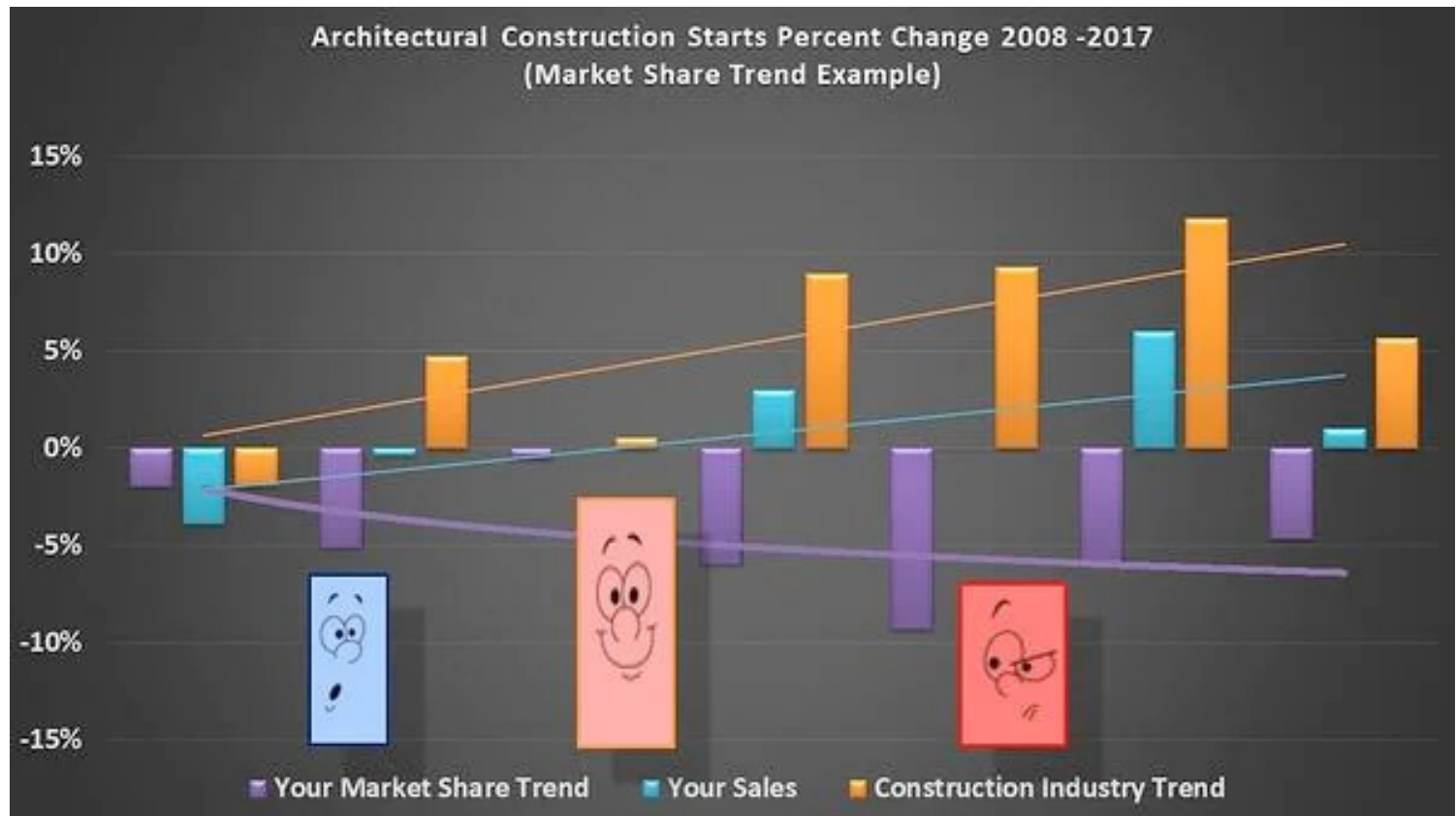


BPMs: Use the Right Data to Easily Monitor Your Market Share Trend

Sample Market Trend Chart



The conclusion produced a different result depicting not only our sales trend, but also our market share trend. This new graph did not paint a very pretty picture. To the shock of my new employers, we had lost significant ground over the past four years, even though we had enjoyed significant sales growth.

[Article was originally posted on www.constructconnect.com]

By Doug Bevill

So, you're a building product manufacturer and you've watched your sales continually rise in this latest, impressive expansion, up to the COVID-19 reset. The assumption would be that things are going well for your company, right? The evidence is in your sales growth chart, a nice steady line upward trend, correct? But is this enough evidence to prove you are growing as much as you could during this expansion? What more do you need to see or understand? With the correct data you can quickly answer these very important questions and chart your growth against the industry.

With my analytical nature and 18 years of ex-

perience, I have honed my craft of construction analytics, having worked with a litany of building product manufacturers (BPMs), distributors, insurance companies, and government agencies. It was with this expertise that I had switched gears to accept a C-level position with a leading global manufacturer of commercial and residential hinges, a company that held the dominant share of the market in the early 2000s.

Isolate Your Market Share Trend

In 2001, when I had started my new position, the company was coming out of the 1990s with quadrupled sales growth of commercial and residential products in aggregate, a steady upward sales trend. So, life was good, or so it appeared, until I asked another important question: "We were growing, but were we growing with the pace of

market expansion?"

My curiosity led me to isolate the market share trend of our flagship commercial hinge products. In order to measure the true percent share of the market, it is necessary to model total product demand and then compare product performance against it to measure with any level of accuracy a product's market share. This is a time-consuming and potentially expensive exercise and, in the outset, not all that necessary.

Rather than postpone doing this type of excavating, BPMs can use data to build a very simple graph. Below is the simple model that I completed using available data to quickly chart our market share trend in relationship to the market.

■ Continued on page 5



California Sub-Bid Request Ads

SUKUT CONSTRUCTION

Is requesting quotes from certified and qualified **DBE** Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

SUBS/SERVICE PROVIDERS

Blasting, Clear & Grub, Conc Barrier, Core & Saw, Consult - Enviro Comply, Fence & MBGR, Landscape, Erosion Control, Plane A C, Paving Asph Conc, A C Dike & Misc., Recycle A C - Disposal, Rebar, Rock Slope Protect, Signs Roadside, Stripe & Mark, Struct Conc - Wall, Tie Back Anchors, Traffic Control, Trucking Dirt Haul, Trucking High/Low Haul, and Underground Drainage

SUPPLIERS

Aggregate, Rip Rap Mat'l, K-Rail, Misc. Iron & Steel, Ready Mix Conc, Ready Mix Portable, and Traffic Control Supply

**FOR CONSTRUCTION ON STATE HIGHWAY IN RIVERSIDE COUNTY
NEAR LAKE ELSINORE FROM ORANGE COUNTY LINE TO
MONTE VISTA STREET ON ROUTE 74**

Contract No. 08-1C8504

Federal-aid No. ACHSST-S074(071)E

DBE GOAL 11%

BID DATE: OCTOBER 8TH, 2020 at 2:00 p.m.

All Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshiemer

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

Plans/specs are available for viewing at our office by appointment, by Sukut FTP, or from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination. Please contact Rick Welshiemer at Sukut Construction for assistance in responding to this solicitation.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Sukut Construction, LLC
An Equal Opportunity Employer

TAFT ELECTRIC COMPANY

1694 EASTMAN AVENUE,
VENTURA, CA 93003

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

Contact: Arnold Tostado

Email: atostado@taftelectric.com

Invites sub-bids from qualified
MBE, DVBE, DBE, WBE
businesses for the following project:

TDS0001694

**Palmdale Boulevard at
90th Street East**

Location: Los Angeles County

BID DATE: 09/29/2020

Scope of work/Trades:

**Traffic Control; Concrete curb, Gutter,
Ramps; AC Paving; Traffic Signal Material;
Striping & Signage**

We are an Equal Opportunity Employer and intend to seriously negotiate with qualified Minority Business Enterprise, Disabled Veteran Business Enterprises, Disadvantaged Business Enterprise, Woman-Owned 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

SBE OUTREACH SERVICES

With 1.5 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

Faxed and Eblast Solicitations

Targeted mailings sent to businesses per your criteria.

Telemarketing

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.

Contact Info:

795 Folsom Street, 1st Flr, Room 1124

San Francisco, CA 94107

Email: sbe@sbeinc.com

Website: www.sbeinc.com

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

Fax: (415) 778-6255

Publisher of

Small Business Exchange
weekly newspaper

Pankow

Zuckerberg San Francisco General Building 5 Seismic Upgrade & Renovation Project

Pankow Builders is seeking subcontractors to participate in a prequalification process to identify Trade Subcontractors interested in bidding on the below listed trade scopes for the **Zuckerberg San Francisco General (ZSFG) Building 5 Seismic Upgrade & Renovation Project** located in San Francisco, California. All Trade Subcontractors who are interested in bidding on the listed trade scopes must be prequalified by Pankow Builders and San Francisco Public Works by successfully completing the Request for Qualifications (RFQ).

Pankow Builders is seeking to pre-qualify Subcontractors for the following Trade Scopes: Scaffolding; Construction Surveying; Demolition; Hazardous Material Abatement; Fiber Reinforced Polymer; Structural/Misc. Steel/Metal Decking; Architectural Woodwork; Waterproofing; Roofing and Insulation; Sheet Metal & Flashings; Fireproofing; Joint Sealants; Expansion Control; Doors, Frames & Hardware; Coiling Doors & Grilles; Fire Doors & Smoke Curtains; Storefronts & Curtain Walls; Interior Glass & Glazing; Metal Stud, Gypsum Board, & Plaster; Tile & Terazzo; Ceilings; Flooring; Epoxy Flooring; Painting & Wall Coverings; Signage; Toilet Partitions & Accessories; Fire Extinguisher Cabinets; Window Blinds; Pneumatic Tube; Fire Sprinklers; Plumbing; HVAC; Building Automation Systems; Electrical; Communications and Security; Fire Alarm; Landscaping & Irrigation; Underground Site Utilities; Final Cleaning.

RFQ's can be obtained from Pankow by contacting Laurie Kaminski at LKaminski@Pankow.com, or (415) 271-7012. Subcontractors that are interested in bidding on the project will be provided access to the **Request for Qualifications (RFQ) Application, and Drawings, Specifications, etc.** thru Building Connected. RFQ responses are due to Pankow by **October 9, 2020**.

General Contractor - Charles Pankow Builders Ltd., 1111 Broadway, #200, Oakland, CA 94607 (510) 893-5170.



California Sub-Bid Request Ads



Is requesting quotes from certified and qualified **DBE** Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

SUBS/SERVICE PROVIDERS

Clear & Grub, Erosion Control, Plane A C, Paving Asph Conc, Rebar, Stripe & Mark, Traffic Control, Rip Rap, Trucking, Biological Monitoring, Project Scheduler, and SWPPP

SUPPLIERS

Aggregate, K-Rail, Misc Iron & Steel, Pipe-Coor Steel, Ready Mix Conc, Traffic Control Supply, and Rip Rap

CONSTRUCTION ON STATE HIGHWAY IN RIVERSIDE COUNTY AT VARIOUS LOCATIONS FROM 4 MILES NORTH OF PALO VERDE DAM ROAD TO 0.6 MILE SOUTH OF SAN BERNARDINO COUNTY LINE

Contract No. 08-1G0004

Federal-Aid Project No.: ACST-S095(036)E

DBE GOAL 17%

BID DATE OCTOBER 14TH, 2020 at 2:00 p.m.

All Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Felipe Olivar

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

Plans/specs are available for viewing at our office by appointment, by Sukut FTP, or from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination. Please contact Felipe Olivar at Sukut Construction for assistance in responding to this solicitation.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Sukut Construction, LLC
An Equal Opportunity Employer



O.C. Jones & Sons, Inc.

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

REQUEST FOR DBE
SUBCONTRACTORS AND SUPPLIERS FOR:

Raised bridges, realign ramps and
Construct auxiliary lane
Hwy 99 Lodi - San Joaquin County
Caltrans #10-1C2804

BID DATE: September 30, 2020 @ 2:00 PM

We are soliciting quotes for (including but not limited to):

Trucking, Temporary and Permanent Erosion Control Measures, QC/QA Testing, Lead Compliance Plan, Progress Schedule (Critical Path Method), Construction Area Signs, Traffic Control System, Type III Barricade, Portable Radar Speed Feedback Sign, Portable Changeable Message Sign, SWPPP, Rain Event Action Plan, Storm Water Sampling, Analysis & Annual Report, Sweeping, Asbestos Compliance Plan, Treated Wood Waste, Clearing & Grubbing, Structure Excavation, Structure Backfill, Soil Amendment, Planting & Irrigation, AC Dike, Tack Coat, Cold Plane AC, Raise Bridge, CIDH Concrete Piling, Structural Concrete, Paving Notch Extension, Drill & Bond Dowel, Joint Seal, Bar Reinforcing Steel, Sign Structure, Bridge Removal, Concrete Backfill, Reinforced Concrete Pipe, Geocomposite Drain, Precast Concrete Pipe Manhole, Abandon Culvert, Adjust Utilities to Grade, Slope Paving, Minor Concrete, Detectable Warning Surface, Pre/Post construction Surveys, Misc. Iron & Steel, Water Main, City Water Manhole, Obliterate Surfacing, Fencing, Delineator, Pavement Marker, Object Marker, Roadside Signs, Midwest Guardrail System, Chain Link Railing, Single Thrie Beam Barrier, Cable Railing, Transition Railing, Alternative In-Line System, Concrete Barrier, Salvage Metal Bridge Railing, Striping & Marking, Rumble Strip, Traffic Monitoring Station System, Modify Lighting Systems, Modify Traffic Monitoring Stations, and Construction Materials

Jean Sicard (510-809-3411 jsicard@ocjones.com) is the estimator on this project and he is available to provide assistance or answer questions regarding the project scope of work including bid requirements, break out of bid items, plan or spec interpretation, bonding or insurance requirements, and other bid assistance. Plans and specs are available to review at our Berkeley office, or can be sent out via Building Connected. Plans are also available under the Advertised Projects tab at the Caltrans website at: <http://ppmoe.dot.ca.gov/des/oe/contract-awards-services.html>. PDF format quotes should be emailed to the estimator or faxed to 510-526-0990 prior to noon on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to breakout any portion of work to encourage DBE participation. Subcontractors must possess a current DIR, Contractors License, and insurance and workers compensation coverage including waiver of subrogation. OCJ may require Performance and Payment bonds on subcontracts. OCJ will pay the bond premium up to 2% of the contract value. All subcontractors are required to execute OC Jones' standard subcontract agreement, comply with all insurance requirements, and name OCJ as additional insured. Copies of our agreement and insurance requirements are available upon request. OCJ is a Union contractor, and we are signatory to the Operating Engineers, Laborers, Teamsters, and Carpenters. OCJ is an Equal Opportunity Employer.

Subconsultant Proposals Requested from qualified **DBE** Subconsultants/Subcontractors for Phase 1 Services for:

**THE EAST COUNTY ADVANCED WATER PURIFICATION PROJECT
PACKAGE 3 (PROGRESSIVE DESIGN BUILD)**

Owner: East County Advanced Water Purification Joint Powers Authority

Location: Santee, CA

Proposal Date: October 14, 2020 @ 3:00 P.M.

Subconsultant Proposals Due: October 7, 2020 @ 3:00 P.M.

J.F. Shea Construction, Inc.

667 Brea Canyon Road, Suite 30 • Walnut, CA 91789

Phone: (909) 595-4397, Fax: (909) 444-4268

Contact: Lori Olivas, lori.olivas@jfshea.com

J.F. Shea Construction, Inc. is soliciting your participation in the preparation of this Proposal. We are particularly interested in proposals from Subconsultants/Subcontractors for the following work areas:

Survey, Geotechnical Consultant, Surge Analysis, Corrosion Assessment, Traffic Control, and Potholing

Project Documents: Email your request to elizabeth.schmid@jfshea.com. You will be required to execute a Confidentiality Agreement prior to being sent a link to the Project Documents.

J.F. Shea Construction, Inc. is an equal opportunity employer and intends to negotiate in good faith with interested DBE firms and intends to utilize the lowest responsive bidder. J.F. Shea expects potential Subconsultants/Subcontractors to be bondable. J.F. Shea will pay for up to 1% for Subconsultant/Subcontractor bond costs.





California Sub-Bid Request Ads



Is requesting quotes from certified and qualified **DBE** Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

SUBS/SERVICE PROVIDERS

Clear & Grub, Erosion Control, Plane A C, Paving Asph Conc, Rebar, Stripe & Mark, Traffic Control, Rip Rap, Trucking, Biological Monitoring, Project Scheduler, and SWPPP

SUPPLIERS

Aggregate, K-Rail, Misc Iron & Steel, Pipe-Coor Steel, Ready Mix Conc, Traffic Control Supply, and Rip Rap

CONSTRUCTION ON STATE HIGHWAY IN SAN BERNARDINO COUNTY AT VARIOUS LOCATIONS FROM 1.8 MILES WEST OF ROUTE 95 TO 0.3 MILES WEST OF PARKER DAM ROAD

Contract No. 08-1G0104

Federal-Aid Project No.: ACST-S062 (046)E

DBE GOAL 16%

BID DATE OCTOBER 6TH, 2020 at 2:00 p.m.

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Felipe Olivar

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

Plans/specs are available for viewing at our office by appointment, by Sukut FTP, or from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination. Please contact Felipe Olivar at Sukut Construction for assistance in responding to this solicitation.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Sukut Construction, LLC • An Equal Opportunity Employer



Is requesting quotes from certified and qualified **DVBE** Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

SUBS/SERVICE PROVIDERS

Fencing, Landscape, Erosion Control, Rebar, Rock Slope Protect, Struct Conc, Reinforced Steel, Asphalt Paving, Saw Cutting, and Traffic Control

SUPPLIERS

Aggregate, Rip Rapp Mat'l, Conc Pumping, Filter Fabric, Sand & Gravel, and Traffic Control

CONSTRUCTION ON STATE HIGHWAY IN ORANGE COUNTY, IN SAN CLEMENTE AT AVENIDA PICO UNDERCROSSING

Contract No. 12-0P7004

DVBE REQUIREMENT 3%

BID DATE OCTOBER 13TH, 2020 at 2:00 p.m.

All Quotes Due Prior

Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Matt Fleming

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

Plans/specs are available for viewing at our office by appointment, by Sukut FTP, or from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination. Please contact Matt Fleming at Sukut Construction for assistance in responding to this solicitation.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Sukut Construction, LLC • An Equal Opportunity Employer

ANVIL BUILDERS

1475 Donner Ave.

San Francisco, California 94124

Phone: 415-285-5000 • Fax: 415-285-5005

Request for DBE's & LBE's
Subcontractors and Suppliers for

Project: Westside Pump Station Reliability Improvements

Contract No: Contract No. WW-645R

Bid Date: Thursday, October 22, 2020 @ 2:00 P.M

The objective of the project is to improve reliability of the pump station to meet regulatory requirements by providing back-up power, back-up mechanical equipment, and ventilation improvements. The work is to be performed in San Francisco, California. The Engineer's estimate is \$50,000,000.00 to \$55,000,000.00.

Seeking all trades (but not limited to):

Demolition, Concrete, Structural Steel, Misc. Metals, Roofing, Painting & Coating, Plumbing, HVAC, Paving, and, Landscaping.

Please email or fax your response to:

estimating@anvilbuilders.com / 415-285-5005

ANVIL BUILDERS

1475 Donner Ave. San Francisco, CA 94124

Phone: 415-285-5000 • Fax: 415-285-5005

Request for DBE's & Local Hires

Subcontractors and Suppliers for

Project: Monterey One Water - Pure Water Monterey Groundwater Replenishment Project - Injection Well Facilities

Bid Date: Thursday, October 15th, 2020 @ 3:00 PM

M1W is seeking qualified contractors to furnish all materials, equipment, supplies, transportation, and labor, performing all operations, and conducting all work necessary for construction of injection well facilities including and not limited to an approximately 1000-foot deep well with 24-inch diameter casing, approximately 2000 linear feet of 16-inch ductile iron pipe, a 500 hp vertical turbine well pump, associated electrical including medium voltage power to the pump motor, appurtenances including a flow control valve system, mechanical, instrumentation, and controls to facilitate injection of purified recycled water at as part of the Pure Water Monterey Groundwater Replenishment Project.

Seeking all trades (but not limited to):

Site clearing / site prep Sub, Pre-cast concrete Supplier, Cast in place concrete, Rebar, Misc. Metals, Painting & Coating, Electrician Sub, Excavation & Grading Sub, Trucking, Fences and Gates, Underground pipe, Pipe Supplier, Pump supplier, and Well Driller Sub.

Plans, specifications, and requirements can be viewed at our office or by using the link below.

https://app.procore.com/6365/company/plan-room/bid_packages/591525

For assistance with bonding, lines of credit, insurance, or anything else regarding bidding on this project, contact Anvil Builders via phone or email.

Will you be bidding this project?

Please email or fax your response to estimating@anvilbuilders.com / 415-285-5005.

SMALL
BUSINESS
EXCHANGE

State Trade Expansion Program: 10 Years of Success

[Article was originally posted on www.sba.gov]

By Loretta Greene,

On Sunday, September 27, 2020, the U.S. Small Business Administration marks the 10th anniversary of the State Trade Expansion Program (STEP) – a program dedicated to helping small businesses just like yours find global success. For the last decade, STEP has awarded 302 state grants, which averaged over \$518,000 in funding to all 50 states and U.S. Territories for a total of more than \$156,000,000, generating nearly \$1.8 billion in exports. The Small Business Jobs Act of 2010 created STEP in partnership with U.S. states and territories to assist small businesses with entering and expanding into international markets.

A key to expanding any business is finding more customers, and in today’s modern global economy, businesses that think and work globally will thrive. Data shows that small businesses that export are outperforming those that do not. Business owners not only increase their sales but are also able to pay higher wages and employ more workers. Despite these benefits, only a small fraction of U.S. small businesses export, even though 95

percent of the world’s customers live outside of the U.S.

STEP helps small businesses overcome obstacles to exporting by providing grants to cover the costs associated with entering and expanding into international markets. STEP can support participation in foreign trade missions and market sales trips, subscriptions to services provided by the U.S. Department of Commerce and other federal agencies, the design of international marketing products and campaigns, and attendance to export trade show exhibits and training workshops.

The SBA offers grants that help capitalize on international opportunities. STEP grants are incredible tools, providing direct support to small businesses as they seek new and increased international sales.

WCCO Belting, Inc. is a great example of a small business that took advantage of STEP to reach new global customers. This North Dakota company is a leading manufacturer of specialized custom rubber belting for machines in agriculture, construction, industrial, and recycling industries with a growing list of domestic and international equipment manufacturers and distributors. With assistance from STEP, WCCO Belting, Inc.

developed new virtual promotional material to showcase and demonstrate its products to an international market without customers having to be in the presence of the large-scale equipment. They attended trade shows around the world, including Agritechnica in Germany, AgriShow in Brazil, and International Machines in Agriculture (EMIA) in Italy. Additionally, WCCO Belting, Inc. conducted sales trips and participated in a trade mission to Australia. They also redesigned and translated their website. Since 2012, these projects have resulted in the company’s expansion into Germany, Italy, Brazil, and Australia, with more than \$2.25 million in sales. WCCO Belting, Inc. continues to build on its success and seek new opportunities worldwide.

On this 10th STEP Anniversary, SBA is proud to reflect on the many small businesses we assisted and look forward to helping even more entrepreneurs reach their global potential. We hope to see your business succeeding in the international marketplace soon. For more information about STEP and other export resources, visit the SBA’s business guide to exporting products.

SOURCE: <https://www.sba.gov/blog/state-trade-expansion-program-10-years-success>

BPMs: Use the Right Data to Easily Monitor Your Market Share Trend

■ Continued from page 1

For the below model, I simply used the construction statistics that were available to me at that time to set a baseline. Since door hardware is only applicable to buildings with doors, I used construction value as my unit of measurement for educational, healthcare, commercial, office, and lodging. I then applied our commercial hinge sales over a 10-year period using construction starts as the data series.

Identify Growth and Losses

We were bleeding somewhere. Keep in mind, in a robust construction economy, it is easy to fall into a complacent mindset. Sales are booming, profits are up, what’s not to like? The issue is, if you are not paying attention to your share trend all the time, but especially in healthy times, your lack of attention will come back in a bad way when the economy corrects. And the economy always corrects.

In my examination in 2001, the data revealed that there was market share erosion and we needed to find where and why. Searching for the bleed we found our share of specifications for commercial

hinges was not only maintaining its dominance, it was growing. Our orders for new construction were also stable and growing in share.

Dig Deeper to Identify Problems

This pointed to the replacement/over-the-counter hardware segment, which was traditionally 40% of our business. In surveying our distributor customers, we asked them which brands they were using for repair and replacement. Their consensus answer was overwhelmingly that they were using the Chinese brands, which were 30% less than our highly specified hinge.

A more qualitative analysis can be done to determine if the problem is with your specification share, or that you’re getting value engineered out of jobs by your competitors. Or, you could find you have a media problem; your product is not being seen by the targeted market audience of product specifiers that you need for your product to do well.

The correct quantitative data provides insight to a potential problem and the ability to monitor success and qualitative data and the right media will help you correct the problem.

(There is much more to this fascinating story, like how this data dive led to an investigation into offshoring some of our stock keeping units (SKUs), or a newly developed, more price-competitive brand for no spec, or open spec projects and over-the-counter replacement market. But the details of that are for another discussion.)

The fact is, in this case, I had access to the information needed, with construction analytics to dispassionately find and analyze the issue, a data source that allowed for the measured share of specification and tools to track projects from planning to procurement.

I am now very fortunate to work for a company that allows me to consult with manufacturers and assist in the application of these tools to execute winning, business building strategies for BPMs. Having the right data is crucial to analyzing the full scope of business success.

SOURCE:

<https://www.constructconnect.com/blog/bpms-use-the-right-data-to-easily-monitor-your-market-share-trend>



California Sub-Bid Request Ads



Kiewit

Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534
Attn: Julie Bradhurst at norcal.bids@kiewit.com

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the City of Palo Alto, Primary Sedimentation Tanks Rehabilitation and Equipment Room Electrical Upgrade Project in Palo Alto, CA.

Subcontractors and Suppliers for the following project:

Primary Sedimentation Tanks Rehabilitation and Equipment Room Electrical Upgrade Project
CIP: WQ-1400

Owner: City of Palo Alto

Bid Date: October 20, 2020 @ 3:00 P.M.

Disadvantaged Business Enterprises (DBEs)

www.mbda.gov; www.epa.gov;
www.sba.gov; dot.ca.gov

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Businesses wanted for the following scopes, including, but not limited to:

Aggregates • Asphalt Paving • Bird Control Devices • Cathodic Protection • Concrete Forms & Accessories • Concrete Pumping • Concrete Reinforcement • Concrete Supply • Concrete, Cast-in-Place • Concrete, Pre-cast • Coring • Crack Injection • Demolition • Disposal • Diving • Drilled Shafts • Earthwork • Electrical • Electrical Supply • Electrical Install • Electrical Testing • Fire Suppression • FRP • Instrumentation & Controls • Lighting • Metals • Minor Concrete • Openings • Paintings & Coatings • Piping & Valves • Potholing • Quality Control • Saw cutting • Scaffolding • Street Sweeping • Surveying • SWPPP • Temp Fencing • Thermal & Moisture Protection • Trucking & Hauling • Water Truck • Welding

Non DBE firms are encouraged to contract with a group of lower tier DBEs or individual DBEs.

Subcontractor and Supplier Scopes are due October 13, 2020 and Quotes NO LATER THAN October 19, 2020 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 <https://www.kiewit.com/districts/northern-california/overview> to register your company to be able to receive bidding information, Plans and Specifications.

Performance and Payment Bonds may be required for Subcontractors and Supply Bond for permanent material Suppliers on this project.

CA Drinking Water State Revolving Fund (CASRF) applies
American Iron and Steel requirements apply
Davis-Bacon Wages apply

CA Lic. 433176

DIR #: 1000001147

An Equal Opportunity Employer



Kiewit

Kiewit Infrastructure West Co.

4650 Business Center Drive Fairfield, CA 94534
Attn: Krista Christensen at norcal.bids@kiewit.com

Requests quotes/bids from qualified Subcontractor, Service Providers, Consultants, and/or Suppliers seeking to participate in the City of Santa Cruz, Graham Hill Water Treatment Plant Concrete Tanks Replacement Project in Santa Cruz, CA.

Subcontractors and Suppliers for the following project:

Graham Hill Water Treatment Plant Concrete Tanks Replacement Project CWO #2019-002
Owner: City of Santa Cruz

Bid Date: October 15, 2020 @ 11:00 A.M.

Disadvantaged Business Enterprises (DBEs)

www.mbda.gov; www.epa.gov;
www.sba.gov; dot.ca.gov

Minority Business Enterprise (MBE), Women Business Enterprise (WBE), Small Business Enterprise (SBE), Small Business in a Rural Area (SBRA), Labor Surplus Area Firm (LSAF), or Historically Underutilized Business (HUB) Zone Businesses wanted for the following scopes, including, but not limited to:

Aggregates • Asphalt Paving • Building • Building Insulation • Bypass Pumping • Concrete Crack Injection • Concrete Formwork • Concrete Pumping • Concrete Reinforcement • Concrete Supply • Concrete, Pre-cast • Demolition • Dewatering • Drywall • Electrical • Electrical Supply • Erosion Control • Fire Alarm • FRP • FRP Building • HVAC • Instrumentation • Joint Sealant • Lighting • Masonry • Mechanical Equipment • Metal Decking • Roofing • Miscellaneous Metals & Structural Steel • Openings • Paintings & Coatings • Piping & Valves • Potholing • Pre-Stressed Concrete Tanks • Quality Assurance/Quality Control • Segmental Retaining Walls • Signage • Soil Nail Wall • Soldier Pile Wall • Sweeper Truck • SWPPP • Thermal & Moisture Protection • Trucking & Hauling • Water Truck

Non DBE firms are encouraged to contract with a group of lower tier DBEs or individual DBEs.

Subcontractor and Supplier Scopes are due October 8, 2020 and Quotes NO LATER THAN October 14, 2020 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 <https://www.kiewit.com/districts/northern-california/overview> to register your company to be able to receive bidding information, Plans and Specifications.

Performance and Payment Bonds may be required for Subcontractors and Supply Bond for permanent material Suppliers on this project.

CA Drinking Water State Revolving Fund (CASRF) applies
American Iron and Steel requirements apply
Davis-Bacon and California prevailing wage rates apply

CA Lic. 433176

DIR #: 1000001147

An Equal Opportunity Employer

Request for Quotes from Certified DBE/MBE/WBE/ SBE Subcontractors and Suppliers

Project: North City Pure Water Facility,
Bid No. K-21-1810-DBB-3-A
Owner: The City of San Diego

REVISED Bid Date: October 8, 2020 at 2:00 p.m.

CASRF and EPA Funded Contract
SWRCB 4500-3 DBE Forms are REQUIRED

DBE Participation Encouraged

Quotes requested for Divisions 3, 5, 6, 7, 8, 9, 10, 11, 12, 21, 22, 23, 26, 27, 28, 31, 32, 33, 35, 40, 41, 42, 43, 44 and 46 for the following, but not limited to, scopes of work: Acoustical Ceilings, Aggregate Supply, Asphalt Paving, Bird Deterrents, Cabinets, Concrete Finishing, Concrete Installation, Concrete Supply, Cranes and Hoists, Dampproofing, Decomposed Granite, Dewatering, Doors and Frames, Drilled Concrete Piers, Electrical, Entrances and Storefronts, Fabricated Slide Gates, Fencing and Gates, Finish Carpentry, Fire Protection, Fire Suppression System, Firestopping, Glazing, Grouting, Gypsum Board, HVAC, Instrumentation and Controls, Insulation, Joint Sealants, Landscaping and Irrigation, Louvers, Metal Fabrications, Metal Gratings, Metal Lockers, Metal Shelving and Work Benches, Metal Stairs, Minor Concrete, Mirrors, Overhead Coiling Doors, Painting and Coating, Pipe Supply, Plumbing, Precast Concrete, Process Equipment, Process Mechanical Installation, Process Piping Installation, Quality Control Testing, Railings, Reinforcing Steel, Roofing, Security System, Sheathing, Sheet Metal Flashing, Signage, Skylights, Steel Decking, Storm Drain Structures, Striping, Structural Steel, Survey, Water and Wastewater Equipment, Waterproofing, Welding.

PLEASE SUBMIT QUOTES BY EMAIL TO
socalbids@flatironcorp.com
OR BY FAX TO (760) 471-4860.

Plans and specifications are available to download, at no cost, from the City of San Diego's PlanetBids website at the following link: <https://www.planetbids.com/portal/portal.cfm?companyId=17950&access> (registration required). The Bid Documents are also available, at no cost, from Flatiron in electronic format or can be viewed at our offices in San Diego or Chino Hills. Please call to request access or to make an appointment to view the documents at one of our offices.

This is an American Iron and Steel project. Quotations must be valid for same duration as specified by Owner for contract award. Assistance referrals in obtaining bonding, lines of credit, insurance, equipment, supplies and materials is available upon request. Flatiron analyzes and considers each DBE quote, including those that are broken down into economically feasible units to facilitate bidding. Flatiron intends to work cooperatively with all DBEs for scopes of work firms are licensed and qualified to perform.

The project is subject to a Project Labor Agreement (PLA). Skilled and Trained Workforce Labor Requirements apply.

Subcontractors are required to possess and maintain a current contractor's license and must also be registered with the Department of Industrial Relations (DIR) as required by Public Contract Code Section 1725.5. Subcontractors will be required to execute Flatiron's Standard Subcontract Terms and Conditions and meet insurance requirements. A copy of our Standard Subcontract Terms and Conditions is available in electronic format upon request.

The City of San Diego has implemented an Owner-Controlled Insurance Program (OCIP) for the project. OCIP Credit Worksheets are due from subcontractors.

Notwithstanding any contrary language in a bid to Flatiron West, Inc. ("Flatiron") or any prior course of dealing between Flatiron and a bidder, and unless waived in writing by Flatiron, Flatiron reserves the right to require each bidder to provide payment and performance bonds assuring bidder's obligations to Flatiron in the amount of 100 percent of the bid to Flatiron. Flatiron will reimburse the bond premium at actual cost not to exceed 3%.

Non-DBE Subs/Suppliers: Indicate lower tier DBE participation offered on your quotation as it will be evaluated with your price.

Flatiron West, Inc.
16470 W. Bernardo Drive, Suite 120,
San Diego, CA 92127
Phone (760) 916-9100 / FAX (760) 471-4860
Email: socalbids@flatironcorp.com

Point of Contact: Veronica Garcia, Estimating Administrator
WE ARE AN EQUAL OPPORTUNITY EMPLOYER

With SBE you can:

FIND
Subcontractors, Vendors,
and Suppliers

REACH
Diverse Audiences

ADVERTISE
Sub-Bid Request Ad
Public Legal Notices
Job Listings

Contact us at 800-800-8534 or sbe@sbeinc.com



Public Legal Notices

UNIVERSITY OF CALIFORNIA, IRVINE MEDICAL CENTER

ANNOUNCEMENT TO PREQUALIFIED BIDDERS

University of California, Irvine Medical Center invites sealed bids for a lump sum contract for the **Site Infrastructure & Vehicular Circulation Upgrades, Project No. 994656.**

Description of Work: Scope of work includes: 1) reroute all the utilities in the current overhead canopies, including gas lines, steam supply and condensate return lines, 5KV electrical feeds, chilled water supply and return lines, DI water, fire alarm system wiring, Network IT and Telecom copper and fiber optics, 2) demolish the overhead canopy and parts of the sidewalk, including abatement of the asbestos roofing, 3) relocate storm drain and electrical systems currently running east to west, between buildings 24a and 26, 4) relocate and provide a new sewer, domestic water and fire water connection to building 21, 5) provide new chilled water supply and return lines to building 21 from existing pipes approx. 100 feet away, 6) provide new normal and emergency power, including conduit, feeders, transformers, switchgear and ATSS, from the building 34 to building 21, 7) provide steam supply and condensate return from building 31 to building 21, 8) extend the existing Valet drop off area, currently in front of building 22c, into the current grass area with additional curb and gutter, concrete and asphalt roadway, bollards, sidewalks, benches and landscaping, 9) provide Network IT and Telecom fiber for building 21 from adjacent locations, 10) relocate existing building 22A backflows and water meters for a new building 22A entry, 11) demolish building 80, 12) construct a new road with curb and gutter from the south side of the building 55 parking lot connecting to Service Way South, 13) concrete crosswalks, across the new road with adjacent sidewalks and landscaping, 14) and other work related to the items above.

Project completion time: 200 calendar days

Estimated Cost: \$5,500,000

Bid Documents: Will be emailed to prequalified contractors on Monday, September 21, 2020 by 2:00 pm.

Prequalified Bidders: **2H Construction, Inc.**, Signal Hill, CA, (562) 424-5567; **Cal-City Construction, Inc.**, Cerritos, CA (562) 404-4820; **Control Air Enterprises LLC**, Long Beach, CA 90804, (562) 576-0900; **De La Secura, Inc., dba DLS Builders**, Orange, CA, (714) 998-3790; **Kitchell Contractors, Inc.**, San Diego, CA, (858) 947-5165; **P.H. Hagopian Contractor, Inc.**, Orange, CA, (714) 543-4185; **The PENTA Building Group**, Los Angeles, CA, (213) 784-0010.

License Requirement: Current and active California CSLB "A" General Engineering or "B" General Contractor contractor's license.

Bid Submittal Requirements: **Sealed Bids due 2:00 pm, Friday, October 16, 2020** at: UCIMC Planning Administration, Building 27, Room 136, UCI Medical Center, 101 The City Drive South, Orange, CA 92868. Bids will be opened at: **2:05 pm, Friday, October 16, 2020**, Building 27, Room 134, UCI Medical Center. Contract will be awarded to lowest responsive bidder.

Mandatory Pre-Bid Conference & Site Visit: **Monday, September 28, 2020 promptly at 2:00 pm** at UCIMC Building 22A, Conf. Room 2107, 101 The City Dr. South, Orange, CA 92868. **ONLY** prequalified bidders attending can submit Bids. **Optional Site Visit: Tuesday, September 29, 2020 @ 8am in-front of UCIMC Building 27.**

Required Bid Security: 10% bid security. Surety issuing bid bond shall be an admitted surety insurer (as defined in the CA Code of Civil Procedure Section 995.120) at bid deadline.

Additional Requirements: Successful Contractor and subs must follow nondiscrimination requirements in Bid Docs and pay prevailing wages at location of Work.

Every effort will be made to ensure that all persons shall have equal access to contracts and other business opportunities with the University, regardless of: race; color; religion; sex; age; ancestry; national origin; sexual orientation; physical or mental disability; veteran's status; medical condition; genetic information; marital status; gender identity; pregnancy; service in the uniformed services; or citizenship within the limits imposed by law or University's policy.

The work described in the contract is a public work subject to section 1771 of the California Labor Code.

No contractor or subcontractor, regardless of tier, may be listed on a Bid for, or engage in the performance of, any portion of this project, unless registered with the Department of Industrial Relations pursuant to Labor Code section 1725.5 and 1771.1.

This project is subject to compliance monitoring and enforcement by the Department of Industrial Relations.

The successful Bidder shall pay all persons providing construction services and/or any labor on site, including any University location, no less than the UC Fair Wage (defined as \$13 per hour as of 10/1/15, \$14 per hour as of 10/1/16, and \$15 per hour as of 10/1/17) and shall comply with all applicable federal, state and local working condition requirements.

Contact Terri Kalwara at (714) 456-8842, tkalwara@hs.uci.edu or Kim Kerwin at (714) 456-5735, khau@hs.uci.edu.

For other opportunities, <http://www.ucirvinehealth.org/planning-administration> THE REGENTS OF THE UNIVERSITY OF CALIFORNIA

University of California, Irvine Medical Center September 21, 2020

SANTA CLARA VALLEY WATER DISTRICT (VALLEY WATER)

NOTICE TO PROSPECTIVE PROPOSERS REQUEST FOR PROPOSALS (RFP) CAS FILE NO. 5151

Redistricting Project

Santa Clara Valley Water District (Valley Water) is seeking proposals from qualified consulting firms to assist in the redistricting process by preparing candidate plans for district boundaries that Valley Water's Board of Directors can consider and submit to the Santa Clara County Registrar, pursuant to the requirement to do following each decennial census for the Redistricting Project. Parties interested in obtaining a copy of this RFP may do so by accessing the Valley Water's web portal at <http://cas.valleywater.org/>. All parties are asked to register on the Contract Administration System (CAS), to be automatically notified of any changes to the RFP document. Proposals are due by 2:00 p.m. on November 4, 2020 as specified in the RFP Schedule. All questions regarding this solicitation must be submitted by email to Cathy Hoang at choang@valleywater.org no later than the date specified in the RFP Schedule.



DIVERSITY OUTREACH

- Advertise
- ITB to Targeted (NAIC/SIC/UNSPSC) Certified Business
- Telephone Follow-up (Live)
- Agency/Organization Letters
- Computer Generated Dated/ Timed Documentation
- Customized Reports Available

Visit this link for the OUTREACH ORDER FORM:
www.sbeinc.com/services/diversity_outreach.cfm

Tutor Perini/O & G Joint Venture (TPOG)



SEEKING DBE FIRMS

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

OWNER: LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY (LACMTA)



INTERESTED IN WORKING WITH TPOG?

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

Nareg@moderntimesinc.com

BONDING, LINES OF CREDIT, AND INSURANCE SUPPORT SERVICES:

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

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