

How the Building Products Industry Can Leverage Data & Analytics

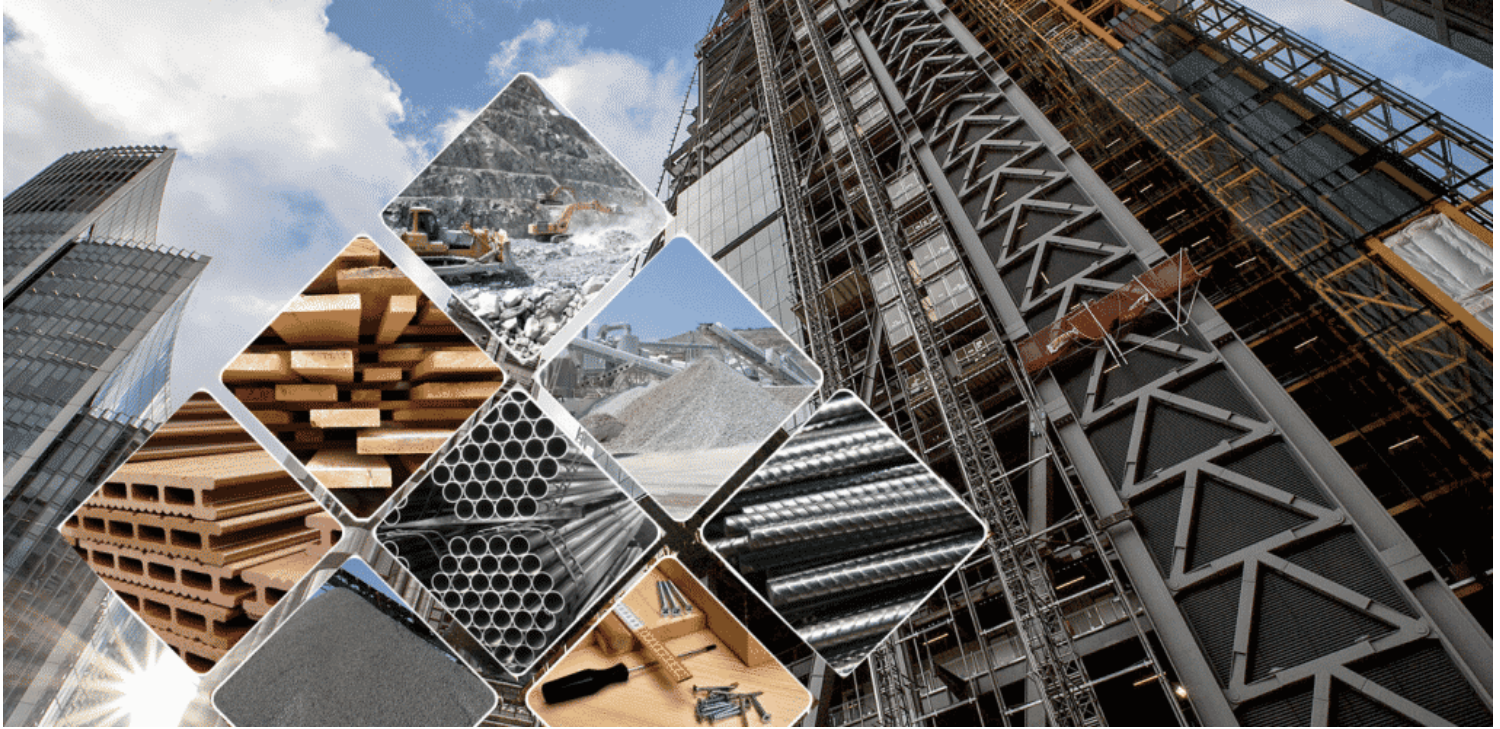


Photo Credit by structuralengineeringbasics.com

By: Kendall Jones,

Building product manufacturers are faced with several challenges that big data and predictive analytics are ideally suited to solve. The key to unlocking the power of all this information is finding ways to structure and analyze the data collected data to make actionable decisions to improve their bottom line.

Manufacturers that have found a way to leverage their data can make better decisions, increase productivity, optimize operations, and reduce supply chain risk. With artificial intelligence and machine learning systems, firms can turn the mountains of data they have collected over the years to expand into new markets and territories, perform proactive maintenance on their manufacturing equipment, improve the quality of their products, and optimize their supply chains.

Here's a look at a few of the ways that data and analytics are being used by building product manufacturers to improve various aspects of their business.

Preventative Maintenance

All manufacturing equipment breaks down at some point. Rather than waiting around for it to

happen and possibly causing unexpected interruptions in product manufacturing, firms can use data gathered from equipment to predict when parts and components are nearing the end of their life-cycle.

Using this data in conjunction with your production schedules means that maintenance work can be scheduled when it will have the least impact on production. It also means that parts can be ordered ahead of time and you can eliminate costly downtime when equipment breaks down unexpectedly. Using data for preventative maintenance can also help prolong the life of manufacturing equipment.

Production Optimization

Time is money. Building product manufacturers with inefficient processes and equipment may be completely unaware they are losing money due to low production capacity. Real-time data from controls and sensors can be used to identify deficiencies in their production lines.

By analyzing this data, building product manufacturers improve their operational performance by upgrading outdated equipment, rearranging asset locations, and making changes to their production processes. Even the slightest improvements

in production efficiency can lead to cost savings, reduction of waste, and improved capacity utilization.

Expanding Into New Markets and Territories

For building product manufacturers looking to grow their business by expanding into new markets and territories, analyzing current market conditions and long-range forecasts are important. Using data on construction starts and construction spending can show sales teams where they should focus their efforts.

Analyzing economic forecasts might show that retail construction is slowing or that office construction is expected to experience double-digit growth over the next few years. By understanding where the construction industry is headed, building product manufacturers can build a sales strategy roadmap that allows them to target the right clients and market their products in the areas with the most potential for growth.

SOURCE: <https://www.constructconnect.com/blog/how-the-building-products-industry-can-leverage-data-analytics>



California Sub-Bid Request Ads



Date: October 29, 2019 - December 12, 2019

Requests quotes from qualified and certified City of San Diego SLBE-ELBE Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

221310 Water Supply and Irrigation Systems; 237110 Water and Sewer Line and Related Structures Construction; 237310 Highway, Street, and Bridge Construction; 237990 Other Heavy and Civil Engineering Construction; 238110 Poured Concrete Foundation and Structure Contractors; 238120 Structural Steel and Precast Concrete Contractors; 238140 Masonry Contractors; 238190 Other Foundation, Structure, and Building Exterior Contractors; 238210 Electrical Contractors; 238910 Site Preparation Contractors; 238990 All Other Specialty Trade Contractors; 332312 Fabricated Structural Metal Manufacturing; 332323 Ornamental and Architectural Metal Work Manufacturing; 423320 Brick, Stone, and Related Construction Material Merchant Wholesalers, 423610 Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers, 423990 Other Miscellaneous Durable Goods Merchant Wholesalers, 484110 General Freight Trucking, Local; 484220 Specialized Freight (Except Used Goods) Trucking, Local; 488490 Other Support Activities for Road Transportation; 541330 Engineering Services; 541620 Environmental Consulting Services; 561730 Landscaping Services

City of San Diego

Brookfield Land Construction, Inc.

IMPROVEMENTS: MERGE 56 - TORREY HIGHLANDS PROJECT NO. T-3.1B, 3.2B CAMINO DEL SUR (NORTH); T-3.1A, 3.2A CAMINO DEL SUR SOUTH; T-5.1 & T-5.2 CARMEL MOUNTAIN ROAD SOUTH; P-6 TORREY HIGHLANDS TRAIL AND U-3 16" WATER MAIN, AND RANCHO PENASQUITOS PROJECT NO. T-4B - GRADING, RETAINING WALL, WET & DRY UTILITIES, STREET, STREET LIGHT, LANDSCAPE, AND TRAFFIC SIGNALIZATION IMPROVEMENTS

REVISED BID DATE December 12, 2019 @ 1:00 p.m.

All Quotes Due Prior to Bid Date

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshiemer

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

Plans and specs are available at no cost to interested SLBE-ELBE firms and are available for viewing at our office by appointment, via Sukut's FTP site, or by other arrangement. Sukut will assist SLBE-ELBE subcontractors in obtaining necessary equipment, supplies, or materials. Sukut will also assist SLBE-ELBE firms in obtaining bonding, lines of credit, or insurance. Please contact Rick Welshiemer for assistance in responding to this solicitation.

Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. 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.

Sukut Construction, LLC
An Equal Opportunity Employer

CLASSIFIED AD



RCS Inc.

Kim Romero, President
kromero777@gmail.com

1-562-307-7734

www.rcsinc.info

SBE/DBE/MBE Certified
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Servicing the Contractor with
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SBE OUTREACH SERVICES

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

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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
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California Sub-Bid Request Ads



Kiewit

Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534

Attn: Victor Molina • norcal.bids@kiewit.com

Fax: 707-439-7301

Requests sub-bids from qualified California Department of General Services (DGS) certified Local Small Business Enterprises (LSB), Local Micro Small Businesses having a primary business office in the counties of Alameda, Contra Costa and San Francisco and California Unified Certification Program (CUCP) certified Minority/Women Business Enterprise (MBE/WBE) Subcontractors, Consultants, and/or Suppliers seeking to participate in the construction on the Market Street Entry Canopies Project in San Francisco, CA.

<https://cucp.dot.ca.gov/cucp>

<http://www.pd.dgs.ca.gov>

www.bart.gov/ocr

Subcontractors and Suppliers for the following project:

Market Street Entry Canopies

Contract No. 15LK-140

Owner: BART

Bid Date: December 3, 2019 by 2:00 P.M.

Disadvantaged Business Enterprises (DBEs) and Local Small Businesses (LSB)

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Local Small Business Enterprise (LSB), wanted for the following scopes, including, but not limited to:

AC Paving, Bird Control Devices, CCTV, Concrete - Minor, Concrete Reinforcing, Concrete Supply, Concrete Cast in Place, Concrete Pumping, Demo, Drywall, Electrical, Flooring, Hazardous Abatement, Joint Protection, Masonry, Metals, Metal Decking, Openings, Painting & Coatings, Piping, Plumbing, Quality Control, Roofing, Security, Signage, Structural Steel, Temp Facilities and Traffic Control.

Bonding, insurance and any technical assistance or information related to the plans or specification and requirements for the work will be made available to interested DBE, MBE, WBE and LSB certified suppliers, service providers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers, service providers and subcontractors.

Subcontractor and Supplier Scopes are due November 29, 2019 and Quotes

NO LATER THAN December 2, 2019 at 5 P.M.

Plans are available for viewing at our office at our address below and through SmartBidNet (SBN).

All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <https://www.kiewit.com/districts/northern-california/overview.aspx> to register your company and to be able to receive bidding information, view plans and specifications.

You can view the plans in our office during regular business hours by appointment.

Performance Bond and Payment Bonds may be required for subcontractors and a suppliers bond for suppliers.

Project Stabilization Agreement (PLA) applies for SF Bay Area Rapid Transit District

Subcontract work shall be signatory to the applicable local union or willing to sign a one-time agreement.

An Equal Opportunity Employer
CA Lic. 433176
DIR# 1000001147

DESILVA GATES

CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909

Dublin, CA 94568-2909

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

Estimator: ERIC ALLRED

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:

SIDEWALK & BIKE LANE IMPROVEMENTS ON STANTON AVENUE FROM CASTRO VALLEY BOULEVARD TO MIRAMAR AVENUE, EDEN TOWNSHIP, ALAMEDA COUNTY
Specification No. 2368

MBE Goal - 15% WBE Goal 5%

OWNER: COUNTY OF ALAMEDA

951 Turner Court, Room 300, Hayward, CA 94545

BID DATE: DECEMBER 3RD, 2019 @ 2:00 P.M.

DGC is soliciting quotations from certified Minority Business Enterprises and Women Owned Business Enterprises, for the following types of work and supplies/materials including but not limited to:

ADJUST IRON, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONSTRUCTION AREA SIGNS, ELECTRICAL, FENCING, LANDSCAPING, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, SLURRY SEAL, SOUNDWALL (MASONRY), STRIPING, SURVEY/STAKING, UNDERGROUND, WALL (MSE).

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:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.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 Eric Allred. 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 MBE/WBE 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 is willing to breakout portions of work to increase the expectation of meeting the MBE/WBE 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 is an Equal Opportunity/Affirmative Action Employer.

SMALL BUSINESS EXCHANGE

DESILVA GATES

CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909

Dublin, CA 94568-2909

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

Estimator: ERIC ALLRED

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 880 - CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY IN FREMONT AT VARIOUS LOCATIONS FROM 0.1 MILE NORTH OF AUTO MALL PARKWAY OVERCROSSING TO 0.1 MILE SOUTH OF FREMONT BOULEVARD OVERCROSSING

Contract No. 04-2J8104,

Federal Aid Project No. ACIM- 8801(086)E

Disadvantaged Business Enterprise Goal

Assigned is 14%

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

BID DATE: December 3, 2019 @ 2:00 P.M.

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

AC DIKE, CONSTRUCTION AREA SIGNS, CONSTRUCTION SITE MANAGEMENT, CPM SCHEDULING CONSULTANT, CRASH CUSHION, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, K-RAIL SUPPLIER, LANDSCAPING, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MISC. IRON AND STEEL FRAME COVER & GRATE, ROADSIDE SIGNS, ROADWAY EXCAVATION, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TESTING, TRAFFIC CONTROL SYSTEMS, TRAFFIC CONTROL MATERIAL SUPPLIER, TREE REMOVAL/TRIMMING, TRUCKING, WATER TRUCKS, STREET SWEEPING, EROSION CONTROL MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL.

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:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp@desilvagates.com](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.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 Eric Allred. 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 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 is an Equal Opportunity/Affirmative Action Employer.



California Sub-Bid Request Ads

Balfour Beatty

Project Description: Sterling Natural Resource Center (SNRC)
Project Location: 25376 5th Street, San Bernardino, CA 92410
Owner: East Valley Water District

Bid Date: Thursday December 19, 2019 at 2:00 PM

SUBCONTRACTOR BIDS ARE SOUGHT FOR THE FOLLOWING TRADE(S)

Balfour Beatty Infrastructure, Inc. is the Design Builder on this project. We are soliciting proposals for Bid Packages #03 Structural Concrete at this time. This is a \$150M progressive design-build project funded by the California State Revolving Fund (CASRF) and as such Balfour Beatty is seeking interested Disadvantaged Business Enterprises (DBE) as defined by the CASRF Guidelines (including MBE, SBE, SBRA, LSAF & HUB). Prospective bidders must be certified by SBA, CDOT, or USEPA at the time of bid opening make good faith efforts to hire San Bernardino/ Highland Area residents This project is also to include implementation of American Iron and Steel (AIS) provisions of P.L. 113-76, Consolidated Appropriations Act, 2014. Balfour Beatty is a Union Contractor and Subcontractors must abide by the terms and conditions of the applicable contract documents. Proposals must be valid for ninety (90) days from the time of submission.

PLANS & SPECIFICATIONS: Project Bid Documents may be viewed at BBII's office by appointment. For your convenience, you may also view and download plans by following this link maintained by BBII: <https://secure.smartinsight.co/#/PublicBidProject/411236>

Subcontractors and Suppliers are responsible for reading and acknowledging all Specifications and Addenda.

BONDING & INSURANCE: Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract, by an admitted surety subject to approval by BBII. Bonding cost assistance is available. Subcontractors should expect to sign the standard BBII subcontract agreement and provide a waiver of subrogation. Please contact BBII at 707-427-8900 for bonding and other types of assistance.

QUESTIONS: For questions regarding the bid, please contact Carla Becker at 909-751-4025
Email: cbecker@balfourbeattyus.com, or in writing to: PO Box 1786, San Bernardino, CA 92402



431 Payran Street, Petaluma, CA 94952
Phone: 707-835-2900 • Fax: 707-835-2994

REQUESTS QUOTATIONS FROM ALL STATE OF CALIFORNIA DGS CERTIFIED DVBE SUBCONTRACTORS & SUPPLIERS and ALL QUALIFIED SUBCONTRACTORS & SUPPLIERS FOR ALL TRADES FOR THE FOLLOWING PROJECT:

CLAIRE LILIENTHAL SCHOOL 3-8 (SCOTT CAMPUS) SOIL IMPROVEMENT & RESTROOM INTERIM HOUSING SAN FRANCISCO, CA
SFUSD Project #11901

BID DATE: December 3, 2019 @ 2:00pm
ESTIMATE: \$2,700,000

CONTACT:

Kelsey Godfrey bid@arntzbuilders.com

Trades needed but not limited to: Concrete, Concrete Reinforcing, Rough Carpentry, Joint Sealants, Steel Frames, Wood Doors, Door Hardware, Lath, Gypsum Plaster, Gypsum Board, Hardwood Strip Flooring, Acoustic Insulation, Painting, Plumbing, HVAC, Electrical, Earthwork, Paving, Hazmat

All contractors shall be registered with the Department of Industrial Relations pursuant to Labor Code Section 1725.5 to be qualified to bid on, be listed in a bid proposal (submitted on or after March 1, 2015) or be awarded a contract for public work on a public works project (awarded on or after April 1, 2015). In addition, they are subject to the requirements of Section 4104 of the Public Contract Code.

BONDING, INSURANCE, TECHNICAL ASSISTANCE AVAILABLE. PLANS AVAILABLE IN GC'S PLAN ROOM. SUCCESSFUL SUBCONTRACTORS WILL BE REQUIRED TO SIGN ARNTZ BUILDERS, INC. STANDARD SUBCONTRACT AGREEMENT WHICH INCLUDES ARNTZ BUILDERS, INC. REQUIREMENT THAT SUBCONTRACTORS PROVIDE A 100% FAITHFUL PERFORMANCE AND PAYMENT BOND OF THE SUBCONTRACT PRICE FROM A TREASURY LISTED SURETY COMPANY ACCEPTABLE TO ARNTZ BUILDERS. BOND PREMIUM TO BE INCLUDED IN BID AS A SEPARATE ITEM. SUBCONTRACTORS WILL BE REQUIRED TO PROVIDE A WAIVER OF SUBROGATION ENDORSEMENT TO THEIR WORKERS COMPENSATION INSURANCE.

WE ARE SIGNATORY TO THE CARPENTER'S AND LABORER'S COLLECTIVE BARGAINING AGREEMENTS AN EQUAL OPPORTUNITY EMPLOYER

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

PROJECT NO. P2-122

HEADWORKS MODIFICATIONS AT PLANT 2 FOR GWRS FINAL EXPANSION

Owner: Orange County Sanitation District (OCS D)
Location: Huntington Beach, CA

Bid Date: December 17, 2019 @ 11:00 A.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, Controlled Low Strength Material, AC Paving, Ready-Mix Concrete, Reinforcing Steel, Miscellaneous Metals, FRP Fabrications, Sealants, Painting & Coatings, ID Devices, Equipment, Pre-Engineered Canopy, HVAC, Electrical and Instrumentation

Plans and Specifications: You may obtain a free download through OCS D's Vendor Portal at <http://www.planetbids.com/portal/portal.cfm?CompanyID=14058#>. 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.

Looking for Subcontractors, Vendors, and Suppliers?

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

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10 Tips for Small Business Saturday Success



NOV 30
IS THE DAY TO
#SHOPSMALLSUPERIOR

By Paul Lester,

Small Business Saturday is a way for consumers to usher in the busy holiday shopping season and make an impact in their community by supporting independently owned businesses.

For millions of small businesses across the United States, it's getting close to the most wonderful time of the year: Small Business Saturday!

Celebrated two days after Thanksgiving, Small Business Saturday is a way for consumers to usher in the busy holiday shopping season and make an impact in their community by supporting independently owned businesses. According to a National Federation of Independent Business survey, consumer spending at independent retailers and restaurants on Small Business Saturday last year reached a record high of \$17.8 billion.

This year, Small Business Saturday will be held on November 30 so now is the time for small businesses to prepare for the big day. Here are a few tips, inspired by our North Dakota District Office, to help you get ready:

1. Give yourself a digital makeover. Check your website, social media accounts, and review sites to make sure all online information about your small business is accurate and up to date. Focus on what you offer, where you're located, and how customers can contact you.
2. Show what sets you apart. As a small business, it's tough to compete with big box stores. In your marketing efforts, make sure customers know what makes your small business special. This can be a unique prod-

uct or service or simply creating an inviting space for shoppers. Whatever that may be, communicate it to customers.

3. Get social on social media. Promote Small Business Saturday deals and share how you're preparing your store. Use #ShopSmall on your social media posts to join the overall conversation. Encourage shoppers to snap a selfie and tag your business. This can increase engagement of your posts, potentially reaching new customers.
4. Plan an event. Organize a Small Business Saturday kickoff with food, drinks, and promotional items to draw shoppers in. Consider special discounts or free offerings for loyal customers. Set up an in-store activity that demonstrates your products or services.
5. Partner up. Contact other small businesses in your area and see how you can team up to provide special offers. Consider highlighting a local charity at your business. It's a great way to embrace the spirit of the season and give back.
6. Leverage local events. Identify other holiday events and determine how your business can participate. This could lead to repeat customers and help you become a bigger part of the community.
7. Promote gift cards. Many holiday shoppers buy gift cards or gift certificates for family and friends, representing a huge opportunity for your small business.
8. Stay open longer. Small Business Saturday will most likely be your busiest day of the

year. Extending your hours by opening earlier and closing later could have a big impact on sales.

9. Chat with staff. Before Small Business Saturday, have a meeting with your staff. Reminding them to greet each shopper when they enter and exit your business. Thank them and show appreciation for their work. Making Small Business Saturday a win for your business is a total team effort!
10. Track success. Take a few moments after Small Business Saturday to analyze what worked and what didn't. This could help shape your strategy for next year.

Looking for additional ways to participate in Small Business Saturday? We've got resources for business owners and shoppers alike, including links to free marketing materials, a map to find a participating small business near you, and more. Join our Twitter Chat on Tuesday, November 19 at 3pm ET for more holiday marketing tips to make the most of Small Business Saturday. Follow along using #SBChat.

Cosponsorship Authorization #19-2050-93. SBA's participation in this Cosponsored Activity is not an endorsement of the views, opinions, products or services of any Cosponsor or other person or entity. All SBA programs and services are extended to the public on a nondiscriminatory basis.

SOURCE:

<https://www.sba.gov/blog/10-tips-small-business-saturday-success>

Tutor Perini/O & G Joint Venture (TPOG)



SEEKING DBE FIRMS

FOR SUBCONTRACTING OPPORTUNITIES ON THE WESTSIDE
PURPLE LINE EXTENSION SECTION 2 PROJECT

OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (LACMTA)



INTERESTED IN WORKING WITH TPOG?

TPOG issues Notice of Interest (NOI) Emails to all Tutor Perini/O & G Joint Venture registered vendors notifying them of upcoming 1st tier opportunities on the project. All CUCP certified DBEs vendors based in Southern California are already registered with TPOG. Please contact us if your firm is not receiving TPOG Notices of Interest by sending a note to:

Nareg@moderntimesinc.com

BONDING, LINES OF CREDIT, AND INSURANCE SUPPORT SERVICES:

TPOG is willing to assist DBE Subcontractors and suppliers in obtaining access to bonds, lines of credit and insurance. Please email Nareg Bostanian for your requests for assistance.

TPOG is soliciting in good faith all interested subcontractors as well as certified DBE firms. If you are interested in bidding or have any questions in relation to the scope, please email DBE Project Coordinator: Nareg Bostanian or visit the website below. <http://www.tpogjv4purpleline.com/index.html>