



# Why Ads Are Worth Reading Every Time

By Leslie McMillan

Your mission in life is to fulfill your purpose. Certainly, that is true on a personal level. It can also be true in your business or community enterprise. You are receiving this instrument of communication—and others like it—from Small Business Exchange Northeast because somehow, sometime, somewhere, you took concrete steps to participate in the great and worthy purpose of public involvement through business or service, including building or supplying public projects or institutions.

We have walked that road, too. For over thirty-two years, Small Business Exchange has existed to help connect small businesses, prime contractors, large businesses, agencies, groups, organizations, and institutions in the valuable fulfillment of specific projects and opportunities.

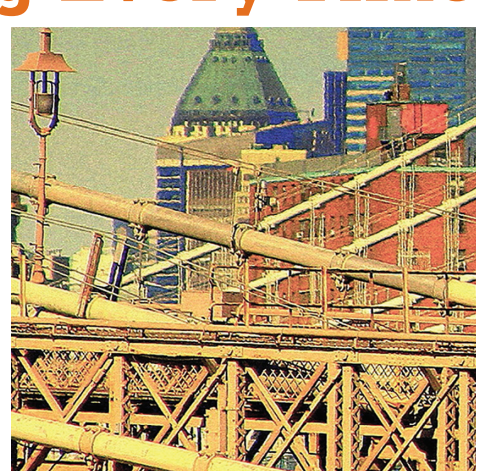
When we send you a publication, post a fax or email, make a telephone call, or update our website, we are providing information that can advance the purpose of your enterprise.

From the basic value of expanding worthwhile knowledge to the potential gain of landing a great contract, you will truly benefit from a few minutes of reading not only the headlines and articles, but especially the advertisements regarding specific projects and active companies with which you might connect.

If you have seen an advertisement before, read it again! The latest edition might have some new details—or you might be in a new situation that warrants another look at a familiar opportunity.

You will find pertinent information on enormous projects that must have small business participation in order to move forward. Most of the readers of these words are small business people. Some of these people and their enterprises are excellent matches for the projects or companies presented here. You might be one of them.

If you think there is a potentially suitable connection between your enterprise and one of the advertised projects or companies, you are just a call or email away from entering a conversation that might prove to be an excellent step forward either now or in the future. The first step need not



be the final step, even if one particular project or company is not a good fit right now.

One of our key purposes at Small Business Exchange Northeast is to encourage small diversity businesses to keep walking a little farther and

Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984

[Click to read more](#)

# Sub-Bid Requests

**American TRAYLOR Bridge**  
 American Bridge Traylor Bros JV is seeking MWBE subcontractors, suppliers, brokers  
[Click for details](#)

**SMALL BUSINESS EXCHANGE NORTHEAST**  
**SBE OUTREACH SERVICES**  
 With over 1.6 million businesses in our active database—the country's largest non-public diversity database—SBE sets the professional standard for diversity outreach across the nation. For three decades, we have served small businesses, prime contractors, and agencies—with proven results.

- Advertisements**  
Placed in various Small Business Exchange Northeast digital publications each month, and at [www.sbenortheast.com](http://www.sbenortheast.com)
- Fax, Email, and Postal Solicitations**  
Targeted mailings sent to businesses chosen according to your criteria
- Live Call Center Follow-Up**  
Telephone follow-up calls using a script of five questions that you define
- Computer Generated Reports**  
Complete documentation that will fit right into your proposal, along with a list of interested firms to contact
- Special Services**  
Custom design and development of services that you need for particular situations such as small business marketing, diversity goal completion, and agency capacity building

Call for more information: 800-800-8534

**SMALL BUSINESS EXCHANGE NORTHEAST**  
 Serving CT, ME, MA, NH, NJ, NY, RI, VT, or any other states that you need to reach

Advertise in our digital **EXTRA**  
 weekly or whenever wherever to whomever you need to reach among agencies contractors diversity firms

**SMALL BUSINESS EXCHANGE NORTHEAST**  
**PUBLIC LEGAL NOTICES**  
 With a database of over 1.6 million businesses, SBE assists agencies with public legal notices

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**SKANSKA**  
 SKANSKA USA CIVIL  
**IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED MWBE SUBCONTRACTORS/VENDORS**  
**North River WWTP Cogeneration and Electrification Project**  
 NYC Department of Environmental Protection Contract No. NR-38  
 Bid Date: February 8, 2017

**Description of project:**  
 The contract includes the installation of a cogeneration system of five cogenerating engines, heat recovery, exhaust treatment, noise reduction, and other auxiliary equipment that will supply combined heat and power to the WWTP. The city has preselected the equipment that will constitute the cogeneration system to be installed under this contract (the "pre-selected equipment") and has entered into a supply and services contract with the designated supplier of such equipment. The contractor will be required upon notice to proceed to enter into a contract with the designated supplier for the purchase and performance of the pre-selected equipment. The contract also includes removal of (5) five main sewage pump combustion engines and drive systems, removal of (5) five multi-stage process air blowers, installation of (5) five three-megawatt generators, installation of new heat recovery and dissipation systems and associated equipment required for the cogeneration system, installation of (1) one new main sewage pump, piping and valves, and a complete pump power train (PPT) for each of the (6) six main sewage pumps. The PPT includes, at a minimum, electric motor, motor controller, shafting, speed reducers, and intermediate line shafting.

**Subcontracting opportunities include, but are not limited to:**  
 Instrumentation, Mechanical, Demolition-Mechanical, Demolition-Structural, Demolition-Electrical, Demolition-Architectural, Pump Supply, Valve Supply Piping Supply, HVAC, Plumbing, Fire Suppression, Fire Alarm, Electrical, Switch Gear Supply, Concrete Surface Repair, Concrete Joint Repair, Concrete Crack Repair, Structural Concrete, Concrete Reinforcing, Container Services, Doors, Louvers, Flood Doors, Terrazzo Flooring, Concrete Topping, Flood Protection, CPM, Masonry, Miscellaneous Metals, Railings, Structural Steel, Fill Materials, Hauling and Disposal, Signs, Cleaning, System Integration, Material Testing, Operation and Maintenance Manuals.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: [Julia.Omanoff@skanska.com](mailto:Julia.Omanoff@skanska.com)

**SKANSKA**  
 SKANSKA USA CIVIL  
**IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED MWBE SUBCONTRACTORS/VENDORS**  
**Enhanced Station Initiative Program Package 2 Project**  
 MTA New York City Transit Contract No. A-36622B  
 Bid Date: February 7, 2017

**Description of project:**  
 The work focuses on improving the customer experience, the continued responsibility of providing a state of good repair in stations, and the development of underlying station aesthetics through construction and design innovation. The work will include make the stations cleaner, brighter, and easier to navigate, by utilizing means such as improved lighting and more intuitive way-finding and will provide amenities such as Wi-Fi and cellular connectivity. This will involve architectural finishes (including painting and signage), structural repairs and modifications, electrical (including lighting, communication, and technology) and mechanical work. The contractor shall undertake the work so as to achieve all the following overall goals:

- Enhance the customer experience at each station
- Make the stations cleaner, brighter, and easier to navigate
- Improve the aesthetics of the stations
- Facilitate increased ridership on the New York City Transit System
- Bring the stations to a state of good repair
- Expedite the delivery of the work

**Subcontracting opportunities include, but are not limited to:**  
 Detectable Warning Tile, Hollow Metal Door Supplier, Subway Furniture, Fare Array Glass Material, Metal Ceiling, Floor Scrubber Machines, Platform Edge Materials, Canopies, Dashboard, Handrails, AFCs, SS Guardrail, SS Handrail, CICs + Map Frames, Cast Alum Treads, Dumpsters, Field Office Equipment, Abatement Subcontractor, Token Booth Subcontractor, Painting Subcontractor, Tile + Stone Subcontractor, Cleaning, Crack and Spall Repair, Electrical Subcontractor, HVAC Subcontractor, Plumbing Subcontractor, Survey Subcontractor, Testing and Inspections.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: [Julia.Omanoff@skanska.com](mailto:Julia.Omanoff@skanska.com)

**SKANSKA**  
 SKANSKA KOCH INC.  
**IS SOLICITING BIDS FROM MWBE SUBCONTRACTORS AND SUPPLIERS CERTIFIED WITH THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY**  
**Replacement of Suspender Ropes and Rehabilitation of the Main Cable**  
 George Washington Bridge between New York and New Jersey  
 PANYNJ Contract No: GWB-244.048  
 Bid Date: February 2, 2017

Subcontracting opportunities include but are not limited to, Painting, Lead Abatement, Containment and Disposal, Electrical—Temporary and Permanent Utilities, Luminaires, Necklace Lighting, Mechanical Piping—Dehumidification Lines and Equipment, Hazardous and Contaminated Material Haul and Disposal, Clearing, Grubbing, Soil and Rock Excavation, Rebar—Furnish and Installation, Fence—Furnish and Installation, Architectural Finishes—Pedestrian Walkway Tiling, Railing, Signage, SS Mesh etcetera, CMU Wall—Furnish and Installation, Armored + Armorless Joints—Furnish and Installation, Line Striping, Engineering, Detailing, Concrete Sawcutting—Pedestrian Sidewalk, Bolt + Welding Inspection, Structural Steel, Precast Concrete, Dehumidification Cable Wrapping, Dehumidification Cable Sleeves, Dehumidification Equipment, Rebar, Concrete, Formwork, Bridge / Roadway Joints, MPT Materials, Wire Splicing Materials, Main Cable Wire Wrapping Materials, Suspender Rope Materials, Bearings—Elastomeric and Multi-Rotational, Backfill Materials, Sidewalk Pedestrian Railing. Please see contract documents for further opportunities.

Interested firms please contact John Papagiannakis at Skanska Koch Inc., [john.papagiannakis@skanska.com](mailto:john.papagiannakis@skanska.com)

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