetate Sodium Formate Blend for DOT&PF airports use during the winter season statewide. 2. The total cost of this project shall not to exceed \$5,000,000.00. Funding is from the General Fund 3. The purchase will be made as soon as possible after the waiver is approved and will conclude upon final delivery of the product. 4. M&O Regional Managers in the Southcoast, Central, and Northern Regions will have oversight of this project.			
<b>Part 4 - Justification:</b> Provide the following information: 1) Need for construction or services. 2) Reason(s) for agency's inability to conform with standard procurement methods. 3) Statutory or Regulatory authorization (if other than budgetary process) for construction or services. 4) Impact on project if waiver is not approved -- explain in detail. 5) Any other documentation/ justification the agency feels would be helpful in evaluating the request. Attach separate page(s) if necessary.  <b>See attached Part 4 Justification.</b> Attachments Included: <ul style="list-style-type: none"> <li>• Part 4 Justification for Waiver 2522H078 NEWDEAL Airport Runway Solid Deicer -Sodium and Acetate Sodium Formate Blend</li> <li>• Sole Source Letter from New Deal Deicing --Dated May 18, 2022</li> <li>• M&amp;O Subject Matter Experts Written Testimony</li> <li>• SAE Aerospace Material Specification (AMS) 1435D Testing Requirements</li> <li>• SAE AMS 1435D Liquid Runway Deicing/Anti-Icing Product</li> <li>• AMS 1431E Testing Requirements</li> <li>• SAE AMS 1431E Solid Runway Deicing/Anti-Icing Product</li> </ul>			

**PART 5 - Department of Transportation and Public Facilities' comments and recommendations:**

In accordance with AS 36.30.300, SINGLE SOURCE PROCUREMENTS, and Article 7 of the Alaska Administrative Code, (2 AAC 12.410, Conditions For Use Of Single Source Procurement), I have reviewed this proposed single source waiver request initiated by Chris Hunt, DOT&PF Procurement Chief. This waiver will allow the State to procure Sodium Acetate/Sodium Formate blend airstrip deicer from NEW DEAL DEICING, the only supplier of this particular blend of deicer which is strongly preferred by the three Alaska M&O regions

Consideration: *The lengthy Alaskan winters present some serious challenges for the airport maintenance crews that clear, deice, and maintain the runways and airfields. The maintenance crews have used various deicing products over the years. They currently, and collectively, agree that the combined granular shape, effectiveness, and proprietary blend of the NEWDEAL deicing agent is superior to all other deicing agents.*

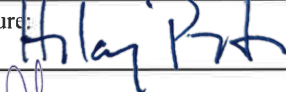
Authority to utilize the Single Source Procurement method without formal advertisement is provided to the Commissioner of the Department of Transportation & Public Facilities under AS 36.30.300(a). Procurements of this type are made on projects where (1) "it is not practicable to award a contract by competitive sealed bidding," and, (2) "award of the contract....is in the State's best interest", in response:

- 1) It is not practical to conduct a competitive sealed bid or sealed proposal for the procurement of these proprietary airfield deicing agents because NEW DEAL DEICING is the single manufacturer and distributor of NEWDEAL Airport Runway Deicers
- 2) For reasons indicated in Part 4 and attachments of this single source waiver request, the procurement of these services and award of this contract is in the best interest of the State.

This signed waiver constitutes the written determination in accordance with AS 36.30.300 that no other reasonable alternative for procuring these proprietary agents exist. All work procured under this waiver is limited to that described in the Waiver Request and attachments. Based upon the information furnished with this request, it is my recommendation that the waiver be signed as approved.

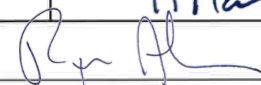
Recommended:  Approval     Disapproval     Other     Return for other/further action as noted above.

Reviewed by:  
Hillary Porter, Chief Contracts Officer

Signature: 

Date:  
6/6/22

**Approved**

by:   
Commissioner of Department of Transportation and Public Facilities

Date: 6/7/2022

**Approved with conditions**

**Disapproved**

Title if executed by other than the Commissioner of Department of Transportation and Public Facilities

**Part 6 - Record of procurement: submit a completed copy of this entire form to the Chief Contracts Officer within 15 days of executing the contract.** When multiple contracts are awarded under an emergency procurement, information pertaining to all contracts must be reported. Under such circumstances, attach additional information in the format below - for each contract.

Complete all of the following:

- (1) Name of Supplier or Contractor: \_\_\_\_\_ (2) Their Zip Code: \_\_\_\_\_
- (3) Contract Amount: \$ \_\_\_\_\_ (4) Contract Identification Number: \_\_\_\_\_ (5) Commodity Code: \_\_\_\_\_
- (6) Type (i.e. Professional Service, Construction, Supplies, etc.): \_\_\_\_\_
- (7) Listing of services, products, construction (etc.) obtained: \_\_\_\_\_
- (8) If other vendors, suppliers or contractors submitted bids or proposals, list the number of these that were:

Alaskan Bidders # \_\_\_\_\_

"Out-of-State" Bidders # \_\_\_\_\_

This PART 6 prepared by: \_\_\_\_\_

Date: \_\_\_\_\_

**Waiver 2522H078 NEWDEAL Airport Runway Solid Deicer -Sodium and Acetate Sodium Formate Blend**

**Part 4 - Justification:** Provide the following information: 1) Need for construction or services. 2) Reason(s) for agency's inability to conform with standard procurement methods. 3) Statutory or Regulatory authorization (if other than budgetary process) for construction or services. 4) Impact on project if waiver is not approved -- explain in detail. 5) Any other documentation/ justification the agency feels would be helpful in evaluating the request. Attach separate page(s) if necessary.

**1) Need for construction or services:**

The purchase of the NEWDEAL Airport Runway Solid Deicer -Sodium Acetate -Sodium Formate Blend is needed for safe winter airport operations statewide. Statewide, the airports use this product in both pellet and brine form to ensure runway safety for the traveling public throughout the winter.

The NEWDEAL product has a unique, proprietary, and custom manufacturing process that blends a 70% Sodium Formate and 30% Sodium Acetate ratio of chemical into each pellet, as opposed to other manufacturers that create a mixture of Sodium Formate and Sodium Acetate pellets that are mixed together to create a blended product. That process can lead to an inconsistent ratio of product when spread over a runway.

The NewDeal product has a unique irregular granular shape, with flat disc shapes. This provides a high resistance to wind gusts and jet washes and also provides the biggest deicer surface area for contact with pavement leading to increased effectiveness and speed of melting, unlike like other products on the market that come in round shapes that can separate and/or blow off of runways before they have time to activate.

The NewDeal product is the only solid airfield deicer that has been tested to meet the requirements of both SAE Aerospace Material Specification (AMS) 1431, solid standard, and SAE AMS 1435, liquid standard for brining, and this product has been proven to be successful in deicing runways in all types of winter weather statewide. DOT&PF has made substantial infrastructure purchases with regards to brining for spraying on Airport Runways. The airports making the solid deicing materials into a brine, have purchased and installed infrastructure consisting of holding tanks, various pumps, valves, hoppers, boilers and cranes. The individual cost for a full airport system cost around \$160,000 to \$200,000 installed.

This brand name product has been specifically requested by DOT&PF's Maintenance & Operations (M&O) in all three regions of Alaska due to their individual experiences and expertise with deicing products, this is the only Sodium Acetate / Sodium Formate Blend that they trust for winter airport safety for the traveling public.

**2) Reason(s) for agency's inability to conform with standard procurement methods:**

New Deal Deicing is the sole manufacturer and distributor of NEWDEAL Airport Runway Deicers - Solid (Sodium Acetate /Sodium Formate Blend). Therefore any other solicitation method would result in a delay because no other bidder can supply the required product.

**3) Statutory or Regulatory authorization (if other than budgetary process) for construction or services:**

N/A

**4) Impact on project if waiver is not approved -- explain in detail:**

If the waiver is not approved, the airports statewide would have further delay in purchasing this chemical leading to significant additional costs incurred by missing barge schedules. If barge schedules are missed the product will have to be flown into some regional locations, rather than truck and barged at a more reasonable shipping rate. If procurement, and delivery are delayed, both regional and International Airports could be forced to shut down due to winter travel safety concerns. This would result in loss of income and lead to further supply chain issues in both the U.S and worldwide. One of the airports that use this product is the Anchorage International Airport. This airport is home to hubs for UPS and FedEx, is the 4th busiest cargo airport in the world and the second in North America and accounts for 1 in 10 jobs in Anchorage, another is the Fairbanks International Airport, that serves more than a million passengers annually and accounts

for 1 in 20 jobs for a total of 1,900 jobs in Fairbanks. Additionally this product is used at the smaller regional airports that move the public and cargo to cities and villages statewide.

**5) Any other documentation/ justification the agency feels would be helpful in evaluating the request.**

N/A



**NEW DEAL DEICING**  
**Specialist in Solids**

*Unique Product, Premium Service™*

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Coca-Cola®'s Original Taste Formula). We are proud of the fact that New Deal Deicing is in the business of delivering results to our Airport Users. NEWDEAL® provides them with **superior** winter operation results by giving the Users **quality, longevity, and reliability**, all of which directly lead to runway **safety** and the **on time performance** of aircraft. We are proud to help keep Alaska's life line going strong during the harsh winter months.

Thank you, Mr. Hunt, for your inquiry. We appreciate your commitment to support air transportation safety by using NEWDEAL® in the past, and we hope you will continue to choose it for the Alaska Airports to provide them **confidence, control, and peace of mind** that is priceless to their winter operation. Anything else we can help with please let me know.

Sincerely,

Laura Miao  
President  
New Deal Deicing

## 1. Calvin Schaffer M&O Western District Superintendent SME -New Deal Deicer

**From:** Schaeffer, Calvin C (DOT) <[calvin.schaeffer@alaska.gov](mailto:calvin.schaeffer@alaska.gov)>

**Sent:** Monday, April 25, 2022 3:47 PM

**Subject:** RE: Runway Deicer Blend

Here's some history and examples from the Western District Nome and Kotzebue airports.

### History:

- For the past ten plus years we have been using New Deal deicer at our 139 operated airports. It has proven to work at a larger temperature range than the other products on the market. We have used other products over the years and they have not met the same standards as New Deal. The Kotzebue and Nome airports rely on it at crucial times throughout the winter to keep our runways in safe operating conditions for the public.

### Examples:

- December 23, 2021 The Western District from Elim south to the Yukon River was inundated with a rain event that lasted anywhere from 2-3 days. Nome had a 3 day rain event. Temperatures went from -20 degrees to 38 degrees above in less than 24 hours. Then dipped back to the negative teens and twenties while the rain poured runway surface temperatures remained below zero, creating a surface "bonding ice" that stuck to the runway. Our Nome crews worked diligently with plows and brooms to keep the surface free. They used the New Deal solid deice chemical to keep the ice from building. Attempts to use E36 failed because it just froze to the surface, kind of like water. The New Deal kept the ice from building and we were able to maintain a bare surface and no flights were delayed because of runway surface conditions. The other side of the coin on this one is the Unalakleet Airport located about 200 miles south of Nome. They DID NOT have the deicer resources so they ended up with 3-4 inches of bonding ice that took about a month to scrape off at -20 degrees temperatures. Northern Air Cargo and Everts flights did not bring freight in for about three weeks. If Alaska Airlines 737's were flying in to Unalakleet (like in Nome and Kotzebue) this airport would have been declared a disaster because air is the only way of transportation in the winter. All our smaller gravel airfields in the area had icy surface conditions for as long or longer than the Unalakleet airport. Luckily they only have smaller commuter traffic using them so the impact wasn't as great.
- New DEAL solid deicer comes in a fractured shape unlike the other rounded pellet shaped deicers. This is crucial during winter arctic events along the coast at Nome and Kotzebue. Almost always the wind is blowing significantly so the other products don't 1) stick to the runway because of the temperature rating, and 2) blow away because they are round, unlike ND's fractured shape. This is very noticeable and both Kotzebue and Nome airport M&O crews will back me up on saying this.

So in closing I would like to say I can give several other examples of when it has worked for Western's airports but the main thing is it has been "PROVEN TO WORK!" for us and we have not had success with other products in the same manner. We do not have room for error with the timeframes and size of



## M&O Subject Matter Experts Written Testimony

crews out here. We need something we can rely on every time. And last, we have not used it as a brine yet.

New Deal is a hard chemical that we have been using at the airport for a number of years and the #1 feedback I have gotten from our teams on the new deal product is the 'fractured' form it comes in and it stays on the runway longer therefore saving us costs in applications. 737's tend to blow round shaped chem right off of the surface.

As for the brine, we have installed the infrastructure to produce our own brine, but we are still early in our experience with the brine. We haven't used it in the large quantities other airports have. I am fairly new to the airport environment but my predecessor felt strongly enough about new deal brine that he invested in a project that was ongoing when I got here last year. Unfortunately he and his reasoning are gone now, but we are forging ahead with new deal brine production because I have heard so many good things about it from other airports.

So in essence, I would defer to you both for your concrete results from using new deal brine. I have no doubt it will work as described, I would just be parroting what others have already said.

Thank you,

*Calvin Schaeffer*

Western District Superintendent  
Department of Transportation & Public Facilities  
P.O. Box 1048  
Nome, Alaska 99752  
(907)443-3411 (work)  
(907) 304-1297 (cell)

*"Life without a goal is futile."*

## 2. Jeff Doerning, C.M. ACE M&O Southwest District Superintendent SME -New Deal Deicer

From: Doerning, Jeffrey (DOT) <jeffrey.doerning@alaska.gov>  
Sent: Tuesday, April 26, 2022 10:43 AM  
Subject: Central Region New Deal - NAAC Comparison

Please find our position on this issue below. Don't hesitate to reach out to us with any questions or comments that you might have.

Once the Urea option was taken away from us in Bethel for the 2012 winter season, we ordered and tried / compared both New Deal and NAAC for that first winter. The results were very clear to us that New Deal was a far superior product over NAAC. The following is what we learned in our use and application of both solid deicers, with New Deal showing its superiority in every category. This is for solid application only as we do not brine it in Bethel. The reason that we do not brine it in Bethel is because after speaking with other stations that were brining NAAC, there were too many problems with the NAAC clogging up the brine mixing equipment as well as the application sprayer. This creates a very dangerous situation when you are trying to hold a runway for arriving aircraft with braking action within the allowed safety range for that aircraft. We were also advised that the NAAC left a residue on the

## M&O Subject Matter Experts Written Testimony

pavement that did not necessarily always provide good traction for aircraft, thus increasing our safety concerns that were already elevated from the other issues with NAAC, so we chose not to brine it.

The first thing we found out right off the bat was the speed at which New Deal activates. When applied from 5°F and up, it does not sit long on the surface before it goes to work. It does take longer at lower temperatures to activate, but it has a much broader range of temperatures that it works at. We have a way to speed its activation at lower temperatures, as seen further down this document. When the NAAC is applied, it is very slow to initiate once it is applied, if it even stays in place due to the shape of the pellets. Also, its working temperature range has a much narrower band and at a higher temperature than New Deal. New Deal also maintains its hold on the runway for a much longer period of time than NAAC, giving us more time in bad weather to hold the runway for delayed aircraft arrivals, instead of having to start all over or lose the runway completely to contaminants, and causing either flight cancellations or safety concerns for landing aircraft. The normal temperature range we use New Deal is from 5°F and up, and occasionally down as low as -5° when used in combination of E-36. We were unable to achieve any results with NAAC below 25°F, thus severely limiting our abilities to prepare runway pavements for arriving jet aircraft for most of the winter months.

New Deal can be used as both an anti-icer and a deicer, giving us more flexibility in both preparing for and responding to a winter event. This saves us both time and resources when cleaning up behind a winter storm that would have otherwise had a negative effect on the airport's operations.

NAAC is just a 70/30 mixture of Acetate and Formate pellets in the super-sack, which separate from each other once it is applied. The New Deal is a 70/30 mixture in each pellet, which does not separate when applied, which makes it very effective on application. NAAC needs a moist or wet environment to activate with any amount of reliability, and even then it is with difficulty. This is due to the clay-like coating/binder that is used on the product, and it will only activate at temperatures at or above 25°F. New Deal activates on contact with any contaminate, solid or wet, within its wide temperature range, and at even lower temperatures when applied with a light coating of E-36.

At the end of the day, the New Deal is a far superior product. The airport environment is a very complicated and busy environment during winter operations, and safety is paramount to successful operations. The New Deal blend provides our crews with the options that they need to prepare a runway surface suitable and safe for aircraft to arrive and depart on. Time is such an important resource for runway preparation during winter operations, and without New Deal we would see a significant increase in flight cancellations across the board. These are the flights that provide passenger service, freight operations carrying food and mail, and most importantly medivac services that simply cannot be delayed. If we are forced to move away from using New Deal, it will have not only an impact on safety, but it will have a huge financial impact on the air carriers and the businesses that rely on them in the communities that they serve. We all know what causing preventable financial impacts to air carriers and businesses will mean, it will mean a lot of political pressure to return to what has worked so well for us over the last decade.

Summary of the benefits to the State of Alaska using New Deal:

- Has a very fast activation time.
- Shaped as a flat pellet, which prevents it from blowing off the runway after application.
- A long holdover time on the runway allows us to keep it the runway useable during arrival delays, especially during ongoing winter events like snow, sleet, drizzle and freezing rain.
- Can be used as both an anti-icer and a deicer.

## M&O Subject Matter Experts Written Testimony

- Can be used in a much larger temperature range, and in much colder temperatures.
- Can be applied and successfully activated at temperatures under 5°F with a light application of Potassium acetate (E-36), however NAAC cannot.
- Each New Deal pellet is a 70/30 mix, meaning each pellet works on contact and as needed exactly where it is placed on the runway.
- Does not need moisture to activate at normal application temperatures, and needs very little moisture to activate below 5°F.

Summary of the issues the State of Alaska has to work through using NAAC:

- Slow to activate due to the clay like binder or coating on the material, it does not allow moisture to penetrate the pellet fast enough to activate it and keep it in place on the runway.
- Due to the shape of the product, as well as the slow activation, it does not stay in place if there is any breeze or wind present, blowing off the runway almost immediately during application.
- Clogs both brine mixing and application equipment.
- Does not activate at temperatures under 25°F, limiting its usefulness for almost the entirety of our operational winter months.
- The entire super-sack of NAAC is a 70/30 mix, instead of a 70/30 mix per pellet, which means that it separates out and does not work uniformly across the area of application.
- Needs a significant amount of moisture to activate and begin working, but only at or above 25°F.

I forgot you wanted to know how many years we have been doing this. For Central Region, between myself, Tim and Joe, we have been treating runways in the wintertime for over 55 years.

Thanks,

Jeff Doerning, C.M. ACE  
Southwest District Superintendent  
907-269-0754

### 3. Scott Gray M&O Southeast District Superintendent SME - New Deal Deicer

**From:** Gray, Scott J (DOT) <scott.gray@alaska.gov>  
**Sent:** Wednesday, April 27, 2022 12:59 PM  
**Subject:** RE: Central Region New Deal - NAAC Comparison

I would like to echo all that Jeff Doerning has submitted for Central Region (CR), his information below was spot on. Southeast District (SE) hasn't used the NAAC product and for the same reasons Jeff from CR stated below. We all need a runway deicing chemical we can apply as a solid or make into a brine. SE airports managers and their operators brine their runways 90% of the time vs as a solid. We need a product we can depend on, used a solid or can make into a brine and New Deal has proven to be reliable. One of my Airport Managers who uses New Deal has over 38 years of experience and the other has over 24 years. These Airport Managers understand the importance of using a product that is effective, reliable and exceeds our standard for the safety for the traveling public.

## M&O Subject Matter Experts Written Testimony

For us, New Deal provides us a quality product we can either use as a solid or make it into a brine. The brine systems are not new to our airports, we have been turning Urea into brine for years and some stations prefer the New Deal over the Urea or vice versa. We really want what works for our stations and the foreman and operators, they are the end users and they know what works best at their stations. Please keep in mind, the FAA funded the brine equipment in all of our facilities and the FAA has never once questioned us on what materials Alaska DOT can brine (as long as it is corrosive free).

Here in SE we depend on our airports to be open 24/7 for the safety of Alaska residents, hospitals, businesses and our visitors. If our runways are shut down then medivacs cannot land or take off, essentials for living like food and medications are not available and families and friends get stranded. Alaska DOT's Mission is to "*Keep Alaska Moving* through service and infrastructure. Keeping NEW Deal as one of our tools for our Airport managers and Operators to use is by all means, essential to our service and our infrastructure.

Scott Gray  
Southeast District Superintendent  
Maintenance and Operations  
State of Alaska DOT  
907-465-4512

Additional information provided

**From:** Gray, Scott J (DOT) <scott.gray@alaska.gov>  
**Sent:** Monday, May 16, 2022 9:59 AM  
**To:** Hunt, Chris D (DOT) <chris.hunt@alaska.gov>  
**Subject:** Brine Equipment at airports

The airports making the solid deicing materials into a brine infrastructure consist of holding tanks, various pumps, valves, hoppers, boilers and cranes. The cost for a full system cost around \$160,000 to \$200,000 installed.

These brine systems at our airports allow us to keep a runway open in the most extreme temperatures and in some instances bring a nil runway to a wet/clear of contaminates. The practice of brining also allows the airport operator to pretreat the runways in the evening that immediately penetrates the surface holding the runway conditions for the next day. This practice can save us time and money when plowing snow and leaving the runway surface clear of contaminates such as, ice and snow.

Having brine as one of our tools at the airports means less labor hours, less equipment wear/tear and less materials used. This all equals cost savings.

Scott Gray  
Southeast District Superintendent  
Maintenance and Operations  
State of Alaska DOT  
907-465-4512

#### 4. Tim Parault, Deadhorse Airport Manager SME -New Deal Deicer

**From:** Parault, Timothy D (DOT) <[tim.parault@alaska.gov](mailto:tim.parault@alaska.gov)>  
**Sent:** Friday, April 22, 2022 2:50 PM  
**Subject:** Re: Runway Deicer Blend

I have been around since E-36 was first tested by the Air Force in the early 90's and I was directly involved in its test phase. I have tried and helped procure numerous de-icer solids and liquids in 35 years of working on airports. All different blends of Formate, Acetate, and Potassium. From liquids too solids. The main difference of the new deal is the angular shape and larger size pellets. When applied in windy conditions, allows the product to adhere to surface. Thus not rolling off during our windy conditions. Finally the blue color allows the operator to see the product and adjust the application rate as needed. I've found this product allows us to apply the product at the end of shift with inclement weather rain and snow mix and keeps ice from forming where it has been applied. Better than any other product I've tried.

Tim Parault  
Deadhorse Airport  
Manager

#### 5. Kelly Boddy, Sitka Airport Manager

**From:** Boddy, Kelly A (DOT) <[kelly.boddy@alaska.gov](mailto:kelly.boddy@alaska.gov)>  
**Sent:** Monday, April 25, 2022 5:34 PM  
**Subject:** Runway Deicer Blend

I've been employed with the State at the Sitka Airport for almost 24 years and I've used several different de-icing agents over those years. Starting off with UREA, which worked well because we used it in 2 capacities, liquid and prilled. Due to the cost we were able to apply it over the whole airport, liquid on the runway for faster reaction time and prilled on the ramp when we needed to cut through ice pack and we had time to let it work. The downside to prill was it was spherical and we had a hard time getting it to stay where we needed it because of winds or traffic that showed up right after application even with the surface being pre-wet.

2012 we went over our allowed UREA limit and were made to switch to liquid E-36. Our prilled spreader truck was given to another station that still used UREA. Only having liquid chemical made taking care of the ramp almost impossible. We went through a lot of sand and broom cores and at times the ramp was left in a less than adequate state. The amount of chemical we applied to the runway was dictated by the extreme cost of E-36. A horrible position to be in. It worked for us but we only applied it 60' wide due to the cost, this was the bare minimum width Alaska Airlines would land with but most pilots stated that was cutting it close for them.

2017 brought us New Deal which was cheaper to purchase and ship and came in solid form, super bags. For the last 5 years this product has worked well for the Sitka Airport. If we could get our prilled spreader back I have no doubt it would round out our snow and ice control ops. I've listened

## M&O Subject Matter Experts Written Testimony

to other managers talk about products gumming up their equipment and mixing pumps, this not something I want to take the chance with at my airport. Our liquid deicer truck and our mixing equipment is about 20 years old and already has issues. Thinking about going back to a spherical chemical brings back all the memories of wasted prilled UREA and multiple applications.

The Sitka runway is surrounded by more ocean than land so switching to a lesser, frustrating chemical is terrifying and is a step backwards. During our winter seasons we have several 737 freighters, one passenger 737 flight that takes 45 minutes before arriving and two other passenger 737 flights that take less than 30 minutes to arrive. This short flight time makes any secondary application or operation not an option. We know that once we spray New Deal down we can perform a friction measuring test within minutes and that 737 can land safely shortly after we clear. Having that peace of mind is a huge relief when you are the one watching that flight land with loved ones on board and know that you have done all you can to help bring that aircraft to a stop before sliding off into the ocean.

Sitka only received ferry service twice this last winter season so keeping the runway open was the only means of receiving freight and mail, medevac'ing patients in and out, shipping medication in and out, getting family to town, and take vacations. My hope is we stay with New Deal because it works and we trust it. We are able to mix it or use it in solid form knowing it will not blow away from where it's needed.

**Kelly Boddy | Sitka Airport Manager | DOT Foreman**  
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Written Determination for:

Waiver 2522H078 Airport Runway Solid Deicer -Sodium Acetate Sodium Formate Blend

Per DOT&PF Policy and Procedure 10.02.050 Specifying of Brand Name Products.

**POLICY**

Construction contract specifications will not unduly limit the furnishing of products, materials, equipment, or processes to those of particular brand names, makes or proprietors.

**PROCEDURE**

Writers and reviewers of construction contract specifications will ensure that the specifications are written to permit the use of any product, material, equipment, or process that will perform the required function while meeting the standards of quality set for such items in the contract.

When more than one acceptable product exists, reference to a particular brand name, etc., may be used only to establish the standard of quality and will not be used to limit competition among like items. In this case, the substitution of an approved equal will be allowed, provided there is no increase in contract price. When used in this manner, the brand name product must be accompanied by the salient characteristics that describe the minimum performance requirements. Alternate products that satisfy the salient characteristics will be considered equal to the specified brand name product.

The specifications will not restrict any item to be used in the project to that of a particular brand name, make, and catalog number or proprietor, unless:

- the item specified must match an existing item or system to facilitate operation, maintenance or continuity; or
- the item specified is the only one that will perform the required function.

When only one brand name product will satisfy the state's needs under one of the conditions above, the designer or project manager must prepare a written determination for the contracting officer's approval before advertising.

For all state and federal funded projects, the contracting officer is the final approver for a brand name product determination request in accordance with 2 AAC 12.100.

For Federal Aviation Administration (FAA) funded Airport Improvement Projects, contracts specifying brand name products is considered a noncompetitive procurement method. Therefore, in addition to the contracting officer's approval, the FAA must approve a brand name product determination before advertising.

***As demonstrated in the waiver attachment "M&O Subject Matter Experts Written Testimony" NEWDEAL is the only Sodium Formate/Sodium Acetate blend product acceptable to, and specifically requested by DOT&PF's Maintenance & Operations (M&O) Subject Matter Experts (SME) by name because, this brand name blended product is the only Sodium Formate/Sodium Acetate blend that they trust for winter airport safety for the traveling public in all three regions of Alaska. NEWDEAL is the only brand name product that will satisfy the state's needs for the Sodium Formate/Sodium Acetate blend product.***

***The NEWDEAL product is the only solid airfield deicer that has been tested to meet the requirements of both SAE Aerospace Material Specification (AMS) 1431, solid standard, and SAE AMS 1435, liquid standard for brining, and this product has been proven to be successful in deicing runways in all types of winter weather statewide.***

***This purchase will be made using State Funds therefor, no additional FAA approvals are required.***

*Chris Hunt*