



STATE OF DELAWARE
DEPARTMENT OF TRANSPORTATION
PO BOX 778
DOVER, DELAWARE 19903

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VIA OVERNIGHT DELIVERY

(302) 760-2030
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July 21, 2011

Contract No. T201280101.01
FABRIC BUILDING REINFORCEMENT
Statewide

Ladies and Gentlemen:

Enclosed is Addendum No. 1 for the referenced contract consisting of the following:

1. One (1) page, Bid Proposal Cover, revised, to be substituted for the same page in the Proposal.
2. Forty two (42) pages, Mandatory Pre-Bid Meeting Transcript, new, to be added to the Proposal.
3. One (1) page, Mandatory Pre-Bid Meeting Attendees, new, to be added to the Proposal.
4. One (1) page, List of Subcontractors, new, to be added to the Proposal.
5. For proposal holders with the electronic bid option only, Amendment Disk No. 1.

Questions and Answers:

1. On drawing S4.1, "typical bridging connection", the detail for the top chord bridging appears to lack detail. The existing top chord has an existing aluminum keder track screwed onto it. This keder track makes the connection between frame and fabric. The clamp as shown interferes with the keder track. There are different solutions to this but we are unsure which solution would be acceptable to the engineer of record. Please clarify.

The referenced keder track is screwed to the top chord of the truss utilizing #12 TEK screws. The fabric and the keder track will need to be removed to allow the installation of the top chord bridging as indicated on sheet S4.1. Following installation of the new top chord bridging and the completion of the remedial repairs to the trusses, the keder track should be re-attached and the fabric re-installed following all manufacturer's recommendations.

2. The structure in Dagsboro, Delaware, has significant membrane issues with small holes commonly known in the industry as star brighting. Many of these holes are located at

the tension pocket locations, the pocket holds a tension tube and that hollow tube becomes the drain of incoming water onto the baseplate / arch. There is significant rust caused by this combination of water and salt. Can you suggest how we address the membrane component on the bid, in that there was limited detail on the documents?

Any repairs to the fabric as it exists now are not part of the contract. We will further evaluate the fabric during construction and determine the extent/if any, repairs will need to be made. They would either be handled as a change order or as a separate contract.

3. The electronic disc for forms has only 6 items listed; but the RFP manual shows a seventh line item for "0007 Initial Expense". Can I modify the program disc to add this item 0007 so that it prints correctly?

Also the forms number the sections 0001-0007 but the Program disc shows them as 0010-0060. Does this make a difference when submitting? I just want to be sure to follow the proper protocol for DelDOT, which is correct?

An amendment disk is included in Addendum No. 1 to correct this discrepancy.

4. Which Addenda have been released? On the website none are listed as of today. I just want to be sure to read and acknowledge before submitting bid.

Addendum No. 1 is being issued on July 21, 2011.

5. Did you make a final determination on percentage of work for primary contractor. Last I heard was 51%, has that changed?

The percentage of work for primary contractor is 51% .

6. Have you addressed the error on detail of drawings - which omitted the keeder track on top cord of trusses regarding new clamps proposed?

The referenced keeder track is screwed to the top chord of the truss utilizing #12 TEK screws. The fabric and the keeder track will need to be removed to allow the installation of the top chord bridging as indicated on sheet S4.1. Following installation of the new top chord bridging and the completion of the remedial repairs to the trusses, the keeder track should be re-attached and the fabric re-installed following all manufacturer's recommendations.

7. Could you please verify if this information is valid and required for this bid? I have no idea of where to get this information and do not recall this information discussed at pre-bid meeting, kindly advise.

SUBMISSIONS REQUIRED AT THE TIME OF BID

1. Copy(ies) of the American Traffic Safety Services Association (ATSSA) Certification(s) when listed in the applicable plan notes
2. Standard Specification Section 110.08 Site Reviewer requires that the name and DNREC certification number of each Site Reviewer if required shall be submitted to the Department at the time of bid. The level of certification and number required are listed in the applicable plan notes.

3. Proposed Trainee Plans as required. Number of required programs is listed in the Training Special Provisions within Contract General Notices. The program(s) must be submitted with 10 Calendar Days of notification of apparent low bidder status. Contract Award will not take place until acceptable On-the-Job (OJT) program plans are received by the Civil Rights Group of the Department.

Note: Items 1. and 2. above require copies of the current certifications for those individuals proposed for use on this Contract

Failure of the apparent low bidder to present copies of the required certifications and/or an acceptable OJT Trainee Programs within ten (10) calendar days after the bid opening shall create a rebuttable presumption that the bid is not responsive.

ATSSA certification is not required for this project.

Site reviewer is not required for this project.

Proposed Trainee Plans are not required for this project.

CLARIFICATION: Regarding the salt in the existing buildings. DelDOT will be responsible to remove the salt from the buildings and replace it at the end of the contract. The timing will be coordinated with the contractor so as to not impact their ability to work. The existing fabric from the building will not be used as a tarp for the relocated salt. The contractor will be responsible to protect and secure the existing tarp in its current condition.

NOTE: The date for the receipt of bids has been extended until August 2, 2011. Bids will be received until 2:00 P.M., Local Time, the Bidder's Room (B1.11.01), in the DelDOT Transportation Administration Center, 800 Bay Road, U.S. Route 113 South, Dover, DE.

Please note the revisions listed above and submit your bid based upon this information.

Sincerely,



Scott S. Gottfried
Competitively Bid Contracts Coordinator
:ssg
Enclosures

STATE OF DELAWARE



DEPARTMENT OF TRANSPORTATION

BID PROPOSAL

for

CONTRACT T201280101.01

FABRIC BUILDING REINFORCEMENT

STATEWIDE COUNTY

PROSPECTIVE BIDDERS ARE ADVISED THAT THERE WILL BE A MANDATORY PRE-BID MEETING FOR THIS CONTRACT ON JULY 11, 2011 at 10:30 A.M. IN THE DeIDOT ADMINISTRATION CENTER, 800 BAY ROAD, U.S. ROUTE 113 SOUTH, DOVER, DELAWARE, 19901.

Completion Date 75 Calendar Days

SPECIFICATIONS FOR ROAD AND BRIDGE CONSTRUCTION
DELAWARE DEPARTMENT OF TRANSPORTATION
AUGUST 2001

Bids will be received in the Bidder's Room (B1.11.01), Transportation Administration Center, 800 Bay Road, Dover, Delaware until 2:00 P.M. local time August 2, 2011

THE STATE OF DELAWARE
DEPARTMENT OF TRANSPORTATION

IN RE:)
)
FABRIC BUILDING REINFORCEMENT)
REF T201280101.01)
)

TRANSCRIPT OF PRE-BID MEETING

DelDOT Administration Building
800 Bay Road
Dover, Delaware 19901
July 11, 2011
10:40 a.m.

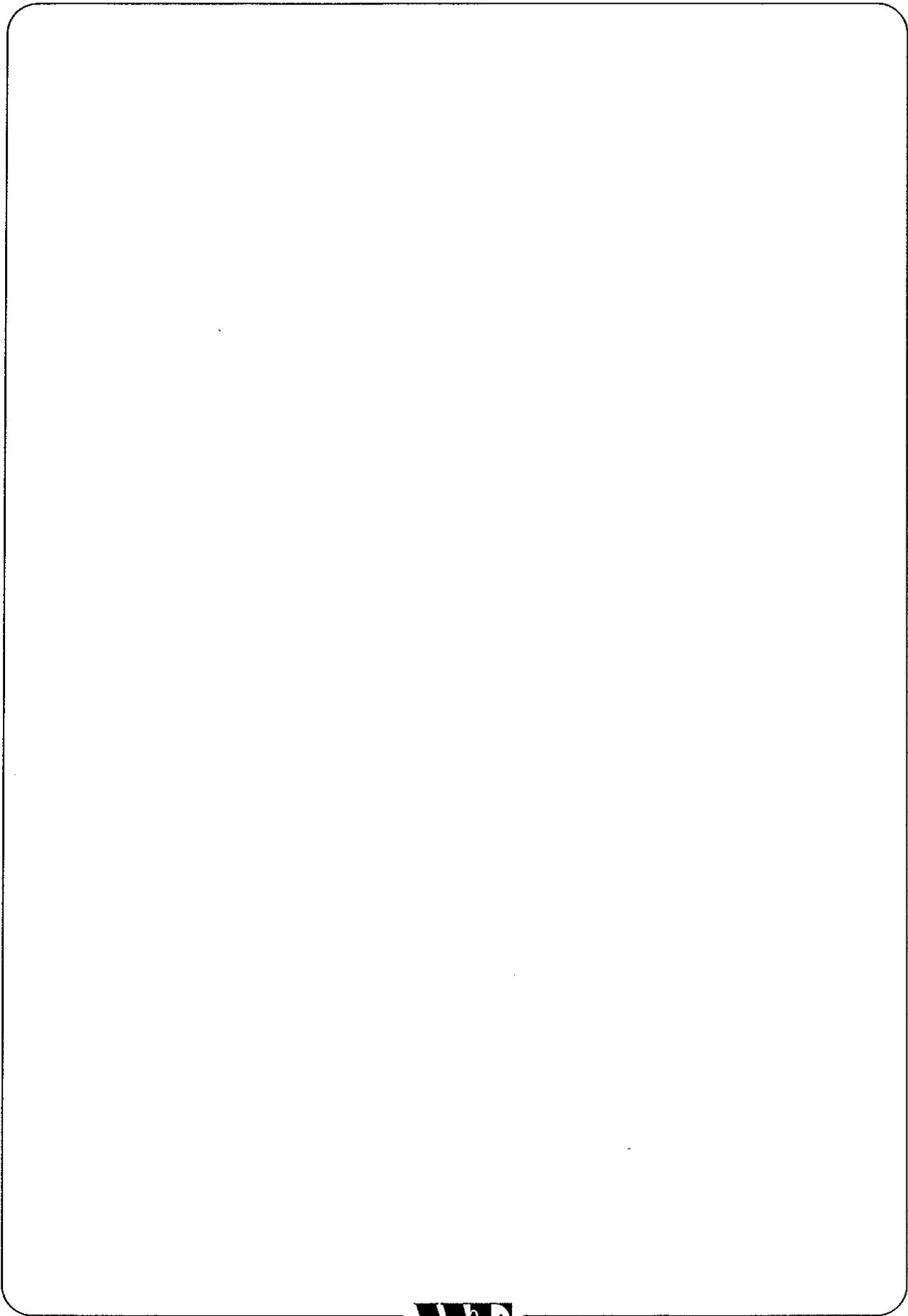
CONDUCTED BY: SCOTT GOTTFRIED

APPEARANCES:

- Edwin Tennefoss - DelDOT
- Rennie Turner - Signature Structures LLC
- James DePaul - JDE, Inc.
- Robert Nibblett - Willow Construction
- Charles Ware - Kent Construction, Inc.

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Addendum No. 1
July 21, 2011

1 MR. GOTTFRIED: Welcome. Thank you
2 for coming. My name is Scott Gottfried. I'm the
3 competitive bids contract coordinator for DelDOT.
4 This is a mandatory prebid meeting for contract
5 number T, as in Tom, 201280101.01, fabric
6 building reinforcement statewide. This is a 75
7 calendar day contract.

8 Today's meeting will start with me
9 talking about the administrative handling of the
10 contract. Then I will turn the program over to
11 the engineering staff and consultants to discuss
12 the specifics of the work.

13 As we go along, if you have a
14 question, please ask. As you see, we have a
15 court stenographer here that is creating a
16 transcript of this meeting. Please, when you ask
17 your questions, I ask that you state the company
18 you represent, your name, and only one person
19 speak at a time.

20 Procedures before bidding. All
21 questions must come to me. This process is very
22 simple. You may fax your concerns to me at area
23 code (302) 739-2254, or as I prefer, you may
24 e-mail them to me at Scott.Gottfried@State.de.us.



1 This allows you to ask your questions in your own
2 words.

3 I will in turn direct those
4 questions and concerns to the appropriate
5 section.

6 MR. DePAUL: Is scott one T or two
7 T's?

8 MR. GOTTFRIED: Two T's for Scott.

9 MR. DePAUL: Thank you.

10 MR. GOTTFRIED: Please note, you
11 cannot call the consultant or the engineer for
12 this project. If there is a true need to
13 directly speak with them, I will make those
14 arrangements. This is the most efficient way for
15 this to be handled.

16 If the questions result in
17 information that all bidders need to be aware of,
18 please note that information will be distributed
19 via addendum.

20 After this meeting, there will be at
21 least one addendum issued to each of those
22 attending the prebid meeting. The addendum will
23 consist of the minutes of this meeting, whatever
24 plan or specification sheets come as a result of



1 this meeting, and any subcontractor category
2 lists, and a list of attendees.

3 Please be sure to sign a list
4 certifying attendance, since this is a mandatory
5 prebid meeting. If your firm is not signed in,
6 you cannot bid.

7 I strongly encourage you to look
8 over the plans as soon as you can. Bids will be
9 taken on July 26, 2011. Please note, I will not
10 accept any technical questions after July 21, 12
11 p.m.

12 And while we're talking about this,
13 if you plan any type of engineering change or you
14 want to use a different type of material, or
15 something that's going to change the scope of the
16 work, or something that's against what we've
17 stated in our plans and specifications, those or
18 equal requests must be in to me seven calendar
19 days before the bid opening. Note, that is
20 longer than I just said for technical questions.

21 The reason being, it takes about one
22 week to be able to get an approval from all the
23 gods that be, to get their stamp on everything
24 and be able to get an addendum out and still keep



1 the bid date the same. Is everybody clear on
2 that?

3 It's not that I want to, you know,
4 limit you to seven days before, but that's how
5 long it takes to run the process here in the
6 Department. Okay?

7 Joint ventures. If any firms are
8 planning to bid as a joint venture, both firms
9 need to be registered. If you're not currently
10 registered, please stop by the window here, pick
11 up a registration package.

12 Please note, if you are planning to
13 do this as a joint venture, the certification and
14 bid bond forms that are in the back of your
15 proposal book, which is this, are not correct.
16 You must contact me, and I'll mail you the
17 correct forms. They need to be changed legally.

18 Bonding requirement. This contract,
19 as all other DelDOT contracts, has a 10 percent
20 bid bond, 100 percent performance bond. Please
21 note, I cannot accept any bonds with riders or
22 restrictions. Please also note, there is a bid
23 bond in the back of the proposal book. You must
24 use that form. This is not a DelDOT regulation.



1 This is State law. Okay?

2 If your bonding company has a
3 problem with using my form, please have your
4 bonding company call me. We will work it out.
5 And when I say you cannot use any other form,
6 that also means you do not retype my form. The
7 only thing you may do with my form is xerox it.

8 You can get it off the internet. We
9 have a copy out there that you can go out to our
10 website, which is www.DelDOT.gov, and download a
11 copy of it. You may fax my form.

12 Please do not retype it. I've had
13 somebody do that, and they used the word
14 "department" when they should have used "DelDOT,"
15 and they didn't put a period in the same place,
16 and believe it or not, our legal office did
17 disqualify them. You must use our form.

18 Standard specifications. This
19 project is governed by the standard
20 specifications for bridge and road design
21 construction, date August, 2001. It's available
22 at my office for a cost of \$42. Please note, you
23 may also go to my website and look at this. I
24 also would like to make something very clear,



1 that something is new with our projects, if
2 you've dealt with us in the past, that people
3 don't pay attention to now.

4 We used to put all the changes for
5 the supplemental specifications to the standard
6 specs in each proposal book. I do not do that
7 anymore. It is only one sheet. There is a link
8 on this page that takes you to the website, that
9 gives you all the changes that have been made to
10 the standard specifications and all
11 supplementals.

12 It is your job as a contractor to go
13 there and look at those, to make sure there
14 weren't any changes. And when I say changes, it
15 is from the date of advertisement, for those
16 changes that will be effective on this contract.
17 Is everybody clear? I want to make sure of that.
18 Okay.

19 Bid quantity forms are in the back
20 of your book. I'd like to make it clear there
21 are breakout sheets on this contract. There's
22 exactly one. It must be filled out, and must be
23 turned back in with your bid. Please note, make
24 this very clear, this form may be handwritten.



1 Okay? So I'm going to tell you some forms that
2 you can't handwrite, but this form may be
3 handwritten.

4 Please also note, you cannot give me
5 any zero dollar amounts on the breakout form.

6 Okay?

7 Please note, when it comes to the
8 hierarchy of your price, I will refer back to
9 this breakout sheet. This breakout sheet will
10 govern. Even though you may put a different
11 price on your bid proposal, I'm going to come
12 back here, add up these numbers. If they don't
13 match what you have on your bid proposal forms, I
14 will have this to govern. Make that very clear.

15 If you do not turn this in at the
16 time of bid, you will be disqualified. And I may
17 sound like an ogre right now, but I've seen too
18 many people lose their bids because of this, then
19 ask me can I make an exception. I cannot. My
20 rules do not allow me to.

21 This nice big goldenrod page reminds
22 you that there's a breakout sheet here. Okay.
23 Can I see yours, please? I thought I just saw
24 them.



1 MR. TENNEFOSS: What's that?

2 MR. GOTTFRIED: Oh, there they go.

3 Excuse me. I found what I needed. Oh, I'm
4 losing it here. It's the bid quantity forms.
5 There is an expedite disk that can go with this,
6 where you can bid electronically. Let me define
7 the word "electronically." It means you stick
8 the disk in, you download the installation
9 program and you'll be able to put your numbers
10 in. You won't make any mistakes.

11 You will still have to print those
12 forms out and bring me the hard copies of the
13 form. This is not electronically meaning that
14 you can submit the bids over the internet. Okay?
15 I want to make that clear.

16 If not, this bid proposal form must
17 be typewritten. There are no exceptions. That's
18 why I am telling you, the expedite 5.2B is on my
19 website. When you order the package today, if
20 you haven't already got it, ask for the bid disk
21 for this. You install the program, then add the
22 bid disk for this project, and you'll get these
23 nice sheets all printed up for you. You can
24 enter your numbers and print them out.



1 Not too many people still have
2 typewriters. Okay? If you handwrite these
3 numbers, you will automatically be disqualified.
4 No exception. All right?

5 Please note, if you decide to
6 typewrite this, that the fourth column on here
7 says unit price. Okay? Please make sure that
8 you put your unit price there, not your extended
9 amount. By my regs in section 102.06, it says if
10 there's any question about the extended amount,
11 that I'm to fall back to the unit price and
12 extend it out.

13 I won't disqualify your bid, but I
14 have had people put their extended amounts in
15 unit price, and believe it or not, I do exactly
16 that. I extend out their amount, and they've
17 given me trillion dollar bids. You won't get
18 disqualified, but I guarantee you, you won't win
19 the project. Okay?

20 If for any reason you want to make a
21 last minute change, and I tell this to
22 contractors, because I know you sit out in your
23 cars and trucks outside, 20 minutes before bid,
24 and you're getting numbers from your subs, and



1 you're crossing out numbers, and you need to be
2 able to do that.

3 And since I require you to typewrite
4 these pages, this is the only allowable
5 handwritten change I'll allow you to make:

6 First, there must have been a typewritten number
7 on the proposal form to begin with. Okay? You
8 may strike a single black line through the
9 typewritten number. You may legibly write your
10 corrected amount, and initial it. I will allow
11 that. But please note, when I say legible, I
12 need to be able to tell a 0 from an 8 and a 6
13 from a 9.

14 If for any reason I cannot decide
15 what your number is, I will not take a guess. I
16 will not round it up. I will automatically take
17 your number and disqualify your bid, and send you
18 a nice little copy of it saying I could not read
19 this. Please be very clear on that.

20 But you are allowed to make
21 last-minute handwritten changes. And do not put
22 any item down for a zero dollar amount on the
23 proposal forms.

24 If for any reason we've asked for



1 something here that you include with another bid
2 item, then you need to get on the phone and send
3 me a question or call me, and say hey, Scott,
4 hey, contract administration, this should be with
5 this. My company doesn't charge for this, what
6 do I do.

7 Do not stick a zero dollar amount,
8 or write in there included with something else,
9 another bid item. Okay? Because I do normally
10 do construction contracting, you know, bridge,
11 pavement, we don't allow that. I do not change
12 the regs for when we're doing buildings. Okay?

13 Anybody have a question on the
14 quantity form? Any at all?

15 Next form I'd like to go over is a
16 certification form. And if I seem a little
17 harsh, gentlemen, I will be very clear to you.
18 You will not believe the mistakes I see that I
19 throw bids out for, and apparent low bidders.

20 So when I'm going over this, it may
21 sound like something really stupid or redundant.
22 Please don't take it that way. I'm just trying
23 to make sure that we get viable bids.

24 The certification form is a two page



1 form. Please make note of that. A lot of people
2 copy it but then don't copy the back side. Okay?

3 Certification says "undersigned
4 bidder" at the top of the form. The undersigned
5 bidder is the name of the company bidding the
6 job, not the person filling out the form.

7 At the bottom of this you'll see
8 "failure to acknowledge receipt of all addenda
9 will result in the bid being declared
10 nonresponsive." Oh, and by the way, you can
11 handwrite this form.

12 I can guarantee you there's going to
13 be one addendum on that, just because we're
14 having a prebid meeting. You must acknowledge
15 your addendums on this form, the date you receive
16 them. If you do not, I have no way to prove that
17 you received the addendum, and I will
18 automatically disqualify your bid. Okay? No
19 choice.

20 On the back, you will see that it
21 asks for whoever in your company or your
22 organization is going to sign or can enter you
23 into a contractual agreement to sign, and have
24 their name notarized. Gentlemen, please don't do



1 this, I see this all the time. The notary public
2 puts a stamp there and the person that was
3 supposed to sign it wasn't present, and it's
4 still blank. Okay? I'll have a notary seal and
5 no signature. Automatically disqualification.
6 Or I'll get a signature and no notary. Automatic
7 disqualification.

8 It asks for a corporate seal on
9 here. The person who signs the contract cannot
10 attest to the corporate seal. It must be a
11 different person. If for some reason you don't
12 have your corporate seal handy, you may draw your
13 corporate seal on the form. Okay? Any questions
14 on this form?

15 MR. DePAUL: Jim DePaul, JDE.

16 MR. GOTTFRIED: Yes, sir.

17 MR. DePAUL: Does it have to be a
18 Delaware notary or can it be a Pennsylvania
19 notary?

20 MR. GOTTFRIED: I don't care who it
21 is, as long as they have a valid notary. It just
22 has to be notarized. Does not matter who.

23 MR. DePAUL: Okay. Thank you.

24 MR. GOTTFRIED: Last form. This is



1 what my bid bond form looks like. Please note,
2 I'd like to say, it must be filled out. On here
3 we have a little line that says -- of course I
4 ask for a 10 percent bid bond or a not to exceed
5 amount.

6 If your bonding company requires you
7 to put a not to exceed amount, please round that
8 dollar amount up several hundred dollars. Case
9 in point, I had a gentleman bid, he gave me the
10 exact amount of not to exceed for what his total
11 bid was. He missed it by 50 cents. I had to
12 recalculate his bid. His bid went up by 50
13 cents.

14 He was a nickel short on his bid
15 bond. I disqualified him, and he lost a \$5
16 million job. These things happen. Please don't
17 let it happen to you.

18 My suggestion is, if you don't have
19 to put a not to exceed number in there, do not.
20 But if you do, please round it up several hundred
21 dollars, just in case you make a mistake, you're
22 covered. Because I can't come back and ask for
23 you to give me another bond.

24 Next thing, your bonding company is



1 going to give you a power of attorney to go along
2 with this. Please make sure that the attorney
3 that signs your bid bond gives you their power of
4 attorney, and that their name is on it. Even
5 though it would be their screw-up, it's your
6 responsibility, and it's your bid bond. And if
7 you don't look over your bid bond before you hand
8 it in to me, and your bonding company has made a
9 mistake, I will disqualify it. And I'll feel
10 really bad about it, but you'll have no way out
11 of that. Is that understood?

12 Any questions on the bid bond?

13 Okay. A couple of things I suggest you look at
14 closely before you turn in your bids. This is in
15 the standard specifications for bridge and road
16 design, sections 102.06. This is called
17 preparation of proposal. And section 102.07,
18 irregular bids.

19 102.06 will tell you exactly what
20 you need to turn in, and how you need to turn it
21 in to me, and what I won't accept.

22 If you have any questions on what
23 you have to turn in to me, please call me, and I
24 will walk you through it. As a matter of fact,



1 up to five minutes before bid opening. Until it
2 gets to 2:00 on the 26th, I will assist you in
3 turning in your bid, okay?

4 102.07 has 11 items. If you make a
5 mistake on one of those 11 items, the words read
6 in that section, "Your bid shall be considered
7 nonresponsive." No choice. Okay? Please read
8 those sections, please don't make a mistake.

9 I'm going to turn the meeting now
10 over, if there's no questions on the
11 administrative handling, I'm going to turn the
12 meeting over to Edwin, who is the project manager
13 for this job. When he's done, I'll discuss
14 subcontractor category lists for this project,
15 and we'll discuss the percentage of the work for
16 the prime. Okay? Edwin.

17 MR. TENNEFOSS: All right. This
18 project, as the description stated, we have three
19 different buildings, we have three different
20 refab buildings in the state used for salt
21 storage. We had an engineer test to see -- run
22 calculations to see if they were -- met their
23 structural requirements. They did not.

24 This project is basically the



1 improvements necessary to bring those buildings
2 up to code. Most of the work is additional steel
3 members in the building itself. There's some
4 buttresses on the outside at the -- of the
5 foundation to provide extra support there on the
6 foundation, also.

7 And then, if we can, we also would
8 like to repaint the interior foundation walls
9 with additional epoxy paint.

10 And there are a couple -- there are
11 also just a couple of members that need to be
12 replaced from corrosion.

13 So, that's -- I mean I know it seems
14 rather simple. It's a little more complicated
15 than that, but they are noted in the drawings.
16 The buildings in Dagsboro and Magnolia are the
17 same building. Same size and everything. So in
18 the drawings, when they show Dagsboro, you know,
19 when they're showing Dagsboro, it's noted as
20 Dagsboro and Magnolia. It's basically because
21 those buildings are the same size, same make,
22 everything.

23 Smyrna's was just a little bit
24 bigger, so there are drawings in there separate



1 for Smyrna. There's additional work at Smyrna
2 that isn't necessarily at Magnolia or Dagsboro.

3 With that being said, I think that's
4 pretty much, as far as description goes, I think
5 that's pretty much it. Obviously, I would like
6 to have this done before winter. Hence, the
7 75-day time period.

8 So, we will try to turn around the
9 bids, once the bids are received, we are going to
10 try to turn them around as quickly as we can, to
11 get back out there to -- I would like to try and
12 get these done before winter.

13 The painting is something that could
14 possibly be -- you know, I want to at least get
15 the structural items done before winter. If some
16 of the other items, you know, if we see that
17 we're going to run into weather issues or
18 something, or we're just getting too far into the
19 season, we may either put a hold on it or take
20 them out of the contract altogether. Or if you
21 want to come back in the spring and do them, we
22 probably would be more agreeable to doing that.

23 But as of right, now we'd like to
24 just try to get everything done this winter and



1 then we're done, and we don't have to get back
2 into those buildings again. Because it isn't
3 overly convenient to get them empty. We'd like
4 to just keep salt in there all the time.

5 But that does bring me to one
6 question, in that the Dagsboro building is pretty
7 much empty of salt, with the exception of a small
8 amount in the middle. The other two buildings
9 are not. And I guess one of the things that I
10 would like you to look at when you're in there is
11 if we can work around having to take that salt
12 out, or if we can just take part of it out, and
13 you can work.

14 I guess I'm asking you whether we
15 need -- if I can avoid taking out -- I don't
16 really have a place to put the salt for Smyrna.
17 So, if I can leave that in there, I'd like to
18 leave it in there.

19 But obviously, I don't -- depending
20 on the constructability aspect. If it's not
21 something we can do, then I'm going to have to
22 figure out somewhere to put it.

23 MR. TURNER: I'm Rennie with
24 Signature Structures. Do you know what size the



1 buildings are offhand?

2 MR. TENNEFOSS: The -- I want to say
3 70 by 100, I think, for Dagsboro and Magnolia,
4 and 80 by 120, I want to say, up in Smyrna.
5 Yeah. 70 by -- 70 by 100 in Dagsboro and
6 Magnolia. And yeah, 80 by 120 for Smyrna.

7 MR. TURNER: Okay.

8 MR. TENNEFOSS: Like I said, most of
9 the work is additional piping supports in there.
10 Some additional cables, and some of the columns
11 will need to be upsized.

12 MR. TURNER: Okay.

13 MR. TENNEFOSS: But again, if I have
14 to move some of the salt, and that can be
15 something where probably, I guess --

16 MR. TURNER: You also noted, you
17 said there was some membrane work, too? Some
18 individual bays?

19 MR. TENNEFOSS: It was -- I mean the
20 membrane itself is not -- it would be like
21 structural members down at the base of the wall,

22 MR. TURNER: Okay.

23 MR. TENNEFOSS: The membranes
24 themselves are fine. So, with that being said,



1 does anybody have any questions?

2 MR. DePAUL: Jim DePaul, JDE, Inc.
3 You did mention there would be a site visit
4 available?

5 MR. TENNEFOSS: Right.

6 MR. DePAUL: The amount of salt in
7 there now would most likely be the same amount in
8 there --

9 MR. TENNEFOSS: Yes, right.

10 MR. DePAUL: -- in August or so? We
11 can get a feel for that, then. That's very
12 subjective, whether we can do it without moving
13 it.

14 MR. TENNEFOSS: Right. Obviously,
15 yeah, the salt will not change. It would not get
16 more. It would not be more in there. I've
17 instructed the districts to not bring any more
18 salt in. You know, but I really don't have a
19 place to put it if I have to take it out. But if
20 I have to, I have to.

21 Would Thursday work good for a --
22 well, I guess would you want to see all three
23 buildings, or would you -- or are you thinking
24 that if you got a look at one, that that would be



1 sufficient?

2 MR. TURNER: Well, are they -- you
3 know, they're all coveralls, right?

4 MR. TENNEFOSS: Yes.

5 MR. TURNER: All coveralls. So they
6 have different styles of building? Are they all
7 the same style, do you know?

8 MR. TENNEFOSS: Yeah.

9 MR. TURNER: They're all Titans?

10 MR. TENNEFOSS: They're all the same
11 building.

12 MR. TURNER: No low profiles or
13 anything? So the building at Magnolia and
14 Dagsboro are identical buildings?

15 MR. TENNEFOSS: Yes.

16 MR. TURNER: And the one at Smyrna
17 is different?

18 MR. TENNEFOSS: It's just bigger.

19 MR. TURNER: Just bigger?

20 MR. TENNEFOSS: It's the same
21 building, just 80 by 120 instead of 75 by 100.

22 MR. TURNER: Okay.

23 MR. TENNEFOSS: I guess that will be
24 the question. Would you guys want to go see all



1 of -- do you need to see all three places, or --

2 MR. DePAUL: Jim DePaul. My
3 preference would be to see all three.

4 MR. TENNEFOSS: Okay.

5 MR. DePAUL: Because again, the
6 plans are going to show different items. And
7 also different levels of salt in each one.

8 MR. TENNEFOSS: Right.

9 MR. DePAUL: So I think that would
10 be better, but that's what I think.

11 MR. NIBBLETT: Right.

12 MR. TENNEFOSS: I guess the --
13 Dagsboro, I guess -- Dagsboro is empty, like I
14 said, with the exception of just a small pile in
15 the middle, which I can have that taken out, and
16 we'll just tarp that or something. So Dagsboro
17 is essentially empty.

18 But yeah, I can still give you
19 access to all three. If that's the case, then
20 we'll say Thursday. And what I can do is I will
21 set it up -- are you guys all coming from the
22 north?

23 MR. NIBBLETT: I am.

24 MR. TURNER: Is Magnolia the farther



1 one north, then Smyrna?

2 MR. TENNEFOSS: It would be Smyrna,
3 Magnolia, Dagsboro.

4 MR. TURNER: Okay.

5 MR. TENNEFOSS: So what I can do is
6 I can either start from the south and come north,
7 or I can -- what I would do is I would set up,
8 say from like 9 to 11, I'd make sure that it was
9 open in Smyrna, and then from like 11 to 2 or
10 something, I'd make sure Magnolia is open, and
11 then from -- actually, I think they shut down at
12 3 down in Dagsboro. We can -- I can make sure
13 like 2 to 4 or something down in Dagsboro could
14 be available. So then you could just stop in.

15 Now, I won't necessarily be there at
16 those meetings, but I can make sure that somebody
17 is there to let you in. And they're not going to
18 be able to really answer questions for you,
19 either. That would be off the record.

20 MR. GOTTFRIED: Let me comment on
21 that. Anything you say to these people when
22 you're on a site visit means absolutely nothing.
23 They can't answer any questions. If you have
24 questions, write them down. When you get back to



1 your office, e-mail me, fax me, let me know the
2 questions, and I'll send those in.

3 Anything they tell you does not hold
4 a hill of beans. I've had contractors go out on
5 site visits where we're not there, and come back
6 in and go, oh, but he said. No. Okay?

7 The only reason we are doing a site
8 visit now is I do know a lot of times at the
9 prebid meetings, the actual person that needs to
10 do the actual estimating, that needs to go out,
11 or the actual people that need to see the
12 building usually don't come to the meetings. I
13 get a lot of secretaries and other people that
14 kind of get sent to the meeting 20 minutes
15 before.

16 MR. TENNEFOSS: Not calling you a
17 secretary.

18 MR. GOTTFRIED: Not calling you a
19 secretary, but you know what I'm saying. They
20 get called so they have somebody here to
21 represent their company. That's why we're trying
22 to set the meetings up afterwards.

23 Usually what happens is we get to
24 this meeting and then they ask can they have



1 another meeting. So we're trying to eliminate
2 that. So, you want to do this Thursday?

3 MR. TENNEFOSS: Yes.

4 MR. GOTTFRIED: Does anybody have a
5 problem with that?

6 MR. TENNEFOSS: Okay. We'll plan on
7 Thursday.

8 MR. GOTTFRIED: If you have any
9 questions or your company has any questions, call
10 Edwin. Give them your phone number.

11 MR. TENNEFOSS: My phone number is
12 (302) 760-2368.

13 MR. GOTTFRIED: You're only allowed
14 to call him regarding the site visit, and that's
15 it.

16 MR. DePAUL: Jim DePaul again.
17 Dagsboro to Smyrna, how long of a drive is that
18 from one to the other?

19 MR. TENNEFOSS: It is an hour and a
20 half, hour and 15 minutes.

21 MR. DePAUL: Okay.

22 MR. TENNEFOSS: From Smyrna to
23 Magnolia is about a half hour. Then I want to
24 say it's another hour from --



1 MR. GOTTFRIED: Yeah, it is. About
2 45 minutes from there to go to Georgetown.

3 MR. TENNEFOSS: Yeah. You know, so
4 that's -- maybe we'll say at Smyrna, we'll have
5 open from 8 to -- 8 to 10. And then Magnolia
6 from 10 to 1, and Dagsboro from -- we'll say from
7 like 1 -- would 1 to 3 work? How long do you
8 think you'll need at each? I know it's hard to
9 estimate.

10 MR. DePAUL: 20 minutes, a half
11 hour.

12 MR. TENNEFOSS: I wouldn't think
13 more than a half hour.

14 MR. GOTTFRIED: Can I make a
15 suggestion? 8 to 10 up in Smyrna. From 10 to 12
16 at Magnolia, because it's not that far away,
17 okay? And then from 12 to 3 in Dagsboro.

18 MR. TENNEFOSS: Okay.

19 MR. GOTTFRIED: Put the extra time
20 on the one they have the longest to get to. The
21 other two are so close to each other, if you get
22 there early, they'll leave early, they'll be down
23 there. Not going to be a problem.

24 And also let your people know



1 there's only going to be -- is anybody going to
2 be sending subs? Basically, I'm just going to
3 tell them to look out for four different people.
4 I only have four companies, I'll let them know
5 the companies' names. So I'm not going to have a
6 whole roomful that I have to be worried about.

7 And if anything comes up, whether
8 you're running late or in an accident, just have
9 them call in here to Edwin. I am sure we can
10 make an arrangement for a special situation.

11 Any questions for Edwin regarding
12 the buildings? Yes, sir?

13 MR. DePAUL: Engineering plans. Jim
14 DePaul. Engineering plans, done by CCJM. We're
15 to follow them, unless we submit anything that
16 had an alternate approved? Do we need another
17 set of engineering plans, if we're going to
18 follow those plans?

19 MR. TENNEFOSS: No.

20 MR. DePAUL: If we follow those,
21 there's no other engineering --

22 MR. TENNEFOSS: That's --

23 MR. TURNER: Rennie Turner,
24 Signature. Specific to no other plan you have.



1 We've been furnished about ten of these now. And
2 sometimes we get a solution that may not be the
3 solution. Sometimes we have a different solution
4 that represents cost savings. Will you take any
5 alternates and ideas on how to fix this, or is it
6 absolutely what's in the documents?

7 MR. GOTTFRIED: I'll answer that.
8 It's absolutely what's in that document, in that
9 proposal. Any type of alternates must be
10 submitted seven calendar days prior to bid
11 opening.

12 Now, if you submit your bid based on
13 those plans, and your company is the apparent low
14 bidder and you're awarded this, then there is
15 value of engineering once you're in the field.
16 But that can't come until after the document has
17 been awarded and executed. And at that point,
18 you could submit those ideas.

19 But you must understand, if you wait
20 till that point and we reject your ideas, you
21 must build it as set out in those plans. Okay?

22 MR. TURNER: May I ask the name of
23 the engineer who --

24 MR. TENNEFOSS: CCJM.



1 MR. TURNER: CCJM.

2 MR. TENNEFOSS: Yeah. It's C.C.

3 Johnson & Malhotra, or something like that.

4 They're out of Pennsylvania. Camp Hill,

5 Pennsylvania.

6 MR. TURNER: Thank you.

7 MR. GOTTFRIED: Any other questions
8 for Edwin?

9 MR. DePAUL: No.

10 MR. GOTTFRIED: All right. My
11 favorite part of this. We can do this one of two
12 ways. The subcontractor categories. This is not
13 a big job. I don't know if -- a couple of you
14 said you haven't looked at the plans. Not a good
15 move, but what subcontractor categories are you
16 going to see that you're going to need here, if
17 any?

18 And note, if nobody gives them to
19 me, I'm going to go back to the consultant and
20 say what do you see. If he gives me a long list,
21 I'm going by his. This is your opportunity to
22 let me know if you think there are any. Or are
23 you going to do all the work with your own
24 forces?



1 MR. NIBBLETT: It appears steel.
2 Robert Nibblett with Willow Construction. It
3 appears steel work may be a specialized
4 subcontract.

5 MR. TENNEFOSS: Steel. There's -- I
6 mean I don't know if you would sub it out, but we
7 got to have, for the buttresses, there would be
8 concrete foundations. I don't know if you
9 would -- you know, just basically a solid tube
10 for a foundation.

11 MR. GOTTFRIED: Let me make
12 something clear. Just because there's a
13 subcontractor category, does not mean you have to
14 use it for a subcontractor. When you get the
15 addendum, you'll have a subcontractor listing.

16 That category listing is in your
17 book now. It's blank. You will get one that
18 will have specific categories marked in there.
19 And once you get your book back, and you get the
20 list of subcontractor categories -- maybe it's
21 not in here. Well, it will be. Let's put it
22 that way. You'll get one in the addendum. This
23 book is bad. I'm missing everything out of that
24 book. If it's not in there, you'll get a



1 subcontractor listing with the addendum and a
2 list of subcontractors.

3 If your company is going to perform
4 that work, put your company's name in. Okay?
5 The subcontractor category listing is a
6 protection so that you guys can't shop
7 subcontractors' prices. Once you turn that list
8 in at bid opening, I'm going to make it perfectly
9 clear, there is a charge of \$2000 every time you
10 want to change one of the names off that list.
11 Okay?

12 The only exception I've made to
13 that, and I've only done it once in nine years,
14 is a company walked off the job. That's not the
15 prime's fault. If he refuses to do the work,
16 then I can't hold the prime for that.

17 Another company went bankrupt. We
18 will make that exception. And not, I would say,
19 penalize you or charge you the costs to replace
20 them.

21 But please note, if it's an issue
22 between you and your sub and you can't resolve it
23 and you change it, there is a \$2000 charge for
24 that every time you do it. I just want to make



1 that clear.

2 If your company is going to
3 self-perform that work, all you got to do is fill
4 your company's name in. And that form, you must
5 fill in a company name for every item, okay? You
6 leave any items blank, it disqualifies your bid.
7 Those are State rules I'm following, not cute
8 rules that we make here at DelDOT. Okay?

9 So, we have steel work. Are there
10 any others?

11 MR. TENNEFOSS: Painting.

12 MR. TURNER: Membrane.

13 MR. TENNEFOSS: There isn't any
14 membrane. We're not replacing any of the
15 membrane.

16 MR. TURNER: I thought you said
17 there was something --

18 MR. TENNEFOSS: No. Just columns.
19 I mean the membranes themselves -- it would just
20 all be metal work in that regard. And there's
21 also crack injection. But that's --

22 MR. TURNER: Wait a minute. Wait a
23 minute. These buildings all have a single base,
24 right?



1 MR. TENNEFOSS: What's that?

2 MR. TURNER: These buildings all
3 have single base, 15 or 20 feet on center. How
4 are you going to put structural purlins in
5 without any tension in the base?

6 MR. TENNEFOSS: Oh, you mean in
7 terms of somebody to take the membrane off and
8 put it back on?

9 MR. DePAUL: Yes.

10 MR. TENNEFOSS: Okay. All right. I
11 thought you were saying replacing the membrane.
12 Right. No. You're correct. You would, yes. So
13 I guess --

14 MR. GOTTFRIED: Is that a
15 specialized item?

16 MR. NIBBLETT: Yes.

17 MR. TENNEFOSS: Yeah.

18 MR. TURNER: Unless you want a loose
19 building.

20 MR. TENNEFOSS: Your membrane, or
21 the fabric.

22 MR. GOTTFRIED: What's it called?

23 MR. TURNER: Retension the membrane.

24 MR. DePAUL: I'm assuming your



1 anticipation was taking all the membrane loose,
2 making repairs, and retensioning it?

3 MR. TENNEFOSS: That's correct.

4 MR. DePAUL: You weren't trying to
5 do this with the membrane in place?

6 MR. TURNER: You mentioned cables in
7 there. You said cabling, too.

8 MR. TENNEFOSS: Right, right.

9 MR. TURNER: It's all about the
10 purlins and retensioning.

11 MR. GOTTFRIED: Anything else?

12 MR. TENNEFOSS: I guess a question
13 would be, is could you take it like halfway off,
14 or would it have to come all the way off?

15 MR. TURNER: Well, the stuff that we
16 do, where we have to do the refurbish work, I
17 mean you do have some post-tensioning
18 specifications that have to be met when you
19 retention it, when you're done.

20 MR. GOTTFRIED: Can I inject here?
21 That's not a question to be asked at this prebid
22 meeting. That's something that should be stated
23 by the plans, Edwin. Not trying to close the
24 door here.



1 MR. TENNEFOSS: Right, yeah.

2 MR. GOTTFRIED: You're opening up a
3 nasty, dangerous area by asking that here. If
4 anybody has questions about that, submit it as
5 questions so I can answer them directly. You're
6 just opening this up to a broad spectrum. I
7 assume the plans would have to -- plans and
8 proposal should --

9 MR. TENNEFOSS: Well, yeah. We
10 don't necessarily -- I guess we don't state
11 whether they have to take it all the way off or
12 leave it away on.

13 MR. GOTTFRIED: That may be
14 something you want to consider now.

15 MR. TURNER: So you're going to take
16 questions to your consultant; is that right?

17 MR. TENNEFOSS: Right. Correct.

18 MR. GOTTFRIED: They're going to go
19 back to the consultant and come back with
20 responses that everybody should hear.

21 MR. DePAUL: Jim DePaul. On our
22 visual inspection of each of the three buildings,
23 right now there's no known damage to the
24 membrane?



1 MR. TENNEFOSS: No, no.

2 MR. DePAUL: Do you know, if we
3 should spot or see anything, we report that back
4 to you?

5 MR. TENNEFOSS: Absolutely.

6 MR. GOTTFRIED: Oh, definitely.

7 MR. TENNEFOSS: Right.

8 MR. GOTTFRIED: If not, we're going
9 to blame you. Just kidding.

10 MR. TENNEFOSS: I mean there's not
11 any -- I mean as of right now --

12 MR. GOTTFRIED: There's none that we
13 know of as of right now.

14 MR. TENNEFOSS: That's correct. The
15 engineer went and inspected most of them. He
16 inspected them when they did it. There wasn't
17 any at that point. At least none that was
18 noticed. And of course not that people hang out
19 in the salt barn, but we haven't noticed that we
20 have a leak or anything in there.

21 MR. TURNER: Do you have a report on
22 the engineering review that was done, that would
23 be available?

24 MR. TENNEFOSS: I can make it



1 available, yeah.

2 MR. TURNER: Were there any metal
3 forensics that were done in each barn?

4 MR. TENNEFOSS: No. They didn't.

5 MR. GOTTFRIED: Okay. I've got four
6 categories: Steel work, painting, crack
7 injection, and tensioning membrane. We'll leave
8 those for the subcontractor categories. Is
9 everybody in agreement here?

10 MR. NIBBLETT: Yes.

11 MR. GOTTFRIED: Okay. That was a
12 yes from the room. Now, back to the 51 percent
13 rule and the subcontractor percentage -- I mean
14 prime's percentage. Prime contractor's
15 percentage. Is there anyone here that cannot
16 perform the 51 percent?

17 MR. NIBBLETT: Robert Nibblett,
18 Willow Construction. With the specialization of
19 some of the work, I would request that that is
20 reduced to 20 percent.

21 MR. GOTTFRIED: Other people here,
22 any comments?

23 MR. DePAUL: Jim DePaul. We do most
24 of this in-house. We would use subcontractors,



1 but I would be fine with 50 percent.

2 MR. WARE: We would be fine with the
3 50 percent, as well, Kent Construction.

4 MR. GOTTFRIED: Okay. I have three
5 contractors here, so I'm going to be very nice
6 about this. You have three days, sir, whichever
7 company you're with, to state me a physical
8 reason, after you look at the plans and specs, to
9 why it should be 20 percent. If not, I will
10 leave it at 51.

11 If you can give me a reasonable
12 expectation as to what is -- and I will not give
13 you the engineer's estimate, but you tell me what
14 items must be subcontracted out and everything,
15 and I'll check that against the engineer's
16 estimate, and I'll make a reasonable decision to
17 what the percentage of this should be.

18 MR. NIBBLETT: Very good.

19 MR. GOTTFRIED: And I will be fair
20 about this, but I am going to say this to you:
21 I'm not going to drop it to where somebody else
22 can come in here and just oversee the work. I'm
23 being very clear on that.

24 MR. NIBBLETT: All right.



1 MR. GOTTFRIED: Any other questions
2 or concerns? All right. I'd like to thank you
3 all for coming. I look forward to receiving bids
4 from you.

5 If you have any questions or
6 concerns, please contact my office. We'll be
7 glad to work with you.

8 MR. DePAUL: Thank you.

9 MR. NIBBLETT: Thank you.

10 MR. GOTTFRIED: Have a good day,
11 gentlemen.

12 (Hearing concluded at 11:21 a.m.)

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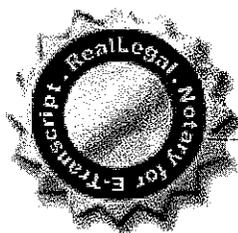
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REPORTER'S CERTIFICATE

I, JULIANNE LaBADIA, Registered Diplomate Reporter and Notary Public, do hereby certify that the foregoing record, pages 1 through 41 inclusive, is a true and accurate transcript of my stenographic notes taken on July 11, 2011, in the above-captioned matter.

IN WITNESS WHEREOF, I have hereunto set my hand and seal this 12th day of July, 2011, at Wilmington.



Julianne LaBadia, RDR, CRR



Project No. T201280101.01

FABRIC BUILDING REINFORCEMENT - Pre-Bid Meeting Sign in Sheet

7/11/2011 10:30

| Name | Company | Address | E-Mail Address | Phone # |
|--------------------|----------------------|---|---------------------------------|-------------------------|
| Robert Nibbett | Willow Construction | 31715 Dupont Parkway | RNibbett@willowconstruction.com | 3023783022 |
| JAMES DEPAN | JDE INC. | 575 Fretz RD Souderton PA 18966 | JDEINC@Comcast.net | 215-853-0923 |
| Rennie Turner | Signature Structures | 312 E. Broad Street Bethlehem PA 18018 | Rturner@signaturestructures.net | 610.882.9030 |
| SCOTT S. GOTTFRIED | DELDOT | 800 Bay Road Dover DE 19901 | SCOTT.GOTTFRIED@STATE.DE.US | 302-760-2531 302 653 |
| CHARLES G. WARE | KENT CONSTRUCTION | 1 BIG OAK RD SMYRNA | lisa@kentconstruction.com | 410.969.6410 |
| Edwin Tenefoss | DeIDOT | 800 Bay Road Dover DE 19901 | EdwinTenefoss@state.de.us | 302 760 2368 |
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LIST OF SUBCONTRACTORS

This proposal is based on work to be performed by the Subcontractors listed below for the categories selected at the Pre-Bid Meeting on

July 11, 2011 at 10:30 AM.

A bid submitted in the name of an individual should list the individual names followed by T/A and the name of the company.

EXAMPLE: John Doe, T/A Doe Contracting Company

In accordance with Title 29, Subsection 6962(d)(10)b of the Delaware Code, a penalty of \$2,000.00 will be withheld from the successful bidder for each occurrence for the failure to utilize any or all of the Subcontractors set forth below:

| <u>CATEGORIES</u> | <u>SUBCONTRACTOR</u> | <u>ADDRESS CITY AND STATE</u> |
|----------------------------|----------------------|-----------------------------------|
| <u>Steel work</u> | _____ | _____ |
| <u>Painting</u> | _____ | _____ |
| <u>Crack Injection</u> | _____ | _____ |
| <u>Tensioning membrane</u> | _____ | _____ |
| <u>Demolition of roof</u> | _____ | _____ |