

SBE NEWS ALERT

How to Invest in the Tech Powerhouse Rising in Asia



By William Patalon III

The world's next big center for semiconductor production isn't going to be somewhere on the U.S. West Coast.

It won't be in South Korea, Taiwan, or somewhere in mainland China.

It will be Ho Chi Minh City, in an increasingly powerful Vietnamese tech economy...

The Spike in Production

Next year, the CPUs for 80% of the world's new PCs will be produced at an Intel Corp. (Nasdaq: INTC) plant in the Saigon Hi-Tech Park (SHTP) near Ho Chi Minh City.

The Intel Vietnam CPU line is the latest addition to a major chip assembly-and-testing plant that dates back to 2006. New system-on-a-chip (SoC) platforms for smartphones and tablets have been produced at the Vietnam plant since the beginning of this year. By the time the curtain falls on 2014, that portion of the plant will have churned out 40 million SoCs.

All of "these products will service customers from all over the world and have a positive impact on export turnover and the development of Vietnam high technology," Intel Vietnam CEO Sherry Boger told the *Vietnam Investment Review*.

She's right: This tale is about much more than a single plant.

In a story we've been following for you almost since its beginning, Intel first announced its Vietnam plant as a \$300 million investment back in 2006. Just one year later, Intel more than tripled its planned investment to \$1 billion.

The Intel Vietnam plant – the size of six football fields – became operational in 2010. It accounted for \$1.8 billion in exports this year. And that total will surge in 2015.

So will the beneficial ripple effects – which underscore the big-time profit opportunity that Vietnam represents.

We've been talking about Vietnam's long-term investment potential for more than two years. In fact, our analysis grabbed some air-time attention on a "Voice of Vietnam" international broadcast.

Even Barron's – in a recent cover story – sees Vietnam as one of the world's most-promising profit plays.

We were a bit early with our "call" on Vietnam.

But we weren't wrong.

And our story about Intel underscores the massive upside we see from this emerging Southeast Asian economy.

Today we're going to share the rest of that story – and show you how to cash in.

Vietnam Is Now Planting the Seeds of Wealth

B.C. Forbes, the Scottish journalist who founded Forbes magazine, once said "it is only the farmer who

■ Continued on page 6

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Contact Info:

703 Market Street, Suite 1000

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Email: sbe@sbeinc.com

Website: www.sbeinc.com

Phone: (415) 778-6250, (800) 800-8534

Fax: (415) 778-6255

Publisher of
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weekly newspaper

California Sub-Bid Request Ads

REQUEST FOR DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 80 Drainage Repairs - Fairfield
Caltrans #04-1SS574

BID DATE: January 7, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, WPCP, Sweeping, Temp. Fencing, Wood Mulch, Fiber Rolls, AC Dike and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Donat Galicz

An Equal Opportunity Employer

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 DVBE 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.

REQUEST FOR DVBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 35 Overlay - Saratoga
Caltrans #04-3E4204

BID DATE: January 7, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, WPCP, Sweeping, Cold Plane AC, Shoulder Backing, Crack Treatment, Geosynthetic Pavement Interlayer, Data Core, Tack Coat, Striping & Marking and Construction Materials

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REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Milpitas Station Surface Parking and Roadway
Contract C740 (13002F)

Santa Clara Valley Transit Authority

BID DATE: December 17, 2014 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Construction Staking, SWPPP, Flagging, Sweeping, Temp. Hydraulic Mulch, Temp. Fence, Construction Area Signs, Clearing & Grubbing, Develop Water Supply, Erosion Control, Irrigation, Import Topsoil, Bio Retention Basin, Roadside Sign, Underground, Rock Slope Protection, Minor Concrete, Detectable Warning Surface, Misc. Iron & Steel, Bollard, Survey Monument, Striping & Marking, Signals & Lighting, Fire Hydrant, Minor Structures, Porous Paving System, Bollards, Underground, Security Infrastructure and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Greg Souder

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Seeking MBE, DVBE, DBE, WBE, Underutilized/Disadvantaged Business Enterprise (U/DBE) subcontractors and suppliers for

SR 15 Mid-City Bus Rapid Transit (BRT) Project

IFB No. 5007000 (CIP No. 1201507)

Project Owner: San Diego Association of Governments (SANDAG)

Project Location: San Diego, CA

Bid Date: January 28, 2015

Trades: SWPPP, Traffic Control, Striping, Fence, Signage, Landscaping, AC Paving, CIDH, Rebar, Coatings, Glass/Glazing, Jack & Bore, Misc. Metal/Structural Steel, Barrier, Electrical, Elevator

Pulice Construction, Inc.

591 Camino de la Reina, Suite 1250 • San Diego, CA 92108

Phone: (619) 814-3705 • Fax: (619) 814-3770

Contact: Arinda Cale, acale@pulice.com; Kimberly Bell, kbell@pulice.com

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Best Contracting Services, Inc.

Is requesting bids from all LBE, SBE Suppliers, Subcontractors and Truckers for the following Project:

City of Richmond

Recreation Center Roof Replacement

Owner: City of Richmond

Bid Date: Jan. 8, 2015 at 2:00 P.M.

Trades included but not limited to: Material Supplier, Trucking, Demolition, ACM Removal

To request plans and specs please go to city website: www.ci.richmond.ca.us/bids

Contact: Candys/Tom Ryan with any questions at P: (310) 328-6969, F: (310) 328-9176

E: tryan@bestcontracting.com, cruffin@bestcontracting.com

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California Sub-Bid Request Ads

James E. Roberts-Obayashi Corporation is seeking proposals from all interested subcontractors and suppliers for the:

**Daggett Place Park • Project Loc.: 1000 16th St., San Francisco, CA
December 18, 2014**

Start Date: September 2015 (Duration 7 months)

Local LBE goals apply

This project also has a 50% local hiring requirement.

This project includes a new public park

This is a prevailing wage project.

SBE/LBE/MBE/WBES are encouraged to bid. If interested in bidding this work please contact June Gilmore via email @ juneg@jercorp.com

JAMES E. ROBERTS-OBAYASHI CORP.

20 Oak Court, Danville, CA 94526 • 925-820-0600 FAX 925-820-1993

WE ARE AN EQUAL OPPORTUNITY EMPLOYER

REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 80, 580 Overlay Oakland

Caltrans #04-4H2214

BID DATE: January 15, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Portable Changeable Message Sign, Water Pollution Control Program, Sweeping, Treated Wood Waste, Noise Monitoring, Adjust Inlet, Cold Plane AC, Clearing & Grubbing, Roadway Excavation (Type Z-2, Aerially Deposited Lead), Shoulder Backing, Structure Excavation (Type Z-2, Aerially Deposited Lead), Fiber Weed Control Mat, Rolled Erosion Control Product, Hydromulch, Fiber Rolls, Hydroseed, Rapid Strength Concrete Base, Lean Concrete Base Rapid Setting, Base Bond Breaker, High Friction Surface Treatment Epoxy Resin, Prepaving Inertial Profiler, AC Dike, Geosynthetic Pavement Interlayer, Rumble Strip, Data Core, Tack Coat, Jointed Plane Concrete Pavement (RSC), Drill and Bond (Dowel Bar), Isolation Joint Seal, Grind Concrete Pavement, Structural Concrete (Approach Slab), Minor Concrete, Joint Seal, Panel Sign, Roadside Sign, Misc. Iron & Steel, Delineator, Object Marker, Midwest Guardrail System, Vegetation Control, Transition Railing, Crash Cushion, Concrete Barrier, Striping & Marking, Electrical, Traffic Operation System and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Jean Sicard

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REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

Hwy 29 Bridge Replacement, Calistoga

Caltrans #04-4A0904

BID DATE: January 21, 2015 @ 2:00 PM

We are soliciting quotes for (including but not limited to): Trucking, Lead Compliance Plan, Construction Area Signs, Traffic Control System, Flashing Beacon (Portable), Portable Changeable Message Sign, Temp. Crash Cushion Module, SWPPP, Rain Event Action Plan, Storm Water Sampling & Analysis, Storm Water Annual Report, Sweeping, Water Quality Sampling & Analysis, Water Quality Monitoring Report, Temp. Wildlife Exclusion Fence, Work Area Monitoring (Bridge), Bridge Removal, Clearing & Grubbing, Develop Water Supply, Dust Palliative, Structure Excavation, Structure Backfill, Concrete Backfill, Lean Concrete Backfill, Imported Borrow, Soil Amendment, Commercial Fertilizer, Planting & Irrigation, Imported Biofiltration Soil, Hydromulch, Hydroseed, Compost, AC Dike, Tack Coat, Steel Soldier Pile, Structural Concrete, Minor Concrete, Ashlar Stone Texture, Precast Prestressed Concrete Girder, Joint Seal, Bar Reinforcing Steel, Roadside Signs, Timber Lagging, Clean and Paint Solider Piling, Prepare & Stain Concrete, Stain Galvanized Surfaces, Anti-Graffiti Coating, Underground, Rock Slope Protection, Minor Concrete, Misc. Iron, Steel & Metal, Fencing, Delineator, Object Marker, Special Marker, Midwest Guardrail System, Tubular Bicycle Railing, Transition Railing, End Cap, Concrete Barrier, Striping & Marking and Construction Materials

O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone: 510-526-3424 • FAX: 510-526-0990

Contact: Jean Sicard

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Gallagher and Burk, Inc. is soliciting for DBEs for the following project:

**2014 PAVEMENT REHABILITATION PROGRAM –
PROJECT NO. C3074**

FEDERAL AID PROJECT NO. RSTP-5239 (024)

OWNER: CITY OF EL CERRITO

10890 San Pablo Avenue, El Cerrito, CA 94530

BID DATE: DECEMBER 16, 2014 @ 2:00 P.M.

We hereby encourage responsible participation of local Disadvantaged Business Enterprises, and solicit their subcontractor or materials and/or suppliers quotation for the following types of work including but not limited to: **ADJUST IRON, COLD PLANE, CONSTRUCTION AREA SIGN, CRACK SEALING, ELECTRICAL, EMULSION SUPPLIER, MINOR CONCRETE, ROADSIDE SIGNS, STRIPING, TRUCKING, STREET SWEEPING, HOT MIX ASPHALT (TYPE A) MATERIAL.**

100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by Gallagher & Burk, Inc. Gallagher & Burk, Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting Gallagher & Burk, Inc.'s requirements. Please call if you need assistance in obtaining bonding, insurance, equipment, materials and/or supplies. Plans and specifications are available for review at our office.

Gallagher & Burk, Inc.

344 High Street • Oakland, CA 94601

Phone: (510) 261-0466 • FAX (510) 261-0478

Estimator: Alan McKean

Website: www.desilvagates.com

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**Looking for
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and Suppliers?**

Call 1-800-800-8534

or visit us at www.sbeinc.com

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California Sub-Bid Request Ads

Turner

City of San Jose Tenant Improvements and Office Restack REQUEST FOR LUMP SUM PROPOSALS Request for Proposal and Proposals from MBE/WBE/DVBE

Proposals and Pre-qualifications are due, January 5, 2015 at 3:00PM

Turner Construction is accepting lump sum proposals from Union Contractor's only for the City of San Jose Tenant Improvement and Office Restack.

Project Description:

Tenant Improvements for 37,000 s.f. over 3 floors of office build out in the existing City Hall Wing and various tenant improvements of approximately 50,000 s.f in the existing tower building.

Project Schedule:

Proposals and Pre-qualifications are due, January 5, 2015 at 3:00PM
Construction is January 2015 to September 2015

Prequalification:

PREQUALIFICATION PACKAGES MUST BE COMPLETED AND SUBMITTED PRIOR TO OR WITH YOUR BID PROPOSALS. AWARDS WILL ONLY BE MADE TO CONTRACTORS WITH AN APPROVED PRE-QUALIFICATION. TO RECEIVE THE PRE-QUALIFICATION PACKAGE (THIS IS THE STANDARD TURNER PRE-QUALIFICATION PACKAGE, NOT PROJECT SPECIFIC), E-MAIL: turnersfbids@tcco.com

Project Documents:

Project Documents will be available December 15, 2014, to receive the link to the project bid site, please e-mail: turnersfbids@tcco.com

QUESTIONS DURING PROPOSAL PROCESS

Direct all questions to Turner Construction via fax, attention Purchasing Department at 415-705-7949 (FAX) or e-mail at: turnersfbids@tcco.com

Bid Packages Turner Construction is signatory to the Carpenters and Laborers Union. For this project, all trades must be Union and all contractors are required to pay at a minimum State Prevailing Wage.

BP#01 - Demolition: vol +/- \$200,000	BP#08 - Acoustical Ceiling Tile: vol +/- \$500,000
BP#02 - Misc Steel / Structural Steel: vol +/- \$95,000	BP#09 - Flooring: vol +/- \$340,000
BP#03 - Millwork / Finish Carpentry: vol +/- 330,000	BP#10 - Painting: vol +/- \$230,000
BP#04 - Doors / Frames / Hardware: vol +/- \$340,000	BP#11 - Misc Accessories: vol +/- \$10,000
BP#05 - Operable Partition: vol +/- \$150,000	BP#12 - Signage: vol +/- \$100,000
BP#06 - Glass & Glazing: vol +/- \$250,000	BP#13 - Equipment: vol +/- \$10,000
BP#07 - Drywall: vol +/- \$880,000	BP #14 - Window Treatments: vol +/- \$40,000
	BP #15 - Ceramic Tile: vol +/- \$10,000

ARCADIS is requesting DBE subcontractor's proposals for the RFQ to Caltrans District 4 Construction Claims Support Services (#04A4611). ARCADIS is seeking participation by highly qualified DBE certified firms with previous experience providing Construction Claims services. Previous experience working with Caltrans and a strong understanding of the local environment and laws, ordinances, regulation, policies, and permitting is preferred. ARCADIS has identified the following positions made available to DBE firms:

ARCADIS is seeking participation by highly qualified DBE certified firms with previous experience providing services for Construction Inspection projects. Previous experience working with Caltrans and a strong understanding of the local environment and local laws, ordinances, regulations, policies, and permitting is preferred. ARCADIS has identified the following positions made available to DBE firms:

- Construction Claims Engineer / Construction Contract Claims Engineer / Construction Claim Analyst
- Construction Claims Schedule Engineer / Construction Contract Claims Schedule Engineer / Construction Claims Schedule Analyst

The RFQ is available through BidSync or with Chrystal Adams (chrystal.adams@arcadis-us.com), phone 860.503.1506. ARCADIS can provide information on plans, specifications and requirements for this procurement. Assistance in obtaining bonds, lines of credit, insurance and/or technical assistance is available. If your firm is interested in submitting your qualifications, submit your letter of interest, statement of qualifications, and services/positions for which to be considered to Chrystal Adams on or before December 16, 2014. Late submittals will not be accepted. Qualification can be submitted by mail, fax, or email (email preferred).

ARCADIS

213 Court Street, Suite 700, Middletown, CT 06457
Email: chrystal.adams@arcadis-us.com
Phone: 860.503.1506 • Fax: 860.503.1506

RGW Construction Inc. is seeking all qualified DVBE (Disabled Veteran Business Enterprises) for the following project:

STATE HIGHWAY IN SANTA CLARA COUNTY NEAR SARATOGA FROM ROUTE 9 TO SAN MATEO COUNTY LINE

Contract No. 04-3E4204

Engineer Estimate: \$1,170,000 - 45 Working Days

Goal: DVBE 3%

Bids: January 7th, 2015 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Construction Area Signs, Traffic Control, Cold Plane, Asphalt Paving, Grinding, Thermoplastic and Painted Traffic Stripe & Marking, Pavement Marking, Message Signs, Lighting & Sign Illumination, SWPPP Planning, Water Truck, Sweeper, & Trucker.

Scope of Work: Rubberized asphalt concrete overlay.

RGW is willing to breakout any portion of work to encourage DVBE participation. Contact us for a specific item list.

Plans and Specs are available to view and copy at our office or the Caltrans website www.dot.ca.gov/hq/esc/oe/. Contact Mark Bosio 925-606-2400 mark.bosio@rgwconstruction.com for any questions, including bonding, lines of credit, or insurance or equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

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Public Legal Notices

Hunters Point Shipyard Phase I in San Francisco Opportunity to Perform HPS1 – Hillpoint Regional Park & Coleman Bluff Path Construction during the development of Hunters Point Shipyard Phase I in San Francisco.

Lennar Urban is requesting qualified, interested construction firms to respond to a public request for proposals to perform

HPS1 – Hillpoint Regional Park & Coleman Bluff Path Construction for Hunters Point Shipyard Phase I Redevelopment

For more information, please visit:

<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=8939>

The Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for Construction Subcontracting.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Coordination Meeting and Job Walk:

**December 19, 2014 @ 10:00 AM
HUNTERS POINT SHIPYARD
Building 101
101 Horn Ave • San Francisco, CA 94124
Proposals must be submitted by
January 7, 2015 @ 2:00 PM (PST).**

Candlestick Point in San Francisco Opportunity to Perform Construction Manager for Hunters Point Shipyard – Phase 1 during the development of CANDLESTICK POINT in San Francisco.

Lennar Urban is requesting qualified, interested construction firms to respond to a public request for proposals to perform

Construction Manager for Hunters Point Shipyard – Phase 1 for Candlestick Point Redevelopment

For more information, please visit:

<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=8854>

The Successor to the San Francisco Redevelopment Agency (SFRA) has established the 50% Small Business Enterprise (SBE) Participation goal for Construction Subcontracting.

Respondents are encouraged to check this website regularly for updates.

Pre-Bid Coordination Meeting and Job Walk:

**December 4 at 10:00 AM
Lennar Urban
1 Sansome Street, Suite 3200
San Francisco, CA 94104
Proposals must be submitted by
December 18, 2014 @ 2:00 PM (PST).**

**CITY & COUNTY OF SAN FRANCISCO
DEPARTMENT OF PUBLIC WORKS**

**Contract No. 2350J
(ID No. FCE14132)**

VARIOUS LOCATIONS CURB RAMPS #6

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on January 7, 2015**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at www.sfdpw.org/biddocs, or purchased on a CD format from 1155 Market Street, 4th Floor, San Francisco, California 94103, telephone 415-554-6229, for a non-refundable \$15.00 fee paid by cash or check to "Department of Public Works". Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at www.sfdpw.org for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work is located at various intersections throughout San Francisco and consists of curb ramp construction, traffic routing and striping and all associated work. The time allowed for completion is 180 consecutive calendar days. The Engineer's estimate is approximately \$370,000. For more information, contact the Project Manager, Amy Lam at (415) 437-7048.

This Project shall incorporate the required partnering elements for **Partnering Level 1**. Refer to Section 01 31 33 for more details.

Pursuant to San Francisco Administrative Code (SFAC) Section 6.25, "Clean Construction" is required for the performance of all work.

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items With Unit Prices basis. Progressive payments will be made.

The Contract will be awarded to the lowest responsible responsive bidder.

A Bid may be rejected if the City determines that any of the bid item prices are materially unbalanced to the potential detriment of the City.

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is **25% LBE**. Call James Soncuya at 415-558-4080 for details. In accordance with SFAC Chapter 14B requirements, all bidders, except those who meet the exception noted below, shall submit documented good faith efforts with their bids and must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to CMD Form 2B for more details. Exception: Bidders who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements.

A pre-bid conference will be held on **December 15, 2014; 1:30 p.m.**, at 1680 Mission Street, 4th Floor.

For information on the City's Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. SFAC Sec. 6.22(A) requires all construction greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

Class "A" license required to bid.

In accordance with San Francisco Administrative Code Chapter 6, no bid is accepted and no contract in excess of \$400,000 is awarded by the City and County of San Francisco until such time as the Mayor or the Mayor's designee approves the contract for award, and the Director of Public Works then issues an order of award. Pursuant to Charter Section 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Department of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with SFAC Chapter 12P, Minimum Compensation Ordinance.

This Project is subject to the requirements of the San Francisco Local Hiring Policy for Construction ("Policy") as set forth in Section 6.22(G) of the SFAC. Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Section 00 73 30 of the Project Manual for more information.

Bidders are hereby advised that the Contractor to whom the Contract is awarded must be certified by the Human Rights Commission as being in compliance with the Equal Benefits Provisions of Chapter 12B of the City's Administrative Code within two weeks after notification of award.

If a bidder objects on any ground to any bid specification or legal requirement imposed by this Advertisement for Bids, the bidder shall, no later than the 10th working day prior to the date of Bid opening, provide written notice to the Contract Administration Division, Department of Public Works, setting forth with specificity the grounds for the objection.

Right reserved to reject any or all bids and waive any minor irregularities.

12/11/14
**CNS-2697170#
SMALL BUSINESS EXCHANGE**



UCLA

GENERAL NOTICE

Please refer to the below-listed website for public notices of prequalification and bidding opportunities at UCLA:

<http://www.capitalprograms.ucla.edu/Contracts/ProjectsCurrentlyBidding>

If you would like to register to receive free email notifications of bidding opportunities at UCLA, please refer to the website below:

<http://www.capitalprograms.ucla.edu/About/NotificationSubscription>

How to Invest in the Tech Powerhouse Rising in Asia

■ Continued from page 1

faithfully plants seeds in the spring, who reaps a harvest in the autumn.”

He's right about seeds leading to windfall harvests: That's the essence of investing – global or personal.

And Intel Vietnam is accelerating its planting – in hopes of reaping a financial bounty. For instance, the company wants to:

- Develop a local supply chain so it can “source” needed materials right in Vietnam.
- Establish strategic alliances and foster the kind of tech-sector network that will help Vietnam develop its own semiconductor industry.
- Work with Ho Chi Minh City to establish an education-and-training program for engineers and technicians for the semiconductor industry.
- Work through the parent company's Intel Capital venture-funding unit to invest in any companies that meet its Vietnam business growth strategy.

That last item is no small thing. According to market researcher CB Insights, since the start of 2009, Intel Capital has realized the highest number of deal “exits” – either mergers and acquisitions or initial public offerings (IPOs) – of any investor. Even the No. 2 and No. 3 venture firms – the Cisco Investments unit of Cisco Systems, Inc. (Nasdaq: CSCO) and the Motorola Solutions Venture Capital group – fail to come close.

These “exits” are the transactions (either buyouts or stock offerings) that let initial investors “cash out” and recoup their investment. In other words, an exit is like the Silicon Valley version of the Good Housekeeping Seal of Approval on a venture deal – and represents a successful investment, or financial harvest.

Over the last five years, Intel has done this better than anyone – even the venture-capital funds that invest in startups for a living.

During that five-year run, there were 22 corporate-venture or venture-capital investors that recorded 40 or more M&A/IPO exits. Intel Capital topped the list with 100 by itself.

So any venture investments Intel makes in Vietnam are certain to benefit that country's entire tech sector, and not just the chip giant.

Former Intel CEO Paul Otellini said his company “helped put Vietnam on the map for high-tech investment.”

He's right. The investments that have followed Intel include:

- Korea's Samsung Electronics Ltd. (OTCMKTS: SSNLF), which last month announced plans for a new \$3 billion smartphone unit in Vietnam – the biggest investment Vietnam allows at any one time. It will be situated next to an existing \$2 billion Samsung smartphone plant that already employs 16,000 workers.
- L.G. Electronics Inc., Samsung's smaller South Korean rival, which is building a new 4.3-million-square-foot complex to make TVs and appliances – and, eventually, smartphones – as part of a \$1.5 billion investment plan.
- Nokia Corp., which now belongs to Microsoft

Corp. (Nasdaq: MSFT), in July said it would move mobile phone production from China to Vietnam, and in October said it was doing the same from a facility in India. Nokia broke ground for the \$302 million Vietnam plant in April 2012, and began operating at full capacity in June 2013. With the new production, the Nokia plant will be able to produce as many as 45 million units a quarter – with most being exported to markets around the world.

- And Panasonic Corp. (OTCMKTS ADR: PCRFY), which is opening a new manufacturing facility to expand production of wiring devices and circuit breakers.

The bottom line: Foreign investment in Vietnam is booming – especially in tech.

At this year's mid-point, there were 16,300 active foreign direct investment (FDI) projects in Vietnam that have pulled in a collective \$238 billion. Those investors came from 100 countries and territories, and many are among the world's biggest multinational companies.

For calendar year 2013, FDI inflows exceeded \$22 billion, an increase of more than 35% from 2012.

And the country is actively reaching for more. In mid-September, for instance, the second annual Semiconductor Industry Association (SEMI) Vietnam Semiconductor Strategy Summit was held in Ho Chi Minh City. The two-day session drew more than 160 people from Vietnam, Europe, the United States and other countries across Southeast Asia. The obvious goal: To bolster Vietnam's growing presence in the microchip sector.

Moves to Make Now

In a survey last year, the blue-chip consultant McKinsey found that 72% of foreign buyers were planning to cut purchases from China in favor of less-costly markets elsewhere in Asia – especially Vietnam.

Cheaper wages – a big part of any company's costs – are a major draw (Vietnam workers earn about \$250 a month, compared with \$750 in China). But there are at least six other catalysts that will keep attracting all that FDI cash, including:

1. Faster economic growth than you'll see in developed economies (Vietnam's economy grew 5.25% in 2012, 5.42% in 2013 and will grow an estimated 5.9% this year and 6.2% in 2015 – with inflation staying under 3%).
2. Two major free-trade pacts that could take effect next year.
3. Improving infrastructure – including shipping ports, highways, proliferating cargo flights, and water and power.
4. Increasingly business-friendly rules – including hefty tax incentives.
5. A promising work force – with 60% of employment age and a literacy rate of 94% (compared to a global average of 84%).
6. And a broad push for reform – from corruptive practices to wobbly banks.

To have a market worthy of sustained foreign investments, “you need high savings rates, clear land, labor-market freedom, and low-cost labor,” Jonathan Woetzel, a Shanghai-based consultant for McKinsey, told Barron's. “Vietnam is the one that's

most proximate [to China] and has most of these.”

That's why experts say that, within the next decade, companies that currently source all their products from China will shift so that 30% to 40% of that total comes from Vietnam and its neighbor, Cambodia.

It's already happening. Samsung has been shifting production from China, India, and other countries to Vietnam. During 2015, the company expects to ship 40% of its phone handsets from its factories in Vietnam, where its total investment exceeds \$11 billion.

This is the start of a growth story that will create meaningful wealth for folks with the foresight and patience to let this powerful cycle play out, says Thomas Hugger, chief executive of the AFC Asia Frontier hedge fund.

“The move away from China will benefit countries like Bangladesh, Cambodia, Myanmar, and Vietnam over the next five to 10 years,” Hugger told reporters recently. “This massive shift will ultimately increase consumption of basic items in these countries because more people, who currently make their living in the countryside from farming, will be able to find a job and will receive a regular salary, which will be more and more used for consumer items. Thus, both of our funds [AFC Vietnam Fund and AFC Asia Frontier Fund] are about 40% invested in consumer stocks.”

There still aren't a lot of ways to invest directly in Vietnam. But that will change as the market there continues to normalize.

In the meantime, we see two profit plays we like – one direct and the other indirect.

One indirect way is via Intel Corp. (Nasdaq: INTC), a stock that's up 62% (67% with dividends) since we recommended it to you in the July 2013 report “Why We Love the Stock Investors Hate.” We made that recommendation because we knew that Intel was moving into mobile, wearable technology, and the “Internet of Everything,” or IoE. And we knew the chip giant was restructuring its operations – which includes moving PC-chip production to low-cost Vietnam.

We still like Intel for those same reasons.

If you want a direct play, look at the Market Vectors Vietnam ETF (NYSE: VNM), which has \$547 million in assets under management and is up about 8% this year.

As of Oct. 31, 73.1% of the fund's assets were invested in Vietnam, with an additional 9.7% invested in Thailand, one of five countries – along with Vietnam, Cambodia, Myanmar, and Laos – that are often viewed as the “New China.”

If you go with the Vietnam ETF, look at it as a long-term investment. Start out with a smallish investment – less than 1% of your holdings – and look to add gradually on declines until you have the position you want.

Use a multi-year horizon on this one.

Down the road, you'll be glad you did.

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