

SBE NEWS ALERT

Six Ways to Make Your Next Trade Show Count



Our team can help you maximize export opportunities at trade shows.

You're walking the floor at a major trade show and, glancing to your right, you see two people seated deep in their booth checking e-mails on their phones. This closed off demeanor wastes two precious resources their company invested on this show, time and money. To get the best possible return on investment from your next trade show, here are six simple suggestions that don't cost much money and will attract traffic to just about any booth.

Stand. Believe it or not, you seem more open to engagement if you're standing, smiling, and looking at people as they pass. By contrast, people are reluctant to distract you when you appear busy by sitting.

Stage a conversation. If there are two of you in your booth, make it appear that one of you is learning about your company from the other. Believe it or not, people will look at something if someone else is looking; and for no better reason than that. This works less effectively if you're wearing clothing that brands you as working for the same company or if you're exhibiting alone.

Never leave your booth unattended. If you need to go to lunch or the bathroom, unless you're alone, there should always be someone in your booth.

Raffles are better than hand-outs. People will take candy or pens without actually engaging with you. You can't make connections and build a database if you don't know who's visiting your booth. You'll get a lot more traffic to your booth if you raffle something of value – maybe something like a tablet – than you would otherwise. You'll also be “buying” a contact list for the cost of the item that you're raffling. For your raffle, it's probably better to scan badges than to collect business cards because, to have their badges scanned, visitors to your booth will have to engage you. Also, for a raffle to work, people need to know about it, so advertise at your booth, conduct targeted mailings/e-mailings, and advertise in the show guide and directory.

Conduct targeted outreach BEFORE the show. If you have a customer list, mail/e-mail your customers to remind them of your presence at the show and your booth number. Similarly, you can purchase contact lists (from the U.S. Embassy, from private vendors) and send marketing collateral with your booth number to qualified potential

buyers before the show. And, don't forget to mention your raffle!

Advertise in the Export Interest Directory. Not every show participates in the International Buyer Program; however, for those that do, you can arrange one-on-one meetings with the leaders of foreign buyer delegations. If there's a match to one of their delegates' needs, they'll bring their delegate to your booth to meet you. Similarly, foreign buyers use the Export Interest Directory to find potential suppliers. The easiest way to identify International Buyer Program shows is to contact your local U.S. Export Assistance Center.

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SMALL BUSINESS EXCHANGE

SBE OUTREACH SERVICES

With 1.5 million businesses in our database, SBE is California's #1 source for diversity outreach.

Advertisements

Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at www.sbeinc.com

Faxed and Eblast Solicitations

Targeted mailings sent to businesses per your criteria.

Telemarketing

Telephone follow-up calls that follow a script of 5 questions you create.

Computer Generated Reports

Will fit right into your proposal, along with a list of interested firms to contact.

Contact Info:

703 Market Street, Suite 1000

San Francisco, CA 94103

Email: sbe@sbeinc.com

Website: www.sbeinc.com

Phone: (415) 778-6250, (800) 800-8534

Fax: (415) 778-6255

Publisher of

Small Business Exchange
weekly newspaper

BIDDING OPPORTUNITIES

RGW Construction Inc. is seeking all qualified Disabled Veteran Business Enterprises (DVBE's) for the following project:

**Alameda County in Fremont from 0.1 Mile West of Blacow Road to Fremont Blvd.
Caltrans Contract No. 04-4H4904**

DVBE Goal: 5%

Engineer Estimate: \$830,000 - 35 Working Days

Bids: April 22nd, 2014 @ 2:00pm

Requesting Sub-quotes for (including but not limited to): Construction Area Signs, Traffic Control, Cold Plane, Tack Coat, Signs Roadside, Thermoplastic and Painted Traffic Stripe & Marking, Pavement Marking, Signal and Lighting, Detector, SWPPP, Water Truck, Sweeper, Trucker and Noise Monitoring. Scope of Work: Cold plane AC pavement and place HMA (Type A) at spot locations.

RGW is willing to breakout any portion of work to encourage DVBE participation. Contact us for a specific item list.

Plans and Specs are available to view and copy at our office or online from the Caltrans website www.dot.ca.gov/hq/esc/oe/. Contact Dave Czech 925-606-2400 david.czech@rgwconstruction.com for any questions, including bonding, lines of credit, insurance, scheduling, equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

An Equal Opportunity Employer

RGW Construction Inc. is seeking all qualified Disadvantaged Business Enterprises (DBE's) for the following project:

Water Pollution Control Facility Aeration System Retrofit

City of Woodland CIP #12-02

Engineer Estimate: \$16,874,000

Bids: April 29, 2014 @ 2:00pm

Requesting Sub-quotes for (including but not limited to): Asphalt Paving, Structural Concrete, Reinforcing Steel, SWPPP, Underground, HVAC, Painting, Masonary, Structural Steel, Roofing, Electrical, Demolition.

Scope of Work: Demo of existing facilities, blower building, oxidation ditch improvements, RAS pump station, new remote electrical bldg., tertiary filter influent pump station improvements, secondary effluent diversion pipelines, splitter box improvements, civil and yard facilities improvements, electrical system improvements, repair and reconstruction of existing improvements.

RGW is willing to breakout any portion of work to encourage DBE participation. Contact us for a specific item list.

Plans and Specs are available to view and copy at our office or City of Woodland website: www.planroom.us/cityofwoodland/, or Signature Reprographics 916-454-0800. Contact Fraser Bradford 925-606-2400 fraser.bradford@rgwconstruction.com for any questions, including bonding, lines of credit, insurance, scheduling, equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

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REQUEST FOR MBE/WBE/SBE Subcontractors and Suppliers for:

South Reservoir Demolition

Specification 2049

East Bay Municipal Utility District

BID DATE: April 16, 2014 @ 1:30 PM

We are soliciting quotes for (including but not limited to): Trucking, SWPPP, Concrete Crushing, Concrete, Handrailing, Wood Fencing, Decorative Steel Fencing, Electrical – Street Lighting & Joint Trench, Residential Service, Landscaping, Chain Link Fence & Gate, Hydroseeding, Striping & Signs, Underground Utilities, Survey Staking, Asbestos Abatement and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Russ Hague

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage MBE/WBE/SBE participation. Plans & Specs are available for viewing at our office.

Gallagher & Burk, Inc. is soliciting for DBEs for the following project:

**MAIN WASTEWATER TREATMENT PLANT
ENGINEERS ROAD WIDENING (Divisions 00-01),
Specification SD-357**

**OWNER: EAST BAY MUNICIPAL UTILITY
DISTRICT – 375 11TH Street, Oakland**

BID DATE: MAY 28, 2014 @ 1:30 P.M

We hereby encourage responsible participation of local White Men, White Women/Minority Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to:

COLD PLANE, CONSTRUCTION AREA SIGN, FENCING, STRIPING, SURVEY/STAKING, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, MINOR CONCRETE AND ELECTRICAL

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by Gallagher & Burk, Inc.. Gallagher & Burk, Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting Gallagher & Burk, Inc. requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601

Phone: (510) 261-0466 • FAX (510) 261-0478

Estimator: Anita Sahagun

Website: www.desilvagates.com

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Trade Show

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Remember, trade shows are an investment of both money and time. Don't waste either. Use these six tips to maximize your investment, and be sure to call your local Export Assistance Center to learn more about how to take advantage of every opportunity that comes your way.

This post originally appeared on International Trade Administration Tradeology blog.

Ken Mouradian is the Director of the International Trade Administration's Export Assistance Center in Orlando.

Source: The Minority Business Development Agency (MBDA)



BIDDING OPPORTUNITIES

Pacific States Environmental Contractors, Inc. is soliciting for all SBE for the following project:

**Abatement, Demolition, Raw, and Soil Remediation
Project No. 56D40058**

LOCATION: SOUTH REGION HIGH SCHOOL #8, 5800 King Ave, Maywood, CA 90270

Owner: LOS ANGELES UNIFIED SCHOOL DISTRICT

333 SOUTH BEAUDRY AVENUE, 19th FLOOR, LOS ANGELES, CA 90017

BID DATE: April 16, 2014 TIME: 10:00 A.M.

We hereby encourage responsible participation of all Small Business Enterprises and solicit their subcontractor or material quotation for the following types of work including but not limited to:

SURVEY, DEMOLITION, LEAD ASBESTOS, HAZ MATERIALS ABATEMENT

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety Company will have to be approved by Pacific States Environmental Contractors, Inc. Pacific States Environmental Contractors, Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting Pacific States Environmental Contractors, Inc.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office and the LAUSD.

Pacific States Environmental Contractors, Inc.

CAL LIC. NO. 723241

11555 Dublin Boulevard • Dublin, CA 94568-2909

Phone: (925) 803-4333 • FAX: (925) 803-4334

ESTIMATOR: Pete Timmerman

EMAIL — ptimmerman@pacificstates.net

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DeSilva Gates Construction is soliciting for DVBEs for the following project:

CONSTRUCTION ON STATE HIGHWAY IN BUTTE COUNTY NEAR CHICO FROM 0.5 MILE SOUTH OF GARNER LANE TO 0.1 MILE NORTH OF BROYLES ROAD - ROUTE 99, Contract No. 03-4M8304

**OWNER: STATE OF CALIFORNIA - DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidders Exchange, MS 26,
Sacramento, CA 95816**

BID DATE: APRIL 23, 2014 @ 2:00 P.M.

We hereby encourage responsible participation of local Disadvantaged Veterans Business Enterprises, and solicit their subcontractor or material quotation for the following types of work including but not limited to:

CONSTRUCTION AREA SIGN, ELECTRICAL, GUARDRAIL, RUMBLE STRIP, STRIPING, RUBBERIZED HMA (Gap Grade) MATERIAL, TRUCKING, STREET SWEEPERS, WATER TRUCKS

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by DeSilva Gates Construction. DeSilva Gates Construction will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates Construction's requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our Dublin office.

DESILVA GATES CONSTRUCTION, L.P.

11555 Dublin Boulevard

P.O. Box 2909

Dublin, CA 94568-2909

(925) 829-9220 / FAX (925) 803-4263

Estimator: Steve Lippis

Website: www.desilvagates.com

An Equal Opportunity Employer

REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

Sacramento City College Pedestrian/Bicycle Bridge

Sacramento County, City of Sacramento Project #T15065700, Bid Date: April 9, 2014 @ 2 p.m.

This is a bridge project with the typical items of work associated, but not limited to: Aggregate, Rip Rap Material, Bridge Deck Overlay, CIDH Pile, Clear and Grubbing, Concrete Barrier, Concrete Crack Sealing, Construction Area Signs, Consult - Enviro Compliance, Core and Saw, Demo Bridge, Demo Minor, Earthwork and Base, Imported Borrow, Electrical H'Way, Fence & MBGR, Minor Flat Concrete, Joint Seals, K-Rail, Landscape, Erosion Control, Metal Bridge Rail, Minor Concrete Structure, Pavement Grinding, Paving PCC, Plane A C, Paving ASPH Concrete, A C Dike and Misc, Pile Drive, Pipe - Coor Steel, Precast Concrete Pipe, Prestress Concrete, Ready Mix Concrete, Rebar, Rock Slope Protect, Sign Structures, Signs Roadside, Stripe and Mark, Structure Excavate Bridge, Structure Excavate Site, Traffic Control, Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from the City of Sacramento at <http://www.ciplist.com/plans/?Lincoln/city/11680>.

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.



C.C. Myers, Inc.

3286 Fitzgerald Rd. • Rancho Cordova, CA 95742 • 916-635-9370 • Fax 916-635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications. C.C. Myers, Inc., is a Union Contractor.

AN EQUAL OPPORTUNITY EMPLOYER

Seeking MBE/ WBE/ OBE/ SBE/ LBE/DVBE Enterprises for

BOILER REPLACEMENT AT 651 PINE ST, MARTINEZ

Authorization#: 0928-WH195B

Duration: 120 CD

Bid Date: 4/15/14 @ 2:00 p.m

Value: \$ 722K

THE WORK INCLUDES THE REPLACEMENT OF AN EXISTING 4000 MBH GAS-FIRED NATUARL DRAFT HOT WATER BOILDER, WATER HEATERS, ASSOCIATED DISTRIBUTION PUMPS, VALVES, PIPING, AND CONTROLS.

DIVISIONS:

- #02 (DEMOLITION)
- #21 (FIRE SUPPRESSION)
- #22 (PLUMBING)
- #23 (HVAC)
- #26 (ELECTRICAL)

All attempts will be made to assist subcontractors to obtain Bonds, Line of Credit, and/or Insurance.

Plans, Specs, & Requirements Information are available at our Alameda Office or email request to Jenny Park at jpark@seapaceng.com. Phone 213-487-6130 Fax 213-487-6131

Sea Pac Engineering, Inc.

3325 Wilshire Blvd., Suite 305

Los Angeles, CA 90010

Tel: 213.487.6130 • Fax 213.487.6131

Requesting Sub-bids from Qualified SBE Subcontractors for: Transportation

Project Name: Meters, Cold Positive Displacement

Los Angeles Department of Water & Power

Bid Deadline: April 17, 2014 at 2:00 P.M.

For information on the availability of plans and specifications and the bidder's policy concerning assistance to subcontractors in obtaining bonds, lines of credit, and/or insurance, please contact our office.

Badger Meter, Inc.

Contact: Theresa Szafranski

4545 W. Brown Deer Road, Milwaukee, WI 53224 • Tel: 800-876-3837 • Fax: 414-371-5981

Bids@badgermeter.com

BIDDING OPPORTUNITIES

SKANSKA

Sub-Bids Requested From Qualified MBE, WBE, SBE Subcontractors & Suppliers

**East Contra Costa BART Extension Project
Trackwork, Systems and Facility Finishes
eBART Contract No.: 04SF-130**

SB Goal: 22%

Availability Percentages MBE 23% - WBE 12%

Technical Qualification and Price bid due to BART: Tuesday, April, 15, 2014.

Subcontractors scope due on or before April 1, 2014 – 1:00PM

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified SB/MBE/WBE companies for this project. All interested subcontractors, please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

Plans and Specifications are available for view at our main office in Riverside or at plan centers, builders exchanges or from BART directly:

510-464-6100. (<http://www.bart.gov/ocr>). Bid documents can also be found at the following link:
https://www.dropbox.com/sh/2vxp8r5ue0t24no/a2PR5qCFn_?m=

Quotes requested for contractors, suppliers and service providers include, but are not limited to: Scheduling, security services, quality control test, surveying, traffic control, demolition, concrete form, accessories, reinforcing steel, concrete supply, pumping, placing and finishing, precast concrete, structural steel, metal decking, metal framing, handrail, trench covers, decorative metal and railings, Arch casework, Thermal and moist protection, waterproofing, insulation, metal wall/soffit panels and trim, membrane roofing, roof hatches, firestopping, joint protection, expansion joint cover assembly, Metal doors/frames, access doors/panels, overhead coiling doors, overhead coiling grilles, aluminum storefronts, door hardware, glazing, louvers, Gypsum board, acoustical ceilings, resinous epoxy flooring, painting, graffiti coating, epoxy wall coating, signage, toilet access., safety specialties, lockers, train wash, work stands, washer, air comp, sand trailer, painting booths, bicycle racks/lockers, elevators, gangway, car hoist, bridge cranes, bogie turntable, Pipe insulation, underground ductwork, systems work and integration, Fire suppression, Plumbing, HVAC, LEED commissioning, TAB, Elect, Communications, Access control, CCTV, Earthwork, clear and grub, dewatering, excavation shoring, Aggregate, asphalt paving, concrete paving, pavement marking, tactile warning tile, detect warning tile, traffic barriers, chain link fence/gates, Utilities, direct drilling, fueling facility, trunked radio system, track work, signaling, signal houses, auto train protect, carborne signaling, signage, fare collection syst.

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Skanska will pay bond premium up to 2%. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, Carpenters Unions and Teamsters. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

Skanska is an Equal Opportunity Employer

Skanska Estimating Dept:

1995 Agua Mansa Rd, Riverside, CA 92509 • Ph: (951) 684-5360, Fax: (951) 788-2449

Email: michael.randall@skanska.com

SKANSKA

Sub-Bids Requested From Qualified DBE
Subcontractors & Suppliers

**Cold Plane Overlay, Ludlow
Caltrans Contract No.: 08-0K2804**

District 08 on Route 40

DBE Goal: 5%

Bid Date: April 10, 2014 – 2:00PM

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. All interested subcontractors, please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

Plans and Specifications are available for view at our main office in Riverside or on the Caltrans website: http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php

Quotes requested for contractors, suppliers and service providers include, but are not limited to: Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Temporary Pavement Marking, Temporary Traffic Stripe, Portable Changeable Message Signs, Metal Beam Guard Railing, Cold Plane Asphalt Concrete Pavement, Fiber Rolls, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Terminal System, Thermoplastic Pavement Marking, Thermoplastic Traffic Strip, Paint Traffic Stripe, Pavement Marker, Asphalt Rubber Binder, Minor Concrete (Minor Structure), Biologist, Inertial Profiler, Shoulder Rumble Strip.

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by Skanska. Skanska will pay bond premium up to 1%. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Skanska is signatory to the Operating Engineers, Laborers, Cement Masons, Carpenters Unions and Teamsters. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

Skanska is an Equal Opportunity Employer

**Skanska Estimating Dept: 1995 Agua Mansa Rd,
Riverside, CA 92509**

Ph: (951) 684-5360, Fax: (951) 788-2449

Email: joe.sidor@skanska.com

Bid Requests from Certified SBE Subcontractors and Suppliers for SHORING only.

HUNTER'S POINT SHIPYARD PHASE I, BLOCK 49

This is a SFRA project with construction workforce and prevailing wage requirements.

**Hunter's Point Shipyard
350 Friedell Street, San Francisco, CA 94124**

Bid Date: 4/21/14 @ 2 PM

Voluntary Pre-bid Meeting on 4/3/14 at 10 AM at Construction Assistance Program Trailer located at 690 Hudson Ave., Trailer "B", San Francisco, CA 94124.

CAHILL CONTRACTORS, INC.

Contact: Julie Park

estimating@cahill-sf.com, (415) 986-0600.