

## The Top 600: When Will the Hot Market Cool Off?



Enclos installed 320,000 sq ft of custom curtain wall and facade on Pacific Gate, a 41-story, 514,000-sq-ft luxury apartment building in San Diego.  
PHOTO COURTESY OF ENCLOS

By Gary J. Tulacz,

After eight years of growth, the market still is thriving. Further, most firms believe it will continue to improve through the end of 2018 and have backlogs to prove it. But some firms are beginning to become wary about what 2019 will bring, both for the market and the economy as a whole.

The impressive strength of the market can be seen in the results of this year's ENR Top 600 Specialty Contractors list. As a group, the Top 600 cleared revenue of \$112.72 billion in 2016, up an impressive 12.2%, from \$100.43 billion, in 2015. Further, many Top 600 leaders think the recovery still has steam in it.

Many contractors are enthusiastic about the current and future market. "We are seeing tremendous growth year-on-year and have a record backlog," says Charles Bacon, CEO of Limbach Facility Services. He says Limbach currently is tracking \$3.1 billion in opportunities, up from \$2.4 billion at this time last year. "I don't see a recession any time soon," he adds.

One good sign of the expanding market is that backlogs are growing. The Washington, D.C.-based Associated Builders and Contractors' Construction Backlog Indicator, which measures the average length of backlogs among all its contractor members, rose to nine months during the first quarter of 2017, up 8.1% from the fourth quarter of 2016, says Chuck Goodrich,

president of Gaylor Electric Inc. and 2017 ABC chairman. "For the first time in the series' history, every category—firm size, industry and region—registered quarterly growth in CBI. CBI is up by 0.4 months, or 4%, on a year-over-year basis," he says.

Many market sectors look very good. "There is a significant need to build new and maintain existing electric power and oil-and-gas infrastructure throughout North America. As a result, our customers' multiyear capital programs and projects are larger and more complex than they have ever been," says Duke Austin, CEO of Quanta Services.

The long-term prospects in energy markets seem strong. "Power plants are changing sources of energy, and that means the power market should be strong for the next 10 years," says Anthony Guzzi, CEO of Emcor Group. The domestic oil market also should continue to grow, he predicts.

On the buildings side, most contractors are optimistic. "Health care and manufacturing continue a steady growth. The emergence of internet-based retail sales has increased our focus on distribution and data-center construction," says Goodrich. "We have seen an increased demand in the mission-critical health-care and transportation markets, while commercial and residential markets have held steady. Our pipeline for the next 12 to 24 months looks very healthy," adds Brian Brobst, marketing director for Rosendin Electric.

### Storm Clouds Forming?

However, there are many who see storm clouds on the horizon. "I am hearing more contractors talking about the potential for a recession coming up in the next 12 to 18 months," says E. Colette Nelson, chief advocacy officer for the American Subcontractors Association, Alexandria, Va. She says many contractors don't believe the market will drop off in the foreseeable future, but she cautions contractors should prepare just in case.

Nelson is not the only one who is concerned about long-term markets. "National construction market forecasts predict a slowdown in 2018 due to general concerns about a sluggish U.S. economy," says Marc Paolicelli, chief customer officer at RK Mechanical Inc.

Many contractors are preparing in case of a downturn. "Earlier this year, we felt a need to be prepared in case markets slowed later in 2018 or into 2019," says Brad Wucherpennig, president of Baker Concrete Construction. "However, so far, the volume of work appears to be fairly steady."

Generally, contractors predict this surge will be maintained through 2018 and into 2019. "[But] we believe that building a strategically intelligent

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Publisher of  
Small Business Exchange  
weekly newspaper



# California Sub-Bid Request Ads



## Graniterock

5225 Hellyer Avenue, Suite #220  
San Jose, CA 95138  
Phone (408) 574-1400 Fax (408) 365-9548  
Contact: Rob Snyder  
Email: [estimating@graniterock.com](mailto:estimating@graniterock.com)

REQUESTING SUB-QUOTES FROM  
QUALIFIED SBE SUBCONTRACTORS/  
SUPPLIERS/TRUCKERS FOR:

### Grade Crossings Improvement Project

Contract No. 17-J-C-220

Owner: Peninsula Corridor

Joint Powers Board

Engineers' Estimate: \$1,000,000.

**BID DATE: November 9, 2017 @ 2:00 PM**

Items of work include but are not limited to:  
Fence, Striping, Traffic Control and Trucking.

Granite Rock Company "Graniterock" is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, DIR number, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project.

**We are an Equal Opportunity Employer**



### Proven Management, Inc.

225 3rd Street, Oakland, CA 94607  
Phone: 510-671-0000 • Fax: 510-671-1000

Requests proposals/quotes from all qualified and certified Small Business Enterprise (SBE) & Disadvantaged Business Enterprise (DBE) subcontractors, suppliers, and truckers for the following project:

**GRADE CROSSINGS IMPROVEMENT PROJECT (REBID)**  
**CALTRAIN CONTRACT #17-J-C-220**

Bids: 11/09/2017 @ 2 PM

**SUBCONTRACTING GOAL - SBE/DBE - 35%**

Demolition; Earthwork; Aggregate Base Courses; Underground Ductwork & Structures; Subdrainage Systems; Station Platforms, Sidewalks, Curbs & Gutters; AC Paving; Micro Surfacing; Pavement Stripes & Markings; Welded Wire Mesh Fence; Concrete Forming/Finishing; Rebar; CIP Concrete; Metal Fabrications; Pedestrian Exit Gates & Guardrails; Joint Sealants; Detectable Warning Tiles; Signage; Traffic Signals; Ballast & Walkway Aggregate; Timber Cross-ties & Switch Ties; Rail; Track Removal/Salvage; Track Construction; Concrete Grade Crossings; Thermo Rail Welding.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested SBE certified suppliers & subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested SBE certified suppliers, subcontractors, truckers. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements. 100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

**We are an Equal Opportunity Employer**

PROJECT: AC WATER GROUP 1012  
CITY OF SAN DIEGO - BID NO # K-18-1601-DBB-3  
SAN DIEGO, CA

**\*\*THIS PROJECT HAS A 22.3 % SLBE-ELBE GOAL\*\***  
**BID DATE: NOVEMBER 9TH, 2017 • BID TIME: 2:00 P.M.**

**Please respond by 5:00 p.m., NOVEMBER 8TH, 2017**

We are seeking quotes from all small business concerns - **CERTIFIED SLBE-ELBE including, but not limited to, the following work items:** AC PAVING, AGGREGATES, COLD PLANE, CONCRETE, LANDSCAPING/IRRIGATION, SWPPP, TRAFFIC CONTROL, MOBILIZATION, TRUCKING / HAULING, ARCHAEOLOGICAL & BIOLOGICAL MONITORING, QC, WATER /WASTEWATER SUPPLY, UNDERGROUND UTILITIES, ELECTRICAL, CATHODIC PROTECTION, JACK & BORE, SHORING, ASBESTOS HANDLING & DISPOSE, PIPE REMOVALS, HIGH LINING, WASTE DISPOSAL

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. Insurance and 100% Payment & Performance Bonds will be required, and will pay up to 1.5% for the cost of the bond. Waiver of Subrogation will be required. We will provide assistance/advice with obtaining Bonds/Insurance/Credit/Equipment. Subcontractors must provide contractor's license number and Department of Industrial Relations (DIR) registration number with their quote. Plans and specs are available at no cost to interested ELBE & SLBE'S firms from the City of San Diego/PlanetBids <https://www.planetbids.com/portal/portal.cfm?companyID=17950> website using the Project invitation No. K-18-1601-DBB-3 and/or our San Diego Office. We are an EOE & seriously intend to negotiate with qualified firms.

If you have any questions, Please contact Joe Eckardt: Phone 858-536-3100, Fax 858-586-0164 or email [estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com).

Non-ELBE/SLBE Subs/Suppliers: Indicate 2nd tier participation offered on your quotation as it will be evaluated with your price. For any bid proposal submitted on or after March 1, 2015 and any contract for public work entered into on or after April 1, 2015, the following registration requirements apply: Every Subcontractor is required to be registered to perform public work pursuant to Section 1725.5 of the Public Contract Code. No Contractor or Subcontractor shall be qualified to bid on, be listed in a bid proposal pursuant to Section 4104 of the Public Contract Code, or engage in the performance of any contract for public work, unless currently registered to perform public work pursuant to Section 1725.5. No bid shall be accepted nor any subcontract entered into without proof of the Subcontractor's current registration to perform public work pursuant to Section 1725.5. If used in our Bid, Coffman Specialties requires this proof be submitted w/in 24 hours of Bid Date.



**COFFMAN SPECIALTIES, INC.**

GENERAL AND ENGINEERING CONTRACTORS

9685 Via Excelencia, Ste 200 • San Diego, CA 92126  
Phone: (858) 536-3100 • Bid Fax: (858) 586-0164  
e-mail inquiries to: [estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com)

### TAFT ELECTRIC COMPANY

1694 EASTMAN AVENUE, VENTURA, CA 93003

Contact: Arnold Tostado • [atostado@taftelectric.com](mailto:atostado@taftelectric.com)

Phone: (805) 642-0121 • Fax: (805) 650-9015

Invites sub-bids from qualified DBE businesses for the following project:

**Agency: City of Santa Clarita**

**Seco Canyon Road & Garzota Drive Traffic Modification**

**C4014, HSIPL-5450(092)**

**Location: Santa Clarita, CA**

**BID DATE: November 21, 2017 @ 11:00 AM**

**Trades Seeking: Striping, Concrete**

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Disadvantaged Business Enterprise 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**



# 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: ALAN MCKEAN  
Website: www.desilvagates.com  
An Equal Opportunity Employer

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

### MISSION BOULEVARD CORRIDOR IMPROVEMENTS PHASE 2, Project No. 05270

OWNER:  
CITY OF HAYWARD  
777 B Street, 4th Floor, Hayward, CA 94541

**BID DATE: NOVEMBER 14, 2017 @ 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:

ADJUST IRON, CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, ELECTRICAL, FENCING, JOINT TRENCH, IRRIGATION, LANDSCAPING, MINOR CONCRETE, PAVING STONE, STRIPING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TREE REMOVAL/TRIMMING, UNDERGROUND, TRUCKING, WATER TRUCKS, STREET SWEEPING, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) 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 and password is f7pa55wd) or from the Owner.

Fax your bid to (925) 803-4263 to the attention of Estimator Alan McKean. 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](http://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 employer.

## CAHILL CONTRACTORS, LLC Colby Smith at [estimating@cahill-sf.com](mailto:estimating@cahill-sf.com) (415) 677-0611

**CAHILL CONTRACTORS, LLC  
requests bids from Certified  
SBE Subcontractors and Suppliers  
for ALL TRADES**

**SAN RAFAEL  
PUBLIC SAFETY BUILDING  
1375 5th Ave, San Rafael, CA 94901  
BID DATE: 11/28/17 @ 2pm**

**BID DOCUMENTS:**  
Please contact Colby for access to documents on BuildingConnected.

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: JIM YACKLEY  
Website: www.desilvagates.com  
An Equal Opportunity Employer

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

### CALTRANS ROUTE 680 – CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA COUNTY AT VARIOUS LOCATIONS FROM 0.4 MILES NORTH OF MISSION SAN JOSE SEPARATION (MISSION BLVD/RTE 238) TO 0.3 MILES NORTH OF ALCOSTA BLVD. OVERCROSSING, Contract No. 04-4G1154

**Federal Aid Project No. ACIM-680-1(080)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 5TH, 2017 @ 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, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGN, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, K-RAIL SUPPLIER, LEAD COMPLIANCE PLAN, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, ROADSIDE SIGNS, ROADWAY EXCAVATION, SAWCUTTING, SHORING, SIGN STRUCTURE, STRIPING, STRUCTURAL BACKFILL, STRUCTURAL EXCAVATION, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, TEMPORARY EROSION CONTROL, TESTING, TREE REMOVAL/TRIMMING, UNDERGROUND, VEGETATION CONTROL, TRUCKING, STREET SWEEPING, EROSION CONTROL MATERIAL, CLASS 2 AGGREGATE BASE MATERIAL, CLASS 4 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL, AND STRUCTURE CONCRETE/RETAINING WALL.

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 and password is f7pa55wd) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://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 Jim Yackley. 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](http://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](http://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 employer.

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: JIM YACKLEY  
Website: www.desilvagates.com  
An Equal Opportunity Employer

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

### CALTRANS ROUTE 680 CONSTRUCTION ON STATE HIGHWAY IN ALAMEDA, IN FREMONT, FROM 0.15 MILE SOUTH OF SCOTT CREEK ROAD UNDERCROSSING TO AUTOMALL PARKWAY OVERCROSSING, Contract No. 04-3G6034,

**Federal Aid Project No. ACIM-680-1(081)E, Disadvantaged Business Enterprise Goal Assigned is 12%**

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

**BID DATE: DECEMBER 20th, 2017 @ 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:

CLEARING AND GRUBBING/DEMOLITION, COLD PLANE, CONCRETE BARRIER, CONSTRUCTION AREA SIGN, CRACK SEALING, ELECTRICAL, EMULSION SUPPLIER, EROSION CONTROL, FABRIC/GEOSYNTHETIC PAVEMENT INTERLAYER, K-RAIL SUPPLIER, METAL BEAM GUARDRAIL, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, PCC PAVING, ROADSIDE SIGNS, ROADWAY EXCAVATION, RUMBLE STRIP, SIGN STRUCTURE, STRIPING, STRUCTURAL BACKFILL, STRUCTURAL EXCAVATION, SWPPP PREP/WATER POLLUTION CONTROL PLAN PREPARE, TESTING, TRAFFIC CONTROL MATERIAL, UNDERGROUND, VEGETATION CONTROL, TRUCKING, WATER TRUCKS, WATERPROOFING, STREET SWEEPING, EROSION CONTROL MATERIAL, FURNISH PRECAST CONCRETE DECK UNIT, IMPORTED BORROW, CLASS 2 AGGREGATE BASE MATERIAL, CLASS 4 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, RUBBERIZED HMA (OPEN GRADE) MATERIAL, RUBBERIZED HMA (GAP GRADE) MATERIAL, STRUCTURE CONCRETE, RETAINING WALL.

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 and password is f7pa55wd) or from the Owner's site at [www.dot.ca.gov/hq/esc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://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 Jim Yackley. 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](http://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](http://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 employer.



# 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 Unified Certification Program (CUCP) certified Disadvantaged Business Enterprise (DBE), Subcontractors, Consultants, and/or Suppliers seeking to participate in the Construction on State Highway in Plumas County near Canyon Dam from 0.2 Mile South to 0.3 Mile North of Lake Almanor Spillway, Bridge Replacement Project in Plumas County, CA.

<http://www.dot.ca.gov/obeo/index.html>

Subcontractors and Suppliers for the following project:

### Lake Almanor Bridge Replacement Project Contract No. 02-0E1804

Owner: Caltrans

**Bid Date: November 15, 2017 at 2:00 P.M.**

Local Business Enterprises, Small/Micro (LBEs)  
Disadvantaged Business Enterprises (DBEs)

wanted for the following scopes, including, but not limited to: AC Milling, AC Paving, Aggregates, Asbestos Abatement, Bridge Bearings, Bird Control, Minor Concrete, CIDH, Concrete Supply, Concrete Reinforcement and Dowels, Structural Concrete, Precast Concrete, Concrete Pumping, Concrete Formwork, Concrete Barriers, Concrete Washouts, Clear & Grub, Core Drilling, Crash Cushion, Cable Railing, Demolition, Earthwork, Erosion Control, Fencing, Guardrail, Hydroseeding, Joint Sealant, K-rail, Metals, Pavement Markings, Pipe Supply, Polyester Concrete Overlay, Quality Control, Rock Slope Protection, Street Sweeping, SWPPP, Signage, Survey, Traffic Control, Temp Facilities, Temp Signal System, Trucking & Hauling, Water Truck.

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 certified, DBE suppliers and subcontractors.

Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Scopes are due  
November 10, 2017 and Quotes NO LATER THAN  
November 14, 2017 at 5 PM.**

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 <http://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.

An Equal Opportunity Employer  
CA Lic. 433176  
DIR # 100001147

## Kiewit / Manson MOTCO, AJV

4650 Business Center Drive Fairfield, CA 94534  
Attn: Victor Molina • norcal.bids@kiewit.com  
Fax: 707-439-7301

Requests quotes/bids from qualified Small Business Concerns (SBC), including SDB, WOSB, HUBZone SB, VOSB & SDVOSB certified by The System for Award Management (SAM).

<https://www.sam.gov/portal/public/SAM>

Subcontractors and Suppliers for the following project:

### Replacement/Upgrade Pier 2 - Military Ocean Terminal Concord (MOTCO) Location: Concord, CA

Solicitation No. W9123817R0065  
Owner: U.S. Army Corps of Engineers (USACE)  
**Bid Date: November 7, 2017 at 12:00 P.M.**  
**Quotes Due: October 30, 2017 at 4:00 P.M.**

Small Business Concerns (SBCs)

Wanted for the following scopes, including, but not limited to:

Asphalt paving, Biological assessment and monitoring, Building Construction, Site Mechanical, Utilities, Concrete Reinforcing, Concrete Repair, Concrete, Concrete Pumping, Underwater Demolition (ordnances), Earthwork/Excavation, Electrical, Marine Fenders, Marine Towing; Piling, Precast Concrete, Quality Control/Assurance, Dynamic Pile Testing, MEC/UXO, Street Sweeping, Trucking/Hauling and Water Truck.

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 certified, SBC suppliers and subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or services for this project will be offered to interested certified suppliers and subcontractors.

**Subcontractor and Supplier Scopes**

**are due October 23, 2017 and Quotes**

**NO LATER THAN October 30, 2017 by 4 PM.**

Plans and specifications are available through SmartBidNet (SBN) or the Government's website at [www.fbo.gov](http://www.fbo.gov). All subcontractors that are registered in our SBN database will receive an invitation to bid. Please visit <http://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.

Buy American Act applies

An Equal Opportunity Employer

CA Lic. 433176  
DIR # 100001147



O.C. Jones & Sons, Inc.  
General Engineering Contractor

O.C. Jones & Sons, Inc.  
1520 Fourth Street • Berkeley, CA 94710  
Phone: 510-526-3424 • FAX: 510-526-0990  
Contact: Jean Sicard  
An Equal Opportunity Employer

REQUEST FOR DBE  
SUBCONTRACTORS AND SUPPLIERS FOR:

Roadway surfacing, concrete barrier,  
and signal and lighting  
Hwy 12 Santa Rosa  
Caltrans #04-4G2204

**BID DATE: November 9, 2017 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Develop Water Supply, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Erosion Control including Silt Fence, Check Dam, Inlet Protection, High-Visibility Fence, WPCP, Sweeping, Treated Wood Waste, Clearing & Grubbing, Roadway Excavation (Type Z-2 Aerially Deposited Lead), Shoulder Backing, Structure Excavation (Culvert), Imported Borrow, AC Dike, Tack Coat, Cold Plane AC, CIDH Concrete Piling, Structural Concrete, Architectural Surface, Underground, Rapid Strength Concrete, Minor Concrete, Misc. Iron & Steel, Roadside Signs, Remove MBGR, Crash Cushion, Highway & Bridge Concrete Barrier, Striping & Marking, Electrical, and Construction Materials

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage 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](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php).



## Proven Management, Inc.

225 3rd Street, Oakland, CA 94607 Phone: 510-671-0000 • Fax: 510-671-1000

Requests proposals/quotes from all qualified and certified Disadvantaged Business Enterprise (DBE) subcontractors, suppliers, and truckers for the following project:

**NEW CONTROL POINT AT BRITTON AVENUE - CALTRAIN CONTRACT #18-J-C-005**

**Bids: 11/07/17 @ 2 PM**

**SUBCONTRACTING GOAL - DBE - 6%**

SITE CLEARING; EARTHWORK; AGGREGATE BASE COURSES; AC PAVING; CABLE RAILING; WELDED WIRE MESH FENCE; CONCRETE FORMING; CONC FINISHING; REBAR; CIP CONCRETE; PRECAST CONC STRUCTURES; METAL FABRICATIONS; STEEL SOLDIER PILING; ELECTRICAL; PANELBOARDS; SITE LIGHTING; GROUNDING/BONDING; OUTLET, JUNCTION, PULL BOXES; PANELBOARDS; SIGNALS; SOLID-STATE CODED TRACK CIRCUITS; SIGNAL SHELTERS; RECTIFIERS, BATTERIES, BATTERY CHARGING EQUIP; TRAIN CONTROL COMMUNICATION; SERVICE METERS; TRACKWORK; RAIL TRACK REMOVAL & SALVAGE; TRACK CONSTRUCTION, THERMITE RAIL WELDING

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested SBE certified suppliers & subcontractors. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested SBE certified suppliers, subcontractors, truckers. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

We are an Equal Opportunity Employer



# California Sub-Bid Request Ads

## SKANSKA

**WEST MISSION BAY DRIVE BRIDGE PROJECT**  
**CITY OF SAN DIEGO**  
**FEDERAL AID PROJECT NO. BHLS-5004(049)**  
**DBE Goal: 6.7%**

**Bid Date: November 17, 2017 – 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 City of San Diego Planet Bids website: <https://www.planetbids.com/portal/portal.cfm?companyID=17950>

**Quotes requested for contractors, suppliers and service providers include, but are not limited to:**

Prepare Storm Water Pollution Prevention Plan, Lead Compliance Plan, Clearing and Grubbing, Cold Plane Asphalt Concrete Pavement, Place Hot Mix Asphalt (Type A), Place Hot Mix Asphalt Dike (Type E), Minor Concrete, Asphaltic Emulsion (Fog Seal Coat), Tack Coat, Rock Blanket, Remove Concrete, Construction Area Signs, Traffic Plastic Drums, Flashing Arrow Signs, Portable Changeable Message Signs (Type I), Type III Barricade, Temporary Railing, Temporary Crash Cushion, Temporary Pavement Markings (Tape), Temporary Traffic Stripe (Tape), Temporary Pavement Markers (Retroreflective and Non Reflective), Temporary & Permanent Erosion Control, Roadway Excavation, Class II Base, Cement Treated Base, Curb Inlet, Drainage Inlet, Catch Basin, CIP Junction Structure, Cleanout, Curb Outlet Replace OCP Inlet/Riser, Remove & Install Sign Structure, 18" RCP, 24" RCP, 30" RCP, 48" RCP, 12" steel Pipe, 18" Flared End Section, Geotextiles for Drainage, Rip Rap, Salvage and Relocate Existing Rip Rap, Drainage Inlet Markers, Remove Pipe and Inlet, Chain Link Fence, Protective Railing, Remove Chain Link Fence, Install sign, Metal Post (Roadside Sign) Install Sign (Mast-arm Hanger Method), Install Roadside Sign (Wood Post), Remove Metal Post, Remove Roadside Sign (Wood Post), Guardrail (Midwest Guardrail System 6" Wood Post) Transition Railing (Type WB-31), End Anchor Assembly (Type SFT), In-line Terminal System, Flared Terminal System, Crash Cushion Module, Remove and Replace, Concrete Barrier, Pavement Markers, Paint Traffic Stripe (2-Coat), Painted Pavement Markings (2-Coat), Removal of Pavement Marker (P), Remove Thermoplastic Pavement Markings, Remove Painted Traffic Stripe, Signal and Lighting (P) Video Inspecting Pipelines and Culverts for Acceptance, Pedestrian Barricade, Landscaping & Irrigation, Bridge Removal, Structure Excavation (Bridge), Structure Backfill (Bridge) Cast-In-Drilled-Hole Concrete Piling, Prestressing CIP Concrete, Temp Trestle, Structural Concrete, Joint Seal Assembly, Bar Reinforcing Steel, Prepare and Stain Concrete, Miscellaneous Metal, Bridge Deck Drainage System, Cable Railing, Handrailing, Bridge Lighting, Slope Paving Removal, Ground Anchor Wall, Structure Excavation, Structure Backfill, Structure Backfill (Ground Anchor Wall) (F), Ground Anchor Wall (Subhorizontal) (P), Structural Concrete, Retaining Wall (F), Architectural Treatment (F), Bar Reinforcing Steel, (Retaining Wall) (P-F), Structural Shotcrete (F), Slope Paving (Concrete) Minor Concrete (Gutter), Cable Railing (P-F), Eastern & Western Mitigation Sites - Shrub Removal, Eastern & Western Mitigation Sites - Revegetation, Steel Casing (30-Inch), Sewer Isolation Gate Valve (14-Inch), Access Manhole (5' x 3'), Removal or Abandonment of Existing Water Facilities Handling and Disposal of Non-friable Asbestos Material, Water Main, Gate Valve, Sewer Force Main, and Cathodic Protection

**Please submit scope sheets 3 days prior to bid to allow for proper evaluation.**

Subcontracting Requirements: Skanska's 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 and waivers required are the Additional Insured End., Primary Wording End., & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & 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. 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.

**Skanska is an Equal Opportunity/Affirmative Action Employer**

This contractor and subcontractor(s) shall abide by the requirements of 41 CFR 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals on the basis of protected veteran status or disability, and require affirmative action by covered prime contractors and subcontractors to employ and advance in employment qualified protected veterans and individuals with disabilities.

Skanska Estimating Dept.: 1995 Agua Mansa Rd, Riverside, CA 92509 – Phone: (951) 684-5360, Fax: (951) 788-2449  
 Estimator: Jerome DiPadova • Email: [bids.social@skanska.com](mailto:bids.social@skanska.com)

## Small Business Exchange

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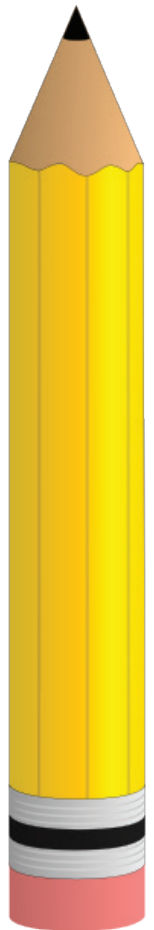
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Need construction contractors and suppliers familiar with public contracting, bondable, certified by cities, states and federal entities, and willing to work in one or many locations?  
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# The Top 600: When Will the Hot Market Cool Off?

■ Continued from page 1

backlog of business is paramount in the ability to successfully thrive and survive the inevitable changes in our market place," says Skip Mancini, president of B.T. Mancini Co.

One of the difficulties in a market this strong is that many contractors are tempted to expand by pursuing larger projects, which can cause problems. "We have invested heavily in training, safety and technology because that is what customers demand," says Guzzi. He says firms that chase work into high-end markets may run into problems coping with these demands. "It is a tough time for small and midsize contractors trying to do bigger jobs than they are used to," he observes.

Guzzi says contractors have to be especially careful in such a strong market. "You can't take jobs that you can't staff, and you have to be careful who you team with and how clearly defined the scope of work is," he says. "Contractors that chase work just to add volume will be the first ones to get into trouble."

## Mergers and Acquisitions

Mergers and acquisitions continue to have an impact on the specialty-contractor market. The recent merger between Brand Energy & Infrastructure and Safway Group was the biggest on the list, becoming the \$4.6-billion industrial services giant BrandSafway.

Another major acquisition last year was Emcor Groups' purchase of Ardent Services, a \$250-million electrical contractor in the industrial section. Guzzi says Emcor continues to look for the right firms to acquire. He adds, "We are looking for solid firms ... preferably in the \$100-million to \$150-million range."

Many in the industry say the M&A trend will start to accelerate. "It seems as if there is a high concentration of baby boomers. As these individuals transition out of their businesses, there is an opportunity to see acquisitions reduce the number of players," says Greg Hosch, CEO, Harris Cos.

Ted Lynch, CEO of Southland Industries, says the industry is seeing the beginnings of another series of roll-ups, as larger firms begin to acquire smaller firms. "There are a lot of smaller firms that are having second thoughts about continuing to go it alone and are considering selling to stay viable," he says.

Limbach is another firm on the acquisition trail.

After going public this time last year, it has been searching for suitable candidates for acquisition. "We just hired a new executive vice president in charge of mergers and acquisitions," notes Bacon.

Bacon says Limbach's dedicated design group provides a full range of design services. But the firm is now actively scouting electrical contractors for acquisition to go along with its mechanical work. This strategy will help Limbach to provide the full MEP package on design-build and integrated-project-delivery jobs, says Bacon.

Southland Industries is another mechanical contractor that has a dedicated design group to pro-

vide a full MEP design package to projects. Lynch says Southland always is looking for potential acquisitions. But unlike Limbach, Southland is not actively pursuing electrical contracting capabilities. "We have a lot of great electrical contractor partners and are not looking to replace them with in-house capacity," he says.

Limbach and Southland are not alone in expanding their capabilities beyond their core. Power Design recently expanded to include a mechanical division, hiring a team of mechanical engineers to learn its business model and start taking on projects. "This is a big step for us as an electrical subcontractor because now we can offer even more of a holistic solution to our customers by bringing in the mechanical engineering piece," says Lauren Permuy, vice president of business development. "It gives us more of a competitive edge against other electrical contractors and engineers, and we look forward to seeing the division grow."

## Collaborative Environment

These moves into a wider range of contracting and design is a reflection of general contractors' and owners' increasing demands on subcontractors and specialty contractors to provide more services, sooner. For example, Austin notes that, "in anticipation of our industries' growing emphasis on turnkey projects, Quanta developed a full range of planning, engineering, procurement and construction capabilities." He says Quanta's integrated, self-perform model allows it to meet electric power and oil-and-gas infrastructure demands.

Design-build and integrated project delivery increasingly are demanding early subcontractor input. In fact, major subcontractors now are being seen more as partners than as hired hands. "In these projects, a core team of the general contractor, architect and major key subcontractors, such as mechanical and electrical, assemble early to set the project's goals and establish shared norms for the project," says Ash Awad, chief market officer for McKinstry.

As complexity in the building envelope increases, project teams are seeking earlier involvement from many different trades to assist in constructibility-driven design decision-making and accurate budget pricing. "What has emerged is an extensive design-assist period that integrates intense specialty-contractor involvement in helping the owners, construction managers and general contractors mitigate cost and schedule risks," says Jeffrey Vaglio, director of the advanced technology studio at Enclos.

Technology is helping subcontractors to participate early in the construction process. "The use of three dimensional computer-based design is revolutionizing our industry. This technology is enabling true collaboration in the preconstruction phase and aiding in the delivery of information to the workforce," says Goodrich of Gaylor Electric.

## Risky Business

While subcontractors are giving more input into the construction process, many complain that some owners and GCs continue to impose tough

contract conditions. Contracts are becoming more onerous, requiring longer legal reviews and costs. "Gone are the days of a handshake and signature. Many contracts require quite a bit of back-and-forth for weeks or even months before getting someone on board," says Michael Haber, managing partner of W&W Glass.

These contract clauses are causing more interactions not over the project but over what is expected and what is required. "Relations [with GCs] are good. However, the consistent additional risk we, as a large subcontractor, are being asked to assume means additional discussion on both ends regarding terms and conditions," says Jeff Heymann, vice president of Benson Industries Inc.

The increased risk-shifting may jeopardize contractors that are not used to assuming such liability. Newtron Group President John Schempf says, "We expect that some contractors will struggle financially to compete with contractors that have regularly accepted risk in the past."

Subcontractors also worry about other contract terms. At the project level, "we have seen a shift in overall management responsibilities that owners put on demolition contractors," says David H. Griffin Jr., president of D.H. Griffin Cos. The industry is shifting toward a "design and deconstruct" model, with owners requesting complete technical and strategic plans at the beginning of the bidding process, particularly in the power industry, he says.

The increasing use of so-called owner-controlled insurance programs (OCIPs) and contractor-controlled insurance programs (CCIPs) is a cause of concern, too. "The problem arises when the OCIP or CCIP insurance doesn't provide the same coverage your own insurance normally provides, both in coverage and deductibles," says Richard Pennington, executive vice president of Dorvin D. Leis Co.

A perennial problem for subcontractors is getting fully paid in a timely manner. A sign of this problem is found in the results of the Top 600 survey. Over the past three years, the average percentage of late payments and the average number of days late have remained consistent. In fact, the average number of days late has increased to 37.2 in 2017 from 35.6 in 2015.

"These payment delays affect the industry as a whole, [resulting in] higher prices to cover lost interest and earnings, lawsuits for damages and delays in timely payments. Quick pay must be the hot topic going forward," says Jim Verner, president of Acousti Engineering Co. of Florida.

For many subcontractors, payment transparency is critical. "Most contracts around the country have pay-when-paid clauses," says Nelson of ASA. But subs often don't know when the GC is paid, so they don't know when they should expect their own payment. She notes that some cities, such as San Antonio and the District of Columbia, already publish on their websites their disbursements to contractors, giving subs a heads-up on when their progress payments should be expected.

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# California Sub-Bid Request Ads



## Proven Management, Inc.

225 3rd Street, Oakland, CA 94607 Phone: 510-671-0000 • Fax: 510-671-1000

Requests proposals/quotes from all qualified and certified LBE/SLBE/ subcontractors, suppliers, and truckers for the following project:

**WARM SPRINGS BART WEST ACCESS BRIDGE & PLAZA PROJECT (REBID) • CITY OF FREMONT**  
Bids: 11/14/2017 @ 2 PM

**SUBCONTRACTING GOALS: LBE-60%; SLBE-20%**

DEMOLITION - SWPPP - CONCRETE - REBAR - CMU - STRUCTURAL STEEL - STAY CABLE ASSEMBLIES - METAL DECKING - COLD-FORMED METAL FRAMING - METAL FABRICATIONS - BRIDGE RAILING - DECORATIVE METAL - AMPHITHEATER ILLUMINATED HANDRAILS - DEMARCATION STUD - STAINLESS STEEL PLAZA BAND - SPECIALTIES - THERMAL & MOISTURE PROTECTION - FURNISHINGS - BENCHES - TRASH & RECYCLING RECEPTACLES - BIKE LOCKERS - BIKE RACKS - COBBLE - DRINKING FOUNTAIN - TREE GRATES - CONVEYING EQUIPMENT - FIRE SUPPRESSION - PLUMBING - HVAC - ELECTRICAL - COMMUNICATIONS - ELECTRONIC SAFETY & SECURITY - EARTHWORK - CLEARING & GRUBBING - PILES - INTERLOCKING PAVERS - LANDSCAPE & IRRIGATION - HYDROSEED - UTILITIES - SOLAR-POWERED PHONE CHARGING STATION - PLAZA KIOSK - PILE LOAD TESTING

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please contact Ben Pearce at ben@provenmanagement.com PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

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## The Top 600: When Will the Hot Market Cool Off?

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Now, the state of California Legislature has passed a statewide requirement that mandates all state agencies to publish in the state contracts register notice of progress payments made to prime contractors within 10 days of payment. And Congress has proposed a federal Small Business Act [H.R. 2350] amendment that would impose similar requirements on federal agencies for progress payments on federal projects.

### Staff Shortages

Perhaps the biggest issue among subcontractors is the growing staff shortages around the country. "Young people just aren't seeking out skilled training at the rate that they're seeking out college degrees, despite the good wages and challenging work," says John Boncher, president and CEO of Cupertino Electric Inc. He says Cupertino has been educating students and their parents about what a career in the skilled trades can offer. "We need to update our approach, embrace social media and getting this next generation excited about a future in the construction industry."

Many firms worry that the Trump administration's continuing efforts to limit immigration may hurt the industry. "What hurts is the clamping down on workers from other countries and the policy of not allowing guest workers," says Permuy. "This will continue to negatively impact costs to the industry."

Retaining qualified people is a key to success. Guzzi of Emcor says workers are looking to firms that will provide basic security. He says workers are asking, "Are you going to pay me at the end of every week, and are you going to make sure the jobsite is safe? Do you have supervisors who will provide leadership? And if I do a good job, can I expect to become a regular member of the team?" Keeping these issues in mind during the down-

turn and throughout the long recovery, Emcor has worked hard to answer yes to all these questions.

However, Nelson of ASA points out that, if the industry goes into recession in the next year or two, the loss of workers could have a devastating long-term impact on the industry workforce. "The baby-boom generation, who continued to come back time and again after cutbacks in previous industry recessions, may decide to hang it up if they are laid off or end up being put on short hours during the next recession," she says. Further, Nelson points out that the younger generation of workers who haven't experienced the cyclical nature of the industry may decide they are better off in other industries, rather than holding on or returning to construction after their first down cycle rebounds, leaving the industry's staffing crisis even more severe.

One plus in the recruitment of young people is the recent Trump administration move to expand apprenticeship programs. Goodrich of Gaylor Electric believes this action will be a big boost to the industry. "Approving high-quality, industry-recognized apprenticeship programs will go a long way toward bridging the skills gap and training the construction workforce we need today and tomorrow," he says. Across the country in 1,400 locations, ABC has built a network of chapters and affiliated training centers that offer more than 800 apprenticeship, craft, safety and management training programs to build the people who build America, he says.

A legal issue for subcontractors is workers' compensation. Nelson says there are concerns that an aging workforce may increase the number of on-site accidents, putting pressure on workers'-comp rates.

Some contractors say there is not enough policing of questionable workers'-comp claims. "We would like to see more attention given to fitness

for duty as a way to mitigate this situation," says Victor E. Salerno, CEO of O'Connell Electric Co. Inc.

However, a Texas trial court's recent workers'-compensation ruling has many in the industry and insurance watching carefully. It concerns "exclusive remedy" provisions in workers'-comp laws, barring injured workers from suing their employers if the employer is covered by state-authorized workers'-comp insurance.

Texas A&M University awarded a \$4.5-million contract to expand and renovate Kyle Field on the campus at College Station. The job was covered by an OCIP, including a workers'-comp policy that covered the GC and major subcontractors.

A worker was killed on the job, and his family sued the GC and several subcontractors for wrongful death. Despite a Texas law that says workers' comp is the exclusive remedy for worker injuries and deaths, a Texas trial court ruled in Manhattan | Vaughn, JVP v. Garcia that, since neither the GC nor the subs were the direct purchaser of the workers'-comp insurance and were only OCIP subscribers, workers' comp was not the exclusive remedy for a worker's death. The court upheld the jury's \$53.8-million wrongful-death verdict.

ASA and other organizations are working to overturn this ruling. Nelson of ASA says the decision conflicts with other rulings on the issue in Texas and elsewhere and hopes the Houston court of appeals will reverse it. Still, this is "a scary scenario" if other courts start looking at this case for guidance, she says.

SOURCE: [www.enr.com](http://www.enr.com)