

SBE TODAY

Volume 29, Edition 813 DIVERSITY IN ACTION - SBE is a certified DBE publication NOVEMBER 5, 2012

SMALL BUSINESS EXCHANGE

SBE OUTREACH SERVICES

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

Advertisements

Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at www.sbeinc.com

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Targeted mailings sent to businesses per your criteria.

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Telephone follow-up calls that follow a script of 5 questions you create.

Computer Generated Reports

Will fit right into your proposal, along with a list of interested firms to contact.

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

Finding Subcontracting Opportunities with Major Corporations

Are you looking for new sales avenues for your small business? You may want to consider subcontracting with major corporations. There is lots of opportunity in this arena, because big corporations have huge budgets and many needs. But selling your services as a subcontractor to a big corporation requires different skills than you're probably using now. The following tips will help you succeed.

Successful Selling: Do Your Homework

Selling successfully to big corporations requires a lot of research before you approach them. Start by pinpointing some possible prospects. Industry publications will give you insights into the future plans of corporations you might want to approach. Once you have some prospects in mind, read their websites and annual reports (if they are public companies) to discover what they are doing, and where they may need some assistance.

Big companies have procurement departments that deal with subcontractors and suppliers and will require you to submit a request for proposal. At least, that's the official line. In reality, this approach usually leads to frustration. Why? Because the other companies submitting RFPs are often current subcontractors who are likely to keep getting the business.

Win Big By Thinking Small

So what can you do? Avoid the procurement department and think small. Big companies are organized into functional units within divisions of the corporation. You'll get better results by pitching your services to a functional unit instead of going through the procurement department. You can also approach a regional office instead of corporate headquarters.

Diversity Means Opportunity

One exception to this advice is if you are a woman, a minority, or a military veteran. Many large corporations have supplier diversity programs that actively seek small businesses owned by women, veterans, or minorities as subcontractors. You can get more information about supplier diversity programs and certification here:

National Minority Supplier Development Council

National Veteran-Owned Business Association

Women's Business Enterprise National Council

Keep in mind that supplier diversity programs generally require you to be certified as a woman-owned, veteran-owned, or minority-owned business. If you're not yet certified, or don't want to go through the process at this time, you can still approach a business through its functional units.

Tips for Making Business Contacts

Your next step is to drill down even further and find the key decision-makers within the functional unit you're approaching. Use social networking sites to get connected with the specific person you want to talk to, or to someone who can introduce you to that person. LinkedIn works especially well for this purpose, since it's widely used by corporate employees.

Once you've made contact with the prospect, be persistent. To increase your chances of success, read "Create Voice Mail Messages That Get Prospects Calling Back" and "Get Past the Gatekeeper and Win Sales Opportunities."

Selling to big corporations takes more time and effort than selling to small com-

Continued on page 3

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REQUESTS FOR BIDS & SUB-BIDS

Unisys Corporation
is seeking qualified Minority, Woman and
Other Businesses to participate in
**Los Angeles World Airports (LAWA)
Access Control and Alarm Monitoring Systems
(ACAMS)
Maintenance and Repair Services RFP
Bid Date : 11/30/2012**

We are seeking MBE/WBE/OBE subcontractors to supply IT services for the following task areas : **Programmer, Low Voltage Technician, Security Systems Services (except Locksmiths).**

Programmer qualifications include past support of Badging and Credentialing systems, Picture Perfect Technician Certification required, Badge printer support to include Fargo and Zebra brands.

Technician qualifications include preventative maintenance and support of all access control subsystems including badge printers, installation and support of low voltage access control devices (**GE 430/435, HID RD40/RK40 readers, and Micro 5 PxnPlus**) and associated infrastructure devices for ACAMS. Picture Perfect Technician Certification is required.

Unisys Corporation

11720 Plaza America Drive • Reston, VA 20190
Contact: **Philip Brooks**
Email: Philip.Brooks@Unisys.com

For Information on the availability of the plans and specifications and the policy concerning assistance to subcontractors in obtaining both lines of credit, and/or insurance, please contact our office.

Sub-Bids Requested from
LBE (including BMEs, WBEs and OBEs)
Subcontractors and Suppliers for:
**San Francisco Public Utilities Commission
San Antonio Backup Pipeline
Contract # WD-2575
Location: City & County of San Francisco
Bid Date: 11/15/2012**

Trades: Construction Materials, Carpentry, Concrete Contractors Supplies & Manufactures, Doors & Gates, Fencing Contractors, Glazing Contractors, Metal Fab, and Electrical.

Disney Construction Inc.

875 Mahler Rd St #188 • Burlingame, CA 94010
Phone: 650-259-9545 • Fax: 650-259-9651
Contact: **Dana Foote**
Email: dfoote@disneyconstruction.com

Disney Construction Inc., will assist interested parties in obtaining bonds, lines of credit, or insurance required.

REQUESTING SUB-QUOTES FROM
QUALIFIED DBE SUBCONTRACTORS/
SUPPLIERS FOR:

**Eastridge Transit Center & Bus Improvements
Contract No.: C811 (12093)
Federal Grant No. CA-95X149
Owner: Santa Clara VTA
Engineers' Estimate: \$15,000,000.
BID DATE: 11/16/12 @ 2:00 PM**

Items of work include but are not limited to: Traffic Control, Survey, Clear & Grub, Striping, Electrical, Erosion Control, Minor Concrete, Fence, Landscape, MBGR, Underground and Trucking.

Granite Rock Company dba Pavex Construction Division 'Pavex' is signatory to Operating Engineers, Laborers, Teamsters, and Cement Masons unions. 100% payment and performance bonds in the amount of the subcontractors bid will be required from a qualified surety company. Bonding assistance is available. Pavex will pay bond premium up to 1.5%. Subcontractors must possess a current contractor's license, insurance and worker's compensation coverage. Subcontractors are encouraged to contact Pavex Estimating for insurance requirements, or if any other assistance is needed. Subcontractors will be required to enter into our standard contract. Pavex intends to work cooperatively with all qualified firms seeking work on this project. Granite Rock Company dba Pavex Construction Division is an equal opportunity employer.

Granite Rock Company DBA Pavex Construction Division

120 Granite Rock Way, San Jose, CA 95136
Phone (408) 574-1400 Fax (408) 365-9548
Contact: **Paul Brizzolara**
Email: pbrizzolara@graniterock.com
We Are An Equal Opportunity Employer

Requesting sub-bids from qualified
MBE/WBE Subcontractors/Suppliers for:
**Los Angeles Department of Water & Power
RFP 90096**

**Commissioning Agent for
LA Kretz Innovation Campus
Bid Date: 11/27/2012**

**Los Angeles Department of Water & Power
RFP 90068
Evaluation, Measurement and
Verification of Energy Efficiency Programs
Bid Date: 11/15/2012**

Seeking: **Energy Engineers:** experienced with Field Audits, energy calculation, energy metering, and data loggers
Certified CxA: must have mechanical engineering degree and PE

Alliance Project, LLC

28202 Cabot Rd. Suite 300 • Laguna Niguel, CA 92677
Contact: **Arica Demarcus**
info@allianceproject.com OR by Fax: 949.365.5601

Downloadable RFP document is available on
this site www.ladwp.com/eRSP

Alliance Project, LLC will assist interested parties in obtaining bonds, lines of credit, or insurance required under this contract.

Project Name: Mission Bay Block 5 & 11

**Location: Long Bridge Rd.
San Francisco, California**

Bid Date: December 3, 2012 at 2:00 PM

Pre-Bid Conference: November 15, 2012 @ 10am

Location: 255 Channel St., San Francisco

Nibbi Brothers has been selected as the General Contractor for the Mission Bay Block 5 & 11 project in San Francisco, CA. We are requesting bid proposals for the GMP Set (95% CD's) from qualified subcontractors including those certified with the Successor Agency to SFRA for DIV 2 (Landscape Only) and DIV 4 -14. Subcontractors will receive an email notification via NewForma to download drawings and provide proposals no later than Monday, December 3, 2012. This project consists of 311,954 sq.-ft. containing 170 units of market-rate apartments for Block 5, ranging from 550 sq.-ft. studios to 1,250 sq.-ft. lofts, with 16,000 sq. ft. of retail space. Block 11 consists of 312,389 sq.-ft. containing 190 units of market-rate apartments, ranging from 540 sq.-ft. studios to 1,380 sq.-ft. lofts and community spaces. The projects, supported by piles, consist of 4 and 5-story residential buildings over 2 levels of parking. The levels above the podium slabs will be Type III and V. The Successor Agency to SFRA participation goal has been established for this project at 31% for MBE Subcontractors and 10% for WBE Subcontractors and we highly encourage all certified firms SBE and LBEs to bid.

To obtain bid and contract documents please email kristinm@nibbi.com. Plans and specifications are available for viewing in Nibbi Brothers General Contractors planroom.

**FAX OR EMAIL PROPOSALS TO:
NIBBI BROTHERS GENERAL CONTRACTORS
Fax: 415-241-2951 / Email: bids@nibbi.com.**

For information regarding this project please contact **Elizabeth Crockett**, Preconstruction Manager, via email at elizabethc@nibbi.com.

REQUEST FOR MBE/WBE/OBE
Subcontractors & Suppliers For:
**DEPARTMENT OF WATER AND POWER
OF THE CITY OF LOS ANGELES
No. RFP90086**

POWER Engineers, Inc. will be seeking the following services:

- Electrical Contractors
- Electrical Rental Equipment

If interested and for information on availability of plans and specifications and for any questions including assistance with bonding, lines of credit, and/or insurance contact: Tammy Nettinga @ 208-288-6322

EEO/AA Employer

REQUESTS FOR BIDS & SUB-BIDS

SKANSKA

is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for the following project

SR79 Winchester Rd – Phase 2 Widening, between Thompson Rd and Scott Rd and Intersection Improvements at Newport Rd

County of Riverside Transportation Department

Contract No.: B4-05273

DBE Goal: 2.9%

Bid Date: November 14, 2012 – 2:00PM

Quotes requested for supplies and services including, but not limited to: Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Water Trucks, Construction Area Signs, Traffic Control System, Flashing Area Sign, Type III Barricade, Fencing, Erosion Control, Portable Delineator, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Temporary Railing, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Cold Place Concrete Pavement, Concrete Barrier, Clearing and Grubbing, Roadway Excavation, Develop Water Supply, Structure Excavation, Structure Excavation (Retaining Wall), Structure Backfill, Erosion Control, Fiber Rolls, Corrugated Steel Pipe Conduit, Class 2 Aggregate Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Structural Concrete (Retaining Wall), Minor Concrete, Bearing, Bar Reinforcing Steel (Retaining Wall), Roadside Sign, Install Sign, Reinforced Concrete Pipe, Plastic Pipe, Corrugated Steel Pipe, Alternative Flared End Section, Precast Concrete Pipe, Rock Slope Protection, Slope Paving, Minor Concrete, Rock Slope Protection Fabric, Miscellaneous Metal, Miscellaneous Iron and Steel, Chain Link Fence, Survey Monument, Chain Link Railing, Pipe Handrail, Tubular Handrail, Cable Railing, Transition Railing, Terminal System, Crash Cushion, Concrete Barrier, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Paint Traffic Stripe, Pavement Marker, Signal & Lighting, Lighting & Sign Illumination, Interconnection Conduit & Cable, Fiber Optic Conduit, Electric Service (Irrigation, Traffic Monitoring Station) Closed Circuit TV System, Ramp Metering System.

Plans and Specifications are available for view at our main office in Riverside.

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. Please call if you need assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. 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 or waivers required are Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by 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 Operating Engineers, Laborers, Cement Masons Carpenters unions and Teamsters. Subcontractors must provide weekly, one (1) original and (1) copy of all certified payrolls, including non-performance, and fringe benefit statement if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. All interested subcontractors, please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. Skanska is an equal opportunity employer

Skanska Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 92509

Ph: (951) 684-5360 • Fax: (951) 788-2449 • Contact: Ham Kazerooni • Ham.Kazerooni@skanska.com

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

Subcontractors: Masonry

**Donner Summit Public Utility District
WW Facilities Upgrades and Expansion
Project (REBID)**

Location: Soda Springs, CA

Bid Date: November 15, 2012 @ 2:00 PM

SYBLON REID

P.O. BOX 100 • Folsom, CA 95763 • Phone: (916) 351-0457 • Fax: (916) 351-1674

Contact: **Karen Reichenberger**

Plans and specs are available for review at Syblon Reid office and upon request will provide assistance with drawings and specifications.

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds. Upon approval of 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 assistance with plans and specifications or help meet other requirements.

Requesting quotes from San Francisco Small and Micro-LBE's and SFPUC certified LBE's for the following project:

**San Antonio Backup Pipeline - Contract WD-2575
LOCATION: Sunol, CA**

OWNER: San Francisco Public Utilities Commission

BID DATE: November 15, 2012 @ 1:00 PM

SUBMIT BIDS BY: November 14, 2012 at 5:00 PM

Work includes but is not limited to the following:

Surveying, sawcutting, demolition, noise and vibration control, security, erosion control, traffic control, janitorial services, testing, dewatering, excavating, aggregate supplier, concrete and misc. concrete accessories supplier, hauling/trucking, geotechnical instrumentation and monitoring, asphalt concrete pavement, pavement markings, concrete paving, chain link fencing, landscaping, hydroseeding, rebar supplier/rebar tying, structural steel fabrication, misc. metals, welding, thermal and moisture projection, coating and lining, corrosion control, electrical and instrumentation. Quotes are due no later than 5:00 PM on Wednesday, November 14, 2012. Bid documents are available from: SFPUC - 415-551-4603. The project is under the SFPUC Project Labor Agreement. The agreement may be viewed on the SFPUC website (www.sfwater.org). For assistance in obtaining Bid Documents, detailed information on scopes of work being subcontracted, the relevant terms and conditions of the contract or any questions, please contact:

Oscar Renda Contracting, Inc.

Janie Rodriguez

608 Henrietta Creek Road • Roanoke, TX 76262

Phone: 817-491-2703 • Fax: 866-491-1627

e-mail: Janie@oscarrenda.com or
bidding@oscarrenda.com

Finding Subcontracting

Continued from page 1

panies because decisions have to go through many channels. Keep checking in with your contact; the more you interact, the more you'll learn about the company you're targeting, its needs, and how your business could provide solutions.

It's worth following employee movement within your targeted corporations. If a prospect you've been pitching (with no results) leaves, a dead end can actually become a great opportunity. New personnel are often eager to "clean house" of existing subcontractors, which can open the door for your company to earn the business.

Source: *AllBusiness.com*

REQUESTS FOR BIDS & SUB-BIDS



Crenshaw/LAX Transit Corridor Design-Build Project
LA County Metropolitan Transportation Authority
RFP No.: C0988
DBE Goal: 20%
Subcontractor Proposal Due Date: Nov 20, 2012 – COB
www.kiewit-skanska-traylor-jv.com

The Skanska Traylor Kiewit JV team is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for the Crenshaw/LAX Transit Corridor Project. Quotes will be requested from supplier, subcontractor and service companies. A list of available scopes of work will be available on our public outreach site listed above. If you are interested in joining our team for this project, please visit our website and complete the Contractor's Questionnaire. You will then be contacted via email to complete your company specific login to our project exclusive team site. Information posted there will include: scope specific documents, sample contracting documents, project announcements, owner documents, etc.

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

STK is an Equal Opportunity Employer

STK Estimating Dept:

1995 Agua Mansa Rd, Riverside, CA 92509 – Ph: (951) 684-5360 Fax: (951) 788-2449

REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

Tustin Ave/Rose Drive Grade Separation • OCTA IFB 2-1485
Orange County
Bids: November 20, 2012 at 11:00 am

This is a highway project with the typical items of work associated, but not limited to: Aggregate, Rip Rap Material, Bridge Deck Overlay, CIDH Pile, Clear and Grubbing, Concrete Barrier, Concrete Crack Sealing, Construction Area Signs, Consult - Enviro Compliance, Core and Saw, Demo Bridge, Demo Minor, Earthwork and Base, Imported Borrow, Electrical H'Way, Fence & MBGR, Minor Flat Concrete, Joint Seals, K-Rail, Landscape, Erosion Control, Metal Bridge Rail, Minor Concrete Structure, Pavement Grinding, Paving PCC, Plane A C, Paving ASPH Concrete, A C Dike and Misc, Pile Drive, Pipe - Coor Steel, Precast Concrete Pipe, Prestress Concrete, Ready Mix Concrete, Rebar, Rock Slope Protect, Sign Structures, Signs Roadside, Stripe and Mark, Structure Excavate Bridge, Structure Excavate Site, Traffic Control, Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available to registered vendors from CAMM NET at: <https://cammnet.octa.net> or by contacting C.C. Myers at kmarran@ccmyersinc.com. Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.



C.C. Myers, Inc.

3286 Fitzgerald Rd. Rancho • Cordova, CA 95742 916-635-9370 • Fax 916-635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications. C.C. Myers, Inc., is a Union Contractor.

AN EQUAL OPPORTUNITY EMPLOYER.

SKANSKA

is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for the following project

Pavement Rehabilitation – Near Needles from 0.5 Mile West of Tank Tower Ditch to Buzzard Wash District 8, Route I-40
Contract No.: 08-OK2704
DBE Percentage: 6%
Bid Date: Nov. 15, 2012 @ 2:00 PM

Quotes requested for supplies and services including, but not limited to: Biological Monitor, Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Flashing Area Sign, Type III Barricade, Erosion Control, Portable Delineator, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Erosion Control, Lean Concrete Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Seal Pavement Joining, Alternative Flared End Section, Crash Cushion, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Paint Traffic Stripe, Pavement Marker, Traffic Monitoring Station.

Plans and Specifications are available for view at our main office in Riverside or on the California Department of Transportation website http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. Please call if you need assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. 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 or waivers required are Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by 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 Operating Engineers, Laborers, Cement Masons, Carpenters unions and Teamsters. Subcontractors must provide weekly, one (1) original and (1) copy of all certified payrolls, including non-performance, and fringe benefit statement if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. All interested subcontractors, please indicate any lower tier DBE participation offered on your quotation as it will be evaluated with your price. Skanska is an Equal Opportunity Employer

Skanska Estimating Dept: 1995 Agua Mansa Rd,
 Riverside, CA 92509
 Ph: (951) 684-5360 • Fax: (951) 788-2449 • Contact:
 Jeff Russell • Jeffrey.russell@skanska.com

REQUESTS FOR BIDS & SUB-BIDS

SKANSKA

is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for the following project

Pavement Rehabilitation – In and Near Needles from Buzzard Wash to the Arizona State Line

District 8, Route I-40

Contract No.: 08-OK2604

DBE Percentage: 7%

Bid Date: Nov. 08, 2012 @ 2:00 PM

Quotes requested for supplies and services including, but not limited to: Biological Monitor, Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Flashing Area Sign, Type III Barricade, Erosion Control, Portable Delineator, Temporary Pavement Marking, Temporary Traffic Stripe, Channelizer, Portable Changeable Message Signs, Temporary Crash Cushion Module, Metal Beam Guard Railing, Roadside Signs, Erosion Control, Lean Concrete Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Seal Pavement Joining, Alternative Flared End Section, Crash Cushion, Thermoplastic Pavement Marking, Thermoplastic Traffic Stripe, Paint Traffic Stripe, Pavement Marker, Traffic Monitoring Station.

Plans and Specifications are available for view at our main office in Riverside or on the California Department of Transportation website http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. Please call if you need assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. 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 or waivers required are Additional Insured End., Primary Wording End., and a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope. Subcontractors may be required to furnish performance and payment bonds in the full amount of their subcontract by an admitted surety and subject to approval by 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 Operating Engineers, Laborers, Cement Masons, Carpenters unions and Teamsters. Subcontractors must provide weekly, one (1) original and (1) copy of all certified payrolls, including non-performance, and fringe benefit statement if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. All interested subcontractors, please indicate any lower tier DBE participation offered on your quotation as it will be evaluated with your price. Skanska is an Equal Opportunity Employer.

Skanska Estimating Dept: 1995 Agua Mansa Rd, Riverside, CA 92509

Ph: (951) 684-5360 • Fax: (951) 788-2449 • Contact: Jeff Russell • Jeffrey.russell@skanska.com

Sub-Bids Requested From Qualified UDBE/DBE Subcontractors & Suppliers

**For Construction on State Highway in Los Angeles County
In and Near Los Angeles From San Fernando Road Overhead To 0.2 Mile South of**

Weldon Canyon Overcrossing

Project ID 0700021271

Location: 07-LA-5-C43.9/C46.4

Contract No. 07-252614

Bid Date: 11/8/2012 @ 2:00PM

We have information about the plans, specifications, and requirements in our office located at 14425 Joanbridge Street, Baldwin Park, CA. Our office hours are 8:00 am to 4:30 pm. Copying service are available.

Chumo Construction, Inc.

14425 Joanbridge Street • Baldwin Park, CA 91706 • Phone: (626) 960-9502 • Fax: (626) 960-3887

Contact: George Chumo

100% Performance and Payment bonds with a surety company subject to approval of Chumo Construction Company, Inc. are required of subcontractors for this project. Chumo Construction will pay bond premium up to 1.5%. Subcontractors will be required to abide by terms and conditions of the AGC Master Labor Agreements and to execute an agreement utilizing the latest AGC Standard Long Form Subcontract incorporating prime contract terms and conditions, including payment provisions. Chumo Construction's listing of a Subcontractor is not to be construed as an acceptance of all the Subcontractor's conditions or exceptions included with the Subcontractor's price quote. Chumo Construction requires that Subcontractors and Suppliers price quotes be provided at a reasonable item prior to the bid deadline to enable a complete evaluation. For assistance with bonding, insurance or lines of credit contact George Chumo at 626-960-9502.

An Equal Opportunity Employer

REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

Rt 126 – Commerce Center Drive

Los Angeles County Department of Public Works

Project ID No. RDC0014507

Los Angeles County

Bids: November 15, 2012 at 11:00 am

This is a highway project with the typical items of work associated, but not limited to: Aggregate, Rip Rap Material, Bridge Deck Overlay, CIDH Pile, Clear and Grubbing, Concrete Barrier, Concrete Crack Sealing, Construction Area Signs, Consult - Enviro Compliance, Core and Saw, Demo Bridge, Demo Minor, Earthwork and Base, Imported Borrow, Electrical H'Way, Fence & MBGR, Minor Flat Concrete, Joint Seals, K-Rail, Landscape, Erosion Control, Metal Bridge Rail, Minor Concrete Structure, Pavement Grinding, Paving PCC, Plane A C, Paving ASPH Concrete, A C Dike and Misc, Pile Drive, Pipe - Coor Steel, Precast Concrete Pipe, Prestress Concrete, Ready Mix Concrete, Rebar, Rock Slope Protect, Sign Structures, Signs Roadside, Stripe and Mark, Structure Excavate Bridge, Structure Excavate Site, Traffic Control, Trucking.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available through LA County Department of Public Works at: http://dpw.lacounty.gov/general/contracts/opportunities/CONS/ProjectDetailAdv.aspx?project_id=RDC0014507.

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.



C.C. Myers, Inc.

3286 Fitzgerald Rd. Rancho • Cordova, CA 95742 916-635-9370 • Fax 916-635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications. C.C. Myers, Inc., is a Union Contractor.

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