

# SBE TODAY

Volume 29, Edition 31 - August 9, 2013

DIVERSITY IN ACTION - Published by SBE, certified SBE/DBE/MBE

## Dining To Do the Deal



*Smart Ways*  
**TO WORK**  
by Odette Pollar

When you conduct business with a client over a meal, you want to create an atmosphere that puts you and your company in a very favorable light. The goal of the meal is to create an environment that helps make that client predisposed to buying your products, services or ideas. Unfortunately, an experience that should make that client amenable to your point of view, often times just does the opposite when they become so annoyed or appalled at nonexistent, or even rude manners. Ellen Kaye of Perfect Presentations, a Phoenix based organization that specializes in teaching business protocol and etiquette to many top executives of the leading corporations as well as coaching in the areas of communication, presentation and image, shared some sad-to-say typical horror stories.

A vice president of a major corporation was entertaining a client at lunch. This famished executive quickly downed his meal then noticed that his client seemed to be finished as well and had left a sizable portion of her cordon bleu. He looked over and asked, "you gonna eat that?" She shook her head no and looked on slightly stunned as he reached across with his fork and snatched the remains.

A regional sales rep was entertaining an important client at a very nice Italian restaurant. The rep ordered his favorite, angel hair pasta with meat sauce. When the meal arrived, he took his napkin and stuck it under his chin like a bib. Perhaps not the most impressive display.

An executive was at an awards event where a buffet was being served. Every time he went back to the buffet he placed his napkin on the table instead on in his chair. Each time he would return his place was cleared. After the third clearing he voiced his frustration to those at his table thus making his boss and colleagues aware that he didn't know that you only place the

napkin on the table when you're finished, which is the server's indication that you are done.

When you handle business over a meal your clients form opinions of you, both conscious and subconscious, by your behavior at those meals. A basic understanding of some business lunch do's and don'ts can go a long way to helping you create a more favorable environment for representing yourself, your company and your products. Here are some of Ellen's suggestions.

**Select A Restaurant Appropriate To Conducting Business.** When discussing business, you do not want to compete with noise and distracting activities in the restaurant. To be on the safe side, select restaurants where you have been before so you know what to expect. Nothing can kill a deal faster than the wrong atmosphere, loud music, a fashion show or a belly dancer.

**Reservations And Reserved Tables.** If possible, select a restaurant that takes reservations so you do not have to wait. Also try to reserve a table that has some privacy so your client can talk freely without the fear of being over heard. If papers need to be spread out, a standard table for two may be too small.

**Seat Selection.** You want to control the seating at your table. Place your guest with his or her back to the crowd so there are fewer distractions. This is just the opposite of how you would seat a guest in a social setting.

**Confer With The Server.** It would be advantageous to let your server know, prior to your guest arriving, that you are having an important business luncheon. You want the server to be attentive but not intrusive. Ask him or her to check regularly without disturbing the conversation. Tip your server in advance for the extra attention.

**Food Selection.** Of course let your guest order first. If your guest does not order alcohol you should refrain as well. Order a meal you can eat with minimal mess. This is not the best time for cracked crab, BBQ ribs or even artichokes. Avoid food items that may cause gas or a bloated feeling.

**Watch Your Manners.** Your napkin should be placed on your lap when you first

sit down. When the food arrives, invite your guest to start by saying "bon appetite." Wait until your guest begins to eat before you do. Remember that once you use a utensil, make sure that it doesn't touch the table. If you need to leave the table your napkin goes neatly on your chair until you return. When you are finished, your knife and fork are either crossed on your plate or placed side by side at an angle, tines up. This is your servers indication that you are finished with your plate.

**Check Please.** Motion to your sever for the check before you plan to leave so you don't have to wait. As soon as it comes, make sure you place it beside you to avoid any awkwardness from your guest. You might want to prearrange for the check to be paid before the meal. When you leave your napkin is placed neatly on the table.

Do manners matter? Certainly they do. That is why social events are still held and meeting face-to-face is often critical to cementing the deal. Polish your manners. It really makes a difference.

Visit us at:  
[www.smartwaystowork.com](http://www.smartwaystowork.com)  
call: 1-800-599-8463.

Source: *Smart Ways To Work* | Odette Pollar

**SMALL BUSINESS EXCHANGE**

### SBE OUTREACH SERVICES

With half a 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](http://www.sbeinc.com)

#### Faxed Solicitations

Targeted mailings sent to businesses per your criteria.

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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.

Call Toll FREE for more information: 800-800-8534

# REQUESTS FOR BIDS & SUB-BIDS

## DeSilva Gates Construction-Robert A. Bothman A Joint Venture

REQUEST FOR QUALIFIED SBE'S  
SUBCONTRACTORS AND SUPPLIERS  
FOR:

### Civil and Station Improvements Contract, Santa Clara - Alum Rock Bus Rapid Transit

#### Project Contract C830 (13058)

Owner: SANTA CLARA VALLEY  
TRANSPORTATION AUTHORITY  
3331 North First Street, Building A,  
San Jose, CA 95134

**Bid Date: August 27, 2013 @ 3:00 pm.**

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

**DESILVA GATES CONSTRUCTION –**  
Estimator: Grant Rhodes – Phone No. 925-829-9220 Fax No: 925-803-4263:

CLEARING AND GRUBBING/DEMOLITION, MINOR CONCRETE STRUCTURE, STREET ELECTRICAL, PCC GRINDING, CONSTRUCTION AREA/ROAD SIGNS, SLURRY SEAL, STRIPING, SWPPP, UNDERGROUND, QC/QA, TRUCKING, CLASS 2 AGGREGATE BASE MATERIAL SUPPLIER, CLASS 4 AGGREGATE BASE MATERIAL SUPPLIER, HOT MIX ASPHALT (TYPE A) MATERIAL SUPPLIER, CLASS 3 AGGREGATE BASE MATERIAL SUPPLIER, GEOTEXTILE WRIP SUPPLIER, SURVEY AND COMMUNITY RELATIONS OFFICER

**ROBERT A. BOTHMAN –**  
Estimator: Michael Maldonado –  
Phone No. 408-279-2277 Fax No: 408-279-2286:

SAW CUTTING, DRILLING (PIERS), ELECTRICAL (STATIONS), REBAR, GUARD RAIL/METAL RAILING, CAULKING/SEALANTS, ANTI GRAFFITTI/PAINTING, METAL FABRICATION (BUS SHELTERS), TRUCKING, MASONRY, CONCRETE PUMPING, FENCING (ORNAMENTAL FENCING), LANDSCAPING AND CONCRETE READY MIX

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–Robert A. Bothman, A Joint Venture of DeSilva Gates Construction and Robert A. Bothman Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting DeSilva Gates-Robert A. Bothman 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-Robert A. Bothman A Joint Venture

11555 Dublin Boulevard  
P.O. Box 2909

Dublin, CA 94568-2909

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

Website: www.desilvagates.com

An Equal Opportunity Employer

## “NOTICE INVITING BIDS”

**Transit Partners (Pulice Construction, Inc. / Dragados USA, Inc. Joint Venture),  
3200 Park Center Drive #600, Costa Mesa, CA 92626**

Requests sub-bid quotes from Metro certified SBE subs and suppliers for all items of work on  
**METRO BLUE LINE (MBL) STATIONS REFURBISHMENT**  
**CONTRACT No. C1013R**

**Owner: Los Angeles County Metropolitan Transportation Authority**

**Bid Date 8/30/2013**

**Goal: SBE 10% (Metro certified)**

Requesting quotes on all items to complete the project including but not limited to the following: Poured Concrete Foundation & Structure Contractors, Site Preparation Contractors Demolition, Electrical, Survey, Geotechnical, Skylights, QA/QC, Temporary Fencing, Traffic Control, Rebar, Striping, Painting and Anti-Graffiti Coating, Railings, Floor Tile, Signs, Map Cases, Plumbing, Sheet Metal, Structural Steel, Glass & Glazing, Doors & Frames, Canopies, Sealants

### Plans & Specs Available at Metro

The complete IFB documents are available on a CD Monday through Friday (except holidays) between the hours of 9:00 a.m. and 4:00 p.m. at the Reception Desk, 9th Floor, for \$10.00 (or \$15.00 if mailed). Payment in the form of a money order, company check, cashier check, or certified check. Personal checks or cash are not acceptable forms of payment. IFB Document fee is non-refundable.

### Plans and Specifications can be downloaded at:

<https://pulice.sharefile.com/i/i79720c61b444039b>

Provide your Email, Name, and Company Name to register.

### Should you have any questions or desire to quote on this project, please contact:

John Hickman at (657) 229-7820 or [jhickman@Dragados-USA.com](mailto:jhickman@Dragados-USA.com).

Bonds from a surety acceptable to Transit Partners may be required. 100% Performance & Payment bonds may be required. Transit Builders to pay bond premium or 2% of subcontract amount, whichever is less. Assistance in bonding, insurance, lines of credit or obtaining equipment, supplies and materials is available upon request. This advertisement is in response to the Owner's SBE program.

Transit Partners intends to conduct itself in good faith with SBE/OBE firms for participation on the project.

**“TRANSIT PARTNERS IS AN EQUAL OPPORTUNITY EMPLOYER”**

Sub Bids Requested From Qualified DBE and UDBE Subcontractors & Suppliers for

### City of Briggs - 6th Street Double Box Culvert

**Location: Biggs, CA**

**Bid Date: August 22, 2013 @ 2:00 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: concrete barrier; concrete pumping; erosion control; striping; rebar; and trucking.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans & specs.

## McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603

Phone: (510) 632-7676 • Fax: (510) 562-5209

**Contact: Don Crivello**

An Equal Opportunity Employer



A Joint Venture in Association with LAN | TY Lin

Procurement opportunities through Skanska-Shimmick-Herzog  
will be diverse and ongoing.

Please visit: [www.sshjv-c700.com](http://www.sshjv-c700.com)

frequently to see procurement opportunities and project contacts in the Bid Packages folder. Plans, specs, drawings, etc. can be found on the procurement web site.

EEO

**Santa Clara Valley  
Transportation Authority  
Design-Build Contract DB1102F  
Silicon Valley Berryessa Extension Project C700**

# REQUESTS FOR BIDS & SUB-BIDS



REGIONAL CONNECTOR CONSTRUCTORS

Sub-Bids Requested From Qualified DBE  
Subcontractors & Suppliers

**Regional Connector Transit Corridor  
Design-Build Project**

**Owner: LACMTA**

**RFP No.: C09080**

**DBE Goal: 20% Design & 18% Construction**

**Subcontractor Proposal Due Date:**

**August 5, 2013, 2:00PM**

**Website: www.teamrcc.com**

Team RCC, lead by Skanska, is interested in soliciting in Good Faith all subcontractors as well as certified DBE subcontractors related to the scopes of work below for the Regional Connector Transit Corridor Project. Quotes will be requested from Subcontractors, Vendors, Professional Service and Trucking companies. Please visit our website for the RFP documents and addenda, Subcontracting Requirements, Sample Contracting Documents, Project Announcements, Outreach and Contact Information. **If you are interested in joining our team for this project, please visit our website, fill out and return the Invitation to Bid form to the fax number below. All Quotes are due Aug. 16th, 2013.**

Requested scopes include, but are not limited to the following:

**Subcontractors:** Demolition, Clear & Grub, Excavation Earthwork and Support Systems, Shoring & Lagging, Temp. Tunnel Ventilation, AC Paving, Concrete Curbs, Gutters and Sidewalks, Pavement Striping & Marking, Cast-In-Place and Prestressed Concrete, Exposed Concrete Finishes, Arch. Pavers, Stone, Granite, Masonry, Misc. Metal, Welding, Steel Rail, Fencing, Rough Carpentry, Sheet and Pre-Applied Sheet Waterproofing, Painting & Coatings, Fire Protection, Suppression & Stopping, Metal Doors, Frames & Hardware, Glazing, Equipment, Mechanical Piping & Materials, Ventilation Fans & Equipment, Plumbing, Electrical & Electrical Supply, Low Voltage Systems, Hazardous Material Remediation & Hauling, Trucking

**Services/Vendors:** Monitoring: Sound, Vibration, Geo, and Air Quality, Security, Office Supplies, Re-prographics, Sweeper Truck, Water Trucks, Jobsite Sanitation, Janitorial, SWPPP, Progress Photography, Catering

Team RCC will assist qualified subcontractors, vendors, and suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. Please visit our website listed above for detailed contracting requirements

**Team RCC is an Equal Opportunity Employer**

Estimating Dept:

1995 Agua Mansa Rd, Riverside, CA 92509

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

Email: info@teamrcc.com

## SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers  
**City of Lincoln Wastewater Treatment and Reclamation Facility Expansion**  
**Contract No.: 184030298**

**Encouraged DBE/MBE/WBE/HUB Certified Firm Participation**

**Bid Date: September 10, 2013 – 2:00 PM**

Skanska, an equal opportunity employer, is interested in soliciting in Good Faith all subcontractors as well as certified companies for this project. All interested subcontractors, please indicate all lower tier 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/purchase at the following locations:**

- Skanska USA Civil Office, located at 1995 Agua Mansa Rd., Riverside, CA 92509
- Stantec Consulting Services Inc., located at: 3875 Atherton Rd, Rocklin, CA 95765
- For Purchase: ARC Sacramento PlanWell. Please call 916-443-1322

**Quotes requested from Subcontractors, Suppliers and Service Providers include, but are not limited to:**

**Materials:** Construction Area Signs, Utility Line Marking, Watering and Water Development, Corrugated Metal Pipe Culvert, Landscape Rock, Structural Steel, Structural Aluminum, Grating, Treads, Floor Plates, Metal Framing, Steel Platforms, Mechanical Identifying Devices, Bio filter Media Replacement, Fiberglass Launder Covers, FRP Weirs and Baffles, Polyethylene Storage Tanks, Davit Cranes, Seismic Equipment Restraints, Seismic Piping Restraints, Temporary Railing, Erosion Control, Fiber Rolls, Class 2 Base, Joint Seal, Plastic Pipe, Reinforced Concrete Pipe, Welded Steel Pipe, Alternative Flared End Section, Misc Metal, Misc Iron and Steel

**Works scopes:** Survey, Quality Control and Testing, Pipe Chlorination, Pipe Testing, System Startup and Testing, System Training, Clear and Grub, Fence Removal, Excavation Dewatering, Structure Excavation and Backfill, Trenching and Backfill, Storm Water Pollution Plan, Hydroseed, Sheeting and Shoring, Chain Link Fence, Hot Mix AC Paving, Cast in Place Manhole Bases, Minor Concrete Structures, Concrete Saw cutting, Pipe Railing, Overhead Coiling Doors, Painting and Finishing, Mechanical Process Equipment Installation, Pre Engineered Metal Building and Canopy, Cathodic Protection of Underground Pipe, Process Piping, Process Electrical Systems, Site Lighting, Instrumentation and Controls, Thermoplastic Pavement Marking.

**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: daniel.hawley@skanska.com

### Hunters Point Shipyard Opportunity to Provide Architectural Consulting Services

HPS Development Co, LP is requesting qualified, interested Companies to respond to a public request for proposals through the Successor Agency to the Redevelopment Agency of the City and County of San Francisco.

For more information, please visit:

<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=7066>

**Proposals must be submitted by September 6, 2013.**

# REQUESTS FOR BIDS & SUB-BIDS

## SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

**PALM AVENUE GRADE SEPARATION**  
**San Bernardino Associated Governments**  
**Contract No.: C13108**  
**DBE Goal: 9%**

**Bid Date: August 20, 2013 – 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 may be obtained from A&I Reprographics at (909) 514-0704.

**Quotes requested** for contractors, suppliers and service providers include, but are not limited to: Biological Monitor, Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Fencing, Erosion Control, Temporary Pavement Marking, Temporary Traffic Stripe, Plastic Traffic Drum, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Abandon Culvert, Cold Plane Concrete Pavement, Remove Concrete, Concrete Barrier, Clearing and Grubbing, Roadway Excavation, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Erosion Control, Fiber Rolls, Class 2 Aggregate Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Furnish & Drive Steel Pile, CIDH Concrete Piling, Prestressing CIP Concrete, Structural Concrete (Bridge), Structural Concrete (Retaining Wall), Minor Concrete, Joint Seal Assembly, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Furnish Single Sheet Aluminum Sign, Roadside Sign, Install Sign, Reinforced Concrete Pipe, Plastic Pipe, Corrugated Steel Pipe, Welded Steel Pipe Casing, Alternative Flared End Section, Precast Concrete Pipe, Slope Paving, Minor Concrete, Rock Slope Protection, Rock Slope Protection Fabric, Miscellaneous Metal, Miscellaneous Iron and Steel, Wrought Iron Fence, Chain Link Fence, Survey Monument, Chain Link Railing, Concrete Barrier, Cable Railing, Transition Railing, Terminal System, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Pavement Marker, Waterline, Street Lighting

**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: jerome.dipadova@skanska.com

RGW Construction Inc. is seeking all qualified DBE for the following project:

**State Highway in Santa Cruz County in and near Santa Cruz at Various Locations from 0.1 mile south of South /Aptos Underpass to 0.1 Mile North of Route 9**  
**Caltrans No. 05-OR9104 Federal Aid Project NoACHSNHG-P001(578)E**  
**Engineer Estimate: \$1,570,000 - 155 Working Days - Goal: DBE 14%**  
**Bids: August 13th, 2013 @ 2:00 PM**

**Requesting Sub-quotes for (including but not limited to)** Asphalt Dike, Electrical, Rebar, Striping/Markers, Trucking, Erosion Control, Concrete Barrier, Guard Rail, Clear & Grub, Structural Concrete, Traffic Control, and Storm Drain. **Scope of Work:** Construct concrete barrier, barrier slab and metal beam guard railing

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 the Caltrans website [www.dot.ca.gov/hq/esc/oe/](http://www.dot.ca.gov/hq/esc/oe/). Contact John Pitsch 925-606-2400 for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

**RGW Construction, Inc.** Contractors License A/B 591940  
 550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

Sub-Bids Requested from Qualified DBE Subcontractors & Suppliers:

**I-15 Cajon Pass Rehabilitation Design Build Project**  
**District 8 Route 15**

**Contract No.: 08-0Q7404**

**Owner: CALTRANS**

**Bid Date: August 23, 2013 at 2:00 PM**

**Quotes Due: August 16, 2013 at 5:00PM**

Quotes requested for supplies & services including, but not limited to: AC Milling, Aggregate Base, AC Dike, AC Paving, Asphaltic Oils, Cement, Concrete Aggregates, Concrete Barrier Rail, Construction Area Signs, Curb & Gutter, Dowel Bars, Dowel Baskets, Electrical, Excavation, Fly Ash, Grind PCC, Geogrid Materials, Grind Rumble Strip, Joint Sealing, Landscape, Erosion Control, Metal Beam Guard Rail, Misc. Metals, Overhead Sign Panels, Pavement Removal, Precast Concrete Pavement Panels, QC Testing, Reinforcing Steel, Roadside Signs, Spall & Crack Repair, Striping & Marking, SWPPP, Lead Compliance Plan, Concrete Panel Replacement, Hauling.



9685 Via Excelencia, Ste 200 • San Diego, CA 92126

Phone: (858) 536-3100 • Fax: (858) 586-0164

Contact: **Mitch Gamache**

Email: [mitch@coffmanspecialties.com](mailto:mitch@coffmanspecialties.com)

Plans & Specifications are available for view at our main office in San Diego or by calling (858) 536-3100

Coffman is interested in soliciting in Good Faith with DBE's for this project. Please call if you need assistance/advice with obtaining Bonds/Insurance/Credit. Subcontractors may be required to furnish 100% Payment & Performance Bonds by an admitted surety and subject to approval by Coffman. Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. 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. Waiver of Subrogation will be required. In order to assist DBE Contractors and suppliers, we will divide total requirements into smaller tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. We are an EOE & seriously intend to negotiate with qualified firms. Non-DBE Subs/Suppliers: Indicate 2nd tier DBE participation offered on your quotation as it will be evaluated with your price.



# REQUESTS FOR BIDS & SUB-BIDS

## SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

**Replace and Widen Genesee Bridge at Route 5  
District 11 on Route 5  
Contract No.: 110223U4  
DBE Goal: 8 %**

**Bid Date: September 12, 2013 – 2:00 PM**

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](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php)

**Quotes requested from Subcontractors, 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, Type III Barricade, Fencing, Portable Delineator, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Abandon Culvert, Cold Plane Concrete Pavement, Remove Concrete (Structure), Concrete Barrier, Bridge Removal, Clearing and Grubbing, Roadway Excavation, Develop Water Supply, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Rock Blanket, Soil Nail, Erosion Control, Fiber Rolls, Class 2 Aggregate Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Seal Pavement Joint, Furnish & Drive Steel Pile, CIDH Concrete Piling, Prestressing CIP Concrete, Structural Concrete (Bridge), Structural Concrete (Retaining Wall), Structure Concrete (Box Culvert), Minor Concrete, Shotcrete, Treat Bridge Deck, Joint Seal Assembly, Joint Seal, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Furnish & Install Sign Structure, Furnish Laminated Panel, Furnish Single Sheet Aluminum Sign, Roadside Sign, Alternative Pipe Culvert, Reinforced Concrete Pipe, Corrugated Steel Pipe, Welded Steel Pipe Casing, Alternative Flared End Section, Rock Slope Protection, Slope Paving, Minor Concrete, Rock Slope Protection Fabric, Miscellaneous Metal, Miscellaneous Iron and Steel, Bridge Deck Drainage System, Chain Link Fence, Pipe Handrail, Cable Railing, Transition Railing, Terminal System, Crash Cushion, Concrete Barrier, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Paint Traffic Stripe, Pavement Marker, Signal & Lighting, Lighting & Sign Illumination, Fiber Optic Conduit, Electric Service (Irrigation, Traffic Monitoring Station) Closed Circuit TV System, Ramp Metering System, Slope Inclinator, Landscape and Irrigation

**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:**

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### DBE SUBCONTRACTORS/SUPPLIER BIDS REQUESTED

**CONTRACT NO. C0980**

### REGIONAL CONNECTOR TRANSIT CORRIDOR DESIGN/BUILD PROJECT

(Construct the underground stations, guide-ways and tunnels from Alameda and First Street (Gold Line) to the existing 7th Street Metro Center Station (Blue Line) located at 7th and South Flower Street.)

**BID SUBMITTAL DATE: AUGUST 30, 2013 AT 2:00 PM**

**OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (Metro)  
PERFORMANCE/PAYMENT/SUPPLY BOND  
WILL NOT BE REQUIRED**

**ALL WORKERS' COMPENSATION AND GENERAL LIABILITY INSURANCE IS PROVIDED BY THE CONTRACTOR CONTROLLED INSURANCE PROGRAM (CCIP)**

**THIS ADVERTISEMENT IS IN RESPONSE TO Metro's DBE PROGRAM. SHEA/WALSH/PTG JOINT VENTURE INTENDS TO PROVIDE AN EQUAL OPPORTUNITY AND CONDUCT ITSELF IN "GOOD FAITH" WITH DBE FIRMS REGARDING PARTICIPATION ON THIS PROJECT. DRAWINGS AND SPECS MAY BE REVIEWED IN OUR OFFICE MONDAY THROUGH FRIDAY, 8:00 AM TO 5:00 PM. QUOTES ARE REQUESTED NO LATER THAN AUGUST 21, 2013 SO THAT ALL BIDS CAN BE FAIRLY EVALUATED. PLEASE SUBMIT BIDS FOR THE FOLLOWING WORK (BUT NOT LIMITED TO):**

Soil and rock excavation, hauling, excavation support systems, structural steel, engineering, survey, instrumentation and monitoring services, materials testing, demolition and site preparation, environmental investigation, utility relocation, paving, curb and sidewalk, fencing, landscaping, geotechnical and structural instrumentation, asbestos and hazardous materials handling and disposal, secant piles, soldier piles, shoring, traffic decking, traffic control, cast-in-place concrete structures, reinforcing steel, ground stabilization, tunnel construction, cross-passage construction, directional grout hole drilling, soil-nails, rock-bolts, steel dowels, steel arch support, shotcrete, concrete pumping, placing and finishing, concrete sealants, masonry, waterproofing, service utilities, grouting, electrical services, mechanical, plumbing and fire protection, architectural finishes, doors and hardware, track works, signals, pest control, IT Services, waste disposal and cleaning services.

We are actively soliciting bids for all trades and material supply quotes from DBE firms certified by the California Unified Certification Program (CUCP) by bid/proposal due date. Proposals submitted should not include any cost for Worker's Compensation or General Liability Insurance. Subcontractors will be responsible for providing vehicle liability insurance only. All contractors and subcontractors must agree to sign the letter of assent agreeing to the terms of the Project Labor Agreement (PLA).

Any business seeking to participate as a DBE for this Contract must be DBE certified by the California Unified Certification Program (CUCP) in accordance with 49 CFR Part 26 by bid/proposal due date.

The Joint Venture has established an FTP site where interested firms can view all plans and specifications for their convenience. Please contact Candice Gill at (909) 594-0990; Via Email: [candice.gill@jfshea.com](mailto:candice.gill@jfshea.com) or Jim Honeycutt at (909) 444-4260; Via Email: [jimmy.honeycutt@jfshea.com](mailto:jimmy.honeycutt@jfshea.com) to receive instructions on accessing the FTP Site.

### Shea/Walsh/PTG Joint Venture, An EEO Employer

(J.F. Shea Construction, Inc./Walsh Construction Company/Parsons Transportation Group, Inc.)

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**Please visit our website:**

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