

# SBE TODAY

Volume 28, Edition 784

DIVERSITY IN ACTION - SBE is a certified DBE publication

JULY 12, 2012

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## Shoestring MARKETING by Alf Nucifora

### Productive Meetings Demand A Code Of Conduct

I've just endured a solid week of back-to-back meetings from the all day marathons to the grab-a-sandwich quickies. On many an occasion I found myself undergoing the proverbial out-of-body experience, the surreal state where one floats above or to the side of the room and asks the question, "What am I doing here?"

It doesn't have to be that way. We have to force people...friends, peers, and fellow workers to appreciate the value of time. It demands discipline, constant reminder and in many cases downright chastisement and disapproval. For the frustrated and suffering who are ready to lay down the law, I give you, Alf's Meeting Code of Conduct, guaranteed to speed the discourse, improve the quality of decision-making and curb the meandering tendencies of the aimless and the unprepared. In the spirit of true disclosure, please note that most of the following advice surfaced from a musty file, lacking an author's name, yet as relevant today as the day it first went into the file.

**Arrive on time and end on time.** Clearly communicate "start" and "end" times for the meeting. Embarrass the late arrival offenders in open court. Better still, fine them. A dollar for every minute late to meeting irrespective of the excuse. Repeat offenders do it because they know they can get away with it.

**Always appoint a facilitator** (on the spot, if necessary) to control the agenda and guide the proceedings. And make sure that the meeting always follows an agenda, preferably written and agreed to by all

parties in attendance.

**No tangents please!** Stick to the topic at hand. If you have other matters to raise, wait until the item under discussion has been fully discussed and resolved.

**No gossip!** Keep discussion focused on the issues over which the group has control. If it titillates, it's generally counter-productive.

**One person speaks at a time.** No side conversations please. It's thoughtless, rude and distracting to engage in parallel conversation. And always pay attention to the person who has the floor. Be respectful of others. Good listening is always the hallmark of a collegial environment and a productive session.

**Speak up!** Don't be a chair warmer. Everyone has the responsibility to contribute. Don't leech off the group's collective brain. Be frank, honest and candid where appropriate.

**No whining.** Unless it's a twelve-step program meeting, be positive in your comments. If there must be criticism, make it constructive. Avoid value judgments and always try to suggest alternatives.

**Spare the oxygen.** Don't dominate the conversation or try to impress. Speak freely, but remember that rationing comment can often establish expectation for what you're about to say next. As always, quality tends to be valued more than quantity.

**After it's over, remember that the group speaks with one voice.** Ideas belong to the group, not the individual. Leave united.

**Time is money.** As the meeting wanders into the no-man's-land of idle banter and non-productive speculation, calculate the number of wasted man-hours in the room and then multiply by direct labor cost plus overhead factor. It's scary when you look at it that way.

*Website: [www.nucifora.com](http://www.nucifora.com)*

*Alf's syndicated writings appear in business publications throughout the U.S.*

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# REQUESTS FOR BIDS & SUB-BIDS

## RGW Construction Inc.

is seeking all qualified UDDBE (Black Americans, Native Americans, Asian-Pacific Americans and Women) DBE & SBE owned subcontractors and suppliers for the following project:

### US 101 / Capitol Expressway-Yerba Buena Road Interchange Improvements VTA Contract C12064F

**Federal Project No. STPL-6264(52)  
UDDBE Goal 4.7%**

**Engineer's Estimate \$ 20,000,000  
400 calendar days**

**Bids: July 23, 2012 @ 2:00 PM**

Requesting Sub-quotes for (including but not limited to): Construction Area/Roadside Signs, Barriers, Clear and Grub, Minor Concrete, Concrete Paving, Demolition, AC Dike, Erosion Control, Fence, Rebar, Surveying and Trucking.

Scope of Work: Earthwork, paving, drainage, retaining walls, overcrossing structure modifications, signals, ramp meters and electrical work to convert the Capitol Expressway interchange into a partial cloverleaf, add ramps and an auxiliary lane, replacement planting and irrigation.

## RGW Construction, Inc.

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

Plans and Specs are available to view and copy at our office or from the Contracts Office of VTA, 3331 North First Street, Building A, San Jose, CA 95134. Contact Chris Luffman 925-606-2400 for any questions, including bonding, lines of credit, or insurance. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

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## REQUEST FOR CERTIFIED MBEs, WBEs, OBEs, SBEs, DVBEs, and LBEs SUBCONTRACTORS & SUPPLIERS FOR:

### Los Altos Drive Repair –

**Project #0672-6U2519**

**Contra Costa County – PWD**

**Bid Date: July 17, 2012 @ 2:00 PM**

Proposals requested for the following trades: CAS; Traffic Control; Erosion Control; HMA; CIDH; Timber Lagging; MBGR; Railing; Trucking and Construction Supplies.

Plans and specifications may be viewed at our office, at [www.cccounty.us/pwprojects](http://www.cccounty.us/pwprojects), or purchased from Blueprint Express (707) 745-3593.

Call for assistance in obtaining bonds, line of credit, and/or insurance.

## Gordon N. Ball, Inc.

333 Camille Avenue • Alamo, CA 94507  
Phone: 925-838-5675 • Fax: 925-838-0814

Contact: Linda Brain

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Sub-Bids Requested From Qualified UDDBE Subcontractors & Suppliers:

### I-15/I-215 Interchange Improvements – Devore Design-Build Project In San Bernadino County

**Contract No.: 08-OK7104, Project No.:0800003664**

**Subcontractor Proposals Due: August 22, 2012**

The SGJV is interested in soliciting in Good Faith all subcontractors and suppliers, as well as certified UDDBE companies for this project. Proposals are requested for supplies and services including, but not limited to: Biological Monitor, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Temporary Fencing, Erosion Control, Temporary Traffic Stripe/Markings, Temporary Railing, Portable Changeable/ Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Abandon Culvert, Cold Place Concrete Pavement, Concrete Barrier, Bridge Removal, Clearing and Grubbing, Roadway Excavation, Structure Excavation, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Imported Borrow, Rock Blanket, Erosion Control, Fiber Rolls, Corrugated Steel Pipe Conduit, Class 2 Aggregate Base, Lean Concrete Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Profile Grinding, Furnish & Drive Steel Pile, CIDH Concrete Piling, Prestressing CIP Concrete, Precast Concrete, Structural Concrete, Bridge Structural Concrete, Retaining Wall, Minor Concrete, Soundwall Barrier, PTFE Bearing, Joint Seal Assembly, Joint Seal, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Furnish Sign Structure, Install Sign Structure, Furnish Laminated Panel, Furnish Single Sheet Aluminum Sign, Metal (Barrier Mounted Sign), Roadside Sign, Install Sign, Alternative Pipe Culvert, Reinforced Concrete Pipe, Plastic Pipe, Corrugated Steel Pipe, Welded Steel Pipe Casing, Alternative Flared End Section, Irrigation and Landscaping, Rock Slope Protection, Slope Paving, Minor Concrete, Miscellaneous Metal, Miscellaneous Iron and Steel, Bridge Deck Drainage System, Chain Link Fence, Chain Link Railing, Pipe Handrail, Tubular Handrail, Concrete Barrier, Cable Railing, Transition Railing, Transition Railing, Terminal System, Crash Cushion, Aggregate Bases and Structural Backfill, Pavement Delineation, Concrete Barrier, Signal & Lighting, Lighting & Sign Illumination, Interconnection Conduit & Cable, Fiber Optic Conduit, Electric Service (Irrigation), Traffic Monitoring Station, Closed Circuit TV System, Ramp Metering System, Earth Retaining Structures.

In order to assist UDDBE 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.

If you are interested in submitting a proposal, and would like access to the Plans and Specifications, please visit the SGJV website and complete the contractor's questionnaire on the following website: [www.usa.skanska.com/devoreinterchange](http://www.usa.skanska.com/devoreinterchange)

# SKANSKA

# GRANITE

a Joint Venture, in Association with

# HNTB

1995 Agua Mansa Road • Riverside, CA 92509-2405

Phone: (951) 684-5360 • Fax: (951) 788-2449

Contact Email: [www.usa.skanska.com/devoreinterchange](http://www.usa.skanska.com/devoreinterchange)

Official Bid packages will be issued pending Prime Contractor selection, at which time the SGJV will assist qualified subcontractors in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. The SGJV insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers' Comp. Endorsements or waivers required are 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 SGJV. SGJV will pay bond premium up to 1%. SGJV is signatory to Operating Engineers, Laborers, Cement Masons Carpenters unions and Teamsters. Subcontractors must provide weekly, one (1) original and (1) copy of all certified payrolls, including non-performance, and fringe benefit statement if required by law or by the Prime Contract. All interested subcontractors, please indicate all lower tier UDDBE participation offered on your quotation as it will be evaluated with your price. SGJV is an equal opportunity employer

## Looking for Subcontractors, Vendors, and Suppliers?

Advertise your Sub-Bid Requests in the  
Small Business Exchange.

With a monthly readership of 45,000,  
SBE reaches a diverse audience, cutting  
across ethnic and gender lines as well as  
traditional industry segments.



Call 1-800-800-8534  
or visit us at [www.sbeinc.com](http://www.sbeinc.com)

# REQUESTS FOR BIDS & SUB-BIDS

Registered SBE or LBE Subcontractor Request:

AMEC Environment & Infrastructure, Inc. (AMEC) is seeking certified Human Rights Commission LBE or certified San Francisco Redevelopment Agency SBE firms as subcontractors on its team for the:

**Hunters View Associates LP's Request for Proposal – CIVIL ENGINEERING SERVICES  
Hunters View Redevelopment, Phase II  
San Francisco, California  
Due on August 3, 2012**

AMEC seeks firms with experience performing surveying and mapping; stormwater management; civil, mechanical, traffic, and electrical engineering; grading; hydrology, and construction support services. Please review the required RFP qualifications on the City and County of San Francisco's (City) website <http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=5716>. Interested firms must meet the minimum requirements set forth in the Hunters View Associate's RFP, Exhibit E, SBE Agreement.

Please submit by **July 20, 2012** the following information: copy of your firms' SBE certification, firm profile (including San Francisco Vendor ID number and Federal Tax ID number), description of services, 2-3 similar projects (preferably infrastructure design and development projects), resume(s) for proposed staff and raw labor rates, billing rates, and multiplier in Excel. Should you be selected to be a part of the AMEC team, we will request additional items, including a letter of commitment to complete the proposal.

**Contact Information:** Please send your firm's information to:

**AMEC Environment & Infrastructure, Inc.**  
2101 Webster Street, 12th Floor  
Oakland, CA 94612-3066  
**Mr. Scott Alman, PE**  
Email: [Scott.Alman@amec.com](mailto:Scott.Alman@amec.com)

Looking for  
**Sub Contractors,  
Vendors, and  
Suppliers?**

**Advertise your SUB-BID REQUESTS  
in the Small Business Exchange**

[www.sbeinc.com](http://www.sbeinc.com)

REQUEST FOR UDBE/DBE SUBCONTRACTORS AND SUPPLIERS FOR:  
**Hwy 92 Widen Ramps, Walls, TOS • Caltrans #04-153004 - Hayward**

**BID DATE: July 25, 2012 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, SWPPP, Sweeping, Rain Event Action Plant, Storm Water Annual Report, Storm Water Sampling & Analysis, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Cold Plane AC, Clearing & Grubbing, Lead Compliance Plan, Imported Lightweight Fill, Erosion Control, Irrigation System, AC Dike, Tack Coat, Minor Concrete, Sign Structure, Roadside Signs, CIDH Concrete Pile, Underground, Gabion Wall, Misc. Iron & Steel, MBGR, Concrete Barrier, Striping & Marking, Electrical and Construction Materials

**O.C. Jones & Sons, Inc.**

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990  
**Contact: Greg Souder**  
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## CALIFORNIA HIGH-SPEED VENTURES Package #1 - Open House

# SAVE THE DATE!



Invites you to Attend: High-Speed Rail Construction  
Package #1 - Open House

All subcontractors including SB/MB/DB/DVBE's will have a chance to learn more about the project and network with key California High-Speed Ventures (CHSV) team members as well as other subcontractors and suppliers.

*Refreshments will be provided.*

*Wednesday, July 25, 2012  
4:00 pm – 7:00 pm*

*Kaiser Center  
300 Lakeside Drive,  
2nd floor Auditorium  
Oakland, CA 94612*

*CHSV needs your help  
in making the  
SB/MB/DB/DVBE  
participation goal of 30%*

**RSVP/More information**  
Please visit our website at:  
[www.highspeedventures.com](http://www.highspeedventures.com)

Future events will also be held in Los Angeles and Fresno - more information to come...

### Potential Scopes of Work:

- Structural Concrete
- Minor Concrete
- Engineering/Design
- Geotechnical
- Grading
- Metal Beam Railing
- QA/QC Inspection
- Reinforcing Steel
- Janitorial
- Underground Utilities
- Sound Control & Vibration Monitoring
- Survey
- Environmental
- Trucking
- Traffic Control
- AC Paving
- Hazardous Material Removal
- Security
- AC Paving
- Signage
- Striping
- Fencing
- Electrical

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**California Small Business No. 27118**

**Human Rights Commission No. HRC 071410535, Minority-Owned SF Local Business**

**Department of Transportation (DOT) No. 35208, Disadvantaged Business Enterprise (DBE)**

**LBE-PUC (Public Utilities Commission) NPE No. 52662, Minority-Owned (MBE) Firm**

**State of California license/certificate, Consumer Affairs Division,  
California Shorthand Court Reporter No. 3077**

**Registered Professional Reporter, NCRA No. 703**

## REQUESTS FOR BIDS & SUB-BIDS

REQUESTS SF HRC-CERTIFIED LOCAL SUBCONTRACTOR/SUPPLIER BIDS FOR:

**City and County of San Francisco PWD  
Glen Canyon Park Improvements • Contract #3071V**

**Bid Date: July 18, 2012 at 2:30 PM • Fax quotes to (925) 838-0814**

Requesting qualified MBE/OBE/WBE  
Subcontractor and Supplier Quotes on:

**Hazmat; Playground Equipment; Landscape; Building Work; Supply Aggregates; Asphalt Paving; Boiler System Work; Carpentry; Building Materials; SWPPP Work; Site Security; Metal Work; Metal Railing; Reinforcing Steel; Sign Work; Wrought Iron; Underground Work; Electrical Work; Safety Surfacing; Flatwork Concrete; Plumbing; Trucking; Construction Supplies.**

**Contract Documents** are available on CD for \$15 purchase from SF PWD - Contract Administration Division, 875 Stevenson St, Room 420, SF, CA (415) 554-6229; download from <http://bsm.sfdpw.org.contractadmin>; or viewed at Gordon N. Ball's office by appointment only.

Subcontractors and Suppliers interested in this project may contact Linda Brain by phone at (925) 838-5675.

100% Performance and Payment bonds with a surety company subject to approval of Gordon N. Ball are required of subcontractors for this project. GNB will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest SCCI Long Form Standard Subcontract incorporating prime contract terms and conditions, including payment provisions. GNB's listing of a Subcontractor is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. GNB requires that Subcontractors and Suppliers price quotes be provided at a reasonable time prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact Linda Brain.

**Gordon N. Ball, Inc.**

333 Camille Avenue • Alamo, CA 94507 • Phone: 925-838-5675 • Fax: 925-838-0814

Contact: Linda Brain

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Sub-Bids Requested From Qualified  
**SF HRC certified LBE**  
Subcontractors & Suppliers

**Wastewater & Stormwater Technical Services**  
**Contract / RFP Number: CS-203**  
**Project Location: San Francisco, CA**  
**Bid Date: 7/27/2012**

**Trades:** AE004 Structural Engineering AE005 Geotechnical Engineering AE006 Electrical Engineering AE009 Acoustical Engineering/Noise Analysis AE010 Corrosion Engineering AE012 Mechanical Engineering AE013 Marine Architecture & Engineering AE015 Surveying (Land & Aerial) AE019 Architectural, Including Historical AE020 Water Resources Engineering PS009 Urban & Regional Planning PS015 Records/Information Management Services PS028 Energy Efficiency Services PS045 Hazardous Waste and Remediation Services PS047 Laboratory Services (Materials Testing).

**RMC Water and Environment**

222 Sutter Street, Suite 700  
San Francisco, CA 94108

Phone: 415-321-3400 • Fax: 415-321-3401

Contact: Mitchell Brown

We will assist interested firms in obtaining bonds, lines of credit and/or insurance if necessary.

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