

8 Mid-May Economic Nuggets

Table 1: Foreign Trade in Motor Vehicles & Parts – March 2019 Ytd

Trading Partner	U.S. Exports to Trading Partner (\$ Billions)	U.S. Imports from Trading Partner (\$ Billions)	Balance	Share of Deficit
Canada	\$15.463	\$14.429	\$1.034	n/a
China	\$2.571	\$4.706	-\$2.135	4.0%
Germany	\$1.970	\$6.599	-\$4.629	8.7%
Japan	\$0.569	\$14.170	-\$13.601	25.4%
South Korea	\$0.630	\$6.012	-\$5.382	10.1%
Mexico	\$9.289	\$32.763	-\$23.474	43.8%
United Kingdom	\$0.803	\$3.114	-\$2.311	4.3%
Rest of World (ROW)	\$9.485	\$11.464	-\$1.979	3.7%
TOTALS	\$40.780	\$93.257	-\$52.477	

Data source: Census Bureau and Bureau of Economic Analysis (BEA)/Table: ConstructConnect.

[Article was originally posted on www.constructconnect.com]

By Alex Carrick,

The U.S. ‘all-items’ Consumer Price Index (CPI) in April was +2.0% year over year. The ‘core’ rate of inflation, which omits mainly food and energy items that display notable price volatility, was +2.1% y/y. It seems that inflation, at least for now, has become untethered from what is transpiring in the economy at large. A highly-charged jobs market and solid gross domestic product (GDP) growth aren’t causing the usual (i.e., pre-recession) ascending price effect.

Technological advances by leading firms in many industries have helped to keep price increases retrained. Examples include Amazon in retail; Uber in ride-sharing; and iPhones in photography.

The big economic issue at present is the escalation of America’s trade dispute with China. The major stock market indices, which were recovering nicely from setbacks in December, have lately been wobbling once again. Investors had the impression that a trade deal was imminent.

The Federal Reserve has come under criticism for paying more attention to the stock markets than the ‘real economy’ when setting its interest rate policy. Since inflation has been taken out of the equation, it will be interesting to observe what will prompt the next Fed interest rate move.

With the foregoing as backdrop, there are also the following nuggets to be gleaned from the latest public and private agency data releases. The soil is fertile and the crop abundant.

‘Twin Deficits’ Problem Re-Emerges

A decade ago, there was much talk about the dangers to the U.S. economy from the ‘twin deficits’. Those ‘twins’ were shortfalls of \$1 trillion in foreign trade and in Washington’s budget. For a time, after the recession and with the U.S. becoming more self-reliant in energy, the trade disparity grew smaller and the federal government made a greater effort to align expenditures with revenue. More recently, however, the deficits have been shooting back up again. The ‘goods and services’ trade gap is -\$600 billion annualized, but it includes a

substantial ‘services’ surplus. For ‘goods’, the trade deficit is approaching -\$1 trillion. On the fiscal side, spending by Washington is now expected to exceed receipts by \$1 trillion. The ‘twin deficit’ problem is back.

U.S. Foreign Trade Imbalances and Imposition of Tariffs

The various impositions of tariffs by the Trump Administration are measures to right the foreign trade imbalance. While there have been tariff introductions on a host of products (e.g., steel and aluminum, with cars possibly next) from an array of countries, the primary target has been China. Each month, China accounts for between 45% and 50% of the U.S. ‘goods’ trade deficit. Washington believes it has the leverage to win concessions from Beijing with respect to protection of intellectual property and sales access to the vast and growing Chinese middle-class market. That’s the big picture. There are, however, ‘finer brush-strokes’ to consider.



California Sub-Bid Request Ads



Requests quotes from qualified and certified DBE Subcontractors and Suppliers for the following (but not limited to) work:

Landscaping, Irrigation, Tree Removals, Erosion Control, Asphalt Paving, Asphalt Dike, Concrete Sitework, Concrete Structures, Fencing, Rebar, Guard Rail, Striping & Signage, Electrical, Traffic Signals, Survey, Construction Area Signs, Retaining Walls, CIDH (Cast in Drilled Hole Concrete Piling), Concrete Pipe, RCP, Trucking, Street Sweeping

CITY OF SAN MARCOS CREEK DISTRICT INFRASTRUCTURE PROJECT

San Marcos, San Diego Co., California
CIP CONBID 19-01

BID DATE June 6, 2019 @ 2:00 p.m.

Sub & Supplier Quotes Due by 12:00 Noon on June 5, 2019

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704
Contact: Matt Bahnsen

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: estimating@sukut.com

Plans/specs are available for viewing at our office by appointment, via Sukut's FTP site, or may be obtained from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut will assist Qualified Subcontractors in obtaining bonds, insurance, and/or lines of credit. Please contact Sukut for assistance in responding to this solicitation. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all of the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Please note DBE participation on your quote including DBE name, address, DIR and CSLB numbers.

Subcontractors must note annual gross receipts (sales) on quotes as this info is required on bid forms.

Sukut Construction, LLC
An Equal Opportunity Employer



Looking for
Subcontractors, Vendors,
and Suppliers?

Call 1-800-800-8534
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**With a monthly readership of 75,000,
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With 1.5 million businesses in our database, SBE is California's #1 source for diversity outreach.

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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.

Contact Info:

795 Folsom Street, 1st Flr, Room 1124
San Francisco, CA 94107

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**

Sub-Bids Requested from qualified DBE Subcontractors and Suppliers For:

MORENA PUMP STATION
K-19-1801-DBB-3

Owner: The City of San Diego
Location: San Diego, CA

Bid Date: June 6, 2019 @ 2:00 P.M.

J.F. Shea Construction, Inc.

667 Brea Canyon Road, Suite 30 • Walnut, CA 91789
Phone: (909) 595-4397, Fax: (909) 444-4268
Contact: Lori Olivas, lori.olivas@jfshea.com

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this bid.

We are particularly interested in bids from subcontractors/suppliers for the following work items:

Demolition, Geotextiles, Aggregate, Fencing, Landscape, Ready-Mix Concrete, Reinforcing Steel, Masonry, Structural Steel, Steel Decking, Miscellaneous Metals, FRP Fabrications, Insulation, Metal Roof Panels, Roofing, Sealants, Metal Doors/Frames/Hardware, Access Doors, Overhead Coiling Doors, Glazing, Painting & Coatings, Signage, HVAC, Equipment, Electrical and Instrumentation

Plans and Specifications: Contract Documents may be obtained free of charge by visiting the City's website: <https://www.sandiego.gov/purchasing/bids-contracts>. Plans may also be viewed at the Dodge Plan Rooms or at our Walnut Office.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested DBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential subcontractors to be bondable. J.F. Shea will pay for up to 1% for subcontractor bond costs. Subcontractors and Suppliers are expected to bid per plans and specifications, including requirements for warranties. Standard manufacturer's warranties, if not in conformance with owner's specifications, will not be accepted.



California Sub-Bid Request Ads

REQUEST FOR PROPOSALS FROM CERTIFIED DBE/MBE/WBE/SBE/SBRA/LSAF/HUBzone
SUBS AND SUPPLIERS FOR:

Maloney Pumping Plant, Greenridge Pumping Plant, La Honda Rate Control Station,
and Sobrante Water Treatment Plant Improvements
Specification 2135

East Bay Municipal Utility District
Engineers Estimate: \$35,000,000

REVISED BID DATE: June 12, 2019 at 1:30 PM

We are soliciting proposals for the following Divisions and items of work:

For Divisions 03, 05, 08, 10, 11 & 15, including, but not limited to: Clear & Grub, AC Paving, Painting, Underground Utilities, Fencing, Metal Railing, Electrical, Minor Concrete, Welding, Aggregates, Ready Mix, Welded Steel Pipe, Underground Pipe Products, Misc. Iron & Steel, Misc. Metals, Trucking, SWPPP Plan, SWPPP Materials, Underground Precast, Dewatering, Mechanical Equipment, and Asbestos Monitoring.

Non-DBE Subs/Suppliers: You will be expected to carry a proportionate percentage of 2nd-tier DBE participation with your quote. 2nd-tier DBE participation will be evaluated with your price.

100% performance/payment bonds will be required for the full amount of the subcontract price. Please contact Flatiron for any assistance to this solicitation, including obtaining bonding, insurance, equipment, materials and/or supplies. Provide subcontractor/supplier scopes/quotes as early as possible to enable estimators to perform a thorough evaluation of all quotes received. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Quotes must be valid for the same duration as specified by the Owner for Contract Award. We are signatory to Operating Engineers, Laborers, Ironworkers, Cement Masons, Carpenters and Pile Drivers Unions. Non-signatory subs will be required to sign an agreement for trades covered under our union agreements. Flatiron intends to work cooperatively with subcontractors and suppliers for all bid items you are licensed and qualified to perform. Bid items can be split to facilitate participation from all certified firms. Flatiron West will reimburse for bond premium up to 2%. **Firms must possess & provide current contractor's license number & DIR Registration number on the quote.** Firms must possess insurance and workers compensation coverage meeting project requirements. Waiver of Subrogation is required. Please contact Flatiron for any assistance required by your firm. Subcontractors/Suppliers will be required to execute our standard agreements and agree to the standard general terms & conditions. Copies are available for review on our Box.com ftp site upon email request.

Project documents may also be viewed in our office by appointment only, or downloaded for FREE from our Box ftp site. Please send an email request to NORCALBIDS@flatironcorp.com for appointment or to view/access plans and specs in our office or on our Box ftp site for FREE. Please fax scopes/quotes to our BID FAX at 707-746-1603 or email ALL Scopes/Quotes to NORCALBIDS@FlatironCorp.com.

Flatiron West, Inc.

2100 Goodyear Rd Benicia, CA 94510

Phone 707-742-6000 Bid Fax 707-746-1603

Quotes can be emailed to: NorCalBids@flatironcorp.com

An Equal Opportunity Employer

Contractor License 772589



SYBLON REID
General Engineering Contractors
Providing Solutions to Difficult Projects

P.O. BOX 100 Folsom, CA 95763

Phone: (916) 351-0457 Fax: (916) 351-1674

Contact: John Pottenburgh • Email: johnp@srco.com or estimating@srco.com

Sub-Bids Requested From MBE, DBE, WBE Subcontractors & Suppliers for:

OWNER: COUNTY OF YUBA

2017 STORM DAMAGE REPAIR OF SLOUPTS EASTSIDE

OF NEW BULLARDS BAR RESERVOIR PROJECT

FEDERAL AID (FEMA) PROJECT NO.: YUCAC02 LOP#2, YUCAC02 LOP#3, YUCAC04 LOP#31

YUCAC05 LOP#5, YUCAC09 LOP#19, YUCAC10 LOP#24, AND YUCAC12 LOP#32

CONTRACT NO. 260/2018

LOCATION: YUBA COUNTY, EAST SIDE OF NEW BULLARDS BAR RESERVOIR

BID DATE: June 4, 2019 AT 2:00 PM

Trades Solicited: Barrier Rail, Paving, Aggregate Supply, H-Pile Supply, Erosion Control, Traffic Control, SWPPP, Trucking, Survey, Rebar, CIDH Drilling, Ready Mix Supply

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications for the work will be made available. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered.

**O.C. Jones & Sons, Inc. and
MCM Construction, Inc.,
A Joint Venture**

1520 Fourth St., Berkeley, CA 94710
(510) 526-3424 • Fax (510) 526-0990

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:
**HMA, CIP Bridges, Retaining & Sound Walls,
& Modify Electrical**

**Hwy 101/116 Separation, Petaluma -
Caltrans #04-2640F4**

BID DATE: May 29, 2019 @ 2:00 PM

**O. C. Jones & Sons, Inc. is soliciting
quotes for (including but not limited to):**

Trucking, Temporary and Permanent Erosion Control Measures, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Traffic Control System, Type III Barricade, Portable Delineator, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis & Annual Report, Temp. Hydraulic Mulch, Temp. Check Dam, Temp. Drainage Inlet Protection, Temp. Silt Fence, Sweeping, Water Quality Sampling, Analysis & Monitoring Report, ADL Burial Location Report, Treated Wood Waste, Temp. High Visibility Fence, Clearing & Grubbing, Roadway Excavation (Type R-1 Aerially Deposited Lead), Structure Excavation, Structure Backfill, Pervious Backfill Material, Imported Borrow, Subgrade Enhancement Geotextile, Plant Establishment Work, Irrigation, Imported Biofiltration Soil, Hydroseed, Lime Stabilized Soil, Asphaltic Emulsion, Lean Concrete Base, Crack Treatment, Preparing Intertial Profiler, Preparing Grinding, Data Core, AC Dike, Tack Coat, Cold Plane AC, Mechanically Stabilized Embankment, Temp. Reinforced Earthwalls, CIDH Concrete Pile (Sign Foundation), Structural Concrete, Temp. G2 Inlet, Minor Concrete, Sign Structure, Rapid Setting Concrete, Underground, Abandon Culvert, Sand Backfill, Small-Rock Slope Protection, Concrete, Turf Reinforcement Mat, Rock Slope Protection, Misc. Iron & Steel, Rigid Fall Protection System, Sanitary Sewer Main, Water Main, Obliterate Surfacing, Fencing, Delineator, Guard Railing Delineator, Pavement Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Vegetation Control (Minor Concrete), Chain Link Railing, Cable Railing, Transition Railing, Alternative In-Line Terminal System, Crash Cushion, Concrete Barrier, Striping & Marking, Electrical, Traffic Monitoring Station System, Landscaping, Cellular Concrete and Construction Materials.

Jean Sicard @ O.C. Jones
(510) 809-3411 • sicard@ocjones.com

**MCM Construction is soliciting quotes
(including but not limited to):**

Trucking, Health & Safety Plan, Structure Excavation and Backfill, CIDH, Prestress, Ready Mix, Drill & Bond Dowel, Temp. Active Treatment System, Aggregate Base, Joint Seals, Rebar, Masonry, Polyester Concrete Overlay, Misc. Metal, Sound Wall (Masonry Block), Access Gate (Sound Wall), Public Safety Plan, Shotcrete, Ground Anchor (Subhorizontal), Bridge Deck Drainage and Construction Materials.

Contact: Ron Burch @ MCM Construction
(916) 334-1221 ext. 211

rburch@mcmconstruction.com

Equal Opportunity Employers

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ/MCM for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ/MCM is willing to breakout any portion of work to encourage DBE Participation. Plans & Specs are available for viewing at our office or through the Caltrans Website at www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php.



California Sub-Bid Request Ads

DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909
Dublin, CA 94568-2909
(925) 829-9220 / FAX (925) 803-4263
Estimator: **VICTOR LE and SAID NAJAFI**
Website: www.desilvagates.com
An Equal Opportunity/Affirmative Action Employer

DeSilva Gates Construction (DGC) is preparing a bid as a Prime Contractor for the project listed below:

CALTRANS ROUTE 101 – STATE HIGHWAY IN SONOMA COUNTY IN PETALUMA FROM ROUTE 101/116 SEPARATION TO 0.4 MILE NORTH OF CORONA ROAD OVERCROSSING
Contract No. 04-2640F4,
Federal Aid Project No. ACNH-Q101(353)N
Disadvantaged Business Enterprise Goal Assigned is 11%

OWNER: STATE OF CALIFORNIA - DEPARTMENT OF TRANSPORTATION
1727 30th Street, Bidder's Exchange, MS 26, Sacramento, CA 95816

Bid Date: MAY 29th, 2019 @ 2:00 P.M.

DGC and FCI are soliciting quotations from certified Disadvantaged Business Enterprises, for the following types of work and supplies/materials including but not limited to:

DESILVA GATES:

CONTACT: VICTOR LE • vle@desilvagates.com

CLEARING & GRUBBING, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGNS, CRACK TREATMENT, CRASH CUSHION, ELECTRICAL, TRAFFIC CONTROL SYSTEMS, EROSION CONTROL, FENCE, GUARDRAILING, HMA DIKE, BOX CULVERT, LANDSCAPING, LEAN CONCRETE BASE, LIME TREATMENT, MINOR CONCRETE, MINOR CONCRETE STRUCTURES, PREPAVING INERTIAL PROFILER, PREPAVING GRINDING, ROADSIDE SIGNS, SIGN STRUCTURES, STRIPING AND PAVEMENT MARKERS, SWPPP PREP, UNDERGROUND WORK, VEGETATION CONTROL, CONCRETE, TRUCKING, SWEEPING, WATER TRUCKS, EROSION CONTROL MATERIALS, IMPORTED BORROW MATERIAL, AGGREGATE SUBBASE MATERIAL, AGGREGATE BASE MATERIAL, HMA MATERIAL, RHMA MATERIAL AND TACK COAT MATERIAL.

FCI: CONTACT: SAID NAJAFI
NORCALBIDS@flatironcorp.com

BRIDGE DEMO, CIDH, JOINT SEAL, POST TENSIONING, REBAR, SHOTRETE, TIE BACKS/ANCHORS, BRIDGE CONCRETE BARRIER, PAINT/STAIN CONCRETE, CLEAN/TREAT/POLY CONCRETE OVERLAY, CONCRETE PUMPING, READY MIX SUPPLY, DEWATERING, SOUNDWALL (MASONRY), MISC METALS, BRIDGE BEARINGS, FORMLINER, TRAFFIC CONTROL & AGGREGATES.

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:17pa55wd@pub.desilvagates.com> (if prompted the username is <ftp://ftp%25desilvagates.com> and password is [17pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site at www.dot.ca.gov/hq/esc/oe/weekly_ads/all_adv_projects.php

Fax your bid to (925) 803-4263 to the attention of Estimator Victor Le. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at: www.dir.ca.gov/Public-Works/PublicWorks.html

If you need DBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center (www.transportation.gov/osdbu/SBTRCs). DGC-FCI JV is willing to breakout portions of work to increase the expectation of meeting the DBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC-FCI JV is an Equal Opportunity/Affirmative Action Employer.

TAFT ELECTRIC COMPANY

1694 EASTMAN AVENUE, VENTURA, CA 93003
Phone: (805) 642-0121 • Fax: (805) 650-9015

Contact: Derrick R. Means, Chief Estimator • Email: dmeans@taftelectric.com

Invites sub-bids from qualified SBE, LBE businesses for the following project:

**West Basin Municipal Water District
Brewer Desalter Electrical System Improvement - RFB-YL-0419001**
Location: Carson, CA
BID DATE: May 23, 2019

Trades Seeking: Demo, Concrete, Mechanical

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified SBE, LBE subcontractors and suppliers for project participation.

Payment and performance bonds may be required. Please contact us at the above listed number for further information regarding bidding on this project. To the best of our abilities we will help with bonds/insurance/credit. Plans are available for viewing at our office.

We Are An Equal Opportunity Employer

Request for Quotes from Certified DBE/MBE/WBE/SBE Subcontractors and Suppliers

Project: North City Pure Water Facility, Bid No. K-19-1810-DBB-3

Owner: The City of San Diego

Bid Date: May 31, 2019 at 2:00 p.m.

Clean Water State Revolving Fund Project

SWRCB DBE Forms are REQUIRED from Subcontractors

DBE Participation Encouraged

Quotes requested for Divisions 3, 5, 6, 7, 8, 9, 10, 11, 12, 14, 21, 22, 23, 26, 27, 28, 31, 32, 33, 35, 40, 41, 42, 43, 44 and 46 for the following, but not limited to, scopes of work: Concrete Supply, Reinforcing Steel, Grouting, Precast Concrete, Concrete Finishing, Structural Steel, Welding, Steel Decking, Metal Fabrications, Railings, Metal Gratings, Metal Stairs, Sheathing, Finish Carpentry, Cabinets, Paneling, GFR Plastic, Dampproofing, Waterproofing, Insulation, Wall Panels, Roofing, Sheet Metal Flashing, Firestopping, Joint Sealants, Doors and Frames, Overhead Coiling Doors, Entrances and Storefronts, Skylights, Glass Canopy, Glazing, Mirrors, Louvers, Gypsum Board, Tiling, Acoustical Ceilings, Flooring, Painting and Coating, Signage, Fire Protection, Metal Lockers, Metal Shelving and Work Benches, Bird Deterrents, Furnishings, Conveying Equipment, Fire Suppression System, Fire Alarm system, Plumbing, Pipe Supply, HVAC, Electrical, Instrumentation and Controls, Security System, Aggregate Supply, Dewatering, Drilled Concrete Piers, Landscaping and Irrigation, Asphalt Paving, Decomposed Granite, Pavers, Minor Concrete, Striping, Fencing and Gates, Storm Drain Structures, Fabricated Slide Gates, Cranes and Hoists, Water and Wastewater Equipment, Process Equipment, Bioclean Modules, Stormwater Storage Vaults, Terrazzo, Laboratory Equipment.

PLEASE SUBMIT QUOTES BY EMAIL TO socalbids@flatironcorp.com OR BY FAX TO (760) 471-4860.

Plans and specifications are available to download, at no cost, from the City of San Diego's PlanetBids website at the following link: <https://www.planetbids.com/portal/portal.cfm?companyID=17950&access> (registration required). The Bid Documents are also available, at no cost, from Flatiron in electronic format or can be viewed at our offices in San Marcos or Chino Hills. Please call to request access or to make an appointment to view the documents at one of our offices.

This is an American Iron and Steel project. Quotations must be valid for same duration as specified by Owner for contract award. Assistance in obtaining bonding, lines of credit, insurance, equipment, supplies and materials is available upon request. Flatiron West, Inc. analyzes and considers each DBE quote, including those that are broken down into economically feasible units to facilitate bidding.

Subcontractors are required to possess and maintain a current contractor's license and must also be registered with the Department of Industrial Relations (DIR) as required by Public Contract Code Section 1725.5. Subcontractors will be required to execute Flatiron's Standard Subcontract Terms and Conditions and meet insurance requirements. A copy of our Standard Subcontract Terms and Conditions is available in electronic format upon request.

Notwithstanding any contrary language in a bid to Flatiron West, Inc. ("Flatiron") or any prior course of dealing between Flatiron and a bidder, and unless waived in writing by Flatiron, Flatiron reserves the right to require each bidder to provide payment and performance bonds assuring bidder's obligations to Flatiron in the amount of 100 percent of the bid to Flatiron. Flatiron will reimburse the bond premium at actual cost not to exceed 3%.

Non-DBE Subs/Suppliers: Indicate lower tier DBE participation offered on your quotation as it will be evaluated with your price.

Flatiron West, Inc.
1770 La Costa Meadows Drive, San Marcos, CA 92078
Phone (760) 916-9100 / FAX (760) 471-4860
Email: socalbids@flatironcorp.com
Point of Contact: Jannette Carter, Estimating Administrator

8 Mid-May Economic Nuggets

Table 2: U.S. and Canadian Jobs Markets – April, 2019

	U.S.	Canada
Number of Jobs Y/Y		
Total Employment	+1.8%	+2.3%
Service Sector	+1.9%	+2.5%
Manufacturing	+1.6%	+0.5%
Construction	+3.5%	+2.2%
% Level		
Unemployment Rate (SA)	3.6%	5.7%
Unemployment Rate (NSA)	3.3%	4.8%
Central Bank Interest Rate	Federal Reserve's Federal Funds Rate (range) 2.25% to 2.50%	Bank of Canada's Overnight Rate 1.75%

SA is seasonally adjusted / NSA is not seasonally adjusted.
 U.S. labor data is from a 'payroll survey' / Canadian labour data is from a 'household survey'.
 Canadian NSA unemployment rate 'R3' is adjusted to U.S. concepts (i.e., it adopts U.S. equivalent methodology).

Data sources: U.S. Bureau of Labor Statistics (BLS) & Statistics Canada/Table: ConstructConnect.

How to become an industry leading general contractor

[Article was originally posted on <https://blog.buildingconnected.com>]

By Tony Faccenda,

There's more to being a successful general contractor than just high margins. Sure, you want to move up higher on ENR's list of top contractors, but there are different ways to get there. For starters, you can make a case for construction technology and become more efficient, or you can qualify your subcontractors and reduce risk.

We asked some of the top general contractors in the U.S. and Canada on what they do that makes them an industry leader in construction.

"CANA is a leader in construction because we're always embracing a better way to build. We're always looking for new technologies and new methods, and aren't afraid of finding the right way to do something. If there's something better out there that delivers better value for the owners we're building for, we're going to use it.

"We've been around 75 years, but it's a young company. We've got a lot of young people from management down. The culture is great, and it's lovely to be surrounded by all these young, active people coming out of school with new ideas. I think there are too many companies that just say 'We've been doing it this way for 30 years, so take your ideas elsewhere.' But we take those new people and we hear their ideas. From the day I started with CANA, I'll never forget sitting in a boardroom with a bunch of people who've been building things for 40 years. They listened to me the first day I was here. All the young people that work here feel like they're part of a team and feel like they're valued."

— Blaine Kalk, Senior Estimator at CANA Construction

"Stuart Olson is a leader in the industry because of our culture and our processes. We believe that buildings are built by people and the relationships that we forge. It's not just somebody coming to the job site and putting up a building. It begins well before that in the preconstruction phase of the project. For us, it's important to get to know our clients and make sure that there's input throughout the process so that our projects are successful."

— Joe Elliott, Senior Estimator at Stuart Olson

Visit link for the full article:

<https://blog.buildingconnected.com/how-to-become-an-industry-leading-general-contractor/>

Continued from page 1

U.S. Foreign Trade Deficit in Consumer Goods and Autos

Half of the U.S. trade deficit each month is in consumer goods. Shipments from China of apparel, household merchandise and electronic products certainly play a major role in satisfying the consumer demands of Americans. A quarter of the U.S. trade deficit, though, is in motor vehicles and automotive parts, and China's participation on that front is minimal. As shown in the table below, which sets out U.S. auto sector trade imbalances with key partners, China's share of the deficit year to date in 2019 is only 4%. Mexico takes the biggest slice, at 44%, followed by Japan (25%), South Korea (10%) and Germany (9%). The U.S. is in mild surplus with Canada.

Misconception Concerning Chinese Trade

Also, there may be a misconception about the importance of the U.S. marketplace to Chinese exporters. By no means is the U.S. the sole and overriding destination for Chinese foreign goods sales. Approximately half of Chinese exports are sold to other Asian nations. One-fifth (20%) go to customers in Europe. Another 20% are assigned to buyers in North America (U.S., Canada and Mexico). The remaining 10% are shipped mainly to Australia, Latin America and Africa.

U.S. April Retail and Food Services Sales

U.S. 'retail and food services' sales in April were uninspiring. They fell -0.2% month to month and climbed only +3.1% year over year. Standalone 'retail' sales (i.e., excluding 'food services') were -0.2% m/m and +2.8% y/y. The cash registers at 'food services and drinking places' rang up earnings of +0.2% m/m and +5.7% y/y. 'Motor vehicle and parts dealers' were -1.1% m/m, but +2.2% y/y.

'Building material and garden equipment and supplies dealers' didn't fare well either, -1.9% m/m, but +1.2% y/y. Even non-store retailers (i.e., sales through Internet platforms and online auctions) saw a dip m/m (-0.2%), although they did just fine y/y (+9.0%).

April Housing Starts in U.S.

At a seasonally adjusted annual rate (SAAR), U.S. housing starts in April advanced +5.7% from March to reach 1.235 million units. Compared with April 2018, they tracked down slightly, -2.5%. Regionally and m/m, big leaps occurred in the Northeast (+84.6%) and Midwest (+42.0%), while the South (-5.7%) and West (-5.5%) retreated to minor degrees. Turning to not seasonally adjusted (NSA) numbers, year-to-date total U.S. housing starts in the latest month were -7.2% versus January-to-April of 2018. The ytd changes in the Northeast (-0.3%), Midwest (-2.4%) and South (-2.1%) were all modestly negative. The West took a big hit (-19.8%)

U.S. and Canadian April Labor Market Reports

The U.S. had a great jobs report in April (i.e., employment up by +263,000 month over month), but so did Canada (+106,000 jobs m/m). Table 2 below sets out comparisons of some key labor market metrics in both countries. As for year-over-year percentage change in employment in April, Canada led the U.S. in 'total' (+2.3% to +1.8%) and in the 'services' sector (+2.5% to +1.9%). The U.S. had stronger y/y jobs performances in manufacturing (+1.6% vs +0.5%) and in construction (+3.5% vs +2.2%). The U.S. continues to experience a lower unemployment rate (3.6% SA and 3.3% NSA), even when the Canadian figure (4.8% NSA) is calculated according to a U.S.-equivalent methodology.

SOURCE: <https://www.constructconnect.com/blog/economy/8-mid-may-economic-nuggets/>