

# SBE TODAY

Volume 29, Edition 47 - September 3, 2013

DIVERSITY IN ACTION - Published by SBE, certified SBE/DBE/MBE

## What the Sale of The Post means for Small Business Owners



Photo by Evan Vucci/AP

### Written by Alex Rodriguez

Now that the dust has settled on the sale of The Washington Post to Jeff Bezos, Founder and CEO of Amazon, it seems like a good time to examine what it means for so many: the print news industry, The Post and small business owners collectively.

As someone who truly loves news, admires the Graham Family, and grew up totally blown away by Katharine Graham as an individual, the sale of The Post was a little bittersweet. In an era of soundbites, cable news, partisan media outlets and the absence of quality reporting, The Post has consistently represented quality, non-entertainment driven news with the clear end goal of maintaining a healthy democracy. This is the paper that broke stories like Watergate and the conditions at Walter Reed Medical Center.

Like many "old" media outlets, unfortunately, The Post has had a difficult time adjusting to a new era where readers are increasingly turning online to find information. They were

most certainly not alone. The Boston Globe, long thought of as a newspaper outlet of large influence, was sold by The New York Times for a fraction of its initial purchase price to John Henry, owner of the Boston Red Sox. The Detroit Free Press is a 100% digital publication as is The Seattle Post-Intelligencer, and formerly well-known dailies like the Rocky Mountain News and the Honolulu Advertiser are no more. Media as an industry has been totally disrupted, and The Washington Post needed to move with the industry, or be prepared to be left behind.

By every account, The Post needed someone with experience in industry disruption to lead it to a sustainable future. Enter Jeff Bezos, a man who made his career through the disruption of retail via his e-tailing giant, Amazon. Near canonical in academic Strategic Management is the idea that mature companies develop defined capabilities over time that can subsequently become entrenched and unyielding in the face of changing industry conditions. The Post, in its final evolution, did not have

Continued on page 4

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# REQUESTS FOR BIDS & SUB-BIDS

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

**Rehab Bridges – Polyester Concrete Overlay  
(State Highway in Shasta County at Various Locations)  
Caltrans contract #02-4E5304**

**\*REVISED\* Bid Date: September 10, 2013 at 2:00 pm**

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 from Caltrans at: [www.dot.ca.gov/hq/esc/oe](http://www.dot.ca.gov/hq/esc/oe).

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.

Sub-Bids Requested from Qualified DBE Subcontractors & Suppliers:

**Route 5-South of Genesee to Sorrento Viaduct  
District 11 Route 5  
Contract No.: 11-0223U4**

**Owner: Caltrans**

**Bid Date: Sept. 12, 2013 @ 2:00 pm**

**Quotes Due: Sept 11, 2013 at 5:00PM**

Quotes requested for supplies & services including, but not limited to: Lead Compliance Plan, Construction Areas Signs, Traffic Control, Pavement Marking & Striping, SWPPP, Erosion Control, Street Sweeping, Concrete Washout, Cold Plane AC, Bridge Deck Treatment, Bridge Removal, Clearing & Grubbing, Roadway Ex, Structure Ex, Structure Backfill, Geosynthetic Reinforcement, Roadside Clearing, Rock Blanket, Decomposed Granite, landscape & Irrigation, Imported Topsoil, Class 1 & 2 Aggregate Base, Emulsion/Fog Seal, Hot Mix Asphalt, Tack Coat, Joint Seal, Soil Nail, Jacking Superstructure, Drive Pile, CIDH Piling, Prestressing Concrete, Minor Concrete, drill & Bond Dowel, Joint Seal, Bar Reinforcing Steel, Sign Structures, Sign Panels, Roadside Signs, Alt. Pipe Culvert, RCP, Plastic Pipe Underdrain, Rock Slope Protection, Minor Concrete (gutter), Misc Iron & Steel, Misc Metal (bridge), Bridge Deck Drainage, Fiber Optic System, Chain Link Fence, MBGR, Pipe Handrailing, Concrete Barrier, Cable Railing, Crash Cushions, Alt In-Line Terminal, Electrical, Closed Circuit TV System, Ramp Metering System, Trucking, Hauling, Aggregates

## Coffman Specialties, Inc.

9685 Via Excelencia, Suite 200 • San Diego, California 92126

Phone (858) 536-3100 • Bid Fax (858) 536-3131

[estimating@coffmanspecialties.com](mailto:estimating@coffmanspecialties.com)

Plans & Specifications are available on Caltrans Website or for view at our main office in San Diego.

Coffman is interested in soliciting in Good Faith with DBE's for this project. Please call if you need assistance/ advice with obtaining Bonds/Insurance/Credit. Subcontractors may be required to furnish 100% Payment & Performance Bonds by an admitted surety and subject to approval by Coffman. Coffman Specialties, Inc. is signatory to Operating Engineers, Laborers, Teamsters, Cement Masons and Carpenters unions. Quotations must be valid for the same duration as specified by the Owner for contract award. Conditions or exceptions in Subcontractor's quote are expressly rejected unless accepted in writing. Waiver of Subrogation will be required. In order to assist DBE Contractors and suppliers, we will divide total requirements into smaller tasks or quantities and establish delivery and construction schedules which will permit maximum participation when feasible. We are an EOE & seriously intend to negotiate with qualified firms. Non-DBE Subs/Suppliers: Indicate 2nd tier DBE participation offered on your quotation as it will be evaluated with your price.

Sub Bids Requested From Qualified  
MBE, WBE, DBE

Subcontractors & Suppliers for

**East Bay Municipal Utility District -  
Argyle Reservoir Access Road  
Spec No. 2074**

**Location: Contra Costa County, CA**

**Bid Date: September 11, 2013 @ 1:30 PM**

McGuire and Hester is seeking qualified sub-contractors in the following trades: concrete; earthwork; trucking; and vehicle gate (fencing).

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

## McGuire and Hester

9009 Railroad Avenue • Oakland, CA 94603

Phone: (510) 632-7676 • Fax: (510) 562-5209

Contact: Randy Somerday

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Pacific States Environmental Contractors, Inc. is soliciting for SBE for the following project:

**ARGYLE RESERVOIRS ACCESS ROAD  
IMPROVEMENTS  
SPECIFICATION 2074**

**Owner: East Bay Municipal Utility District  
375 11th Street, Oakland, CA 94607-4240**

**Bid Date: September 11, 2013 @ 1:30 PM**

We hereby encourage responsible participation of local Small Business Enterprises, and solicit their subcontractor or material quotation for the following types of work including but not limited to:

**FENCING, CONCRETE, PIPELINE AND  
LANDSCAPE & TREE**

At our discretion 100% Performance and Payment Bonds may be required for full amounts of the subcontract price. Surety company will have to be approved by Pacific States Environmental Contractors, Inc. Pacific States Environmental Contractors, Inc. will pay bond premium up to 2%. Subcontractors must possess current insurance and worker's compensation coverage meeting Pacific States Environmental Contractors, 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 Dublin office.

## Pacific States

**Environmental Contractors, Inc.**

**CAL LIC. NO. 723241**

11555 Dublin Boulevard • Dublin, CA 94568-2909

Phone: (925) 803-4333 • FAX: (925) 803-4334

Estimator: Keith Donahue

Website: [www.pacificstates.net](http://www.pacificstates.net)

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a PDF version of the  
latest SBE Newspaper  
and SBE Newsletter**

# REQUESTS FOR BIDS & SUB-BIDS

## SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

### Replace and Widen Genesee Bridge at Route 5

District 11 on Route 5

Contract No.: 110223U4

DBE Goal: 8 %

**Bid Date: September 12, 2013 – 2:00 PM**

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified DBE companies for this project. All interested subcontractors, please indicate all lower tier DBE participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

**Plans and Specifications** are available for view at our main office in Riverside or on the Caltrans website: [http://www.dot.ca.gov/hq/esc/oe/weekly\\_ads/index.php](http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php)

**Quotes requested from Subcontractors, Suppliers and Service Providers include, but are not limited to:** Construction Site Management, Storm Water Pollution Plan, Street Sweeping, Construction Area Signs, Traffic Control System, Type III Barricade, Fencing, 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, Abandon Culvert, Cold Plane Concrete Pavement, Remove Concrete (Structure), Concrete Barrier, Bridge Removal, Clearing and Grubbing, Roadway Excavation, Develop Water Supply, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Rock Blanket, Soil Nail, Erosion Control, Fiber Rolls, Class 2 Aggregate Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Seal Pavement Joint, Furnish & Drive Steel Pile, CIDH Concrete Piling, Prestressing CIP Concrete, Structural Concrete (Bridge), Structural Concrete (Retaining Wall), Structure Concrete (Box Culvert), Minor Concrete, Shotcrete, Treat Bridge Deck, Joint Seal Assembly, Joint Seal, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Furnish & Install Sign Structure, Furnish Laminated Panel, Furnish Single Sheet Aluminum Sign, Roadside Sign, Alternative Pipe Culvert, Reinforced Concrete Pipe, Corrugated Steel Pipe, Welded Steel Pipe Casing, Alternative Flared End Section, Rock Slope Protection, Slope Paving, Minor Concrete, Rock Slope Protection Fabric, Miscellaneous Metal, Miscellaneous Iron and Steel, Bridge Deck Drainage System, Chain Link Fence, Pipe 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, Fiber Optic Conduit, Electric Service (Irrigation, Traffic Monitoring Station) Closed Circuit TV System, Ramp Metering System, Slope Inclinator, Landscape and Irrigation

**Subcontracting Requirements:** Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the 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 the Operating Engineers, Laborers, Cement Masons, Carpenters Unions and Teamsters. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

**Skanska is an Equal Opportunity Employer**

**Skanska Estimating Dept:**

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

Email: [joe.sidor@skanska.com](mailto:joe.sidor@skanska.com)

Requesting Sub-bids from Qualified SBE/DVBE/MBE/WBE/OBE Subcontractors for:

### TECHNICAL AND ADMINISTRATIVE SERVICES TO SUPPORT INTEGRATED RESOURCE PLAN (IRP) PROJECTS Los Angeles Department of Water & Power

**Bid Deadline: September 12, 2013 by 2:00pm**

We are willing to assist all SBE, DVBE, MBE, WBE, and OBE subcontractors in obtaining bonds, lines of credit, and/or insurance. For information on the availability of plans and specifications, or if you are interested in participating in this project, please contact our office:

### Cordoba Corporation

Andre Sahakian

1401 North Broadway • Los Angeles, CA 90012

Tel: (213) 895-0224 • Fax: (213) 895-6677

Email: [asahakian@cordobacorp.com](mailto:asahakian@cordobacorp.com)

Seeking D/DV/M/S/VS/WBE (Disadvantaged, Disabled Veteran, Minority, Small, Very Small, and Woman Business Enterprises) subcontractors and suppliers for

**San Vicente Marina Facilities, Specification 594 - San Diego County Water Authority**

**Project Location: North end of Moreno Ave., Lakeside, CA in San Diego County**

**Bid Date: September 20, 2013**

**Trades:** Site grading, shoreline stabilization, pump stations, concession buildings, office building, drainage pipe, water tank, water pipe, sanitary sewer pipe, boat ramp concrete, floating docks, ADA compliant wheelchair lift, asphalt concrete paving, PCC paving, storm drain channels, bio-retention facilities, inlet filters, drainage facilities, selective demolition, fire sprinklers, landscaping, irrigation, habitat restoration, curbs, gutters, sidewalk, retaining walls, fencing, park amenities, shade structure, signage and striping, signal intersection, electrical, communications, foundation grouting, monitoring wells.

### Pulice Construction, Inc.

591 Camino De La Reina, San Diego, CA 92108

Phone: 619-814-3700 • Fax: 619-814-3770

Contact: **Arinda Cale**

E-mail: [acale@pulice.com](mailto:acale@pulice.com)

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Request for Sub Bids From Qualified DVBE Subcontractors/Suppliers

### Classroom / Office Furniture & Equipment Project No.: WHMS

**Location: San Anselmo, California**

**Bid Date: September 3, 2013 @ 4:00 PM**

### VIRCO Inc.

2027 Harpers Way

Torrance, CA 90501

(800) 448-4726 • Fax (800) 449-7804

Contact: **Debbie Stottler** Ext. 420

AEOE



Request for Sub Bids From Qualified DVBE Subcontractors/Suppliers

### Classroom / Office Furniture & Equipment Project No.: 13-14-01PU

**Location: Jurupa Valley, California**

**Bid Date: September 5, 2013 @ 10:00 AM**

### VIRCO Inc.

2027 Harpers Way

Torrance, CA 90501

(800) 448-4726 • Fax (800) 449-7804

Contact: **Debbie Stottler** Ext. 420

AEOE





# REQUESTS FOR BIDS & SUB-BIDS

## SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

**City of Lincoln Wastewater Treatment and Reclamation Facility Expansion**

**Contract No.: 184030298**

**Encouraged DBE/MBE/WBE/HUB Certified Firm Participation**

**Bid Date: September 10, 2013 – 2:00 PM**

Skanska, an equal opportunity employer, is interested in soliciting in Good Faith all subcontractors as well as certified companies for this project. All interested subcontractors, please indicate all lower tier participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

**Plans and Specifications are available for view/purchase at the following locations:**

- Skanska USA Civil Office, located at 1995 Agua Mansa Rd., Riverside, CA 92509
- Stantec Consulting Services Inc., located at: 3875 Atherton Rd, Rocklin, CA 95765
- For Purchase: ARC Sacramento PlanWell. Please call 916-443-1322

**Quotes requested from Subcontractors, Suppliers and Service Providers include, but are not limited to:**

**Materials:** Construction Area Signs, Utility Line Marking, Watering and Water Development, Corrugated Metal Pipe Culvert, Landscape Rock, Structural Steel, Structural Aluminum, Grating, Treads, Floor Plates, Metal Framing, Steel Platforms, Mechanical Identifying Devices, Bio filter Media Replacement, Fiberglass Launder Covers, FRP Weirs and Baffles, Polyethylene Storage Tanks, Davit Cranes, Seismic Equipment Restraints, Seismic Piping Restraints, Temporary Railing, Erosion Control, Fiber Rolls, Class 2 Base, Joint Seal, Plastic Pipe, Reinforced Concrete Pipe, Welded Steel Pipe, Alternative Flared End Section, Misc Metal, Misc Iron and Steel

**Works scopes:** Survey, Quality Control and Testing, Pipe Chlorination, Pipe Testing, System Startup and Testing, System Training, Clear and Grub, Fence Removal, Excavation Dewatering, Structure Excavation and Backfill, Trenching and Backfill, Storm Water Pollution Plan, Hydroseed, Sheet piling and Shoring, Chain Link Fence, Hot Mix AC Paving, Cast in Place Manhole Bases, Minor Concrete Structures, Concrete Saw cutting, Pipe Railing, Overhead Coiling Doors, Painting and Finishing, Mechanical Process Equipment Installation, Pre Engineered Metal Building and Canopy, Cathodic Protection of Underground Pipe, Process Piping, Process Electrical Systems, Site Lighting, Instrumentation and Controls, Thermoplastic Pavement Marking.

**Subcontracting Requirements:** Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the 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 the Operating Engineers, Laborers, Cement Masons, Carpenters Unions and Teamsters. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

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**Skanska Estimating Dept:**

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

Email: daniel.hawley@skanska.com

Seeking Qualified MBE, DBE, WBE Subcontractors

**East Bay Municipal Utility District, 2014-2015 Engineering Consultant Roster**

**Project Location: Alameda, Contra Costa, San Joaquin, Calaveras, and Amador Counties**

**Bid Date: September 13, 2013**

**Response Date: September 9, 2013**

**Trades:** Structural/Seismic Engineering, Surveying, Electrical Engineering, Geotechnical Engineering, Mechanical Engineering, Biological Sciences/Applied Sciences, Hazardous Materials Handling, CEQA, NEPA, Environmental Support Studies

**RMC Water and Environment**

2001 N. Main Street, Suite 400 • Walnut Creek, CA 94596

Contact: Sandy Bailey • sbailey@rmcwater.com

Phone: 925.627.4135 • Fax: 925.627.4101

Interested companies should email a brief statement of qualifications to sbailey@rmcwater.com

We will assist interested firms in obtaining bonds, lines of credit and/or insurance if necessary.

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## What the Sale of The Post means for Small Business Owners

■ Continued from page 1

the capabilities as organized to transition the paper to a sustainable position for future growth. Bezos, given his experiences and skillset, may be the perfect owner for this company. Unencumbered by the day-to-day task of managing the company, his perch as an owner should offer him an opportunity to affect The Post where it needs help the most: breaking with tradition to mold a sustainable future.

I must also give credit to the Graham Family. While most owners are looking to sell solely to the highest bidder, the Graham Family clearly sold with strategic intention and a desire to find a steward for the company's long-term prospects. As a result, while there may be some pain for staff in the short and medium terms as the company reorganizes its capabilities, The Post as not just a business but an iconic part of our country's history will get a chance to right the ship. Meanwhile, the Washington D.C.-metro area will continue to have access to a quality news outlet that is largely recognized as one of the country's leading publications.

Small business owners can learn a valuable lesson from the sale of The Washington Post. They can harken back to Noam Wasserman's Founders' Dilemma article in the February 2008 edition of Harvard Business Review (Wasserman later wrote a book entitled The Founder's Dilemmas in 2012). Wasserman cited the importance of necessary skill-sets within an executive team that can actually add value to the operation and drive it to the next level of growth. When the existing leadership team is unable to do just that, it may be time for them to be replaced in order for the firm's value to be maximized.

For quite some time, The Post operated without the competencies to transform adequately in the digital age. The Graham Family clearly recognized that in order for The Post to grow they would need to sell to a person with a very different set of skills. They needed a person that would be able to help The Washington Post compete digitally where it had been unable to do so before. As a result, many have heralded this move an injection of fresh life into The Post and believe that it is well positioned to be successful in the coming years.

Hopefully, CEOs of small businesses will take heed and understand when they are no longer the person to drive growth at their company and understand that selling is a completely legitimate exit strategy, not a sign of surrender. Doing so can often be the most responsible action a CEO can take to ensure long-term sustainability.

*Alex Rodriguez is the Director of Sales & Business Development at UbiCare as well as an Adjunct Lecturer in Strategic Management and Entrepreneurship at the University of Massachusetts, Boston. You can follow him on Twitter at @arodtcu.*

# REQUESTS FOR BIDS & SUB-BIDS

## SKANSKA

Sub-Bids Requested From Qualified DBE Subcontractors & Suppliers

**Construction of SORRENTO VALLEY DOUBLE TRACK PROJECT**

**In San Diego, California**

**SANDAG Project CIP 1239807 / IFB 5004027**

**UDBE Goal: 8.5%**

**BID OPENING: September 19, 2013 at 2:30 p.m.**

Plans and Specs, Project information, announcements, and subcontracting requirements will be available for view on the SANDAG's website: [www.sandag.org/contracts](http://www.sandag.org/contracts).

**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, 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, Abandon Culvert, Cold Place Concrete Pavement, Remove Concrete (Structure), Concrete Barrier, Bridge Removal, Clearing and Grubbing, Roadway Excavation, Develop Water Supply, Structure Excavation, Structure Excavation (Bridge), Structure Excavation (Retaining Wall), Structure Backfill, Sand Backfill, Rock Blanket, Erosion Control, Fiber Rolls, Corrugated Steel Pipe Conduit, Class 2 Aggregate Base, Lean Concrete Base, Hot Mix Asphalt, Place Hot Mix Asphalt Dike, Tack Coat, Concrete Pavement, Seal Pavement Joining, Furnish & Drive Steel Pile, CIDH Concrete Piling, Prestressing CIP Concrete, Ballast, Track Materials, Track construction, Structural Concrete (Bridge), Structural Concrete (Retaining Wall), Class 1 Concrete (Box Culvert), Minor Concrete, Soundwall Barrier, PTFE Bearing, Joint Seal Assembly, Joint Seal, Bar Reinforcing Steel (Bridge), Bar Reinforcing Steel (Retaining Wall), Furnish Sign Structure, Install Sign Structure, Furnish Laminated Panel, Furnish Single Sheet Aluminum Sign, Metal (Barrier Mounted Sign) Roadside Sign, Install Sign, Alternative Pipe Culvert, Reinforced Concrete Pipe, Plastic Pipe, Corrugated Steel Pipe, Welded Steel Pipe Casing, Alternative Flared End Section, Precast Concrete Pipe, Rock Slope Protection, Slope Paving, Minor Concrete, Rock Slope Protection Fabric, Miscellaneous Metal, Miscellaneous Iron and Steel, Bridge Deck Drainage System, Wrought Iron Fence, Chain Link Fence, Survey Monument, Chain Link Railing, Pipe Handrail, Tubular Handrail, Concrete Barrier, 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, Platform Stations, Plumbing, Water Line, Oil-Water Separator, Sanitary Sewer, Sump Pump, Compressed Air System, Hollow Metal Doors and Frames, Overhead Coiling Doors, Modular Building, Vertical Wheelchair Lift, Masonry, Structural Steel Framing, Metal Railings, Metal Roof Panels, Site Furnishings, Ultra Sonic Testing

Skanska is interested in soliciting in Good Faith all subcontractors as well as certified UDBE companies for the following project. All interested subcontractors, please indicate all lower tier UDBE participation offered on your quotation as it will be evaluated with your price. Please call if we can assist you in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. Skanska will also review breaking out scope packages and adjusting schedules to help permit maximum participation.

Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. and general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the 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 the Operating Engineers, Laborers, Cement Masons, Carpenters Unions and Teamsters. Subcontractors must provide weekly, one original and one copy of all certified payrolls, including non-performance and fringe benefit statements if required by law or by the Prime Contract. Subcontractor scope (including any conditions or exceptions) is required 24 hours prior to bid deadline to allow proper evaluation.

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**Skanska Estimating Dept:**

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

Email: [Ken.Epps@skanska.com](mailto:Ken.Epps@skanska.com)

### Hunters Point Shipyard Opportunity to Provide Architectural Consulting Services

HPS Development Co, LP is requesting qualified, interested Companies to respond to a public request for proposals through the Successor Agency to the Redevelopment Agency of the City and County of San Francisco.

For more information, please visit:

<http://mission.sfgov.org/OCABidPublication/BidDetail.aspx?K=7066>

**Proposals must be submitted by September 6, 2013.**

REQUEST FOR ESBE Subcontractors and Suppliers for:

**5th Street, 5th Street Viaduct and Railyards**

**Blvd. at Sacramento Railyards**

**City of Sacramento PN: T15135800**

**BID DATE: September 4, 2013 @ 2:00 PM**

We are soliciting quotes for (including but not limited to): Trucking, Field Office, SWPPP, Structure Excavation, Structure Backfill, Cellular Concrete Backfill, Earth Retaining Structure, Structural Concrete Retaining Wall, Bar Reinforcing Steel, Minor Concrete-Sidewalk, Architectural Treatment, Prepare and Paint Concrete, California ST-40 Bridge Rail, Structural Concrete-Approach Slab Type, Joint Seal, Concrete Barrier, Chain Link Railing, Bridge Deck Drainage System, Sanitary Underground, Stormwater Quality Inlet, Stormwater Quality Vault, Topsoil, Bioretention Soil, Headwall, Fencing, Hydroseeding, Utilities, Concrete Survey Monument, Street & Sidewalk Barricades, Curb & Gutter, Curb Ramp, Electrical, Irrigation, Bridge Removal, Prestressing Cast-In-Place Concrete, Vibration Monitoring, Bridge Canopies, Furnish Piles, Pile Driving and Construction Materials

**O.C. Jones & Sons, Inc.**

1520 Fourth Street • Berkeley, CA 94710 • Phone:

510-526-3424 • FAX: 510-526-0990

**Contact: Mike Crowley**

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 ESBE participation. Plans & Specs are available for viewing at our office.

**Morlin Asset Management LP** – a commercial real estate property management company is in the process of preparing a proposal for **Property Management Services for The Housing Authority of The City of Los Angeles** and is interested in receiving subcontracting proposals for the following item(s):

- 531311 - Residential Property Managers
- 531390 - Other Activities Related to Real Estate

The copy of the Housing Authority of The City of Los Angeles – Property Management Services bid specifications and plans are available on [www.labavn.com](http://www.labavn.com) (RFP #7583). If you are interests in bidding please email, [m.martin@morlinmgmt.com](mailto:m.martin@morlinmgmt.com). Please indicate if you are a certified MBE, and/or WBE contractor. The bid due date will be September 9, 2013. For bond assistance you may contact the City of Los Angeles Bond Assistance Program at (213)327-0298.

**Morlin Asset Management LP**