



**ADDENDUM NO. 2**  
**Proposal Submission Requirement**

Request For Proposals: RFP-FY25-400-01 AOA Gate Operation Enhancement  
Date: November 22, 2024 @ 2:00 p.m.

The following Questions & Answers have been prepared in response to submissions received by the due date of November 15, 2024.

Q. Are we able to offer a system in lieu of a slide gate? Does the slide gate have to be a vertical pivot style is the only one we manufacture?

A. **No. Must be slide gates**

Q. On gate #17 specifically, we be ok offering that as a primary/secondary with two gates? If the longest gap we can cover is 24-25ft can two operators be utilized? All of the other openings are well within range.

A. **Yes, two gates would be considered. A second gate operator would be allowed. The contractor would be responsible for providing power to the second operator.**

Q. There may be some necessary concrete work on a few of these gate sites if the pads are smaller than 7' x 4', would you like me to work with my dealers and installers directly to get that costed out or does the airport have it's own avenue for that? The same would apply to the electrical work?

A. **Work with your dealers and installers to be costed out. Electrical work should be included in your price.**

Q. Can you provide the height requirement of the gates excluding the barbed wire from pad level?

A. **Gates must as close to the ground as possible to prevent debris, or wildlife, persons from getting the gate.**

Q. Are there specific requirements regarding the gap between the gate's bottom rail and the ground? Some gate designs can be contoured to match the grade, preventing gaps that could allow pedestrians or animals to slip underneath. Would this be a consideration for your project?

A. Gates will only need to be replaced if they do not meet safety requirements

Q. What is the desired cycle time for gate opening and closing? Certain gate systems can achieve a cycle time of approximately 10-12 seconds, regardless of gate length.

A. 10-12 seconds

Q. How important is the expected lifespan of the gates for this project? Some gate systems are designed to last over 20 years by minimizing exterior moving parts, which can simplify maintenance.

A. Lifespan for gate controllers would be 15-20 years

Q. Are there any preferences or concerns about the type of mechanics involved? Some gates operate without hydraulics, using systems like bull wheels, belts, and springs, which can simplify upkeep.

A. There are no preferences about the type of operational mechanics.

Q. Is there a preference for gate types that do not use ground tracks? Gate systems that do not rest on the ground may avoid the wear and tear often seen with tracked gates.

A. Chain or guide rails

Q. There are multiple locations where photo eyes are being utilized as an alternative due to inoperable detection loops. Please confirm whether the replacement of inoperable detection loops is to be included in the base proposal price, or if the current photo eye setup is intended to remain in place.

A. Current photo eye is intended to remain in place

Q. There are some locations where gates are damaged, and gate replacements may be necessary. Could you please confirm if it is the intent of Norfolk Airport Authority to have bidders include the replacement of these gates in the base proposal price, or if such replacements should be considered as an optional line item or alternate pricing?

A. Gates that are damaged or do not meet current code requirements will need to be replaced they must match our current color and fence/gate style. This should be included in the bidder's overall price.

Q. Since gate 2 requires emergency power, how is that going to be accomplished?

A. By relocating supply power from the normal power panel to the emergency power panel.

Q. Where is the feed for gate 2?

A. Departures Terminal

Q. The proposal request states emergency power for five operators, but the pictures only indicate gate 2 getting emergency power, what other gates need emergency power and how is this going to be achieved?

A. Review Exhibit A for all gates that need emergency power.

Q. How much post-installation support and assistance is required?

A. To be determined

Q. How many hours per person is required to secure an SIDA badge?

A. There are no calculated hours to receive badging.

Q. Can you confirm the phasing and voltage of all of the gate operators? If they are single phase how many are single-pole, and how many are double pole?

A. All single phase 7 115v 3 208v 4 230v

Q. Is there an option to replace the guide rails with a chain instead?

A. Yes, the option is allowed to replace guide rails for chains.



Note: A signed acknowledgement of this addendum must be received via email to [procurement@norfolkairport.com](mailto:procurement@norfolkairport.com) either prior to the proposal due date and hour or attached to your proposal submission. Signature on this addendum does not substitute for your signature on the original bid document. The original bid document must be signed.

Best Regards,

A handwritten signature in black ink that reads "Bruce Tingle".

BRUCE TINGLE  
Financial Controller

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Name of Firm

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Signature/Title

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Date