

A blue-tinted map of North America with a grid overlay. A small black circle marks the location of Denver, Colorado, with the word "DENVER" written in blue capital letters to its right.

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AIRCRAFT DEICING SYSTEM AGREEMENT INLAND TECHNOLOGIES 201209071

Ken Greene
Deputy Manager of Aviation – Operations
January 22, 2014



DENVER INTERNATIONAL AIRPORT
TOGETHER WE SOAR

Contract Description

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- This contract is for the maintenance, operation, and management of the airport's aircraft deicing system
- Services provided by this contract include the receipt, storage, blending, and distribution of aircraft deicing fluid, and the collection, storage, and recycling of spent aircraft deicing fluid

Deicing System Overview

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– Deicing Pads



- thirty-one (31) deicing pads
- seventeen (17) deicing fluid distribution stations
- 2012-2013 season
 - dispensed 1.9 million gallons of fluid
 - fluid contained 1.6 million gallons of propylene glycol

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Deicing System Overview

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– Glycol Recycling Plant



- fluid flows from deicing pads to recycling plant
- solutions with a high concentration of glycol (more than 1%) are processed by the plant
- 2012-2013 season
 - system collected 1.1 million gallons of glycol (68% collection rate)
 - recycled 710,000 gallons
- avoided approximately \$2 million in wastewater processing costs

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Deicing System Overview

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– Wastewater Ponds



- solutions with a low concentration of glycol (less than 1%) are routed to wastewater ponds and discharged under a wastewater permit

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Contract Description cont.

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- Benefits to DIA
 - Maintains the aircraft deicing system in a constant state of readiness
 - Reduction in the amount of spent deicing fluid discharged to Metro Wastewater Reclamation District
 - Reduced discharge fees
 - Improved ability to comply with stormwater contribution permit
 - Less costly to recycle spent fluid than to send to Metro

Contract Description cont.

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- Benefits to DIA
 - Environmental Stewardship
 - Spent Aircraft Deicing Fluid affects aquatic life by depleting dissolved oxygen in surface and ground waters
 - Recycling and reusing propylene glycol is less resource-intensive than producing virgin chemicals
 - Collecting and recycling spent Aircraft Deicing Fluid allows DIA to be a good neighbor to those downstream

Selection Process

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- Selected Firm: Inland Technologies International, Ltd.
- Competitive RFP
- Two proposals were received
 - Inland Technologies is existing vendor
 - Other bidder had no experience with recycling glycol
- Selection based on qualifications, demonstrated experience, and technical merit
 - Vendor technology allows DIA to recycle more fluid
- Inland Technologies is based in Truro, Nova Scotia
 - 249 employees worldwide; 18 employees at DIA

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Goals

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- Division of Small Business Opportunity determined this contract not to be subject to the ordinance
- Inland Technologies solicits bids from M/WBEs when subcontracting work

Contract Terms and Amount

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- Contract Term is Seven Years and Four Months
 - A seven year contract was approved to allow sufficient time for the contractor to recover their capital investment in equipment
 - Reduces annual management fees due to vendor
 - Four months was added to the contract to ensure that a vendor change will not be required during the 2020/2021 deicing season
 - Contract Amount is \$4,375,000.00
 - Annual costs are variable based on weather conditions and airline deicing procedures

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Additional Information

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- We are requesting that City Council approve this contract for the following reasons:
 - The airport's deicing system is mission critical infrastructure
 - Inland Technologies has the demonstrated experience to maintain the system in the necessary state of readiness
 - Inland's proprietary equipment supports airport compliance with wastewater discharge requirements and achieves one of the country's best glycol collection and recycling rates

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