



Department of Transportation  
Division of Secretariat  
Office of Air, Rail & Transit  
700 East Broadway Avenue  
Pierre, South Dakota 57501-2586  
OFFICE: 605/773-3574  
FAX: 605/773-2804

TO: South Dakota Aeronautics Commission

FROM: Jack Dokken, Office of Aeronautics

DATE: September 19, 2017

SUBJECT: Replacement of metal A-Frame markers for runways and segmented circles

There are currently 14 public airports that still have metal A-Frame runway markers. Most of these markers are in very poor shape and due to their condition and design pose an unnecessary safety hazard. On behalf of these airports the Office of Aeronautics is again requesting funding from the South Dakota Aeronautics Commission to replace these metal A-Frames with plastic marker cones that are white with black tips.

In 2015 the department was authorized to purchase 400 new plastic marker cones costing \$37.52 each for a total cost of \$15,008. The department has received a quote from LeTourneau Plastics Inc. for 400 plastic marker cones costing \$35.75 each for a total cost of \$14,300.

**Koch, Thomas**

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**From:** Jeff Hornblad <JeffH@letourneauplastics.net>  
**Sent:** Friday, May 26, 2017 6:16 AM  
**To:** Koch, Thomas  
**Cc:** Paul LeTourneau  
**Subject:** RE: [EXT] Sales request from website for South Dakota DOT Office of Aeronautics.

Tom,

Please see the pricing below for both a 400 pc order and 100 pc order as you requested. The lead time for 100 pc order will be 3 weeks. Lead time for 400 pc order will be 4-5 weeks. If you have any questions please let us know.

<b>400</b> White w/Black Cap Marking cones @ \$34.50 ea. =	\$ 13,800.00
<u>-5% discount for orders over 100 pcs =</u>	<u>\$ - 690.00</u>
Sub Total =	\$ 13,110.00
Freight from 54153 to 57501	\$ 1,190.00
<b>Total =</b>	<b>\$ 14,300.00</b>

<b>100</b> White w/Black Cap Marking cones @ \$34.50 ea. =	\$ 3450.00
<u>-3% discount for orders 50 to 100 pcs =</u>	<u>\$ - 103.50</u>
Sub Total =	\$ 3346.50
Freight from 54153 to 57501	\$ 340.00
<b>Total =</b>	<b>\$ 3686.50</b>

Thank you,

**Jeffrey Hornblad**

Inside Sales / Customer Service  
 LeTourneau Plastics, Inc.  
 PH: 920-834-2777  
 FX: 920-834-3041  
 E-mail: [jeffh@letourneauplastics.net](mailto:jeffh@letourneauplastics.net)  
 Website: [www.letourneauplastics.net](http://www.letourneauplastics.net)

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**From:** Koch, Thomas [<mailto:Thomas.Koch@state.sd.us>]  
**Sent:** Wednesday, May 17, 2017 11:40 AM  
**To:** Sales  
**Subject:** Sales request from website for South Dakota DOT Office of Aeronautics.

Dear Sales,

My name is Tom Koch and I work for the South Dakota DOT Office of Aeronautics and am requesting a price and shipping quote for 400.00 white marker cones w/ Black Top. Also, could you please provide a cost and shipping quote for quantities of 100. Please provide quotes to the address listed below.

Sincerely,

Tom Koch  
SD DOT Office of Aeronautics  
Becker Hansen Bldg  
700 East Broadway Ave  
Pierre, SD 57501  
605-773-3764  
[Thomas.koch@state.sd.us](mailto:Thomas.koch@state.sd.us)