

In The Matter Of:
Delaware Department of Transportation
Contract No. T201408303.01

Maintenance of Traffic Services
July 24, 2014

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DELAWARE DEPARTMENT OF TRANSPORTATION

 In Re: Bid Proposal for)
 CONTRACT T201408303.01)
 Maintenance of Traffic Services,)
 Statewide, Open End)

Department of Transportation
 800 Bay Road-North Conference Room
 Dover, Delaware

Thursday, July 24, 2014
 10:00 a.m.

BEFORE: ROBERT A. KOVACS,
 Contracts Coordinator

KELLY MANNERING,
 Tech V - Quality Section

GEORGE NAGASE,
 Specifications Engineer

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Addendum No. 1
 July 31, 2014

1 MR. KOVACS: Good morning
2 everyone. My name is Bob Kovacs. I'm a
3 contracts coordinator here with DelDOT.

4 Before we get started, there is a
5 sign-in sheet going around, so if you guys all
6 could fill that out, fill it out completely,
7 please, and just write as legibly as you can, I
8 would appreciate it.

9 The reason for the meeting is to
10 discuss contract T201408303.01, which is the
11 maintenance of traffic services, statewide,
12 open end. I ask that if you have any questions
13 throughout the course, just state your name,
14 the company you represent, and then ask your
15 questions. If you have further questions
16 throughout the course of the meeting I would
17 just ask that you stick with that same format.
18 I would appreciate it.

19 Other than that, I mean that's
20 all for right now. I would like to turn it
21 over to Mr. George Nagase. He can maybe
22 explain what he needs, and if you have any
23 questions we can go over that.

24 MR. NAGASE: Okay. Yeah,



1 basically, this contract, MOT services, is just
2 whenever like DelDOT would need MOT service,
3 whether it be for like any type of maintenance
4 project or striping, we can just call on you
5 guys and ask, we need like a lane closure or
6 any of those T/A examples listed in the book,
7 and then so we can use those services.

8 MS. MANNERING: One thing too, it
9 was broke into three counties. So you could do
10 work in Kent, New Castle, Sussex. This is an
11 open end, multiple vendor award. So we can
12 imagine maybe using two, three, four different
13 firms at one time.

14 The other thing, like some of the
15 examples we might ask you, DelDOT could be
16 taking cores, they could be performing
17 maintenance function, we could be doing survey,
18 any of those types of things you are going to
19 have a lane closure for.

20 We also envision, I believe there
21 is contract language in there and inserted that
22 you would get a two-week notice prior to our
23 request, so that would give you time to say
24 yes, you could accommodate us, or no, you



1 couldn't. Give you some advance notice.

2 Go ahead.

3 MR. BROWN: Ryan Brown from Atlas
4 Flasher.

5 A question as far as hours on the
6 job. They are broken down, as I saw there is a
7 line item for premium. But how many hours is a
8 workday?

9 MS. MANNERING: There is a line
10 item for what?

11 MR. BROWN: Two separate
12 questions, but one feeds off another. The
13 first question is: How many hours is the
14 workday in the bid? It doesn't specify that I
15 saw. Like you want a right lane closure from
16 when?

17 MS. MANNERING: We would envision
18 probably like a normal eight-hour workday. So
19 maybe like a normal 7:00 to 3:00. Sometimes we
20 can only do lane closures 9:00 to 3:00. You
21 would need your half-hour window prior to set
22 up and then a half-hour to take down.

23 MR. BROWN: Okay.

24 MS. MANNERING: It is not our



1 intent to have extended hours, if that's what
2 you are getting at.

3 MR. BROWN: So we would do a
4 maximum. Obviously, if it turns into 24-hour
5 straight and we bid for an eight-hour, you
6 obviously couldn't accommodate that same cost.

7 MS. MANNERING: There was also
8 something in there for nighttime emergency
9 work.

10 MR. BROWN: Yes.

11 MS. MANNERING: Which that was --

12 MR. BROWN: That was my next
13 question. So you are saying, project ran long,
14 you would be able to bill that premium if it
15 went to --

16 MS. MANNERING: No, I don't
17 think -- the intent of this contract is
18 basically for our maintenance operations.
19 These are a normal --

20 MR. BROWN: 8:00 to 4:00.

21 MS. MANNERING: Right.

22 MR. BROWN: So it is an
23 eight-hour day. And then the premium, there is
24 one premium for all things. And your closures



1 differ in manpower from, anywhere from I think
2 one to it could be, you could have four or five
3 men out there. One flat premium would be
4 difficult. If you are going to do a one-man
5 crew at night versus a five-man crew at night,
6 the premium should be different, but there is
7 only one line in for premium. We have to
8 accommodate everything to one. Do you follow?
9 Do you understand?

10 MS. MANNERING: I think I get
11 what you are saying. Our intent is, again, the
12 intent of this project was for our basic,
13 normal maintenance operations, getting cores,
14 any of those basic things. We put the
15 nighttime emergency services in there in case
16 that happened.

17 MR. BROWN: So it is --

18 MS. MANNERING: Yeah, that would
19 only be, whatever you bid that as, whether you
20 need one crew, two crews, ten crews, you are
21 only going to get that one payment.

22 MR. BROWN: So we have to factor
23 it on the worst case scenario. I guess what
24 I'm saying, from DelDOT's perspective, probably



1 be --

2 MS. MANNERING: Probably.

3 MR. BROWN: -- might be more cost
4 effective for state to offer multiple tiers,
5 depending on the number of guys you need.

6 As a contractor on the site, you
7 can't lose money on a bid, going into a bid.
8 We are going to err on the side of caution.
9 And you guys would want the most cost
10 effective. If you are only using one-man crew
11 you don't want to pay premium for five.

12 I'm just throwing that in for if
13 there is going to be any additional line items
14 added to the bid, for that.

15 MS. MANNERING: Jim, do we
16 anticipate that?

17 MR. PAPPAS: Jim Pappas with
18 DelDOT.

19 We can look into that. Like
20 Kelly mentioned, this is mostly, think of this
21 as scheduled activities is kind of what the
22 meat and potatoes of this contract are.

23 The reason why we put the
24 emergency in is because of kind of something



1 that's happened in the last couple months in a
2 project in New Castle County. That kind of
3 throws all of us a curve ball. We certainly
4 hope that that doesn't happen again, but just
5 in case it does.

6 The department doesn't have the
7 forces and the equipment to basically keep an
8 extended lane closure for an interstate. So
9 what Kelly is referencing as far as emergency
10 work would be an extraordinary situation that
11 we would have to sit down and discuss in great
12 detail.

13 MR. BROWN: It would be handled
14 almost as a separate item or separate --

15 MR. PAPPAS: I'm sorry?

16 MR. BROWN: It would be handled
17 almost like a separate bid?

18 MR. PAPPAS: If a large-scale
19 emergency situation arose, we would have to sit
20 down individually and, because, again, this is
21 scheduled for more normal operations. If we
22 come and say we've got to shut down the
23 interstate again for two months, that's thrown
24 a curve ball for us and a curve ball for you.



1 We would sit down and probably have to
2 negotiate some items.

3 MR. BROWN: Okay, as a separate.
4 Okay. Understood.

5 MR. PAPPAS: I would say, what I
6 would suggest for you guys as far as bidding,
7 think of this as the scheduled, normal
8 activities. We know that we need to shut down
9 a lane on Route 13 from point A to point B for
10 six hours to go out and cut some cores. We
11 will cut the cores. We need you to make sure
12 that we are safe.

13 MR. BROWN: Okay. For the bid
14 line items, would the supervisor, is it your
15 intent to bid like, there is a lump sum per day
16 for a type of closure, and then the supervisor
17 on site, is that billing on top of, or that's
18 to be included in the lump sum?

19 MS. MANNERING: No. There is a
20 separate line for your ASTA certified, right,
21 that's an hourly.

22 MR. BROWN: Billed on top of?

23 MS. MANNERING: Yes.

24 MR. BROWN: Understood.



1 MS. SINSABAUGH: Linda
2 Sinsabaugh, Enterprise Flasher Company.

3 When reading through the
4 proposal, I saw a note of barrier wall and
5 mention of steel plates. Do you anticipate --

6 MS. MANNERING: No, we took that
7 out. Right? That was in 743.

8 Remember, we had a meeting prior
9 to that. I had pulled that language. Is it in
10 there?

11 MS. SINSABAUGH: It is still in
12 there.

13 MS. MANNERING: Bob, can I see
14 that, please.

15 MS. SINSABAUGH: I believe it is
16 included under --

17 MS. MANNERING: Should be under
18 743.

19 MS. SINSABAUGH: Yeah. Page 58.

20 MS. MANNERING: Okay. You can
21 strike from page 58 G, the PCC barrier. We
22 will never ask you to do that. These are
23 just--

24 MS. SINSABAUGH: I just wanted to



1 make sure.

2 MS. MANNERING: Typical. I
3 apologize for that. That should have been,
4 based on our other meeting, I took all the
5 other stuff out for the TRM, things we had
6 discussed, so that should be struck.

7 MS. SINSABAUGH: Okay. And so
8 there would be no anticipation of steel plates?

9 MS. MANNERING: No.

10 MS. SINSABAUGH: Wedges?

11 MS. MANNERING: No, no. As a
12 matter of fact, that language was pulled. The
13 TRM and the drop-off language, all that was
14 taken out.

15 MS. SINSABAUGH: Okay. Just
16 wanted to clarify.

17 MR. KOVACS: Any other questions?
18 Everyone is good?

19 All right. If there are no other
20 questions, I just want to remind everybody that
21 since this was a mandatory pre-bid meeting that
22 in order to bid you need to have signed in. So
23 I just want to make sure everybody signed in.
24 Is that correct? Everyone in the room?



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We are all good. All right.
Well, thank you very much for your time.
Appreciate it.
(Proceedings conclude at 10:13
a.m.)
(Sign-in sheet attached.)

CERTIFICATE OF REPORTER PAGE 13



1 State of Delaware)
2 New Castle County)

3
4
5 CERTIFICATE OF REPORTER

6
7 I, Eleanor J. Schwandt, Registered
8 Merit Reporter and Notary Public, do hereby
9 certify that the foregoing record, pages 1 to
10 12 inclusive, is a true and accurate transcript
11 of my stenographic notes taken on July 24,
12 2014, in the above-captioned matter.

13
14 IN WITNESS WHEREOF, I have hereunto
15 set my hand and seal this 28th day of July,
16 2014, at Wilmington.

17
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21 Eleanor J. Schwandt
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