

In The Matter Of:

*Delaware Department of Transportation
In re: Bid Proposal for Contract No. T201780103.01*

*Pre-Bid Meeting
November 21, 2017*

*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. :
T201780103.01 :
HOPPER RACKS & STORAGE:
FACILITIES FY 18-20 :

PRE-BID MEETING taken pursuant
to notice at the State of Delaware, Delaware
Department of Transportation, 800 Bay Road,
Bidder's Room, Dover, Delaware, beginning at
3:30 p.m., on Tuesday, November 21, 2017,
before Gloria M. D'Amore, Registered
Professional Reporter and Notary Public.

- - -

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



WILCOX & FETZER LTD
Registered Professional Reporters
(302) 655-0477
www.wilfet.com

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24

APPEARANCES :

On behalf of the State of Delaware
Delaware Department of Transportation:
ROBERT KOVACS
JEFFREY ARMSTRONG

- - - - -

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

4 This is a Pre-Bid Meeting for
5 Contract No. T201780103.01. And this is the
6 Hopper Racks and Storage Facilities Project
7 for Fiscal Year '18 through '20.

8 My sign-in sheet is going
9 around the room. I would just ask that you
10 write as neat as you can and fill out all of
11 the information that we are requiring from
12 you.

13 If you think of any questions
14 after this meeting, you can send them to our
15 DOT Ask E-mail account. I have that up here
16 if you need it.

17 And before I turn the meeting
18 over to the Project Manager, I just want to
19 go over a few things from a contracting
20 standpoint.

21 Just as a reminder, this
22 project has an Appendix A with it, as well as
23 one Breakout Sheet.

24 Also a reminder, when you're



1 filling out our Affidavit of Employee Drug
2 Testing Program Form, that needs to be filled
3 out properly, notarized and submitted with
4 your bid.

5 Regarding Bid Forms, I ask that
6 you don't leave any bid amount blank. Please
7 don't put a zero in any column and to please
8 put a number other than zero in all bid
9 amount columns.

10 Also, all figures must be
11 typewritten. So please use your EBS File.

12 Certification pages. We have
13 our Certification Page, our Addendum
14 Acknowledgement Page, final questions and
15 answers and our Bid Bond Page. Again, just
16 make sure those pages are all filled out
17 properly. Anywhere that requires it to be
18 notarized, please make sure it's notarized.
19 And anywhere it needs to be signed, I'd ask
20 that you please make sure you put the proper
21 signature on those forms.

22 We also need to come up with --
23 the reason for the meeting, basically, not
24 only is it to just pass along some



1 information to you and answer any questions
2 that we can, is that per Delaware code, we
3 need to come up with our subcontractor
4 categories. So we'll do that at the very
5 end. And then once we do that, we'll wrap it
6 up.

7 So that's all I have. I'll
8 turn it over now to Mr. Jeff Armstrong, our
9 Project Manager.

10 MR. ARMSTRONG: Jeff Armstrong,
11 DelDOT.

12 Our purpose here is to do a
13 State-wide contract for Hopper Racks for all
14 three counties.

15 We actually have a little more
16 detail than that. We're going to include one
17 specific site in here and that will be a
18 separate line item under the Breakout Sheet
19 for maintenance building. And then we're
20 also looking for pricing on add-on Hopper
21 Racks in each county.

22 Work includes the concrete
23 footers, piers, including anchor bolts, steel
24 columns, steel beams, wood trussers, roofing,



1 gutters, downspouts, chains and/or winches,
2 we'll identify that per yard because each
3 District has a preference. And all else
4 necessary to provide the Hopper Racks per the
5 contract drawings. Everybody has been
6 provided a copy of this.

7 And I think there was a
8 question about something that wasn't coming
9 out to the right dimensions or sizing
10 upright.

11 Has that problem been resolved?
12 Is anybody having a problem? Is there still
13 a problem?

14 MR. SOLLOWAY: Looked at --

15 MR. KOVACS: Your name. I'm
16 sorry. I forget.

17 Can you just state your name
18 and who you represent every time you ask a
19 question.

20 MR. SOLLOWAY: Rob Solloway.
21 Kent Construction.

22 We looked at them, and they're
23 not coming out to scale, basically.

24 MR. ARMSTRONG: Still not?



1 MR. SOLLOWAY: The ones we
2 have.

3 MR. ARMSTRONG: Okay. All
4 right. We can probably talk about that
5 offline.

6 MR. KOVACS: The current ones
7 are posted.

8 MR. ARMSTRONG: I'm not having
9 a problem.

10 MR. SOLLOWAY: I believe it's a
11 quarter to one foot.

12 MR. ARMSTRONG: I would have to
13 look at the specifics. I'm not having a
14 problem.

15 Has anybody else noticed a
16 problem on the scale? We can probably
17 provide him with a disk before he leaves,
18 couldn't we? Would that be acceptable, to
19 make sure it looks right?

20 MR. KOVACS: If we have one.

21 MR. ARMSTRONG: Okay. It's an
22 open-end contract. Like I said, three
23 counties. Each prevailing wage rate will
24 vary by County.



1 We have one specific site,
2 Middletown. After that, we'll do site-adapt.

3 Our objective is to probably do
4 five or more bays at a time together.

5 Because I know there's an aspect there for
6 the costs and the estimating fee went down to
7 a smaller size.

8 The first location will be at
9 the Middletown yard, 12 bay Hopper Racks for
10 six-wheeled vehicles and six bay Hopper Racks
11 for ten-wheeled vehicles. They're going to
12 utilize chains. It's all in the bid proposal
13 document.

14 I think I already mentioned
15 we're looking at extra Hopper Rack bays as an
16 add-on. And that's for each County. The
17 pricing is on the maintenance building
18 Breakout Sheet, which everybody should have
19 in their package.

20 All of the other bid items are
21 in here. Aggregate. Type B and Type C
22 hotmix. Initial expense. Demobilization and
23 mobilization for each job. And then the
24 overall bid item for the maintenance of



1 buildings.

2 Are there any questions?

3 MR. KOVACS: Does anybody have
4 any questions?

5 MR. NORMAN: Jeff Norman.
6 George and Lynch.

7 So you have bid items for
8 hotmix paving?

9 MR. ARMSTRONG: Right.

10 MR. NORMAN: I'm assuming
11 that's for the Middletown location, but it
12 doesn't show hotmix on the plans.

13 MR. ARMSTRONG: Yes. That may
14 vary. Some yards may want it. Others not.
15 I don't think that they have it at the
16 Middletown yard.

17 MR. NORMAN: So all of the
18 items that are for additional locations that
19 are not detailed in the plans, all of that
20 stuff is supposed to be handled as a change
21 order after the fact?

22 MR. ARMSTRONG: Well, we're
23 going to -- and I did mention, by the way,
24 before I get to answering that question.



1 We're looking at multiple
2 awards. There are three different Counties.
3 Just make sure everybody is aware. It will
4 more than likely be two or more bidders that
5 will be successful.

6 So change orders, we know that
7 there is a site-adapt aspect to it where some
8 may want asphalt or something else. And so
9 we need to address those costs at that time.
10 And we're looking at getting a final costs
11 for new sites after Middletown.

12 Does that help to answer your
13 question?

14 MR. NORMAN: No. Because you
15 have quantities of paving that are not
16 identified in the plans. We don't know if
17 you're going to have ten tons at a yard or
18 100 tons or whatever the case may be.

19 MR. ARMSTRONG: Right. And you
20 have to bid the price on that specific yard.

21 We do have a specific yard in
22 here, Middletown. We want to see what kind
23 of pricing you have for six wheel or ten
24 wheel.



1 MR. NORMAN: But there is no
2 paving on there is what I'm telling you.

3 MR. ARMSTRONG: Right. For
4 Middletown.

5 MR. NORMAN: So how do I bid
6 the paving if it doesn't exist.

7 MR. ARMSTRONG: So it is a
8 unit-bid price. You give us your best unit
9 price. And we don't know if it's going to be
10 ten tons. They might want some more paving.
11 We have added paving out there. We're doing
12 some other projects out there. We're adding
13 a storage shed. It could come in under that
14 as well.

15 Right now, we don't have
16 anything designed for paving at the Hopper
17 Racks. That's correct. At Middletown.

18 So you can't bid that. We have
19 as approximate quantity of units, 340 tons
20 for Type C or Type -- this is typo. Okay.
21 We have a typo in here. We have the right
22 line item number for hotmix, 401001 and
23 401002. They are both listed as Type C. We
24 will have to take a look at that and fix



1 that.

2 MR. KOVACS: In the addendum.

3 MR. ARMSTRONG: Yes. It should
4 be 340 tons for Type C, 510 for Type B is our
5 estimate for the whole contract. How much
6 they will use at any specific yard, I can't
7 tell you. I don't know.

8 MR. NORMAN: In the past for
9 any location that you knew you wanted to do,
10 Middletown, in this case, everything that was
11 detailed on these plans had bid items for
12 paving and stone. And then all of the other
13 stuff was part of the maintenance building.

14 For any yards that were
15 add-ons, anything other than a structure
16 itself, was a change order. Because you
17 can't bid something that is not quantifiable.

18 MR. KOVACS: Well, yeah. It
19 would be -- yeah -- if there was a change
20 that they made -- yeah, you're right, Jeff.
21 That would be a change order. There would
22 have to be a change order.

23 MR. NORMAN: Back to those two
24 bid items. They don't currently exist. You



1 don't know what you're going to do with it
2 right now. But how do we bid it? That's
3 what I'm trying to tell you. You can't
4 assign a unit price to something that --

5 MR. ARMSTRONG: We estimated
6 the total project quantity of, like I said,
7 340 tons for Type C and then 510 tons for
8 Type B.

9 MR. NORMAN: Tell me where it
10 says -- what County? Because you've got
11 three wage scales. How much at each
12 location?

13 MR. ARMSTRONG: I can't tell
14 you.

15 MR. NORMAN: This is why you
16 can't bid it for three different wage scales.

17 MR. ARMSTRONG: You can't give
18 a price for that.

19 MR. NORMAN: I can give a
20 guess.

21 MR. ARMSTRONG: High guess.

22 MR. NORMAN: We have
23 competition here.

24 MR. ARMSTRONG: Right. Zero is



1 as best an answer that I can give you because
2 we do not know.

3 MR. NORMAN: I'm suggesting
4 that it should be probably removed from the
5 bid form.

6 MR. ARMSTRONG: We can discuss
7 that as a question.

8 MR. KOVACS: You're talking
9 about both of them, Jeff?

10 MR. NORMAN: Yes.

11 MR. ARMSTRONG: And gravel?

12 MR. NORMAN: No. Because you
13 have the GAB at Middletown. That's a true
14 item of work that's identified in the plans.

15 If you go to what is supposed
16 to be included in all of those optional
17 locations, it says a list of things are going
18 to be contemplated with whoever the
19 successful contractor is on a
20 location-by-location basis. You can't bid
21 something that you don't know what it is.

22 MR. ARMSTRONG: Well, I don't
23 think this is a show stopper. And let us go
24 back and we'll think about it and decide what



1 we want to do on that.

2 Are there any other questions
3 on the work or the bid proposal request?

4 MR. NORMAN: Your plan details
5 do not show any details for winch attachment.
6 You also don't have any rigging details.

7 MR. ARMSTRONG: What was that
8 last part?

9 MR. NORMAN: Rigging details.
10 Rigging of pulleys. Winches. How many per
11 bay?

12 So it's a possibility that some
13 yards might want winches and some might not?

14 MR. ARMSTRONG: It is a
15 possibility.

16 MR. NORMAN: But that's
17 something, again, because the winch mounting
18 assembly is something that is fabricated with
19 the post and galvanized all in one shot.
20 It's not something that's added on in the
21 field.

22 MR. ARMSTRONG: Okay. Do we
23 need to have them submit that as a formal
24 question?



1 MR. KOVACS: Submit it as a
2 question.

3 MR. ARMSTRONG: Can you submit
4 that as a formal question, please?

5 MR. NORMAN: Yes.

6 MR. ARMSTRONG: I recognize
7 you've worked on this before.

8 Any other questions, Gentlemen?

9 MR. NORMAN: How do you decide
10 who gets an award here if you're going to do
11 multiple awards?

12 MR. ARMSTRONG: Well, we look
13 at what they bid on. Some may only bid in
14 Kent County. Some may have a better price in
15 Kent. And somebody has a better price in New
16 Castle County. It's hard to determine
17 without seeing the numbers.

18 MR. NORMAN: So earlier Bob
19 said we have to bid something other than zero
20 for everything. So we have to bid each
21 location or each County?

22 MR. ARMSTRONG: Yes. It's
23 stated on the form.

24 MR. KOVACS: Yes. It's on the



1 bid page, you're talking about, Jeff?

2 MR. ARMSTRONG: You can't leave
3 it blank. You have to put something down.
4 They can bid zero, or it has to be greater --

5 MR. KOVACS: You cannot put
6 zero.

7 MR. ARMSTRONG: It has to be at
8 least one dollar.

9 MR. NORMAN: Are you going to
10 award the per County, the lowest per County?

11 MR. ARMSTRONG: We'll have to
12 take a look at the numbers and see how it
13 comes out.

14 MR. NORMAN: Is it possible
15 that one contractor can get all Counties?

16 MR. ARMSTRONG: It is possible
17 for one contractor to have the lowest bid in
18 all of the Counties. But we still would
19 probably go with at least two bidders because
20 we know with site-adapt work the cost may
21 vary.

22 MR. KOVACS: If you read Bidder
23 Note No. 12, which says that Department of
24 Transportation reserves the right to reject



1 any and all bids in whole or in part to make
2 multiple awards, partial awards, award by
3 option, item by item or lump sum total,
4 whichever may be most advantageous to the
5 State of Delaware.

6 So for this one, I believe the
7 intent is multiple awards. Once we get them
8 all in and they're reviewed, that's the
9 intent, multiple awards.

10 If you're asking how to get
11 there, I can't answer that. But
12 theoretically, the answer to your first
13 question is yes. Could one, I mean, yeah,
14 theoretically. Sure.

15 MR. ARMSTRONG: We have to take
16 a look at the bids. If one is extremely low,
17 we'll take that into consideration and
18 compare it to the other bidders. But we also
19 know that sites vary and there's a cost
20 involved with that. So we have to consider
21 that.

22 MR. KOVACS: This particular
23 project may require a Pre-award Meeting as
24 well to hand out details.



1 MR. ARMSTRONG: I didn't
2 mention in the Maintenance Breakout Sheet, it
3 lists, I think, about 50 Hopper Racks in New
4 Castle County and then about 25 each in
5 Sussex and Kent.

6 We tallied the estimated need
7 for -- we think 100 is very comfortable that
8 we'll need that many Hopper Racks over three
9 years, but we feel it may be as high as 150.
10 But we're not guaranteeing that. We feel
11 strong about the 100.

12 We wanted you to know what we
13 were planning. We would like to cover our
14 Hopper Rack needs to the extent possible over
15 the next three years throughout the State.

16 MR. KOVACS: Any other
17 questions?

18 MR. NORMAN: One more question.

19 You have an item for initial
20 expense and then another item for
21 mobilization. Eight each.

22 Is that eight including
23 Middletown, or is Middletown to be included
24 in the initial expense?



1 MR. ARMSTRONG: I would not
2 include Middletown. You have to remember to
3 account for that in pricing. I would not
4 include Middletown for mobilization. I would
5 put all --

6 MR. NORMAN: Do I need to ask
7 that?

8 MR. ARMSTRONG: Let's ask that
9 question. I want to say no. Ask the
10 question if you could. We'll address it with
11 all of the other questions.

12 MR. KOVACS: Anyone else?

13 Well, since there are no other
14 questions... These particular Hoppers are
15 going to have a roof on them. So that falls
16 into the arena of building, which means we
17 have to come with up with a subcontractor
18 category list. So that is the list you guys
19 have to come up with, unless you don't want
20 anything. You don't have to have any
21 categories if you don't wish.

22 It's your guys call. I don't
23 know if it's roof, or it's up to you guys
24 what you think we need to put on that.



1 MR. NORMAN: Carpenter.

2 MR. KOVACS: Yes. Carpentry.

3 Roof. It's up to you guys. Or nothing.

4 Whatever you guys think. Is that not even a
5 factor with you guys?

6 MR. NORMAN: Different
7 contractors are going to have different ideas
8 what they're going to sub out.

9 MR. KOVACS: Maybe.

10 MR. NORMAN: Some obvious
11 categories are roofing, one. Framing, two.
12 Steel erection, three. Concrete, four. Site
13 work, five.

14 MR. ARMSTRONG: Do you all want
15 to do many or minimize the number of trades?

16 MR. NORMAN: Zero, really.

17 MR. KOVACS: Yes. I hear you,
18 Jeff. I'm only saying this because you guys
19 have to unanimously agree upon these items.
20 If you don't, that's fine, then the
21 Department will.

22 But if you don't think it is a
23 big deal and you want to all agree upon, Hey,
24 we vote on no categories for this project.



1 But it's up to you five in here.

2 MR. VITALO: David Vitalo from
3 Collett and Sons.

4 I agree with what Jeff said.
5 It's just the obvious categories.

6 MR. KOVACS: The ones he
7 mentioned, or none?

8 MR. VITALO: The one he
9 mentioned, the five.

10 MR. ARMSTRONG: Roofing,
11 framing, steel work, concrete, site work.

12 MR. KOVACS: Is that what you
13 want, Jeff?

14 MR. NORMAN: Those are the
15 obvious categories.

16 MR. KOVACS: I know. I'm just
17 asking.

18 MR. NORMAN: Yes. That sounds
19 good to me.

20 Everyone is in agreement.
21 You're good, sir.

22 MR. SOLLOWAY: Yes.

23 MR. KOVACS: Any other
24 questions before we wrap it up?



1 Everybody signed in on the
2 sign-in sheet. All right. If there are no
3 further questions, this concludes the
4 meeting.

5 Thank you, everyone, for
6 coming.

7 (The Pre-Bid Meeting was
8 concluded at, approximately, 3:50 p.m.)

9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24



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 24 inclusive, is a true and
10 accurate transcript of my stenographic notes
11 taken on Tuesday, November 21, 2017, in the
12 above-captioned matter.

13 IN WITNESS WHEREOF, I have hereunto set
14 my hand and seal this 27th day of November,
15 2017, at Wilmington, Delaware.

16
17
18 
19 _____

20 GLORIA M. D'AMORE, RPR

21
22
23
24



A	8:21	23:8	basically (2)
	agree (3)	arena (1)	4:23 6:23
above-captioned (1)	21:19,23 22:4	20:16	basis (1)
24:12	agreement (1)	Armstrong (40)	14:20
acceptable (1)	22:20	5:8,10,10 6:24 7:3,	bay (3)
7:18	along (1)	8,12,21 9:9,13,22	8:9,10 15:11
account (2)	4:24	10:19 11:3,7 12:3	bays (2)
3:15 20:3	already (1)	13:5,13,17,21,24 14:6,	8:4,15
accurate (1)	8:14	11,22 15:7,14,22 16:3,	beams (1)
24:10	Also (6)	6,12,22 17:2,7,11,16	5:24
Acknowledgement (1)	3:24 4:10,22 5:20	18:15 19:1 20:1,8	before (5)
4:14	15:6 18:18	21:14 22:10	3:17 7:17 9:24 16:7
actually (1)	amount (2)	around (1)	22:24
5:15	4:6,9	3:9	believe (2)
added (2)	anchor (1)	asking (2)	7:10 18:6
11:11 15:20	5:23	18:10 22:17	best (2)
Addendum (2)	and/or (1)	aspect (2)	11:8 14:1
4:13 12:2	6:1	8:5 10:7	better (2)
adding (1)	another (1)	asphalt (1)	16:14,15
11:12	19:20	10:8	bid (27)
additional (1)	answer (5)	assembly (1)	4:4,5,6,8,15 8:12,
9:18	5:1 10:12 14:1	15:18	20,24 9:7 10:20 11:5,
add-on (2)	18:11,12	assign (1)	18 12:11,17,24 13:2,
5:20 8:16	answering (1)	13:4	16 14:5,20 15:3 16:13,
add-ons (1)	9:24	assuming (1)	13,19,20 17:1,4,17
12:15	answers (1)	9:10	Bidder (1)
address (2)	4:15	attachment (1)	17:22
10:9 20:10	anybody (3)	15:5	bidders (3)
advantageous (1)	6:12 7:15 9:3	award (3)	10:4 17:19 18:18
18:4	Anyone (1)	16:10 17:10 18:2	bids (2)
Affidavit (1)	20:12	awards (6)	18:1,16
4:1	anything (3)	10:2 16:11 18:2,2,7,	big (1)
after (4)	11:16 12:15 20:20	9	21:23
3:14 8:2 9:21 10:11	Anywhere (2)	aware (1)	blank (2)
afternoon (1)	4:17,19	10:3	4:6 17:3
3:1	Appendix (1)	B	Bob (2)
Again (2)	3:22		3:2 16:18
4:15 15:17	approximate (1)	Back (2)	bolts (1)
Aggregate (1)	11:19	12:23 14:24	5:23
	approximately (1)		Bond (1)

4:15	21,22	3:19	22:2
both (2)	code (1)	contractor (3)	day (1)
11:23 14:9	5:2	14:19 17:15,17	24:14
Breakout (4)	Collett (1)	contractors (1)	deal (1)
3:23 5:18 8:18 19:2	22:3	21:7	21:23
building (4)	column (1)	Contracts (1)	decide (2)
5:19 8:17 12:13	4:7	3:3	14:24 16:9
20:16	columns (2)	Coordinator (1)	Delaware (4)
buildings (1)	4:9 5:24	3:3	5:2 18:5 24:1,15
9:1	come (5)	copy (1)	DelDOT (2)
C	4:22 5:3 11:13	6:6	3:3 5:11
	20:17,19	correct (1)	Demobilization (1)
	comes (1)	11:17	8:22
call (1)	17:13	cost (2)	Department (2)
20:22	comfortable (1)	17:20 18:19	17:23 21:21
cannot (1)	19:7	costs (3)	designed (1)
17:5	coming (3)	8:6 10:9,10	11:16
Carpenter (1)	6:8,23 23:6	could (3)	detail (1)
21:1	compare (1)	11:13 18:13 20:10	5:16
Carpentry (1)	18:18	couldn't (1)	detailed (2)
21:2	competition (1)	7:18	9:19 12:11
case (2)	13:23	counties (5)	details (5)
10:18 12:10	concluded (1)	5:14 7:23 10:2	15:4,5,6,9 18:24
Castle (3)	23:8	17:15,18	determine (1)
16:16 19:4 24:2	concludes (1)	county (11)	16:16
categories (6)	23:3	5:21 7:24 8:16	different (4)
5:4 20:21 21:11,24	concrete (3)	13:10 16:14,16,21	10:2 13:16 21:6,7
22:5,15	5:22 21:12 22:11	17:10,10 19:4 24:2	dimensions (1)
category (1)	consider (1)	cover (1)	6:9
20:18	18:20	19:13	discuss (1)
CERTIFICATE (1)	consideration (1)	current (1)	14:6
24:4	18:17	7:6	disk (1)
Certification (2)	Construction (1)	currently (1)	7:17
4:12,13	6:21	12:24	District (1)
certify (1)	contemplated (1)	D	6:3
24:8	14:18	D'Amore (2)	document (1)
chains (2)	Contract (5)	24:6,20	8:13
6:1 8:12	3:5 5:13 6:5 7:22	David (1)	dollar (1)
change (6)	12:5		17:8
9:20 10:6 12:16,19,	contracting (1)		DOT (1)

3:15 down (2) 8:6 17:3 downspouts (1) 6:1 drawings (1) 6:5 Drug (1) 4:1	every (1) 6:18 everybody (5) 3:2 6:5 8:18 10:3 23:1 Everyone (2) 22:20 23:5 everything (2) 12:10 16:20 exist (2) 11:6 12:24 expense (3) 8:22 19:20,24 extent (1) 19:14 extra (1) 8:15 extremely (1) 18:16	figures (1) 4:10 File (1) 4:11 fill (1) 3:10 filled (2) 4:2,16 filling (1) 4:1 final (2) 4:14 10:10 fine (1) 21:20 first (2) 8:8 18:12 Fiscal (1) 3:7 five (4) 8:4 21:13 22:1,9 fix (1) 11:24 foot (1) 7:11 footers (1) 5:23 foregoing (1) 24:8 forget (1) 6:16 Form (3) 4:2 14:5 16:23 formal (2) 15:23 16:4 Forms (2) 4:5,21 four (1) 21:12 Framing (2) 21:11 22:11	further (1) 23:3 G GAB (1) 14:13 galvanized (1) 15:19 Gentlemen (1) 16:8 George (1) 9:6 gets (1) 16:10 getting (1) 10:10 give (4) 11:8 13:17,19 14:1 Gloria (2) 24:6,20 going (13) 3:8 5:16 8:11 9:23 10:17 11:9 13:1 14:17 16:10 17:9 20:15 21:7, 8 Good (3) 3:1 22:19,21 gravel (1) 14:11 greater (1) 17:4 guaranteeing (1) 19:10 guess (2) 13:20,21 gutters (1) 6:1 guys (7) 20:18,22,23 21:3,4,
E	F		
each (10) 5:21 6:2 7:23 8:16, 23 13:11 16:20,21 19:4,21 earlier (1) 16:18 EBS (1) 4:11 Eight (2) 19:21,22 else (4) 6:3 7:15 10:8 20:12 E-mail (1) 3:15 Employee (1) 4:1 end (1) 5:5 erection (1) 21:12 estimate (1) 12:5 estimated (2) 13:5 19:6 estimating (1) 8:6 even (1) 21:4	fabricated (1) 15:18 Facilities (1) 3:6 fact (1) 9:21 factor (1) 21:5 falls (1) 20:15 fee (1) 8:6 feel (2) 19:9,10 few (1) 3:19 field (1) 15:21		

5,18	included (2) 14:16 19:23	knew (1) 12:9	17:12 18:16
H	includes (1) 5:22	KOVACS (23) 3:1,2 6:15 7:6,20	Looked (2) 6:14,22
hand (2) 18:24 24:14	including (2) 5:23 19:22	9:3 12:2,18 14:8 16:1, 24 17:5,22 18:22	looking (4) 5:20 8:15 10:1,10
handled (1) 9:20	inclusive (1) 24:9	19:16 20:12 21:2,9,17	looks (1) 7:19
hard (1) 16:16	information (2) 3:11 5:1	22:6,12,16,23	low (1) 18:16
hear (1) 21:17	Initial (3) 8:22 19:19,24	L	lowest (2) 17:10,17
help (1) 10:12	intent (2) 18:7,9	last (1) 15:8	lump (1) 18:3
hereby (1) 24:8	involved (1) 18:20	least (2) 17:8,19	Lynch (1) 9:6
hereunto (1) 24:13	item (8) 5:18 8:24 11:22	leave (2) 4:6 17:2	M
Hey (1) 21:23	14:14 18:3,3 19:19,20	leaves (1) 7:17	made (1) 12:20
High (2) 13:21 19:9	items (6) 8:20 9:7,18 12:11, 24 21:19	likely (1) 10:4	maintenance (5) 5:19 8:17,24 12:13
Hopper (11) 3:6 5:13,20 6:4 8:9, 10,15 11:16 19:3,8,14	itself (1) 12:16	line (2) 5:18 11:22	19:2
Hoppers (1) 20:14	J	list (3) 14:17 20:18,18	make (6) 4:16,18,20 7:19
hotmix (4) 8:22 9:8,12 11:22	Jeff (9) 5:8,10 9:5 12:20	listed (1) 11:23	10:3 18:1
I	14:9 17:1 21:18 22:4, 13	lists (1) 19:3	Manager (2) 3:18 5:9
ideas (1) 21:7	job (1) 8:23	little (1) 5:15	many (3) 15:10 19:8 21:15
identified (2) 10:16 14:14	K	location (5) 8:8 9:11 12:9 13:12	matter (1) 24:12
identify (1) 6:2	Kent (4) 6:21 16:14,15 19:5	16:21	may (10) 9:13,14 10:8,18
include (3) 5:16 20:2,4	kind (1) 10:22	location-by-location (1) 14:20	16:13,14 17:20 18:4, 23 19:9
		locations (2) 9:18 14:17	Maybe (1) 21:9
		look (5) 7:13 11:24 16:12	mean (1) 18:13

<p>means (1) 20:16</p> <p>Meeting (7) 3:4,14,17 4:23 18:23 23:4,7</p> <p>mention (2) 9:23 19:2</p> <p>mentioned (3) 8:14 22:7,9</p> <p>Middletown (14) 8:2,9 9:11,16 10:11, 22 11:4,17 12:10 14:13 19:23,23 20:2,4</p> <p>might (3) 11:10 15:13,13</p> <p>minimize (1) 21:15</p> <p>mobilization (3) 8:23 19:21 20:4</p> <p>more (6) 5:15 8:4 10:4,4 11:10 19:18</p> <p>most (1) 18:4</p> <p>mounting (1) 15:17</p> <p>much (2) 12:5 13:11</p> <p>multiple (5) 10:1 16:11 18:2,7,9</p> <p>must (1) 4:10</p>	<p>6:4</p> <p>need (9) 3:16 4:22 5:3 10:9 15:23 19:6,8 20:6,24</p> <p>needs (3) 4:2,19 19:14</p> <p>new (4) 10:11 16:15 19:3 24:2</p> <p>next (1) 19:15</p> <p>none (1) 22:7</p> <p>Norman (32) 9:5,5,10,17 10:14 11:1,5 12:8,23 13:9, 15,19,22 14:3,10,12 15:4,9,16 16:5,9,18 17:9,14 19:18 20:6 21:1,6,10,16 22:14,18</p> <p>notarized (3) 4:3,18,18</p> <p>Notary (1) 24:7</p> <p>Note (1) 17:23</p> <p>notes (1) 24:10</p> <p>nothing (1) 21:3</p> <p>noticed (1) 7:15</p> <p>November (2) 24:11,14</p> <p>number (3) 4:8 11:22 21:15</p> <p>numbers (2) 16:17 17:12</p>	<p style="text-align: center;">O</p> <p>objective (1) 8:3</p> <p>obvious (3) 21:10 22:5,15</p> <p>offline (1) 7:5</p> <p>once (2) 5:5 18:7</p> <p>one (15) 3:23 5:16 7:11,20 8:1 15:19 17:8,15,17 18:6,13,16 19:18 21:11 22:8</p> <p>ones (3) 7:1,6 22:6</p> <p>only (3) 4:24 16:13 21:18</p> <p>open-end (1) 7:22</p> <p>option (1) 18:3</p> <p>optional (1) 14:16</p> <p>order (4) 9:21 12:16,21,22</p> <p>orders (1) 10:6</p> <p>other (13) 4:8 8:20 11:12 12:12,15 15:2 16:8,19 18:18 19:16 20:11,13 22:23</p> <p>Others (1) 9:14</p> <p>out (11) 3:10 4:1,3,16 6:9, 23 11:11,12 17:13</p>	<p>18:24 21:8</p> <p>over (5) 3:18,19 5:8 19:8,14</p> <p>overall (1) 8:24</p> <p style="text-align: center;">P</p> <p>package (1) 8:19</p> <p>Page (4) 4:13,14,15 17:1</p> <p>pages (3) 4:12,16 24:9</p> <p>part (3) 12:13 15:8 18:1</p> <p>partial (1) 18:2</p> <p>particular (2) 18:22 20:14</p> <p>pass (1) 4:24</p> <p>past (1) 12:8</p> <p>paving (8) 9:8 10:15 11:2,6,10, 11,16 12:12</p> <p>per (6) 5:2 6:2,4 15:10 17:10,10</p> <p>piers (1) 5:23</p> <p>plan (1) 15:4</p> <p>planning (1) 19:13</p> <p>plans (5) 9:12,19 10:16 12:11 14:14</p> <p>Please (6)</p>
<p style="text-align: center;">N</p> <p>name (3) 3:2 6:15,17</p> <p>neat (1) 3:10</p> <p>necessary (1)</p>			

4:6,7,11,18,20 16:4	proper (1) 4:20	R	requires (1) 4:17
pm (1) 23:8	properly (2) 4:3,17		requiring (1) 3:11
possibility (2) 15:12,15	proposal (2) 8:12 15:3	Rack (2) 8:15 19:14	reserves (1) 17:24
possible (3) 17:14,16 19:14	provide (2) 6:4 7:17	Racks (9) 3:6 5:13,21 6:4 8:9, 10 11:17 19:3,8	resolved (1) 6:11
post (1) 15:19	provided (1) 6:6	rate (1) 7:23	reviewed (1) 18:8
posted (1) 7:7	Public (1) 24:7	read (1) 17:22	rigging (3) 15:6,9,10
Pre-award (1) 18:23	pulleys (1) 15:10	really (1) 21:16	right (13) 6:9 7:4,19 9:9 10:19 11:3,15,21 12:20 13:2,24 17:24 23:2
Pre-Bid (2) 3:4 23:7	purpose (1) 5:12	reason (1) 4:23	Rob (1) 6:20
preference (1) 6:3	put (7) 4:7,8,20 17:3,5 20:5,24	recognize (1) 16:6	roof (3) 20:15,23 21:3
prevailing (1) 7:23	Q	record (1) 24:8	roofing (3) 5:24 21:11 22:10
price (7) 10:20 11:8,9 13:4, 18 16:14,15	quantifiable (1) 12:17	Regarding (1) 4:5	room (1) 3:9
pricing (4) 5:20 8:17 10:23 20:3	quantities (1) 10:15	Registered (1) 24:6	RPR (1) 24:20
probably (5) 7:4,16 8:3 14:4 17:19	quantity (2) 11:19 13:6	reject (1) 17:24	S
problem (6) 6:11,12,13 7:9,14, 16	quarter (1) 7:11	remember (1) 20:2	said (4) 7:22 13:6 16:19 22:4
Professional (1) 24:7	question (12) 6:8,19 9:24 10:13 14:7 15:24 16:2,4 18:13 19:18 20:9,10	reminder (2) 3:21,24	saying (1) 21:18
Program (1) 4:2	questions (12) 3:13 4:14 5:1 9:2,4 15:2 16:8 19:17 20:11, 14 22:24 23:3	removed (1) 14:4	scale (2) 6:23 7:16
Project (7) 3:6,18,22 5:9 13:6 18:23 21:24		REPORTER (2) 24:4,7	scales (2) 13:11,16
projects (1) 11:12		represent (1) 6:18	seal (1)
		request (1) 15:3	
		require (1) 18:23	

24:14	8:7	Storage (2)	telling (1)
seeing (1)	SOLLOWAY (6)	3:6 11:13	11:2
16:17	6:14,20,20 7:1,10	strong (1)	ten (3)
send (1)	22:22	19:11	10:17,23 11:10
3:14	somebody (1)	structure (1)	ten-wheeled (1)
separate (1)	16:15	12:15	8:11
5:18	something (10)	stuff (2)	Testing (1)
set (1)	6:8 10:8 12:17 13:4	9:20 12:13	4:2
24:13	14:21 15:17,18,20	sub (1)	their (1)
shed (1)	16:19 17:3	21:8	8:19
11:13	Sons (1)	subcontractor (2)	theoretically (2)
sheet (6)	22:3	5:3 20:17	18:12,14
3:8,23 5:18 8:18	sorry (1)	submit (3)	there (16)
19:2 23:2	6:16	15:23 16:1,3	6:7,12 8:5 9:2 10:2,
shot (1)	sounds (1)	submitted (1)	7 11:1,2,11,12 12:19,
15:19	22:18	4:3	21 15:2 18:11 20:13
show (3)	specific (5)	successful (2)	23:2
9:12 14:23 15:5	5:17 8:1 10:20,21	10:5 14:19	they (8)
signature (1)	12:6	suggesting (1)	9:15 11:10,23 12:6,
4:21	specifics (1)	14:3	20,24 16:13 17:4
signed (2)	7:13	sum (1)	things (2)
4:19 23:1	standpoint (1)	18:3	3:19 14:17
sign-in (2)	3:20	supposed (2)	think (11)
3:8 23:2	state (4)	9:20 14:15	3:13 6:7 8:14 9:15
site (4)	6:17 18:5 19:15	sure (6)	14:23,24 19:3,7 20:24
5:17 8:1 21:12	24:1	4:16,18,20 7:19	21:4,22
22:11	stated (1)	10:3 18:14	three (8)
site-adapt (3)	16:23	Sussex (1)	5:14 7:22 10:2
8:2 10:7 17:20	State-wide (1)	19:5	13:11,16 19:8,15
sites (2)	5:13		21:12
10:11 18:19	steel (4)	T	throughout (1)
six (2)	5:23,24 21:12 22:11	T201780103.01 (1)	19:15
8:10 10:23	stenographic (1)	3:5	together (1)
six-wheeled (1)	24:10	talk (1)	8:4
8:10	still (3)	7:4	tons (7)
size (1)	6:12,24 17:18	talking (2)	10:17,18 11:10,19
8:7	stone (1)	14:8 17:1	12:4 13:7,7
sizing (1)	12:12	tallied (1)	total (2)
6:9	stopper (1)	19:6	13:6 18:3
smaller (1)	14:23		trades (1)

21:15 transcript (1) 24:10 Transportation (1) 17:24 true (2) 14:13 24:9 trussers (1) 5:24 trying (1) 13:3 Tuesday (1) 24:11 turn (2) 3:17 5:8 two (4) 10:4 12:23 17:19 21:11 Type (9) 8:21,21 11:20,20, 23 12:4,4 13:7,8 typewritten (1) 4:11 typo (2) 11:20,21	up (10) 3:15 4:22 5:3,6 20:17,19,23 21:3 22:1, 24 upon (2) 21:19,23 upright (1) 6:10 use (2) 4:11 12:6 utilize (1) 8:12	18:4 whole (2) 12:5 18:1 Wilmington (1) 24:15 winch (2) 15:5,17 winches (3) 6:1 15:10,13 wish (1) 20:21 without (1) 16:17 WITNESS (1) 24:13 wood (1) 5:24 Work (7) 5:22 14:14 15:3 17:20 21:13 22:11,11 worked (1) 16:7 wrap (2) 5:5 22:24 write (1) 3:10	Z zero (7) 4:7,8 13:24 16:19 17:4,6 21:16 1 1 (1) 24:9 100 (3) 10:18 19:7,11 12 (2) 8:9 17:23 150 (1) 19:9 18 (1) 3:7 2 20 (1) 3:7 2017 (2) 24:11,15 21 (1) 24:11 24 (1) 24:9 25 (1) 19:4 27th (1) 24:14 3 3:50 (1) 23:8 340 (3)
U	V	Y	
unanimously (1) 21:19 under (2) 5:18 11:13 unit (2) 11:8 13:4 unit-bid (1) 11:8 units (1) 11:19 unless (1) 20:19	wage (3) 7:23 13:11,16 wanted (2) 12:9 19:12 way (1) 9:23 whatever (2) 10:18 21:4 wheel (2) 10:23,24 WHEREOF (1) 24:13 whichever (1)	yard (7) 6:2 8:9 9:16 10:17, 20,21 12:6 yards (3) 9:14 12:14 15:13 Year (1) 3:7 years (2) 19:9,15	

11:19 12:4 13:7			
4			
401001 (1) 11:22			
401002 (1) 11:23			
5			
50 (1) 19:3			
510 (2) 12:4 13:7			