

In The Matter Of:

*Delaware Department of Transportation
In Re: Bid Proposal Contract No. T201653103.01*

*Pre-Bid Meeting
March 30, 2016*

*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*



STATE OF DELAWARE

DELAWARE DEPARTMENT OF TRANSPORTATION

IN RE: BID PROPOSAL FOR :
CONTRACT NO. T201653103.01:

Pre-Bid Meeting taken pursuant to notice at the Delaware Department of Transportation, 800 Bay Road, Bidder's Room, Dover, Delaware, beginning at 1:30 p.m., on Wednesday, March 30, 2016, before Gloria M. D'Amore, Registered Professional Reporter and Notary Public.

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APPEARANCES :

On behalf of the STATE OF DELAWARE
DEPARTMENT OF TRANSPORTATION:
ROBERT A. KOVACS
JOHN KOTULA

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1 MR. KOVACS: Good afternoon,
2 everyone. My name is Bob Kovacs. I'm the
3 Contracts Coordinator here with DelDOT.

4 This is a PreBid Meeting for the
5 Christina Crescent Elevators, which is
6 Contract No. T201653103.01. This is in New
7 Castle County.

8 Like I said before, I have my
9 sign-in sheet going around the room. So,
10 please, everyone sign in. I ask that you
11 write as neat as you can.

12 Before I hand it over to the
13 Project Manager, Mr. John Kotula, there's just
14 a few things I want to go over from a
15 contracting standpoint.

16 The first is, everyone is aware
17 of the new drug testing policy. Are you good
18 with that? Do I need to go over any of that?
19 Are we good?

20 Also, I just want to remind
21 everybody that we have a certification page,
22 as well as our bid bond page that need to be
23 filled out completely when you submit your
24 bid.



1 We also have our drug affidavit
2 form that needs to be submitted as well.

3 I also wanted to mention that
4 our bid pages, don't leave anything blank.
5 Don't put a zero in the bid amount column.
6 Put the number one or greater. That needs to
7 be filled out. Well, it even needs to be
8 typed or it needs to be handwritten legibly.

9 Also, because this involves a
10 building, we need, at some point, and we can
11 do it now, if you'd like, we have to come up
12 with a list of subcontractors for this job.
13 Usually it's a pretty small list.

14 For this particular job,
15 thinking about it earlier, I was thinking
16 electrical. I don't know if you guys want
17 that, or don't want that, or want to add to
18 that.

19 MR. CHARLES MEEKS: Can you
20 repeat that? I'm sorry.

21 MR. KOVACS: We have to come up
22 with the subcontractor category list for this
23 project. You guys need to -- well, the
24 majority of the people here need to agree upon



1 it.

2 So, I'm just trying to think --
3 I'm thinking electrical.

4 MR. MEEKS: Agree upon the list
5 or...

6 MR. KOVACS: You need to agree
7 upon the categories we are going to come up
8 with. What do you want plumbers,
9 electricians? Say, we were building a house,
10 it would be insulation, roofing, cement.

11 MR. MEEKS: Electrical,
12 mechanical.

13 MR. KOVACS: Exactly. So, for a
14 project like this --

15 MR. MEEKS: Small.

16 MR. KOVACS: The vendors want a
17 small list, which I agree to.

18 COURT REPORTER: Sir, could I
19 get your name?

20 MR. MEEKS: Charles Meeks.

21 MR. KOVACS: Does everyone
22 understand what we've got to come up with?

23 MR. MEEKS: Keep it simple.

24 MR. KOVACS: I'm asking you



1 guys.

2 MR. MEEKS: Electrical,
3 mechanical, fire alarm.

4 MR. KOVACS: So, the gentleman
5 mentioned electrical, mechanical and fire
6 alarm.

7 Does that sound okay with
8 everyone? Do you want to take something off,
9 or do you want to --

10 TONY VENTRESCA: Tony Ventresca.
11 Ventresca Brothers.

12 What is involved with the
13 project? Can you elaborate?

14 MR. KOVACS: We're going to get
15 to that.

16 MR. VENTRESCA: It is kind of
17 hard to come up with a sublist if we don't
18 know what is involved.

19 MR. KOVACS: I can turn it over
20 to John here who can explain in more detail,
21 if you would like.

22 MR. VENTRESCA: Okay.

23 MR. KOVACS: All right. That's
24 all I really have is to come up with the list.



1 And just to remind everybody, if you come up
2 with a question after the meeting, just send
3 that to our DOT ask mailbox. I have that here
4 if you need that. That way, we can post it on
5 the web for everyone to look at and read.

6 And once we come up with a list
7 of sub categories, I'll do the same thing,
8 I'll post it on the web. I'll do that usually
9 in a couple of days. I'll try to do it
10 tomorrow, but just give me a couple of days.
11 Then just go on the web and grab that list,
12 print it off and fill it out and submit it
13 with your bid as well. I'll turn it over to
14 John right now.

15 MR. KOTULA: Okay. The work for
16 this project is at the Christina Crescent
17 Parking Garage, which is in The Riverfront
18 area of Wilmington.

19 The garage has three elevators.
20 All three elevators have to be rehabilitated.
21 The work will be done one elevator at a time.

22 The work is detailed in the
23 specifications on the exact type of work that
24 is needed.



1 The car we're keeping. We're
2 just renovating the car. The spec does list
3 out the parts that need to be replaced.

4 The elevators that exist are oil
5 hydraulic elevators. They're ten-years-old.

6 The specifications and the
7 construction oversight will be done by Liberty
8 Elevators experts. Mr. Christopher Dodds is
9 the one who developed the specs and who will
10 be overseeing the rehabilitation of the
11 elevators.

12 In some cases, the elevators
13 need to be brought up to code. And that is
14 specified in the specs what needs to be
15 brought up to code versus what needs to be
16 rehabilitated. I know in some cases because
17 it's 2006, some of the fire alarm components
18 need to be brought up to code.

19 There are a couple of things I
20 would like to point out to you. And one is in
21 the specs, Section 3.4.C. Basically, once you
22 are on site to work on the elevators, your
23 responsibility is to make sure all elevators
24 stay working in operation.



1 The other note is in the
2 Bidders' Notes, and that is No. 14 and that
3 we're highly recommending a site visit. And
4 it has my contact information. You would go
5 through me to see the site.

6 If you need Mr. Dodds to be made
7 available, I would need a little bit more time
8 in order to see his availability. I'll put
9 that out there. I can't guarantee, but his
10 availability might have a window, whereas, we
11 can tell you if you just want to go see it, I
12 can get you there pretty much during the day.

13 That's all I have.

14 MR. KOVACS: Also, I just wanted
15 to say, Bidders' Notes 11 and 12, I just
16 wanted to go over them again.

17 11 says, Only one elevator at a
18 time can be out of service during renovation.

19 And 12 states that the parking
20 garage must remain operational and ADA
21 compliant during the renovation. It's in the
22 Bidders' Notes. I just wanted to reiterate.

23 Does that help? As far as the
24 three items for the subcontractor category



1 list, do you want to add, keep them, is
2 everyone still okay with those three? Okay.
3 Does anybody have any questions?

4 MR. MANUEL ESTEVEZ: Manuel
5 Estevez from Kone Elevators.

6 In the specifications, you
7 specified manufacturers for specific
8 components of the elevator system.

9 Is it strictly those
10 manufacturers, or can we provide alternates or
11 provide a base bid with those manufacturers
12 and alternates for separate manufacturers?

13 MR. MEEKS: It actually says,
14 list specifically suppliers. Typically that
15 is written on a statement to establish a level
16 of performance, a level of quality, but not to
17 limit other suppliers from bidding. The way
18 it is written, it limits you just to those --

19 MR. KOTULA: That is correct.
20 And that is not the intent. It is approved
21 equals.

22 The intent here is that Liberty
23 Elevators will review that, that there is an
24 approved equal, and it conforms to the



1 specifications. The specifications are the
2 guidelines that is going to be used in
3 determining if a component is acceptable or
4 not.

5 If you meet the specifications,
6 you're going to be in good shape. You have to
7 look at each specification in greater detail.
8 But in general, that is the way it will work.

9 So, approved equals are allowed.
10 At this point in time, we won't get into
11 approved equals during the bid period. If you
12 want to put that question, or put that as a
13 written question just for confirmation, we can
14 do that. But approved equals are allowed.

15 MR. MEEKS: How about
16 proprietary equipment? Is that allowed?
17 Charles Meeks. Delaware Elevator. Is
18 proprietary equipment allowed?

19 MR. KOTULA: In the specs, it
20 says no. But if you want to ask that again,
21 you can ask that again.

22 MR. SMARTE: David Smarte.
23 Delaware Elevator.

24 Can we get Chris Dodds to give a



1 definition of what he considers proprietary
2 and non proprietary? I know he has one.
3 That's why I was saying, if he can enter that
4 in.

5 MR. KOTULA: Ask the question.

6 MR. SMARTE: Okay. Thank you.

7 MR. KOTULA: Where we're coming
8 from here, the problem that we had with these
9 elevators is that we had a situation where we,
10 basically, had knock-off elevators that were
11 underperforming. They met the specs, but they
12 were cut-rate elevators, and that is why they
13 didn't hold up over time.

14 So, the intent of the specs was
15 to make sure that we have a more stringent
16 review. And that's one reason why we have an
17 elevator contractor that is doing the review
18 versus just having an engineer who doesn't
19 deal with elevators on a daily basis.

20 MR. ESTEVEZ: Manuel Estevez.
21 Kone Elevators.

22 Also in the certification it
23 calls for warranty period and maintenance
24 service and coverage after the warranty period



1 is over.

2 So, two questions in that
3 regard.

4 Number one, is the warranty
5 maintenance included in the lump sum price of
6 the bid? And then also the five-year
7 maintenance that it's calling for, is that
8 included in the lump sum price of the bid?

9 MR. KOTULA: Okay. I will tell
10 you this. That was a hotly-debated topic.

11 And if you want to ask a
12 question, a question in which you raise
13 industry standards that may differ, we'll
14 revisit that.

15 But, yes, when you're looking at
16 your bid, you would have to include that in
17 your lump sum bid as it is currently stated
18 with the five years.

19 But if you want to question
20 whether the industry standard is less than
21 five years, I would say, Go ahead and do it.

22 MR. KOVACS: Does anybody have
23 anything else?

24 MR. MEEKS: No. I'm good.



1 MR. KOVACS: Anybody else?

2 If nobody has any other
3 questions, that concludes our meeting.

4 Thank you very much for coming.

5 (The hearing was concluded at,
6 approximately, 1:50 p.m.)

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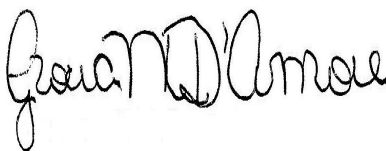
1 State of Delaware:

2 New Castle County:

3
4 CERTIFICATE OF REPORTER

5
6 I, Gloria M. D'Amore, Registered
7 Professional Reporter and Notary Public, do
8 hereby certify that the foregoing record,
9 Pages 1 to 15 inclusive, is a true and
10 accurate transcript of my stenographic notes
11 taken on Wednesday, March 30, 2016, in the
12 above-captioned matter.

13 IN WITNESS WHEREOF, I have hereunto set
14 my hand and seal this 4th day of April, 2016,
15 at Wilmington.

16
17
18 
19 _____

20 GLORIA M. D'AMORE, RPR

21
22
23
24



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