

# The Importance of a Data Driven Business Strategy for Building Product Manufacturers

[ Article was originally posted on  
[www.constructconnect.com](http://www.constructconnect.com) ]

By Doug Bevell,

Understanding the performance of construction industry segments is the key to maximizing sales and profits for building product manufacturers. Currently the construction industry is in a fluid state, breaking from, and yet still anchored to, some long-established processes. This blog will attempt to identify and address the key segments which need monitoring and the use of contemporary tools to identify and maximize marketing and sales efforts for BPMs.

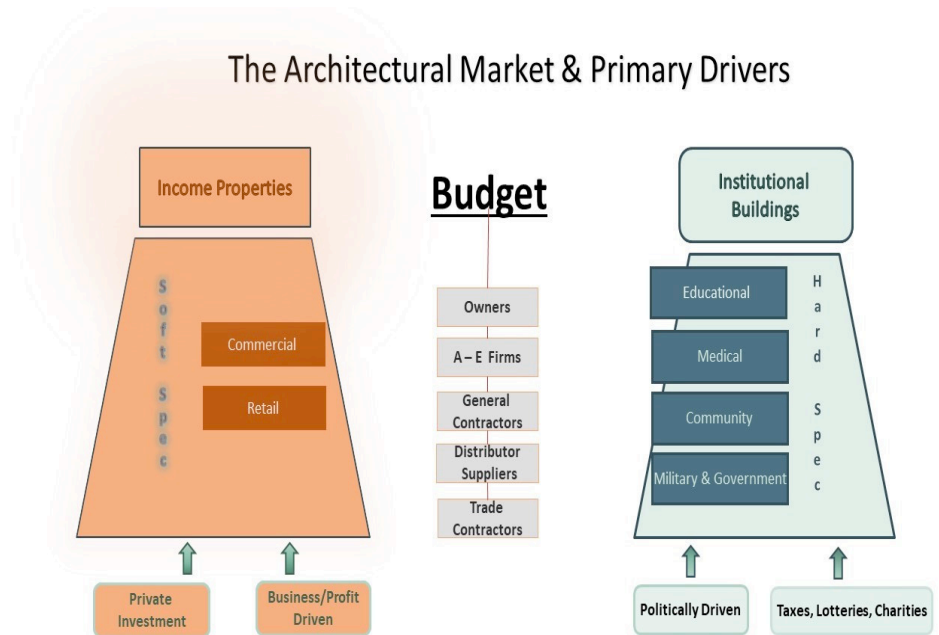
## Cultural Transformation

In 1999, a prominent industry executive opined, “Doug, no one will ever use the internet for building design and/or product specification.” He made this declarative statement just prior to my presentation to an audience at a construction strategy conference, explaining how the internet was going to change building product marketing forever.

A short time after that presentation, “there was more data collected, aggregated, and published from 2006 to 2010 since the beginning of time.” This statement was made by a Google executive at a technology conference that I attended in 2012. That statement, at least for me, although believable, was shocking.

From the late 1990s until now our collective society has experienced a colossal cultural shift, arguably the most transformative in human history and the construction industry is no different. Our once slow to adapt, siloed corner of the world is one of the most targeted business segments by big tech and investors looking to invest in the most transformative tools that can make building design and construction better and more efficient.

The introduction of Building Information Modeling and the enabling software; Revit, ArchiCad, and others, now cloud-based, are allowing building teams to collaborate from design through construction phases and into facilities management concurrently with unprecedented dispatch and proficiency. BIM has added more velocity to the expansion of more efficient construction processes like Integrated Project Delivery, Construction Management-at-Risk, and Design-Build, which is quickly making the siloed and inefficient Design-Bid-Build process more and more rare. Its development is bringing general contractors, trade



contractors, and suppliers closer together in product decisions than in the past.

In addition, technology has advanced how data can be collected, aggregated and interpreted to provide valuable optics into market trends and strategies for BPMs.

## The Fundamentals are Still Paramount

As much as technology is changing the speed and efficiency of how the construction industry works, for BPMs, the fundamentals are still paramount in the profitable growth and maintenance of sales.

Many of the self-proclaimed Construction Tech Evangelists continue to proselytize notions like, “building product distributors will soon be a thing of the past,” while companies like Graybar Electric, Ferguson Supply, Beacon Roofing Supply, and others continue being strong, integral links in the building product supply chain.

Why does the distributor stay anchored to the building process, not replaced by direct ordering as in the Amazon business model? The answer is simple. Like many other industries, construction is local, and distributors are the BPMs’ face to the local contracting communi-

ty. In many cases, they also buy and carry significant rotating BPM inventory, creating just-in-time deliveries to local contractors, which produces a more consistent and predictable revenue flow for the BPM, more than the episodic chasing and acquisition of new construction projects. Also, in many cases distributors can provide system assemblies of products for digital model integration.

So, the industry has made considerable technological advances, which empowers a more seamless collaboration between owners, architects, engineers, and contractors, from pre-project planning to facilities management. However, for manufacturers the most significant tech advances have been in the ability to collect, parse, and interpret the quantitative and qualitative information required to build data-driven business strategies.

This data can answer and provoke important questions that are critical to most of the relevant strategic goals of a BPM’s business, namely, increased sales, profitability, and market share. The next few portions of this blog will be dedicated to the identification and targeting of the project sectors based upon their

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# California Sub-Bid Request Ads



Is requesting quotes from certified and qualified **CBE** and **Minority/Women/Disadvantaged/Disabled Veteran (M/W/D/DVBE)** Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

#### **SUBS/SERVICE PROVIDERS**

Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing; Environmental Consulting Services; Highway, Street, and Bridge Construction; Human Resources Consulting Services; Landscaping Services; Masonry; Construction Material Merchant Wholesalers; V-Ditch/Shotcrete Construction; Aggregates; Concrete Ready Mix; Asphalt Paving; Erosion Control; Hydroseeding; QSD/SWPPP

#### **SUPPLIERS**

Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing; Environmental Consulting Services; Highway, Street, and Bridge Construction; Human Resources Consulting Services; Landscaping Services; Masonry; Construction Material Merchant Wholesalers; V-Ditch/Shotcrete Construction; Aggregates; Concrete Ready Mix; Asphalt Paving; Erosion Control; Hydroseeding; QSD/SWPPP

## **Peter Pitchess Detention Center Class III Landfill Closure Project Castaic, CA**

**Los Angeles County Public Works Specification No. 5703**

**Capital Project No. 86575**

**CBE GOAL 25%**

**BID DATE: March 8, 2021 at 12:00 p.m.**

**All Quotes Due Prior**

### **Sukut Construction, LLC**

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Nicholas Osborne

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: [estimating@sukut.com](mailto: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 Nicholas Osborne 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**



**Project Name: Caritas Homes**

**Location: Santa Rosa, California**

**Bid Date: March 23, 2021 @ 10AM**

**Pre-Bid Conference Call: March 10, 2021 @ 10AM**

Nibbi Brothers has been selected as the General Contractor for the Caritas Homes project in Santa Rosa, corner of 7th Street and Morgan Street. We are in receipt of the Bid Set and are currently requesting bid proposals from qualified subcontractors including those certified as DBE/MBE/WBE subcontractors for DIV 01-33. Proposals are due no later than 10:00 AM on Wednesday, March 23, 2021 online via the Building Connected website. Please note a completed Bid Form will need to be submitted for each trade/bid package you are bidding on in order to be considered. Caritas Homes (Phase I) is a publicly-funded, 100% affordable multi-family residential development located at [address] in Santa Rosa, CA. The site is bounded by 7th Street to the north, Morgan Street to the west, Caritas Center parcel to the south and the Phase 2 parcel of Caritas Homes to the east. Existing structures on-site are to be demolished or relocated to a nearby lot. The development is a 3-story wood frame building over a 1-story concrete podium, all of which is Type-VA construction. At the ground floor is a residential parking garage and support functions for the residential above including mail, bike storage, central laundry, and offices. At the podium level, there is a community room and podium courtyard for residents. There will be 64 residential dwelling units consisting of studios, 1-bedrooms, and 2-bedrooms. Site Improvements include the first phase of a landscaped central mews, new street trees and landscaped setbacks with planters for stormwater and management. For any questions on accessing the bid documents contact Jacqueline Leiva, Precon & Estimating Coordinator via email, [JacquelineL@nibbi.com](mailto:JacquelineL@nibbi.com). For project specific questions please contact Igor Bershteyn, Sr. Estimator via email, [IgorB@nibbi.com](mailto:IgorB@nibbi.com), or Regina Grimsby, Project Engineer, [GinaG@nibbi.com](mailto:GinaG@nibbi.com)

## **GREEN 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](http://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

Santa Rosa, CA 94107

Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)

Website: [www.sbeinc.com](http://www.sbeinc.com)

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

Fax: (415) 778-6255

#### **Publisher of**

Small Business Exchange  
weekly newspaper



1395 Evans Avenue, San Francisco, CA. 94124

Phone: (415) 227-1040 Fax: (415) 227-1046

Contact: Kathy Streblow – [kstreblow@mitchell-engineering.com](mailto:kstreblow@mitchell-engineering.com) or

Scott Tilley – [stilleym@mitchell-engineering.com](mailto:stilleym@mitchell-engineering.com)

An Equal Opportunity Employer & Comply with the San Francisco Fair Change Ordinance

All Qualified AND/OR Certified Federal SBE & DBE Subcontractors, Truckers and Material/Equipment Suppliers are requested to forward bids/quotes for the following Project:

**L Taraval Improvement Project – Sunset Boulevard to West Portal, Contract No. 1308R**

**Location: San Francisco, California**

**Bid Date: March 4, 2021 @ 3:00PM**

**The project is also subject to have all subcontractors listed in the bid with a DIR Number.**

Mitchell Engineering is seeking qualified subcontractors and suppliers for the following: Trucking/Hauling including Hazardous Waste Disposal, AWSS, Pavement, Concrete, OCS, Television Inspection, Rail Procurement, Electrical, Steel Poles, Street Lighting, Valves & Fittings, Landscape, Pipe materials, VTAG train signaling system.

Plans and specs are available at no cost to interested firms. Please contact our office @ (415) 227-1040 or email: [stilleym@mitchell-engineering.com](mailto:stilleym@mitchell-engineering.com)



# California Sub-Bid Request Ads



**SYBLON REID**  
General Engineering Contractors  
Providing Solutions to Difficult Projects

P.O. BOX 100 Folsom, CA 95763  
Phone: (916) 351-0457 Fax: (916) 351-1674  
Contact: Brad Schieckoff  
Email: brads@src.com & estimating@src.com

Sub-Bids Requested From  
**Minority Business Enterprise (MBE);  
Women Business Enterprise (WBE);  
Small Business Enterprise (SBE);  
Small Business in Rural Area (SBRA);  
Labor Surplus Area Firm (LSAF); or  
Historically Underutilized Business (HUB)  
Zone Small Business**  
Subcontractors & Suppliers for:

**OWNER:**  
**CARUTHERS COMMUNITY SERVICES DISTRICT**  
**CARUTHERS COMMUNITY SERVICES**  
**DISTRICT WATER TREATMENT**  
**PLANT PROJECT**

**LOCATION: CARUTHERS, CA**

**BID DATE: MARCH 4, 2021 @ 2:00 PM**

**\*\*Addendum No. 2 issued on 02-24-21\*\***

**Trades Solicited:** Concrete Pumping, Electrical, Trucking, Metal Building- Car Port, Pavement, Rebar, Bolt Steel Tank, Painting & Coating, HVAC, Misc Metals, Surveying.

If a portion of the work is too large for you to handle, contact us and we will try and break it into smaller portions

Subcontractors and suppliers must be licensed to conduct business in the state of California. Must be able to provide payment and performance bonds provided by approved surety company. SRC will pay bond premium up to 1.5% of subcontract amount and will assist with insurance compliance. SRC will work with subcontractors on joint check agreements. Plans and specs are available for viewing at our Folsom office and upon request will provide FTP site for electronic viewing of project.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans or specifications for the work will be made available. Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered.

**McGuire and Hester**  
**2810 Harbor Bay Parkway • Alameda, CA 94502**  
**Phone: 510-632-7676 • Fax: 510-562-5209**  
**Contact: Hugo Gutierrez**

Sub Bids Requested From Qualified  
**DBE Subcontractors & Suppliers for**  
**Phase 2B - Arden Service Area Pipe &  
Meter Installation Project**  
**Project #4507**

**Location: Sacramento, CA**

**Bid Date: 4/1/2021 @ 2:00 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades:

**Trucking, Saw Cutting, Drilling, Electrical,  
Tree Removal & Arborist, Concrete, Grinding,  
Tack Coating, Slurry Seal, & Striping.**

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.

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Turner Construction Company is seeking proposals and proposals from certified Minority-Owned, Women-Owned, Small Business Enterprise, Local Business Enterprise and Disabled Veteran Business Enterprise to bid on the following project:

**Project: Construction of Aviation/ARFF/ Airport Administration Building**

**Owner: Contra Costa County**

**Approximate Construction Value: \$11,700,000**

**Emailed, faxed, building connected or hand delivered bids no later than 2:00 p.m., Monday, MARCH 8, 2021.**

**Email to: mguzman@tcco.com**

The project includes construction of an Aviation/ARFF/Airport Administration Building along with associated site improvements at Buchanan Field Airport, 181 John Glenn Drive, Concord, CA, 94520 (to replace the existing Contra Costa County Airport passenger terminal). The new Aviation/ARFF/Airport Administration Building will be a one-story structure including, but not limited to, two (2) apparatus bays, kitchen, offices, restrooms, training, storage, workrooms, passenger holdroom along with all associated HVAC, plumbing, fire protection, electrical, IT, civil site work, and landscaping. The work shall include providing modular buildings for temporary airport terminal operations, connecting temporary modular to electrical power, demolition of existing buildings and relocating existing main sewer and water lines. The new station will also include an emergency generator and fuel tank. The project will also include provisions for future photovoltaic roof system, car charging stations and has been designed to meet LEED Silver equivalency per the County's standard for public buildings.

Bid Pkg	Trade Package Description	Est Value	Bid Pkg	Trade Package Description	Est Value
2	Demo	\$317,169	10.1	Signage	\$50,000
3	Concrete	\$1,030,000	10.2	Toilet Partitions / Accessories	\$75,000
3.3	Polished Concrete	\$200,000	10.5	Specialties	\$150,000
5	Structural Steel	\$1,500,000	10.6	Operable Partitions	\$40,000
5.5	Miscellaneous Metals	\$150,000	11.1	Equipment	\$93,285
6	Rough Carpentry	\$200,000	12.2	Window Treatments	\$131,000
6.4	Millwork	\$300,000	12.6	Furniture	\$130,000
7	Roofing /Waterproofing	\$300,000	21	Fire Protection	\$220,000
7.4	Metal Panels	\$460,000	22	Plumbing	\$740,500
8	Doors Frames and Hardware	\$320,000	23	HVAC	\$1,600,000
8.3	Overhead Doors	\$85,000	26	Electrical / Fire Alarm	\$1,490,000
8.4	Glass and Glazing	\$400,000	27	Communications	\$278,855
9.2	Drywall	\$350,000	31	Earthwork	\$200,000
9.3	Ceramic Tile	\$180,000	32.1	Asphalt Paving	\$150,000
9.5	Acoustical Ceiling	\$150,000	32.8	Landscape	\$75,000
9.6	Flooring	\$75,000	33	Site Utilities	\$168,191
9.9	Painting	\$90,000			

**Security Bond and Payment and Performance Bond:** A 10% Security and a 100% Payment and Performance Bond (P&P) is required. For assistance in obtaining a Security Bond and P&P bond please contact, Andrew Waterbury at 714.955.4032 or awaterbury@tsibinc.com

**General Liability (GL) Insurance** – For assistance in obtaining GL Insurance, please contact Nick Langer at 661.645.4974 or nlanger@tsibinc.com

**Plans and Specifications:** To access Drawings and Specifications, please contact, Mike Saenz at msaenz@tcco.com

**Request for Information:** Pre-Bid Request for information are due Monday, March 1st, 2021 at 11:00 a.m.

**Pre-Bid Conference:** Thursday @ 7:00 am via zoom. Please reach out to Mike Saenz at msaenz@tcco.com

**Prequalification:** Trade Contractors interested in working in this project will be required to prequalify. Submit prequalification packages online at [www.turnerconstruction.com/sub-cpntrctors](http://www.turnerconstruction.com/sub-cpntrctors). Non-prequalified subcontractors may propose on the work and have 72 hours to submit an acceptable prequalification package if they are the apparent low bidder. Trade Contractors are encouraged to submit a prequalification package by March 5, 2021.

**General Questions:** Please contact Mike Saenz at msaenz@tcco.com or 408.595.3705.

**Project Labor Agreement (PLA):** Trades Contractors will be subject to the Project Labor Agreement (PLA).

**Department of Industrial Relations (DIR):** Trades Contractors will need to be registered with the Department of Industrial Relations (DIR) pursuant to Labor Code section 1725.5

## CAHILL CONTRACTORS LLC

requests bids from Certified SBE Subcontractors and Suppliers for the following trades ONLY:

Earthwork / Shoring / Elevators / Fire Sprinkler

**POTRERO HILL BLOCK B - EARLY TRADES**

**1801 25th Street, San Francisco CA**

This is an MOHCD project with construction workforce and prevailing wage requirements.

**BID DATE: 3/11/21 @ 2PM**

**Voluntary Virtual Pre-Bid Meeting:**

**2/24/21 @ 10AM**

**BID DOCUMENTS:** Please contact Colby for access to documents on BuildingConnected.

**CONTACT:** Colby Smith at [estimating@cahill-sf.com](mailto:estimating@cahill-sf.com), (415) 677-0611.





# California Sub-Bid Request Ads

## SKANSKA

Subcontractor/Supplier Bids/Proposals Requested

Owner: City of Moreno Valley  
City Project Number 801-0021  
Caltrans Contract 08-323034  
Project ID 0812000059

**Proposal Due Date: March 12, 2021 – 10:00 AM**

Skanska USA Civil West California District Inc. is interested in soliciting in Good Faith all subcontractors as well as certified DBE subcontractors related to the scopes of work below for the

### SR-60/MORENO BEACH DRIVE INTERCHANGE IMPROVEMENTS (PHASE 2)

Plans & Specs can be accessed and download online at viewed at

<https://pbsystem.planetbids.com/portal/24660/portal-home>

Requested scopes include, but are not limited to the following and should be based on Contract and its amendments:

Landscaping and Irrigation, Electrical, Site Lighting and Traffic Signaling, Lead Compliance Plan, Traffic Control System, Develop Water Supply, Temporary High Visibility Fence, Contractor Supplied Biologist, Construction Area Signs, Traffic Control System, Type III Barricade, Temporary Pavement Marking, Channelizes, Portable Changeable Message Sign, Temporary K-Rail & Crash Cushion Module, Storm Water Pollution Prevention Plan, Erosion Control, Street Sweeping, Clearing and Grubbing, Roadway Excavation, Structure Excavation, Ditch Excavation, Imported Borrow, Fiber Rolls, Hydroseed, Class 2 Aggregate Base, Hot Mix Asphalt, AC Dike, Structural Concrete, Bar Reinforcing Steel, Corrugated Steel Pipe, Steel Flared End Section, Remove Culvert, Remove Headwall, Rock Slope Protection, Miscellaneous Iron and Steel, Fence, Minor Concrete, Delineator, Marker, Guardrail System, Cable Railing, Vegetation Control, Severe Duty Crash Cushion System, End Anchor Assembly, Thermoplastic Traffic Stripe, Roadside Signs Construction Survey, 8" and 12" Waterline, Furnish Steel Piling, Prestressing, Architectural Treatment, Reinforced Concrete Pipe, Welded Steel Pipe Casing, Traffic Signals. **Requirements:** Skanska will assist qualified subcontractors, vendors, & suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. All SBE and DVBE firms must be certified by LA Metro by the proposal due date. If you are a SBE/DVBE Company, please provide your certification letter with your proposal. If you are a Non SBE or DVBE, please indicate all lower-tier participation on your quotation as it will be evaluate it with your price. In order to assist SBEs or DVBEs subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities & establish delivery & construction schedule, which will permit maximum participation when feasible.

**Requirements:** Skanska is an Equal Opportunity Employer and is requesting quotes from all qualified subcontractors and suppliers. Skanska will assist qualified subcontractors, vendors, & suppliers in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies. If you are a DBE Company, please provide your certification letter with your proposal. If you are a non-DBE, please indicate all lower-tier participation on your quotation as it will be evaluated with your price. In order to assist DBE subcontractors and suppliers, we will divide total requirements into smaller packages, tasks or quantities & establish delivery & construction schedules which will permit maximum participation when feasible. Subcontracting Requirements: Skanska's insurance requirements are Commercial General Liability (GL): \$1M ea. occ., \$1M personal injury, \$2M products & completed operations agg. & general agg.; \$1M Auto Liability; \$5M Excess/Umbrella and \$1M Workers Comp. Endorsements and waivers required are the Additional Insured End., Primary Wording End., & a Waiver of Subrogation (GL & WC). Other insurance requirements may be necessary per scope or RFP requirement. Subcontractors may be required to furnish performance & payment bonds in the full amount of their subcontract by an admitted surety & subject to approval by Skanska. 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. 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. Please note that all Contractors and Subcontractors must register with The DIR (Department of Industrial Relations) in order to bid on public works projects. Include CSLB License Number and DIR Number on All Quotes Submitted.

Skanska USA Civil West California District is an Equal Opportunity/Affirmative Action Employer

EEO/AA/Vet/Disability Employer

Estimating Department: 1995 Agua Mansa Rd, Riverside, CA 92509

Phone: (951) 684-5360 • Fax: (951) 788-2449

Lead Estimator: Mike Raddack • Email: [bids.socal@skanska.com](mailto:bids.socal@skanska.com)

Con-Quest Contractors, Inc.  
290 Toland Street • San Francisco, CA 94124  
Email: [bidday@cqcontractors.com](mailto:bidday@cqcontractors.com)  
Fax: 415-206-0528

### REQUEST FOR QUALIFIED DBE/MBE/WBE SUBCONTRACTORS & SUPPLIERS FOR

San Francisco

Municipal Transportation Agency

L Taraval Improvement Project

Sunset Boulevard to West Portal

**Bid Date: March 4, 2021 at 3:00 p.m.**

Quotes needed: SWPPP, Utility Trenching, Sewer & Water Pipe Materials/Appurtenances, Material Testing/Inspection, Track Signal/Systems, Train Overhead Catenary Systems, Electrical, Precast Fabricator/Installer, Landscaping, Tree Removal, Environment Monitoring, Ready Mix Concrete, Concrete Pumping, Trucking, Aggregate Materials, Asphalt Milling/Paving, Track Materials, Demolition, Survey, Rebar, Structural/Misc. Metals, Fencing, Railings, Crane/Hoisting Service, Sheet piling & Shoring, Painting, Roadway Traffic Striping/Signage, Traffic Control Services

### An Equal Opportunity Employer

In order to properly evaluate / coordinate vendor proposals with our final bid. Vendor scope letters and quotes should be submitted and received in a timely fashion by no later than **5:00pm on March 1, 2021.**

**Please include your Enterprise NAICS CODE and SBE or DBE Certification Number.**

### ANVIL BUILDERS

1475 Donner Ave. San Francisco, CA 94124  
Phone: 415-285-5000 • Fax: 415-285-5005

### Request for DBE's Subcontractors and Suppliers for

**Project: EBMUD - Main Wastewater Treatment Plant Secondary Reactors Rehabilitation Phase 1 project**

**Contract No: SD-415**

**Bid Date: Wednesday, March 10, 2021**

**Bid Time: 1:30 PM**

Work includes the following in the Main Wastewater Treatment Plant (MWWTP) Secondary Reactor Nos. 7 and 8: concrete rehabilitation and coating of select concrete surfaces; recoating of draft tubes and step feed piping; replacement and recoating of return activated sludge and influent piping; replacement of valves and flow meters, and replacement of scum skimmer. Other work at the MWWTP includes: construction of platform around the Septage Receiving Odor Control Station; demolition of abandoned Chlorine Rail Unloading Station; and installation of treated wastewater piping.

Seeking all trades (but not limited to):

**Demolition, Hazardous Abatement, Concrete, Rebar, Structural Steel / Misc Metals, Painting and Coating.**

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

<https://construction-bids.ebmud.com/Spec-Main.aspx?SpecGN=7525&BidMode=Current>

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](mailto:estimating@anvilbuilders.com) / 415-285-5005.

Visit [www.sbeinc.com](http://www.sbeinc.com)  
to download a PDF version of the  
latest SBE Newspaper and  
SBE Newsletter

# The Importance of a Data Driven Business Strategy for Building Product Manufacturers

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ability to drive longer term sales growth and profitability.

### Market Landscape

From a macro perspective, most building products are consumed by commercial and institutional building. Several structure types make up these two segments and their sensitivity to price and product specifications adherence vary. Also, a couple of factors are important to consider related to price and product specification sensitivity and these are new construction and additions versus the renovation and retrofit of existing commercial buildings.

In today’s commercial construction market, with contractors taking a more active role in design and final product selection, there is incentive to value engineer all projects. The genesis regarding the importance of what is installed in the building varies on the intended purpose of the building. The graph below illustrates two buckets comparing the dynamics or motivations related to the “why” of their existence.

The design and specification process for the segments do not vary with any level of significance, but the core motivation for the existence of the building greatly impacts the commitment to design intent and especially product specification adherence. Both building types share a budgeting process which in large part impacts building design as well as the quality and type of products

that are included. They also share a similar collaboration/building team for the purpose of design and construction.

### Income Properties

The core existence for income properties is profit; therefore, even though there is a budget, the goal generally is to complete the building as quickly and inexpensively as possible. Time is money, so speed to completion and the value engineering of specified building products is quite prevalent. These buildings are a veritable feeding ground for (me too building products) that meet or claim to meet the performance of the original product that is specified but are less expensive.

Many BPMs offer both types of products, those of higher quality, and a VE alternative. Many BPMs or their distributors will submit two bids on the project, a bid according to the original specification and a VE bid, just in case. To be clear, there is nothing wrong with “me too products” being substituted on income properties, or buying projects, so to speak, is an effective way to prove the specification worthiness of your new solutions for future projects.

To the above point, I ran a door hardware company where we launched three new product families which needed to be installed on a few projects for a period before the architects would even consider including them as a specified product. We targeted income properties specifically as a VE strategy for a couple of years and now these products are showing up regularly in project specifications.

Another important underlying factor to remember is that in most cases, the original owner of these buildings has a shelf life of some five years and then they flip the property. So, first costs are an important factor to the owner. If a product can last the length of time prior to flipping, it is good enough to be installed. Vanity projects like Apple, or Google’s new headquarters are an obvious exception to this.

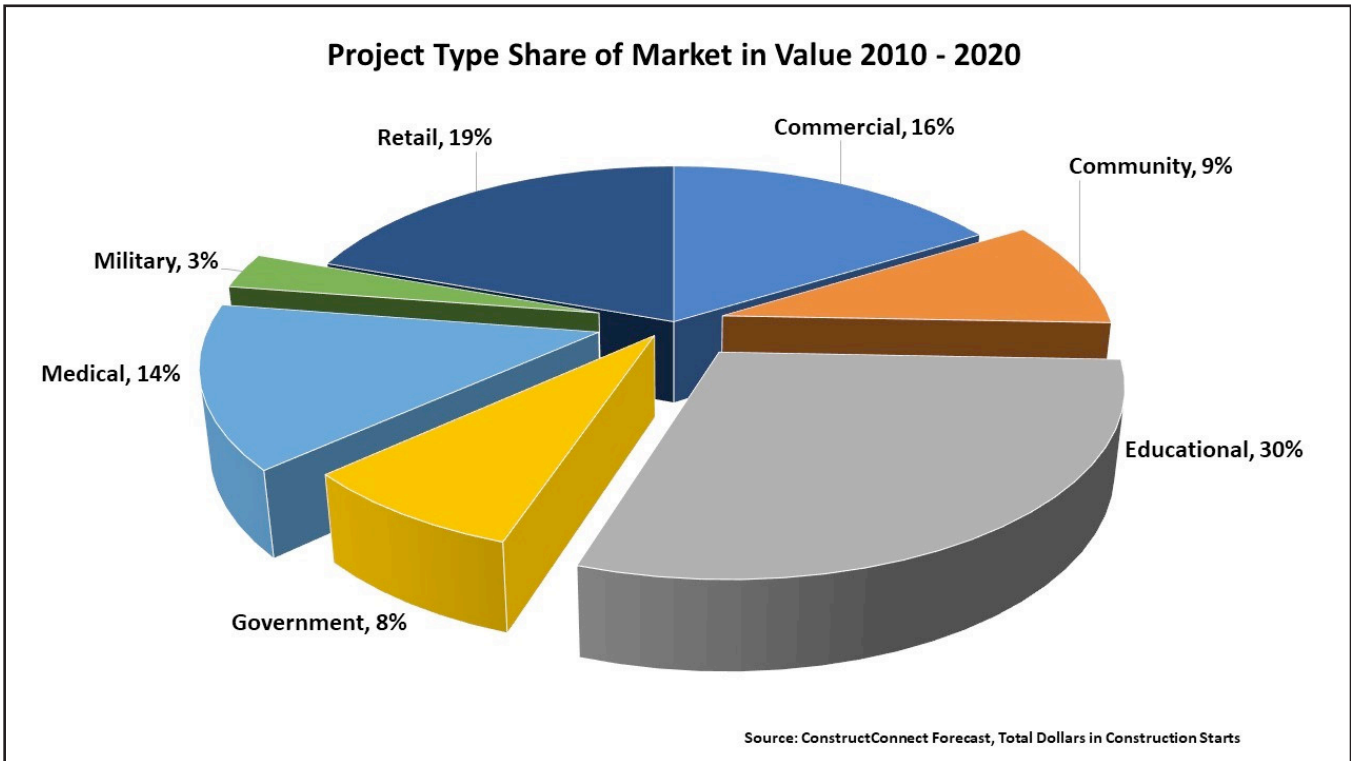
### Institutional Buildings

The core motivation for institutional buildings is not profit, but rather the owner is in it for the long haul. So quality and better than average form, function, and efficiency are paramount. Construction budgets are built around the more altruistic purpose of the building, so there is no overarching profit motivation for the owner; meaning defendable product specifications tend to hold.

However, it is important to note, if your products are in the specifications, the general contractors and other building team members do have motivations to substitute less expensive products for their own bottom line motives. This again emphasizes the importance of defendable in lieu of generic specifications. Given this, it is very important that your salespeople track these projects and keep a diligent open line of communications with your distributor and trade contractor customers, to defend any substitution attempts.

Continued on page 11

Below is a graph depicting the last decade of construction project types and their respective share of the market.





# California Sub-Bid Request Ads

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
Estimator: **VICTOR LE**  
An Equal Opportunity/  
Affirmative Action Employer

DeSilva Gates Construction (DGC)  
is preparing a bid as a Prime Contractor  
for the project listed below:

**CALTRANS ROUTE 17 – STATE HIGHWAY IN  
SANTA CLARA COUNTY IN AND NEAR LOS  
GOTOS, CAMPBELL AND SAN JOSE FROM  
HEBARD ROAD TO ROUTE 17/280 SEPARATION**

**Contract No. 04-1J9704,  
Federal Aid Project No. ACNH-P017(117)E  
Disadvantaged Business Enterprise Goal  
Assigned is 13%**

**OWNER:  
STATE OF CALIFORNIA  
DEPARTMENT OF TRANSPORTATION  
1727 30th Street, Bidder's Exchange, MS 26,  
Sacramento, CA 95816**

**BID DATE: MARCH 30th, 2021 @ 2:00 P.M.**

DGC is soliciting quotations from certified  
Disadvantaged Business Enterprises, for the  
following types of work and supplies/materials  
including but not limited to:

**AC DIKE, BRIDGE REMOVAL, CEARING AND  
GRUBBING/DEMOLITION, COLD PLANE,  
CONCRETE BARRIER, CONSTRUCTION  
AREA SIGNS, CHANNELIZER, DELINEA-  
TORS & MARKERS, ELECTRICAL, EROSION  
CONTROL, FABRIC/GEOSYNTHETIC PAVE-  
MENT INTERLAYER, LEAD COMPLIANCE  
PLAN, METAL BEAM GUARDRAIL, MINOR  
CONCRETE, MINOR CONCRETE STRUC-  
TURE, PCC GRINDING, INDIVIDUAL SLAB  
REPLACEMENT, PIPE LINER, ROADSIDE  
SIGNS, RUMBLE STRIP, SOIL DENSIFICA-  
TION, STRIPING, SURVEY/STAKING, SWPPP  
PREP/WATER POLLUTION CONTROL PLAN  
PREPARE, TEMPORARY EROSION CON-  
TROL, TRAFFIC CONTROL SYSTEMS UNDER-  
GROUND, VEGETATION CONTROL, TRUCK-  
ING, WATER TRUCKS, STREET SWEEPING,  
CLASS 2 AGGREGATE BASE MATERIAL, HOT  
MIX ASPHALT (TYPE A) MATERIAL, RUBBER-  
IZED HMA (OPEN GRADE) MATERIAL AND  
RUBBERIZED (GAP GRADE) MATERIAL.**

Plans and specifications may be reviewed at our of-  
fice located at 11555 Dublin Boulevard, Dublin, CA or  
at your local Builders Exchange, or reviewed and down-  
loaded from the ftp site at <http://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted  
the username is ftp@desilvagates.com and password  
is f7pa55wd) or from the Owner's site at [www.dot.ca.gov/hq/fesc/oe/weekly\\_ads/all\\_adv\\_projects.php](http://www.dot.ca.gov/hq/fesc/oe/weekly_ads/all_adv_projects.php)

Fax your bid to (925) 803-4263 to the attention of Esti-  
mator Victor Le. If you have questions for the Estimator,  
call at (925) 829-9220. When submitting any public  
works bid please include your DUNS number and DIR  
number. For questions regarding registration for DIR  
use the link at [www.dir.ca.gov/Public-Works/Public-Works.html](http://www.dir.ca.gov/Public-Works/Public-Works.html)

If you need DBE support services and assistance in ob-  
taining bonding, lines of credit, insurance, necessary  
equipment, materials and/or supplies or related assis-  
tance or services, for this project call the Estimator at  
(925) 829-9220, or contact your local Small Business  
Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation  
Resource Center ([www.transportation.gov/osdbu/SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work  
to increase the expectation of meeting the DBE goal.

At our discretion, 100% Payment and 100% Perfor-  
mance bonds may be required as a subcontract condi-  
tion. This will be a PREVAILING WAGE JOB. DGC is an  
Equal Opportunity/Affirmative Action Employer.

## ANDREW M JORDAN INC. dba A & B CONSTRUCTION

1350 4th Street, Berkeley, CA 94710  
Phone: 510-999-6000 • Fax: 510-982-3636

Requests quotes from qualified MBE/WBE/SBE/  
LBE/OBE/DVBE subcontractors, suppliers, and  
truckers for the following project:

**MARSH DRIVE BRIDGE REPLACEMENT  
OVER WALNUT CREEK  
CONTRA COSTA COUNTY, DPW  
COUNTY PROJECT #0662-6R4119 /  
FEDERAL PROJECT #BRLS-5928(128)  
Bids: March 23, 2021 @ 2pm / Engineer's  
Estimate is \$12,100,000 • 320 working days  
DBE GOAL – 11%**

SWPPP; CONSTR SURVEY & STAKING; LEAD  
COMPLIANCE PLAN; ASBESTOS COMPLIANCE  
PLAN, AGGREGATES' 1/2-TON RIP RAP; BIOLO-  
GIST; ANTI-GRAFFITI COATING; EARTHWORK;  
LANDSCAPE; EROSION CONTROL; CLEARING  
& GRUBBING; ASPHALT CONCRETE; CIDH PIL-  
ING; CONCRETE PIPE; SIGNS & MARKERS; RAIL-  
INGS & BARRIERS; TRAFFIC CONTROL; ELEC-  
TRICAL SYSTEMS; GEOSYNTHETICS; CHAIN  
LINK FENCE; CURBS & DRIVEWAYS; TRAFFIC  
CONTROL; RETAINING WALLS; CIP POST-TEN-  
SIONED GIRDER; REBAR; BRIDGE REMOVAL;  
MINOR CONCRETE.

Plans and specifications are available for purchase on  
[www.cccounty.us/cpmprojects](http://www.cccounty.us/cpmprojects) or contact Abel Canlas for  
assistance.

Bonding, insurance, lines of credit and any technical as-  
sistance or information related to the plans & specifica-  
tions & requirements for the work will be made available  
to interested DBE certified suppliers, subcontractors, and  
truckers. Assistance with obtaining necessary equip-  
ment, supplies, materials, or related assistance or ser-  
vices for this project will also be offered to interested DBE  
firms. A & B is signatory to the Operating Engineers and  
Laborers Collective Bargaining Agreements.

100% Payment & Performance bonds will be required  
from a single, Treasury-listed surety company subject to  
A & B's approval. A & B will pay bond premium up to 1.5%.  
Subcontractors awarded on any project will be on A & B  
standard form for subcontract without any modifications.  
For questions or assistance required on the above, please  
call Abel Canlas at 510-210-2832 or email at [acanlas@a-bconstruction.net](mailto:acanlas@a-bconstruction.net)

We are an Equal Opportunity Employer

## MV Transportation, Inc. (MV)

is proposing as a prime consultant in response to the  
**OC Access Paratransit and  
OC Flex Microtransit Services, RFP 0-2150  
project located in Orange County, CA.**

**The revised RFP response due date is 3/8/21**

We would appreciate letters of interest from Disad-  
vantaged Business Enterprise (DBE) firms who are  
currently certified, active and without restrictions  
with the California Unified Certification Program  
(CUCP) for the following services: Armored Car  
Services, Towing, Oils and Lubricants, Automotive  
Parts, Vehicle Cleaning Supplies, Non-Revenue  
Vehicles, Non-Revenue Vehicle Fuel, Uniforms,  
Service Workers (Vehicle Cleaning), Call Takers,  
and Subcontracted Transportation Services. For  
more information, bonding, lines of credit, insur-  
ance, RFP and scope of work details, please con-  
tact Lynn Spradlin at [lynn.spradlin@mvtransit.com](mailto:lynn.spradlin@mvtransit.com) or  
707.337.6580 by 2/22/21.



## Kiewit

**Kiewit Infrastructure West Co.**  
4650 Business Center Drive Fairfield, CA 94534  
Attn: Krista Christensen at [norcal.bids@kiewit.com](mailto:norcal.bids@kiewit.com)  
Fax (707) 439-7301

Requests quotes/bids from qualified Subcontractor,  
Service Providers, Consultants, and/or Suppliers  
seeking to participate for the following project  
in the City of Palo Alto,

**Primary Sedimentation Tanks Rehabilitation  
and Equipment Room Electrical  
Upgrade Project (Rebid)  
CIP: WQ-14003  
Owner: City of Palo Alto**

**Bid Date: March 25th, 2021 @ 3:00 P.M.**

**Disadvantaged Business Enterprises (DBEs)**

[www.mdba.gov](http://www.mdba.gov); [www.epa.gov](http://www.epa.gov);  
[www.sba.gov](http://www.sba.gov); [dot.ca.gov](http://dot.ca.gov)

Minority Business Enterprise (MBE), Women Busi-  
ness 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 • Bollards • Cathodic  
Protection • Concrete Pumping • Concrete Re-  
habilitation • Concrete Supply • Crack Injection  
• Demolition • Disposal • Diving • Drilled Shafts •  
Earthwork • Electrical • Electrical Supply • Elec-  
trical Testing • Environmental Consultant • Ero-  
sion Control • Fire Alarm • Fire Suppression • FRP  
Fabrication • Gates • Hazardous Testing & Re-  
moval • Instrumentation & Controls • Mechanical  
Equipment • Misc Metals • Openings • Painting &  
Coatings • Pavement Markings • Piping & Valves •  
Potholing • Quality Control • Rebar • Sawcutting &  
Coring • Scaffolding • Surveying • Temp Bypass  
Pumping • Tree Removal • Trucking • Water Truck  
• Waterproofing • Welding

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

**Subcontractor and Supplier Scores are due  
March 18th, 2021 and Quotes NO LATER THAN  
March 24th, 2021 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 contact Kiewit above to register.

Performance and Payment Bonds may be re-  
quired 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

**An Equal Opportunity Employer  
CA Lic. 433176  
DIR #: 1000001147**

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# Cleveland, Ohio Sub-Bid Request Ad

## WELL Certified - Prioritizing Health and Safety in a Post-COVID World

[ Article was originally posted on [www.clevelandconstruction.com](http://www.clevelandconstruction.com) ]

Many of us are spending a lot more time indoors than we realize. According to an EPA report, "Americans, on average, spend approximately 90 percent of their time indoors." This is especially true in urban areas.

Technology is steadily providing more ways to stay connected and productive without leaving our desks to venture outdoors. For office buildings, this increased immobility by hundreds (or thousands) of occupants is raising new concerns regarding the overall workplace environment's healthiness. The advent of a worldwide pandemic has only heightened concerns about renovating existing buildings and designing new buildings with a focus on maximizing and advancing human health and well-being. A new certification, called WELL, is available for those buildings meeting stringent guidelines in areas such as indoor air quality, water quality, and thermal comfort.

### The Genesis of WELL Certification

The WELL certification movement sprang from a 2013 New York Times article that described how a real estate developer was building some Manhattan condos, fusing green technology (LEED) with health-centric all-about-me amenities and labeled it as WELL certified. These included such standards as the purest air and water, the most intense sound-proofing, a circadian lighting system, posture-supportive flooring, and microbial surface coating that destroys bacteria in kitchens and bathrooms. That same year, the WELL certification was formally established by the Green Business Certification Incorporation (GBCI). This company already administers the LEED certification program. While LEED focuses on energy efficiency and reduced environmental impact, WELL focuses on improving health and well-being.

### WELL Certification Considers Seven Areas

The WELL certification process requires a building to pass muster in seven areas associated with human well-being. These include:

- air - requirements are established for the building to promote clean air and reduce or minimize the sources of indoor air pollution.
- water - promotion of safe and clean water through the implementation of proper filtration techniques and regular testing.
- nourishment - availability of fresh and wholesome food, limiting highly-processed ingredients and supporting mindful eating.
- light - illumination guidelines that minimize disruption to the body's circadian system, en-

hance productivity, and support good sleep quality.

- fitness - promotion of integration of physical activity and discouraging of sedentary behavior.
- comfort - design of ergonomic, thermal, acoustic, and olfactory comfort to optimize the indoor working environment.
- mind - optimized cognitive and emotional health through design, technology, and treatment strategies.

### How to Become WELL Certified

Getting WELL certified requires the submission of project documentation and an onsite audit. The WELL certification is designed for buildings at any stage - design, construction, normal operation, or renovation. A defined score, based on a 110 point system, is determined for

each of the seven categories mentioned above. With a passing score in each category required, the building will then receive a Silver, Gold, or Platinum certification. Certification for new and existing buildings or interiors is valid for three years. Re-certification is then required.

### The Benefits of WELL Certified Buildings

Developers realize that the expense and time involved in obtaining WELL certification for a building ultimately add value, making the property more attractive in the marketplace.

- Corporate Tenants are attracted by the benefits of a WELL certified building.

### Visit link for full article

<https://www.clevelandconstruction.com/blog/blog-feed/2021/02/23/well-certified-prioritizing-health-and-safety-in-a-post-covid-world/>

### SHEA- TRAYLOR JV BIDDING OPPORTUNITY

Northeast Ohio Regional Sewer District Certified MBE, WBE and LSBE  
with the following certifying authority:

NEORSRD Office of Contract Compliance (OCC), MBE/WBE/SBE Business Opportunity Program, and the USEPA DBE (WBE/MBE) Utilization Program

Inviting qualified contractors, specifically **MBE, WBE and SBE firms certified by NEORSRD**, to contact Shea-Traylor JV (Prime Contractor listed below) regarding subcontracting services and material supply opportunities in connection with the upcoming **tunnel and shafts project**.

The Work under this contract is in Cleveland, Ohio. The Work consists of:

### Shoreline Storage Tunnel, Project No. 1536

Owner: Northeast Ohio Regional Sewer District

3900 Euclid Ave., Cleveland, OH 44115

**BID DATE: March 30, 2021 at 1:00 PM**

Opportunities to participate exist in the following specific areas of soil excavation, hauling, excavation support systems, deep foundation system (slurry walls or C-B walls, soldier beams), dewatering systems, structural steel, engineering, survey, geotechnical instrumentation and monitoring services, materials testing, demolition and site preparation, tree removal, aggregates and fill, traffic control, sewer tap and sewer bypass pumping, A/C paving, environmental investigation, utility relocation, paving, fencing and gates, planting and seeding, retaining wall, cast-in-place concrete structures, cast-in-place pipe lining, reinforcing steel, ground stabilization, shotcrete, concrete finishing, miscellaneous metals, mechanical steel pipe, ventilation HVAC, precast concrete shaft covers, temporary office buildings/services, Temporary electrical substation, water-proofing, service utilities, grouting, electrical services, pest control, IT services, waste disposal, cleaning services, and security services.

Any business seeking to participate as a MBE, WBE or SBE in the Contract that is not currently certified as set forth above review **40 CFR 33.204-33.205, certified by EPA or NEORSRD/OCC** at [neorsrd.org](http://neorsrd.org), **Brandon Laster, Certification Officer** at [lasterb@neorsrd.org](mailto:lasterb@neorsrd.org) to obtain current certification.

Shea-Traylor JV has an FTP site where you can view all plans, specifications and addendums for your convenience. Please contact Aimee Remo at (909) 594-0990, [aimee.remo@jfshea.com](mailto:aimee.remo@jfshea.com), to receive instructions on accessing the FTP Site.

### Shea-Traylor JV, (An EEO Employer)

(J.F. Shea Construction, Inc. - Traylor Bros., Inc.)

667 Brea Canyon Road, Suite 22

Walnut, CA 91789

Phone: 909-594-0990 fax: 909-869-0827

Send Inquiries/Certifications to Aimee Remo: [aimee.remo@jfshea.com](mailto:aimee.remo@jfshea.com)



# California Sub-Bid Request Ads

## AECOM

401 West A Street, Suite 1200 • San Diego, CA 92101  
Phone: 617-921-9863

**Project:** As-Needed Dam and Outlet Tower Condition Assessment 2021 (Contract Nos. H207068 and H207095)

**Agency:** City of San Diego

**Bid Date/Time:** March 17, 2021, 4:00 PM PST

AECOM Technical Services Inc., (AECOM) is seeking firms certified by the U.S. Small Business Administration (SBA) as Small Disadvantaged Business (SDB), Women-Owned Small Business (WOSB), Service Disabled Veteran-Owned Small Business (SDVOSB), or HUBZone Small Business (Hubzone), Business Enterprise (MBE), Women Business Enterprise (WBE), and Disadvantaged Business Enterprise (DBE) firms to support the services outlined in the RFP for professional engineering consultant services on an as-needed basis for the condition assessment of City of San Diego owned Dams and Outlet Towers. The City has established a DBE contract participation goal for this contract. Services are anticipated to include:

- Surveying and Photogrammetry
- Bathymetric Surveys
- Corrosion Engineering
- Structural Engineering
- Cost Estimating
- Geotechnical Drilling
- Materials Testing
- Construction Support and Inspection

The RFP and additional information are available on PlanetBids:

<https://pbsystem.planetbids.com/portal/17950/bo/bo-detail/80219#bidInformation>

Interested firms are encouraged to submit the following:

- Letter of interest including firm profile and qualifications summary
- Copies of current certifications
- Fee schedule

Please provide material listed above by 4:00 pm, March 4, 2021. Firms considered for further evaluation will be issued a separate request for specific information and forms required for the proposal. If you have questions regarding the requirements for this solicitation, please email for more information.

Direct qualifications and/or questions to:

**Lydia Sperry**

Senior Marketing Coordinator, Water Business Line

M +1-617-921-9863 • [lydia.sperry@aecom.com](mailto:lydia.sperry@aecom.com)

In the email subject line, please add "City of San Diego As-Needed Dam and Outlet Tower Condition Assessment 2021 – Contract Numbers: (H207068 and H207095)".

Request for Quotes from CMD LBE's (small & micro) and Certified DBE's, MBE's and WBE's

**Project:** San Francisco Public Utilities Commission SEWPCP Biosolids Digester Facilities, WW-647R  
**Package No.** T-03.01 Structural Concrete Package 1

**Location:** San Francisco, CA

**Bid Due:** 03/26/2021 – **Bid Time:** 1:59 PM (PST)

**Contact:** Derek Wong or Riley Jones

**Phone:** 510-748-1900

Webcor Concrete as a Prequalified Trade Subcontractor for Structural Concrete Work, is bidding this SFPUC project on March 26, 2021 at 1:59 PM. Second-tier Sub bids or material quotes from CMD Certified LBE's S.F. Small & Micro-LBEs, SFPUC LBEs, CMD Certified SBA-LBEs, certified DBEs and Others for the following type of work needed:

### LBE/DBE work categories for Biosolids:

Lumber & Plywood Materials  
Concrete Forming  
Scaffolding  
Grouting  
Jobsite Cleanup  
Concrete Scanning  
Office Trailer Mobilization  
Concrete Place & Finish

Concrete Debris Bins  
Trucking  
Consumables/Supplies  
Construction Equipment Rental  
Rebar Installation  
Crane Operators  
Concrete Pump Operators  
Drawings and Specifications

Drawings and Specifications are available for download at MWH Constructors/Webcor Builders Joint Venture's BuildingConnected website. A Non-Disclosure Agreement is required. Please respond via email to Derek Wong, [dwong@webcor.com](mailto:dwong@webcor.com) or Riley Jones, [rjones@webcor.com](mailto:rjones@webcor.com) or phone of your interest. All bids must be in accordance with plans and specifications. Any deviations must be clearly shown as an alternate. 100% Payment and Performance Bonds may be required. Assistance is available.

Estimated start of this Package scope of work is October 2021 and completed by September 2024.

Bidders are hereby notified that work to be performed under this contract will be in full or in part financed by the Clean Water State Revolving Fund (CWSRF), administered by the United States Environmental Protection Agency (US EPA) and the State Water Resources Control Board (SWRCB), and the Water Infrastructure Finance and Innovation Act (WIFIA), also administered by the US EPA. The Bidder shall comply with all applicable terms and conditions, special provisions, and reporting requirements, as set forth in these specifications, and as may be required by federal law, rule, or regulation. Refer to Contract Section 00 48 10.01 for more information.

Please email your sub bids/material quote on or before March 26 at 9 AM.

### W.A. Rasic Construction Company

is requesting bids from qualified and certified Community Business Enterprise (CBE) firms, including Disadvantaged Business Enterprise (DBE), Women Business Enterprise (WBE) and Disabled Veteran Business Enterprise (DVBE) Subcontractors and material Vendors / Suppliers for the following project:

#### Cogswell Reservoir Post-Fire Emergency Project

**Project ID:** WRDM000036

**Owner:** Los Angeles County Public Works

**Bid Date:** March 2, 2021 at 11:00 AM

**Estimated Bid Value:** \$69-103M

W.A. Rasic Construction is requesting quotes from certified firms above for subcontractors and suppliers for the following, but not limited to, scopes of work:

**Trucking, Minor Concrete, Fuel, SWPPP Development, Furnish CSP, Furnish Asphalt & Concrete, Video Recording of Existing Conditions, CPM Scheduling, Aggregate Material Supplier**

All Subcontractors must be licensed in the State of California at the time of bid and have a valid DIR Registration Number. W.A. Rasic is a Union Signatory Contractor to all Building Trades and thus any subcontractor must be signatory or willing to sign a project labor agreement. Subcontractors and suppliers are advised to submit their quotes 2 working days before the Prime's bid due date for evaluation and completion of all necessary forms to submit with our bid. Please use the following Drop Box link containing the Plans and Specifications which are available at no cost.

<https://www.dropbox.com/sh/1imnn5bqo38d7dz/AACFmzpJZLe9jt-PaZqGjVo-a?dl=0>

Plans and Specifications are also available at no cost for review from 8:00 am to 4:00 pm, Monday through Friday at our office located at 4150 Long Beach Blvd., Long Beach, CA 90802. Assistance in obtaining bonds, lines of credit, insurance, equipment, supplies, materials or related services are available to all firms. W.A. Rasic is also willing to break any work items down into smaller categories or quantities and we can also arrange delivery schedules in order to facilitate maximum subcontractor and supplier participation. Please contact Mariah Medina via phone (562) 928-6111 or email ([mmedina@warasic.com](mailto:mmedina@warasic.com)) if you have any questions or require further assistance.

### MV Transportation, Inc. (MV)

is proposing as a prime consultant in response to the **OC Access Paratransit and OC Flex Microtransit Services, RFP 0-2150 project** located in Orange County, CA.

**The RFP is due 3/2/21**

We would appreciate letters of interest from Disadvantaged Business Enterprise (DBE) firms who are currently certified with the California Unified Certification Program (CUCP) for the following services: Armored Car Services, Towing, Oils and Lubricants, Automotive Parts, Vehicle Cleaning Supplies, Non-Revenue Vehicles, Non-Revenue Vehicle Fuel, Uniforms.

For more information please contact Lynn Spradlin at [lynn.spradlin@mvtransit.com](mailto:lynn.spradlin@mvtransit.com) or 707.337.6580 by 2/12/21.

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# Public Legal Notices



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

### Sourcing Event ID No.: 0000004715 CITY HALL RE-ROOF PHASE 1A (PW CITY HALL RE-ROOF PHASE 1A)

Bids shall be submitted online via ShareFile until **2:30:00 p.m. on March 10, 2021**, after which the bid opening will be conducted live online via Microsoft Teams. Contract Administration will email the Microsoft Teams meeting information to all Plan Holders approximately 24 hours prior to Bid opening. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Public Works Electronic Bid Documents Download site at <https://bsm.sfdpw.org/ContractAdmin/Login.aspx>. Please visit the Contracts, Bids and Payments webpage at <https://stgint.sfdpw.org/Pages/Contract.aspx> for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

City Hall in San Francisco is an historic building and is a Federal, State and City Landmark. This project includes re-roofing (tear-off and replacement) of the Perimeter portion of the Main Roof (approximately 10' wide, 10,600 sf), recoating the fluid applied roofing of the Dome/Drum's Octagon Level (approx. 3200 sf), and re-roofing (tear-off and replacement) of the "Hatch Level" of the Dome/Drum (approx. 1200 sf). New roofing system to be Fluid Applied over new underlayment board glued to a clean concrete substrate. Other work includes a new Perimeter Fall Protection System, replacement of roof drains (body & dome) in aforementioned roof areas, Perimeter Skylight butt joint sealant rehabilitation and miscellaneous exterior painting of roof elements.

The time allowed for completion is **90 consecutive calendar days**. The Engineer's estimated cost is **approximately \$1,755,000**. For more information, contact the Project Manager, Patricia Solis at (628) 271-2903.

On July 1, 2014, the registration program under section 1725.5 of the California Labor Code went into effect. The program requires that all contractors and subcontractors who bid or work on a public works project register and pay an annual fee to the California Department of Industrial Relations ("DIR").

No contractor or subcontractor may be listed in a bid or awarded a contract for a public works project unless registered with the DIR as required by Labor Code section 1725.5 [with limited exceptions from this requirement for bid purposes only under Labor Code section 1771.1(a)].

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 ("Administrative Code") Section 6.25 and Chapter 25 of the Environment Code, "Clean Construction" is required for the performance of all work.

This Contract is subject to the requirements of Administrative Code Chapter 12X, which prohibits contracting in states with laws that allow discrimination. The City is prohibited from entering into any Contract with a Contractor that has its United States headquarters in a state on the Covered State List or where any or all of the work on the contract will be performed in any of those states on the Covered State List. Administrative Code Chapter 12X and a list of states on the Covered State List can be found at: <http://sfgsa.org/chapter-12x-anti-lgbt-state-ban-list>.

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items 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 Administrative Code Chapter 14B. LBE Subcontracting Participation Requirement is 10%. Call Antonio Tom at (415) 558-4059 for details. In accordance with Administrative Code Chapter 14B requirements, all bidders shall submit documented good faith efforts with their bids, except those who exceed the above stated LBE Subcontracting Participation Requirement by 35%. Bidders must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference, if scheduled. Refer to CMD Form 2B.

A pre-bid conference will be held on Tuesday, February 23, 2021 at 10:00 AM onsite at San Francisco City Hall located at 1 Dr. Carlton B Goodlett Place, San Francisco. Meet at the Building Engineers' Office in Room 008 located in the basement.

For information on the City's Contractor Development Program, call 415-986-3999 or email [bond@imwis.com](mailto:bond@imwis.com) or [cdp@imwis.com](mailto:cdp@imwis.com).

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

#### **Class "B" General Building Contractor license required to bid.**

In accordance with Administrative Code Chapter 6, no bid is accepted and no contract in excess of Threshold 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 Administrative Code 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 Administrative Code Section 6.22(g). 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 Contract Monitoring Division as being in compliance with the Equal Benefits Provisions of Chapter 12B of the 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, San Francisco Public Works, setting forth with specificity the grounds for the objection.

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

2/25/21

CNS-3443886#

SMALL BUSINESS EXCHANGE



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, San Francisco Public Works, setting forth with specificity the grounds for the objection.

# The Importance of a Data Driven Business Strategy for Building Product Manufacturers

Continued from page 5

## The Long Game: A Steeled Focus on the Most Profitable Opportunities

The most profitable project sectors for BPMs in new construction are institutional buildings because of the motivational dynamics of function rather than profit. They are built to heal, educate, and perform public services that need to stand the test of time and higher than usual usage. Of these, the largest markets are education and medical as indicated in the above graph.

The other part of the industry that consistently delivers higher margins is renovations and ret-

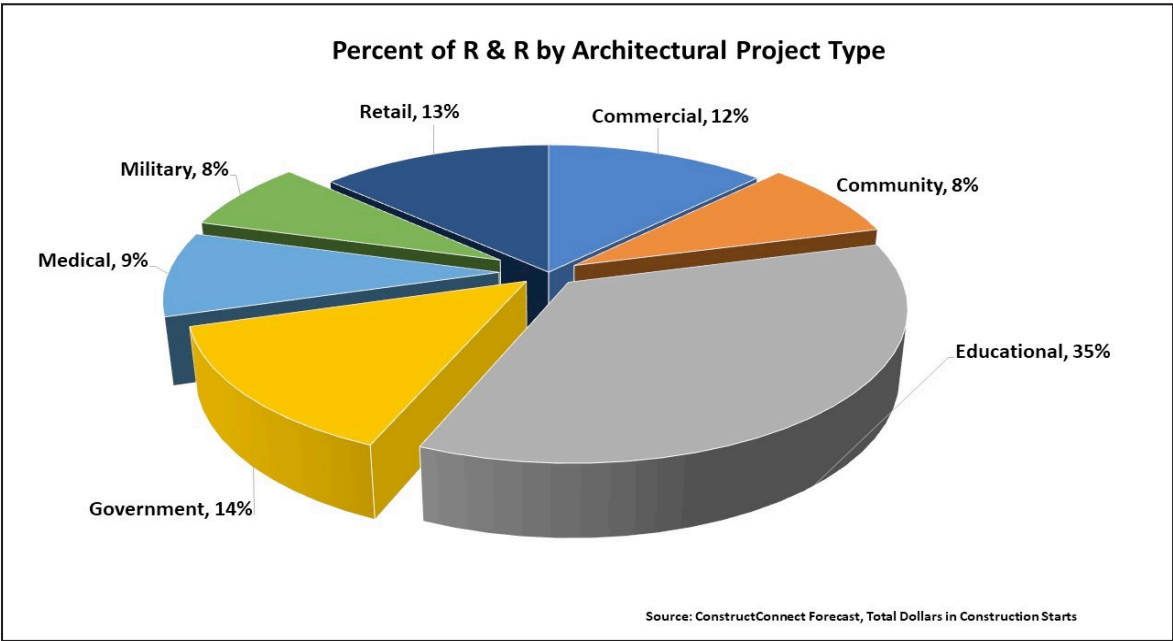
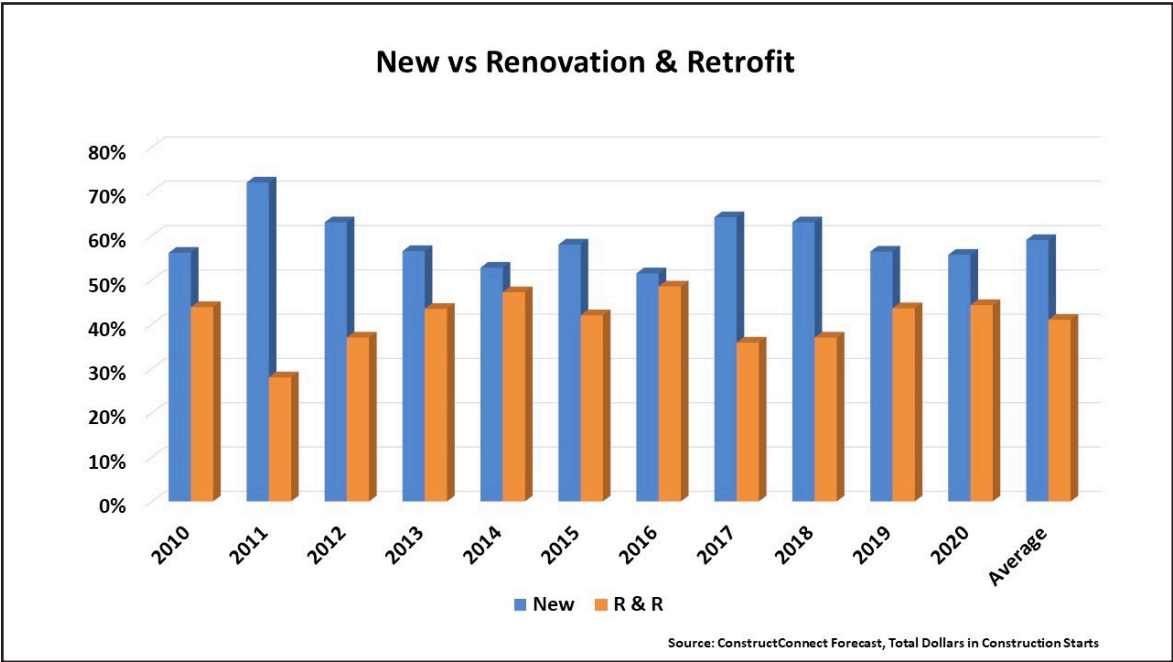
rofits. These projects do not generate new square footage, and in most cases do not have product specifications as in new construction and building additions. This holds true for both institutional construction and income properties.

Generally, with renovation projects the owner will partner with a general contractor, and together they will collaborate on the design and the contractor will move quickly to trade contractor bids. It is in these types of projects where BPM sales representatives' relationships with their distributor and trade contractor customers go a long way. Their constant contact and communication inform

the manufacturer's sales reps and keeps them updated on these types of discretionary projects. Without this close-knit relationship, the manufacturer would be lacking notice of renovation and discretionary sales opportunities.

The below graph illustrates the year over year split between renovation and retrofit compared to new construction, and the graph below shows the overall percent share by project segment.

SOURCE: <https://www.constructconnect.com/blog/the-importance-of-a-data-driven-business-strategy-for-building-product-manufacturers>







# California Sub-Bid Request Ads



## 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:

HMA, structural concrete, CIDH piling  
and rebar

Hwy 80/29 Separation Vallejo  
Solano County  
Caltrans #04-2K8404

**REVISED BID DATE: March 11, 2021 @ 2:00 PM**

We are soliciting quotes for (including but not limited to):  
Trucking, Temporary and Permanent Hydroseed  
and Erosion Control Measures, QC/QA Testing, Lead  
Compliance Plan, Construction Area Signs, Traffic  
Control System, Portable Radar Speed Feedback Sign,  
Portable Changeable Message Sign, Water Pollution  
Control Program, Temporary Fencing, Sweeping, Tem-  
porary Active Treatment System, Temporary Concrete  
Washout, Treated Wood Waste, Clearing & Grubbing,  
Structure Excavation, Structure Backfill, Bonded Fiber  
Matrix, Hydroseed, Rapid Strength Concrete Base,  
Geosynthetic Pavement Interlayer, AC Dike, Tack Coat,  
Cold Plane AC, Temporary Support, Furnish Steel  
Sheet Piling, Drive Steel Sheet Pile, CIDH Concrete  
Piling, Prestressed Concrete Piling, Structural Con-  
crete – Bridge, Structural Concrete-Approach Slab,  
Joint Seal, Bar Reinforcing Steel, Bridge Removal,  
Underground, Concrete Backfill, Adjust Manhole to  
Grade, Cleaning, Inspecting, and Preparing Culvert,  
Minor Concrete, Misc. Iron & Steel, Bridge Deck Drain-  
age System, Pavement Marker, Roadside Signs, Single  
Thrie Beam Barrier, Type Soft Top Terminal Barrier,  
End Cap, Alternative In-Line Terminal System, Crash  
Cushion, Concrete Barrier, Striping & Marking, Modify  
Existing Electrical System, 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 12:00 PM on the date of the bid. Quotes from DBE Subcontractors, Suppliers and Truckers are highly encouraged. OCJ is willing to break-out 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. Please contact OCJ for any assistance required by your firm in obtaining bonding or insurance. The US Small Business Administration may also assist you in obtaining bonding - please see the following site for information: <http://www.sba.gov/content/contractors>. Visit the California Access to Capital Program Financing Solutions website for additional resources for your small business - [http://www.calbizfinance.org/cal\\_cert\\_biz\\_program.html](http://www.calbizfinance.org/cal_cert_biz_program.html). OCJ is available to help obtain necessary equipment, material and/or supplies. 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.

## FLATIRON

### INVITATION TO BID

**Project: Contract No. 07-293604 –  
Construct auxiliary lane and widen on and off  
ramps – Construction on State Highway in  
Los Angeles County in Torrance from Western  
Avenue Undercrossing to 182nd Street.  
Owner: Department of Transportation (CALTRANS)  
Bid Due Date: March 25, 2021  
Federal-Aid Project ACIM-405-2(999)E**

Request for quotes from Certified DBE Subcontractors and Suppliers for the following, but not limited to scopes of work: Aggregate Supply, Asphalt Dike, Asphalt Paving, Bridge Bearing Pad Supply, Bridge Deck Drainage System, Bridge Demo, CIDH Pile, Clean and Paint Steel, Clear and Grub, Cold Plane AC, Concrete Barrier, Concrete Supply, Construction Area Signs, Demo, Electrical, Erosion Control, Fencing, Formliner Supply, Geosynthetic Supply, Ground Anchor, Guard-rail, Isolation Casing Supply, Joint Seal Assembly Supply, Landscape and Irrigation, Masonry (Soundwall), Minor Concrete, Misc. Iron and Steel Supply, Overhead Signs, PCC Material Supply, Pipe Supply, QC Testing, Railing, Ready Mix Concrete Supply, Reinforcing Steel, Roadside Signs, Rock Slope Protection, Saw and Seal PCC, Soldier Piles, Soldier Piles Supplier, Street Sweeping, Striping.

**PLEASE SUBMIT QUOTES BY EMAIL TO  
[SOCALBIDS@FLATIRONCORP.COM](mailto:SOCALBIDS@FLATIRONCORP.COM)  
OR FAX TO (760) 471-4860**

Plans and specifications are available, at no cost, from Caltrans website: <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/specs-ntb.php?c=07-293604> (Registration Required). Additionally, plans and specifications are available at Flatiron's San Diego, CA and Chino Hills, CA offices. Please call to make an appointment to view the documents.

This project has a 14% DBE Goal. In addition to request for participation from DBE subcontractors and suppliers, Flatiron requests non-DBE subcontractors to provide lower-tier DBE participation. Bidders are required to indicate lower-tier DBE participation information to be evaluated as part of their quote.

Quotes must be valid for same duration as specified by Owner for contract award. Quotes will be broken down into comparable packages as reasonably necessary to facilitate participation. Flatiron intends to work cooperatively with all firms for scopes of work you are licensed and qualified to perform. Assistance in obtaining bonding, lines of credit, insurance, equipment, supplies and materials is available upon request. Additionally, please contact us if you require technical assistance.

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 insurance requirements. A copy of the document in electronic format is available upon request.

**Bond Requirements:** Notwithstanding any contrary language in a bid to 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%. The surety on the bonds must be a California admitted surety.

### Flatiron West, Inc.

16470 W. Bernardo Drive, San Diego, CA 92127  
Phone (760) 916-9100 / FAX (760) 471-4860

Email: [SoCalBids@flatironcorp.com](mailto:SoCalBids@flatironcorp.com)

Point of Contact: Jannette Carter, Estimating Admin

**WE ARE AN EQUAL OPPORTUNITY EMPLOYER**

### REQUEST FOR PROPOSAL

From All Qualified Small Businesses (SBE, WBE, VOSB, SDVOSB and HubZone)  
Subcontractors/Sub-consultants/Suppliers/Vendors registered as a small business for:

**Fire Pump System Replacement,  
Naval Base San Diego  
Owner: NAVFAC Southwest**

Reyes Construction is requesting quotes from **Subcontractors** - Qualified Fire Protection Engineer.

**Suppliers/Manufacturer** - Pumps, Valves, Magnetic Flow Meter

**Please submit quotes by: March 5th, 2021 at 2PM**

### REYES CONSTRUCTION, INC.

State License Number 507561

**1383 South Signal Drive, Pomona, CA 91766**

Phone: 909-622-2259 Fax: 909-622-3053

Contact: Brenda Martinez Mon-Fri 7:00 A.M - 4:00 P.M

Assistance will be available for obtaining Bonds, Lines of Credit, and/or Insurance, necessary equipment, supplies, materials or related assistance services.

Plans and Specifications can be obtained via iSqFt send

your requests to [estimating@reyesconstruction.com](mailto:estimating@reyesconstruction.com)

Via Sharefile send your requests to

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

Please fax quotes to: 909.622.3053

**Owner: East Bay Municipal Utility District  
(EBMUD)**

**Project: Main Wastewater Treatment Plant  
Secondary Reactors Rehabilitation, Phase 1  
Contract No.: SD-415**

**Bid Date: March 10, 2021 • Bid Time: 1:30 p.m.**

**Quote Due: March 1, 2021 by 11:00 a.m.**

### Contractor:

**NTK Construction, Inc.,  
501 Cesar Chavez St., Suite 115,  
San Francisco, CA 94124**

**415-643-1900 (phone) - 415-643-1300 (fax)  
<http://www.ntkconstruction.com> (website)**

**Estimator: Tin Tran - [ttran@ntkconstruction.com](mailto:ttran@ntkconstruction.com)**

We, NTK Construction, Inc. (NTK), will be bidding this project as a prime contractor and we are interested in receiving proposals/quotes from qualified and certified LBE/SBE/MBE/DBE/WBE subcontractors and suppliers for the following items of work: (but not limited to) Concrete Repair, Metals, Painting and Coating, and Electrical.

The work is located in Oakland, CA and consists of Secondary Reactor Nos. 7 and 8: concrete rehabilitation and coating of select concrete surfaces; recoating of draft tubes and step feed piping; replacement of valves and flow meters, and replacement of scum skimmers. Other work includes: construction of platform around the Septage Receiving Odor Control Station; demo of abandoned Chlorine Rail Unloading Station; and installation of treated wastewater piping.

The estimated cost of construction contract is 6,000,000 to 6,900,000. Completion within 240 calendar days.

The contracting objective for this contract are: White Men 25%; White Women 9%; Ethnic Minorities 25%

The project plans and specifications may be viewed at our office (501 Cesar Chavez St., Suite 115, San Francisco, CA 94124) or may be obtained from EBMUD

**<https://construction-bids.ebmud.com/Spec-Main.aspx?SpecGN=7525&BidMode=Current>**

Please let us know if you will or will not be submitting a bid for this project.

**NTK Construction, Inc. (NTK)  
is an equal opportunity employer.**