



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

JACK MARKELL
GOVERNOR

JENNIFER COHAN
SECRETARY

VIA WEBSITE POSTING

(302) 760-2030
FAX (302) 739-2254

October 15, 2015

Contract No. T201480107
Statewide Fabric Salt Barns Open End FY 15-17
Statewide

Ladies and Gentlemen:

Enclosed is Addendum No. 2 for the referenced contract consisting of the following:

1. The Bid Proposal Cover, revised, to be substituted for the same page in the Proposal.
2. One (1) page, List of Subcontractors Form, new, to be added to the Proposal, just prior to the Certification Page. This form must be completed & submitted with the bid.
3. The Mandatory Pre-Bid Meeting Sign-In Attendance Sheet has been posted and attached.
4. The Mandatory Pre-Bid Meeting Minutes are attached and become part of the contract.

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

Sincerely,

signature on file

James H. Hoagland
Contract Services Administrator

:jhh
Enclosure

STATE OF DELAWARE



DEPARTMENT OF TRANSPORTATION

BID PROPOSAL

for

CONTRACT T201480107.01

STATEWIDE FABRIC SALT BARNs OPEN-END FY 15-17

STATEWIDE

ADVERTISEMENT DATE: September 28, 2015

**PROSPECTIVE BIDDERS ARE ADVISED THAT THERE WILL BE A MANDATORY PRE-BID MEETING
FRIDAY OCTOBER 9, 2015 AT 2:30 P.M. IN THE DelDOT ADMINISTRATION BUILDING,
800 BAY ROAD, DOVER, DELAWARE, 19903.**

COMPLETION TIME: 1,095 Calendar Days

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

Bids will be received in the Bidder's Room at the Delaware Department of Transportation's Administration Building, 800 Bay Road, Dover, Delaware until 2:00 P.M. local time **October 27, 2015**

LIST OF SUBCONTRACTORS

Contract: T201480107.01

In accordance with 29 Del. C. S6962(d)10a and 10b., a Pre-Bid Meeting was held on May 28, 2015 to select the subcontractor categories to be included in the bids for performing the work required for this contract.

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

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>
Concrete	_____	_____
Doors	_____	_____
Electrical	_____	_____
Paving/Hot-Mix	_____	_____
Painting	_____	_____
Site Work	_____	_____
Steel/Frame Work	_____	_____

In The Matter Of:

Delaware Department of Transportation

Contract No. T201480107.01

Statewide Fabric Salt Barns

October 9, 2015

Wilcox & Fetzer, Ltd.

1330 King Street

Wilmington, DE 19801

email: depos@wilfet.com, web: www.wilfet.com

phone: 302-655-0477, fax: 302-655-0497



WILCOX & FETZER LTD.

Original File hrng100915DELDOTSaltBarns.rw.txt

Min-U-Script® with Word Index

THE STATE OF DELAWARE
DEPARTMENT OF TRANSPORTATION

IN RE:)
)
Contract No. T201480107.01)
Statewide Fabric Salt Barns)
Open-End FY 15-17)

TRANSCRIPT OF PRE-BID MEETING

DelDOT Transportation Administration Center
Bidders Room
800 Bay Road
Dover, Delaware 19901

Friday, October 9, 2015
2:30 p.m.

CONDUCTED BY: ROBERT A. KOVACS, DelDOT
Competitively Bid Contracts
Coordinator

ALSO PRESENT: TAYLOR KING, DelDOT
JEFFREY ARMSTRONG, P.E., DelDOT

WILCOX & FETZER
Registered Professional Reporters
1330 King Street - Wilmington, Delaware 19801
(302) 655-0477
www.wilfet.com



Contract No. T201480107.01

1 MR. KOVACS: Good afternoon,
2 everyone.

3 Today this is a pre- --
4 mandatory pre-bid meeting. It's for
5 Contract T201480107, which is the Statewide
6 Fabric Salt Barns Open-End Fiscal Year 15
7 Through 17.

8 I've got the sign-in sheet going
9 around. Please sign in. You must sign in in
10 order to submit your bid, since this is a
11 mandatory pre-bid meeting. So please sign in.

12 If you have any questions
13 throughout -- and you may -- I just want to
14 remind everyone just to state your full name
15 and who you represent. And that way we can
16 record it. Speak as clearly as you can.

17 If you think of any questions
18 after the meeting, just please submit them to
19 our DOT Ask mailbox. I've got the website up
20 here if you don't already have it. And you
21 can jot that down before you leave.

22 Basically two reasons for the
23 meeting. First is for our program managers to
24 get any information to you that they see fit



1 regarding the project. And hopefully we can
2 answer any questions that you may have today.
3 And the second is we're required to come up
4 with a subcontractor category listing.

5 So at the end of the meeting --
6 that's probably the last thing we'll do.
7 We'll just really quick come up with some
8 categories for our subcontractors. And then
9 what I'll do is I'll list them. I'll go back
10 to my office. I'll list all the categories we
11 come up with. Then I'll take this form and
12 I'll post it on our website. And then that
13 way you guys will jump on our website, grab
14 the form and submit that with your bid
15 package, along with the break-out sheet.

16 Now, the break-out sheet. You
17 have an option. It must be submitted either
18 with your bid documentation or you have seven
19 days after the bid opening to turn it in.
20 It's up to you.

21 What else do I have?

22 Oh. And just as a reminder, we
23 do have an Addendum I to this particular
24 project. It's 128-page, Appendix A, Technical



1 Specifications. You guys have probably
2 already looked at it. But I'm just reminding
3 everyone just to -- just so we're all on the
4 same page.

5 That's about all I have right
6 now.

7 I can turn it over to Taylor
8 King, if you have any questions or if there's
9 anything you'd like to give out.

10 MR. KING: Yeah.

11 So the general purpose of this
12 project is to provide -- to get two vendors to
13 construct these fabric salt barns for us
14 throughout the state. We have two locations
15 in mind right now -- our maintenance yard in
16 Middletown on Summit Bridge Road and our new
17 maintenance yard in Bridgeville on New Burton
18 Road. And once we select our two vendors, we
19 will then ask them to submit a lump sum price
20 for any additional site work that will be
21 required to get that building online at that
22 location. So electric connections, grading,
23 things like that, will come afterwards. But
24 we'll be selecting vendors based upon the



1 building price, the GABC price and the hot mix
2 price.

3 If you have any questions, we
4 can address those now.

5 MR. BATHON: Larry Bathon,
6 Bathon Building Company.

7 How many domes will there be?
8 How many projects?

9 MR. KING: We have at least two
10 that we're interested in doing. Hopefully
11 doing more, depending on the price and our
12 budget.

13 MR. BATHON: All right.

14 MR. KING: Budgets change from
15 year to year. So that's why we have a
16 flexible contract.

17 MR. BATHON: You say you'll pick
18 two vendors. And will they go head to head on
19 each site bidding?

20 MR. KING: Likely, yeah. Yeah.
21 Depending on scheduling, yes.

22 MR. BATHON: And what about the
23 next salt dome, the second one in line? Would
24 the same two vendors go again?



1 MR. KING: Correct. Yeah. We
2 will have an agreement for FY, I believe, 15
3 through 17. We're in FY 16 now.

4 But -- So for FY 16 and 17, we
5 would use these two vendors to construct our
6 salt barns throughout the state as we have
7 funds available.

8 MR. BATHON: Right.

9 So you could be split up or one
10 guy could get everything?

11 MR. KING: Yeah. Potentially.
12 Depending on how the prices differ.

13 MR. NORMAN: Jeff Norman,
14 George & Lynch.

15 So explain how -- you're going
16 to pick two vendors.

17 MR. KING: Mm-hmm.

18 MR. NORMAN: And those prices
19 are going to be different --

20 MR. KING: Right.

21 MR. NORMAN: -- per building?

22 So then you have the site. Say
23 Bridgeville Yard. And you say give me a price
24 to do whatever other necessary stuff.



1 MR. KING: Mm-hmm.

2 MR. NORMAN: So you're going to
3 then add that to the building price to
4 determine who's going to be low bidder at that
5 point?

6 MR. KING: Correct. And it'll
7 be similar to like a letter bid. You know,
8 we'll compare the two prices at that point.
9 And we may have scheduling requirements as
10 well. Like if a vendor can get it in before
11 another vendor, you know, we'll take that
12 liberty.

13 MR. NORMAN: But the two vendors
14 that you select initially are going to be
15 strictly the two low bids?

16 MR. KING: That's correct.

17 MR. NORMAN: What are we to put
18 in the building price? Any structural
19 excavation?

20 MR. KING: Yeah. Anything
21 required to construct the footings, I guess,
22 for your below grade.

23 MR. NORMAN: So we're just going
24 to assume that it's a flat, level earth site?



1 No pavement or --

2 MR. KING: Yes.

3 MR. NORMAN: -- stone or
4 anything like that?

5 MR. KING: Yes.

6 MR. BATHON: What about the
7 bond?

8 MR. KING: Specifically?

9 MR. BATHON: What should the
10 number be? For one salt dome or --

11 MR. KING: The bond should be
12 for your total bid value, which I think is
13 five buildings. Whatever your bid sheet total
14 is, that would be what your bond would be for.

15 MR. BATHON: But there might not
16 be five. Right? You might not have money
17 or --

18 MR. KING: Correct. But we want
19 to be ready --

20 MR. BATHON: Okay.

21 MR. KING: -- in case we do.

22 Any other questions?

23 (No response.)

24 MR. KING: Do you want to



1 discuss --

2 MR. KOVACS: Yeah.

3 MR. KING: -- that list?

4 MR. KOVACS: Yeah, yeah.

5 We're required to come up with,
6 like I said, the subcontractor categories for
7 this particular project.

8 Everybody understands what we're
9 doing. Right? I'm going to come up with --
10 actually, you guys are going to come up with
11 the categories. We'll all agree upon them.
12 I'll type the categories on our form, post it
13 on the web, and then you guys can grab the
14 form, submit it with your bid documentation.

15 Whatever you think -- whatever
16 categories you're going to think, you know,
17 you may need. Like -- I don't know --
18 electric, someone to hang doors. I mean, I
19 don't -- you guys are the professionals, so...

20 MR. NORMAN: For sure,
21 electrical.

22 MR. KOVACS: Okay.

23 MR. NORMAN: Painting. The guy
24 who's actually erecting the framework of the



1 building -- the steel and the fabric. Maybe
2 for some people paving.

3 MR. KOVACS: I know it has --
4 there's going to be a cement pad. Right?

5 MR. KING: There will be
6 concrete. Yeah, there will be concrete
7 elements to the foundation.

8 MR. KOVACS: And the walls too,
9 maybe?

10 MR. KING: Yeah, the walls.

11 MR. KOVACS: And would that just
12 be concrete work or --

13 MR. KING: Yeah.

14 MR. KOVACS: Okay.

15 MR. NORMAN: The walls are
16 concrete. The pad, as you say, is actually
17 paving -- asphalt.

18 MR. KOVACS: It's what asphalt?

19 MR. KING: Hot mix asphalt.

20 MR. KOVACS: So you want me to
21 state that?

22 MR. KING: Yeah. Paving
23 contractor and concrete contractor.

24 MR. KOVACS: Okay.



1 So is it a special kind -- I
2 know in one of the meetings it was like a
3 specific concrete. It was probably a
4 different job. But just concrete is fine?

5 MR. KING: I think so.

6 MR. KOVACS: Okay. All right.
7 So electrical, painting, the framework,
8 whether it's steel or fabric. We've got hot
9 mix. We've got concrete.

10 Can you guys think of anything
11 else?

12 MR. GRAY: Dave Gray, Bob
13 Breeding.

14 And that would go under your
15 site contractor for your paving and like --

16 MR. NORMAN: You may just add
17 another line -- site work.

18 MR. KOVACS: Okay.

19 MR. GRAY: And, then, I'm
20 assuming these have roll-up doors or --

21 MR. KING: That's correct.

22 MR. GRAY: So you're going to
23 have a door installer as well.

24 MR. KOVACS: So that -- so it's



1 called "door"?

2 MR. NORMAN: Doors.

3 MR. GRAY: Yeah.

4 MR. KOVACS: Sounds good.

5 MR. NORMAN: The only other
6 things would be depending upon the site that
7 they select and what's there, if there's any
8 other things like fence or --

9 MR. KING: Right. I don't know
10 if we have to include that because it's --
11 these -- this list is just for --

12 MR. KOVACS: Subcontractors.

13 MR. KING: -- for what's being
14 bid on.

15 MR. KOVACS: Yeah.

16 MR. KING: Yeah. So I think
17 we'll be okay.

18 MR. KOVACS: I didn't think it
19 was going to be a huge list, so -- but, then,
20 again -- so what I have is electrical,
21 painting, framework, whether it's steel or
22 fabric. I have hot mix, concrete, site work
23 and doors.

24 Does that sound about -- is



1 everyone okay with that?

2 MR. BATHON: That's enough.

3 MR. KOVACS: That's enough.

4 Okay. All right. That sounds
5 good, then.

6 Like I said, I'll do an addendum
7 to this project and include the actual -- the
8 subcontractor form itself. And it'll have all
9 the categories. And, like I said, that's what
10 you'll print off and use when you submit with
11 your bid, along with the break-out sheet, as
12 well as the bid form -- well, you guys know --
13 as well as the bid form -- your whole package.

14 And, like I said, you do have
15 the option with the break-out sheet to turn it
16 in seven days after bid closing, if you so
17 chose.

18 So that's all I have. Unless
19 anybody else has anything else.

20 MR. GRAY: If we look at it --
21 say George & Lynch is site contractor. We do
22 primarily the steel structures and stuff. If
23 we wanted to combine something, what would
24 that -- would we have to submit something



1 separate or --

2 MR. KING: Is your question
3 you'll be sub? Are you talking about a joint
4 venture or are you talking about a
5 subcontractor?

6 MR. GRAY: Yeah, yeah. If we
7 did something joint venture. Or would it be
8 not even going that way? Since you only got
9 three people here.

10 MR. KING: It may be simpler to
11 just have you bid to each other as a sub, but
12 we may be able to address that further.

13 MR. KOVACS: Yeah. We can --

14 MR. NORMAN: I don't think
15 that's necessary.

16 You're talking about if you
17 use -- if you bid it using -- I'm just one of
18 your subs. You write my name on that list.

19 MR. GRAY: Okay.

20 MR. KOVACS: Yeah. It's --
21 yeah. It would be the subcontractor and then
22 obviously the address, yeah, next to that
23 category. Correct.

24 MR. NORMAN: What's the



1 reasoning for picking two?

2 MR. KING: With a contract with
3 this duration, in the past we've learned that
4 it's better to have multiple vendors in case
5 one vendor isn't as responsive or -- also if
6 we have funds come in -- we have a new
7 Secretary. So if more funds come into the
8 Department, we will allocate those funds to
9 meet the Department's needs sooner.

10 MR. NORMAN: Okay.

11 MR. BATHON: So you might have
12 two going at the same time with two different
13 contractors.

14 MR. KING: Potentially, yeah.

15 MR. BATHON: Okay. But the one
16 should still get the shot at bidding both of
17 them, I would think.

18 MR. KING: Yeah. That's the
19 plan.

20 MR. NORMAN: Speaking from
21 George & Lynch, we wouldn't have any problem
22 doing more than one at a time --

23 MR. KING: Okay.

24 MR. NORMAN: -- necessarily.



1 MR. KING: Okay.

2 MR. GRAY: That's the same here.

3 From what I understand, it's
4 kind of like what our -- the storage buildings
5 that we have a contract with. You have three
6 contractors. Every one of them comes out.
7 You bid the whole project against each other
8 for every one of them. And they may only --
9 and they give the contract typically to the
10 lowest bidder for each building.

11 MR. NORMAN: I can't imagine --
12 whatever additional work that you're going to
13 have us price up because of the site specific
14 nature of it --

15 MR. KING: Mm-hmm.

16 MR. NORMAN: -- I can't imagine
17 it approaching the value of what each building
18 is going to be.

19 MR. KING: Could you rephrase
20 that?

21 MR. NORMAN: Let's just say if a
22 building is \$10 million. Your site work is
23 not going to be anywhere near that --

24 MR. KING: Correct.



1 MR. NORMAN: -- for each
2 location.

3 MR. KING: Yeah. I think I
4 understand what you're saying.

5 MR. NORMAN: I don't know why
6 you're bidding the thing again when you
7 already bid it. You're already a low bidder.

8 MR. BATHON: I guess you're
9 trying to get somebody to get too hog wild
10 (sic) with what's extra if you got the job
11 won. And they are all going to be site
12 specific. So there's going to be some
13 differences --

14 MR. KING: Right.

15 MR. BATHON: -- in each one.

16 MR. KING: Right. And some
17 vendors may have an advantage in different
18 areas of the state and could give us a better
19 price on the site work, etc.

20 MR. NORMAN: But what I was
21 asking for is -- I'm just going to make even
22 numbers. Say you're \$10 million for a
23 70-by-100, and I'm \$9 million for a 70-by-100.
24 He's going to then have to come up and beat me



1 by a million dollars on the site work to have
2 a chance to get it.

3 MR. KING: That's right.

4 MR. NORMAN: Okay. So you're
5 definitely going to add that additional work
6 to whatever our original price was --

7 MR. KING: Right.

8 MR. NORMAN: -- for comparison
9 purposes.

10 MR. KING: That's correct. So
11 we're hoping you guys are pretty competitive.

12 MR. BATHON: I've never done it
13 this way, but I --

14 MR. KING: Yeah. We've done
15 this with our truck shed buildings and our
16 pole barns. We've done it with pre-engineered
17 metal buildings. It helps us in procurement
18 of contracts faster. You don't have to do
19 detailed plans. And it seems like we're
20 getting things done a little faster this way.

21 MR. BATHON: Okay. That's the
22 way it is.

23 MR. KING: Were there any
24 questions about the bid sheet or the



1 break-out?

2 (No response.)

3 MR. KING: It's clear. Okay.

4 MR. KOVACS: Everyone signed in.

5 Right?

6 MR. GRAY: Yeah.

7 MR. BATHON: Yes.

8 MR. NORMAN: Yes.

9 MR. KOVACS: Cool.

10 All right, then. If you don't
11 have any more questions, then I think we're
12 good.

13 (The meeting concluded at
14 2:45 p.m. this same day.)

15 - - - - -

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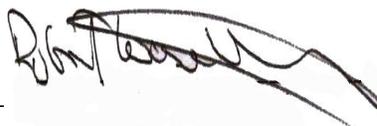
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C E R T I F I C A T E

STATE OF DELAWARE:
:
NEW CASTLE COUNTY:

I, Robert Wayne Wilcox, Jr., a Registered Professional Reporter, within and for the County and State aforesaid, do hereby certify that the foregoing meeting was taken before me, pursuant to notice, at the time and place indicated; that the meeting was correctly recorded in machine shorthand by me and thereafter transcribed under my supervision with computer-aided transcription; that the foregoing transcript is a true record of the meeting; and that I am neither of counsel nor kin to any party in said action, nor interested in the outcome thereof.

WITNESS my hand and official seal this 9th day of October A.D. 2015.



Robert Wayne Wilcox, Jr., RPR

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