

**In The Matter Of:**

*Department of Transportation  
In re: Contract T201680102.01*

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*Pre-Bid Meeting  
June 29, 2016*

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*Wilcox & Fetzer, Ltd.  
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STATE OF DELAWARE  
DEPARTMENT OF TRANSPORTATION

IN RE:

Pre-Bid Meeting for  
Contract T201680102.01  
Magnolia Truck Wash

Department of Transportation  
Administration Building  
800 Bay Road  
Dover, Delaware

Wednesday, June 29, 2016  
10:00 a.m.

BEFORE:

ROBERT A. KOVACS,  
DelDOT, Competitively Bid Contracts  
Coordinator

MATTHEW J. SCHLITTER  
DelDOT, M&O Design Support Engineer

EDWIN TENNEFOSS  
DelDOT, Statewide Support Services

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## 1 ALSO PRESENT:

2 JEFF NORMAN,  
George & Lynch, Inc.

3 BILL BOOTH,  
4 Commonwealth Construction Company

5 JOHN WARD,  
Alan Tye & Associates

6 ROB SOLLOWAY,  
7 Kent Construction Co.

8 CORKY JACOBI,  
The Cobi Group

9 ANNE JACOBI,  
10 The Cobi Group

11 STEVE SERBU,  
Amakor, Inc.

12 SCOTT WITTER,  
13 Westmatic Corporation

14 JOSH GEORGE,  
The Whiting-Turner Contracting Company

15 JUSTIN HINER,  
16 Willow Construction

17 B. SCOTT SCHURMAN,  
BRS Consulting, Inc.

18 SCOTT CAPALDI,  
19 Critical Design & Construction Corp.

20 MUMUINE CONTEL,  
JJID, Inc.

21 BRYN WARREN,  
22 B.W. Electric, Inc.

23

24



1 ALSO PRESENT: (Continued)

2 DAVID GRAY,  
3 Bob Breeding General Contractors

4 KATIE WILHELM,  
5 Bathon Builders, Inc.

6 CHRIS ECCLESTON,  
7 Delmarva Veteran Builders

8 TIM STYNCHULA,  
9 DelDOT, Assistant Maintenance Engineer

10 LARRY SCUSE,  
11 Kent Construction Co.

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

4 Today this is a pre-bid meeting  
5 for Contract No. T201680102.01. This is the  
6 Magnolia Truck Wash Project.

7 If you have any questions that  
8 you think of after the meeting, please send  
9 them to our dot-ask mailbox. If you don't have  
10 that address, I have it up here. Just grab it  
11 on your way out.

12 Before I hand it over to the  
13 project manager, there's just a few things I  
14 want to go over from a contracting standpoint.  
15 The first thing is the drug testing policy.  
16 Everyone is familiar with it and aware of it.  
17 It's in our bidder's notes. It's with all of  
18 our contracts. Does anybody have any questions  
19 on it? No. Okay. Great.

20 This project incorporates an  
21 Appendix A, which is on our Web site. So I  
22 just ask, if you haven't already, just look  
23 that over and be familiar with it.

24 Our bid forms. Do not leave a



1 bid amount blank on any of our bid forms,  
2 please. Do not put a zero in the bid amount  
3 column. Please put a number other than zero in  
4 any of the columns, and all figures must be  
5 typewritten. So I ask that you please use our  
6 EBS file that you got from us.

7 Also, regarding our bid forms,  
8 I'm going to be doing an addendum here in the  
9 next few days, and we're going to be adding a  
10 supply and installation of the truck wash  
11 system to Section 2 of the bid pages. This  
12 means that we'll have new line items on our bid  
13 pages. This is going to be structured so that  
14 we have the option to include Section 2 with  
15 the project or not based on the bid prices. So  
16 if we include it, if we look at everything and  
17 we decide we want to include it, it's still  
18 going to be the lowest overall bid price for  
19 both sections. If we decide not to include it,  
20 for whatever reason, then it will be the  
21 overall lowest bid just for Section 1, which  
22 deals with the building.

23 Does everybody understand that?  
24 And that will be in the addendum and it will be



1 worded in such a way, basically, what I just  
2 stated.

3                   The Affidavit of Employee Drug  
4 Testing Program form that's in the proposal,  
5 that needs to be filled out properly,  
6 notarized, and submitted with your bid.

7                   Because this is a building  
8 project and we have to come up with a list of  
9 subcontractor categories, I just want to remind  
10 everybody, because this is a fairly new rule,  
11 at bid submission, solicitation for a large  
12 public works contract must require each  
13 contractor that submits a bid for the work, to  
14 submit with the bid the signed individual  
15 affidavit for the contractor and each listed  
16 subcontractor. So when you're submitting your  
17 bids, not only are you submitting the  
18 affidavit, any subcontractors that we come up  
19 with, you need to ensure that they get a blank  
20 form, they fill this out themselves, get it  
21 back to you. That has to be submitted with the  
22 bid as well.

23                   MR. ECCLESTON: Chris Eccleston,  
24 Delmarva Veteran Builders.



1                   That's required on bid day?

2                   MR. KOVACS:   That is required on  
3 bid day, yes.   That's Delaware's Administrative  
4 Code, Title 19, Labor.

5                   So the answer to your question is  
6 yes, it's due on bid day.

7                   Anybody have any questions  
8 regarding that?

9                   Just as a reminder, on the  
10 certification page, there's certain information  
11 up at the top, as well as the addendum  
12 acknowledgment, and the final questions and  
13 answers date near the bottom, I ask as a  
14 reminder, you just fill that out completely, as  
15 well as the bid bond page.   Those items  
16 obviously are submitted as well.

17                   And then, like I said before,  
18 we're required to come up with a list of  
19 subcontractor categories since this is a  
20 building project.   So once we come up with the  
21 categories, I'll post them to the Web in the  
22 addendum, and then just go to our Web site and  
23 pull that new form, fill it out completely,  
24 don't leave it blank, and submit that with your



1 bid as well.

2 Does everybody understand that as  
3 well coming up with our categories and filling  
4 out that form? Please fill it out completely.  
5 I just want to make sure everybody's bids, you  
6 know, that none of them get rejected.

7 We can do that at the end or we  
8 can do that now real quick and come up with the  
9 categories. Do you want to do it now and knock  
10 it out? Or maybe we should do it at the end.  
11 We'll do it at the end then. You might come up  
12 with something over the course of the meeting.

13 So with that, I'll turn it over  
14 to Mr. Matt Schlitter, the project manager for  
15 this.

16 MR. SCHLITTER: All right. I  
17 don't have a whole lot to say. I'm getting  
18 ready to put out another addendum to remove the  
19 Type B asphalt. You'll be seeing that here in  
20 a little bit. And then you talked about the  
21 other addendum that we're doing. So other than  
22 that, we pretty much -- do you have anything to  
23 add?

24 MR. TENNEFOSS: Well, just to



1 give a quick overview of the project, we're  
2 doing a truck wash facility, and the cost will  
3 include all the site work necessary to connect  
4 it in, the building itself, including the  
5 addendum to add the -- or to do the actual wash  
6 equipment as an add alternate to the project.  
7 But it's a block building. I don't remember  
8 whether it's a truss system. Yes, it's a truss  
9 system. It's fairly standard. What's the  
10 contract time on it?

11 MR. SCHLITTER: It's 150 days.

12 MR. TENNEFOSS: 150 days to do  
13 it. We'd like to get it done before winter,  
14 but I can't guarantee that that's going to be  
15 the case, that we'll be able to get you started  
16 in time. So plan to start sometime between now  
17 and January. But we would like to move on it  
18 as quickly as possible.

19 MR. KOVACS: Does anyone have any  
20 questions since we've got the project managers  
21 here?

22 MR. GEORGE: Josh George,  
23 Whiting-Turner.

24 Is there a budget for the



1 project?

2 MR. KOVACS: Is there a budget  
3 for the project?

4 MR. GEORGE: Yes, if you guys  
5 have a budget for what you think it's worth.

6 MR. ECCLESTON: Chris Eccleston,  
7 Delmarva Veteran Builders.

8 Two million, five million, ten  
9 million, 100 million.

10 MR. KOVACS: You're asking for  
11 the engineer's estimate?

12 MR. ECCLESTON: Yes, or a range  
13 maybe.

14 MR. KOVACS: I don't remember.  
15 We read the estimate -- well, I don't know the  
16 engineer's estimate. I mean I do; I don't have  
17 it with me.

18 MR. TENNEFOSS: We're estimating  
19 that it's less than two. I mean, I don't know  
20 that we typically divulge the actual estimate  
21 itself.

22 MR. KOVACS: At bid opening. We  
23 do at the opening.

24 MR. TENNEFOSS: Right. But we



1 are estimating that it's less than two.

2 MR. WARD: John Ward with Alan  
3 Tye & Associates.

4 Once the bids are due and they're  
5 opened, what's the time frame on awarding the  
6 contractor? Is there a set time? A week, two  
7 weeks?

8 MR. KOVACS: No, it's usually --  
9 well, we'll get the bids; they'll be reviewed.  
10 Usually within about 30 days or so, depending  
11 on if there's issues or problems, we'll send  
12 out our award letter, and then you guys or  
13 whoever will have 20 days to get that. I'll  
14 say 30, but within that window, depending.

15 MR. CAPALDI: Scott Capaldi with  
16 Critical Design and Construction.

17 By adding the wash equipment to  
18 the base bid, are we going to be given a  
19 manufacturer that you prefer or are we to go  
20 out and find our own alternatives?

21 MR. KOVACS: Yeah, you'll go out  
22 and find based off the specs that are in the  
23 proposal.

24 MR. BOOTH: Bill Booth,



1 Commonwealth Construction Company.

2 The current spec book does or  
3 does not have the bus wash equipment in it?

4 MR. KOVACS: What's currently out  
5 there does not, correct?

6 MR. SCHLITTER: Does not.

7 MR. KOVACS: We're adding that in  
8 the addendum. So this addendum that I'll be  
9 working on, it will have that spec. It will  
10 have the Section 2 of the new bid pages of that  
11 wash system, and then it will have my  
12 attendance sheet here, and then my  
13 subcontractor category form. I think we're  
14 deleting the Type B. So that will be in there  
15 as well.

16 MR. BOOTH: Is the 150-day  
17 performance period, is that flexible at all?  
18 Because it seems unrealistic based on just the  
19 construction of the building.

20 MR. SCHLITTER: Our anticipation  
21 is trying to finish this before this snow  
22 season coming up. So that's why that time  
23 frame was put in there. So at this point -- I  
24 mean, depending on how the construction goes,



1 but at this point that's what we want, an  
2 accelerated time frame.

3 MR. TENNEFOSS: What do you think  
4 is reasonable?

5 MR. BOOTH: Roughing it out  
6 yesterday, I was thinking around 220, 230,  
7 something like that. And I have no idea how  
8 long it takes to get the bus wash equipment. I  
9 was speaking with --

10 MR. TENNEFOSS: It's actually  
11 truck wash.

12 MR. BOOTH: Truck wash. Sorry.  
13 It's about a 16-week lead time from the point  
14 of order to get shop drawings approvals and  
15 fabrication for the truck wash equipment from  
16 this particular vendor. I can't imagine -- you  
17 know, there might be a three- or four-week  
18 variable in there between vendors.

19 MR. WARD: John Ward with Alan  
20 Tye & Associates.

21 It's flexible, depending on how  
22 quick drawings are approved, and site needs of  
23 course.

24 MR. BOOTH: Bill Booth,



1 Commonwealth Construction.

2 Can we discuss the  
3 self-performance ratio? Typically with your  
4 DelDOT jobs, it's 50 percent.

5 MR. KOVACS: Right.

6 MR. BOOTH: Can I suggest 10  
7 percent?

8 MR. KOVACS: You may suggest  
9 that, sir, yes.

10 MR. BOOTH: Can we come to a  
11 consensus?

12 MR. KOVACS: No, we're not going  
13 to come to a consensus unless --

14 MR. TENNEFOSS: I'm all right  
15 with it. Do you have an opinion?

16 MR. SCHLITTER: No.

17 MR. TENNEFOSS: I'm all right  
18 with it.

19 MR. KOVACS: If you're good with  
20 it, fine.

21 MR. GEORGE: Josh George,  
22 Whiting-Turner.

23 Can we suggest less?

24 MR. KOVACS: You can suggest



1 whatever you want but --

2 MR. TENNEFOSS: I think 10  
3 percent is fair. I think 10 percent is fair.  
4 If you go less than that and you're not doing  
5 anything. I mean, having a supervisor on-site  
6 would probably get you pretty close to 10  
7 percent as it is. I think 10 percent is fair.

8 We'll discuss the time frame on  
9 it and if it's something we feel like we have  
10 flexibility on, we'll add it into the addendum.

11 MR. BOOTH: Bill Booth,  
12 Commonwealth Construction.

13 It's important to know, because  
14 if we're bidding this at such an accelerated  
15 rate, most of the masonry and concrete work  
16 we're going to be doing is going to be done in  
17 winter masonry months which obviously it adds  
18 costs to the project.

19 Knowing when it's going to start  
20 and knowing how long it's going to take is very  
21 important for us to put our bid together. And  
22 you know as well as I do if it starts going  
23 through wintertime, it costs us additional  
24 money.



1 MR. KOVACS: Does anybody have  
2 anything else?

3 MR. NORMAN: Jeff Norman, George  
4 & Lynch.

5 You're removing all the pavement  
6 completely.

7 MR. SCHLITTER: Yes.

8 MR. NORMAN: So are the proposed  
9 grades going to remain the same as shown?

10 MR. SCHLITTER: Yes, except  
11 you'll just be putting in your GABC.

12 MR. NORMAN: The same thickness  
13 GABC?

14 MR. SCHLITTER: The same  
15 thickness, yes. We're just removing that seven  
16 inches of B.

17 MR. NORMAN: So your quantity for  
18 excavation and embankment is going to decrease.

19 MR. SCHLITTER: No, it will be  
20 the same. We're basically going to leave it  
21 seven inches -- you'll leave it seven inches  
22 low, and we'll come in and pave it with a  
23 separate contractor.

24 MR. NORMAN: So my initial



1 question was --

2 MR. SCHLITTER: The proposed  
3 grades, yes, but for the GABC, it would still  
4 be seven inches lower than proposed grade.

5 MR. NORMAN: So this contract,  
6 the proposed grades are going to be seven  
7 inches lower than what's shown on the plans.

8 MR. TENNEFOSS: That's correct.  
9 As far as for the type of grade for the GABC,  
10 that's correct.

11 MR. BOOTH: Bill Booth,  
12 Commonwealth Construction.

13 The demolition of the existing  
14 shop is under a separate contract?

15 MR. TENNEFOSS: It's already  
16 done.

17 MR. BOOTH: Are the grades that  
18 the building -- I guess we can verify what  
19 those grades are. That was my question.  
20 Whether it's just been rolled out flat with the  
21 existing grades.

22 MR. SCHLITTER: Yes.

23 MR. BOOTH: All the foundations  
24 removed?



1 MR. SCHLITTER: All the  
2 foundations removed, slab, it's all gone.

3 MR. BOOTH: And it was  
4 compacted -- you know, compacted fill there?

5 MR. SCHLITTER: Right now we just  
6 put millings in, but I'm sure we can compact  
7 it.

8 MR. KOVACS: Anybody have  
9 anything else?

10 All right. If not, then the last  
11 piece of business is just coming up with a  
12 listing of our subcontractor categories.  
13 Obviously one is going to be truck wash system,  
14 I would think. So I've got truck wash system,  
15 masonry, plumbing, electrical.

16 MR. NORMAN: Jeff Norman, George  
17 & Lynch.

18 Site work.

19 MR. KOVACS: Does that sound good  
20 to everyone?

21 MR. BOOTH: Bill Booth,  
22 Commonwealth Construction.

23 If we're not paving, will we have  
24 paving in the sub list? The reason -- and I'm



1 probably speaking for all the GCs here. The  
2 less subs we have, the better off we are  
3 because of getting these affidavits on time.

4 MR. KOVACS: I agree with you 100  
5 percent, absolutely.

6 MR. BOOTH: The list you have,  
7 plus site work, I'm happy with, speaking for  
8 our company.

9 MR. KOVACS: Does that sound good  
10 to everyone in the room? I'll repeat them.  
11 Electrical, plumbing, masonry, truck wash  
12 system, and site work. Is everybody good with  
13 that in the room? All right. So those five  
14 items.

15 Well, I'm good unless somebody  
16 else has another question. Meeting adjourned  
17 then. Thank you very much.

18 (Pre-bid meeting adjourned at  
19 10:20 a.m.)

20  
21  
22  
23  
24



1 State of Delaware )  
2 )  
3 Sussex County )

4  
5  
6 CERTIFICATE OF REPORTER

7 I, Vera T. Sitze, a Notary Public and  
8 Registered Professional Reporter, do hereby  
9 certify that the foregoing is an true and  
10 correct transcript of the proceeding held at  
11 the time and place stated herein, and that the  
12 said proceeding was taken down by me in  
13 Stenotype notes and thereafter transcribed by  
14 use of computer-aided transcription and  
15 computer printer under my direction.

16 I further certify that I am not  
17 counsel, attorney, or relative of either party,  
18 or otherwise interested in the event of this  
19 suit.

20  
21  
22 *Vera T. Sitze*

23 Vera T. Sitze, RPR  
24

My commission expires July 31, 2016



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