

# Competively Bidding MDOT Projects

2014 DBE Conference

April 1, 2014











# Finding MDOT Work

1. Review MDOT Advertisements to Find Possibilities for Your Type of Work
2. Review Schedule of Items to Determine If There Is Your Type of Work



# Monthly MDOT Advertisements on Bid Letting Web Page

Letting of: April 04, 2014

## Notice of Advertisement

10:30 A.M. , Local Time VANWAGONER BLDG, 1ST FLR ONE WEST CORN  
425 W. OTTAWA ST., LANSING, MI 48933

ITEM NO	CONTRACT ID	CONTROL SEC.	JOB NO.	FEDERAL NO.	FED ITEM
1404 001	63459-118891	HPSL 63459	118891A	HPSL 1463(017)	RR8686

1.21 mi of hot mix asphalt road reconstruction, building demolition, roundabout, drainage, watermain, concrete sidewalk, curb and gutter, traffic signals, and pavement markings on Tienken Road from Livernois Road east to Rochester Road in the city of Rochester Hills, Oakland County.

### 7.00 % DBE PARTICIPATION REQUIRED

Net classification required for this project is  
7698 Cb or  
7698 Ea

In addition to the above minimum prequalification requirement for prime contractors this project includes subclassifications of Cb, Ea and K. If the prime contractor is not prequalified in those subclassifications it must use prequalified subcontractors. Those subcontractors must be designated prior to award of the contract to the confirmed low bidder.

Estimated pages for plans: 141

See proposal for bidder guaranty information. Completion date is 08/01/15

Proposal and plans, if applicable, are available for examination online at  
<http://mdotcf.state.mi.us/public/eprop/login/index.cfm>

Dated: 02/21/14



MICHIGAN DEPARTMENT OF TRANSPORTATION  
SCHEDULE OF PAY ITEMS

DATE: 03/28/14  
PAGE: 1

ITEM NO: 1405 001      CONTRACT ID: 54014-115159-2      CONTROL SEC: BHN 54014  
PROJECT: 115159A      FEDERAL NO.: BHN 1454(207)      FED ITEM: HH9183

LOCATION: US-131 over the Muskegon River  
DESCRIPTION: Epoxy overlay, deck patching, joint replacement, deck drain extensions, epoxy crack injection of substructure, repair

- ▶ Review Items for Some Items That You Would Typically Perform

LINE NO	ITEM DESCRIPTION	ITEM CODE	QUANTITY	UNITS
SECTION: 0001				
0010	Mobilization, Max. _____ \$470000.00	1500001	1.000	LS
0020	Clearing	2010001	0.600	Acre
0030	Culv, Rem, Less than 24 inch	2030001	1.000	Ea
0040	Fence, Rem	2040025	50.000	Ft
0050	Guardrail, Rem	2040035	225.000	Ft
0060	Pavt, Rem	2040050	680.000	Syd
0070	Sidewalk, Rem	2040055	13.000	Syd
0080	Exploratory Investigation, Vertical	2040080	10.000	Ft
0090	Embankment, CIP	2050010	166.000	Cyd
0100	Excavation, Earth	2050016	2,640.000	Cyd
0110	Non Haz Contaminated Material Handling and Disposal, LM	2050031	10.000	Cyd
0120	Subgrade Undercutting, Type II	2050041	10.000	Cyd
0130	Aggregate, 6A	2060001	200.000	Cyd
0140	Erosion Control, Check Dam, Stone	2080012	50.000	Ft
0150	Erosion Control, Maintenance, Sediment Removal	2080026	10.000	Cyd
0160	Erosion Control, Sand Bag	2080028	100.000	Ea
0170	Erosion Control, Sediment Trap	2080034	4.000	Ea
0180	Erosion Control, Silt Fence	2080036	3,340.000	Ft
0190	Erosion Control, Turbidity Curtain, Deep	2080042	150.000	Ft
0200	Subbase, CIP	3010002	683.000	Cyd



# Download Plans and Proposal from the MDOT Bid Letting Site

The screenshot shows a web browser window displaying the MDOT Department of Transportation website. The browser's address bar shows the URL <http://mdotcf.state.mi.us/public/bids/>. The page title is "MDOT - BIDS Information". The website header includes the MDOT logo and the text "Department of Transportation" and "Michigan.gov". A navigation bar contains links for "Michigan.gov Home", "MDOT Home", "MDOT Sitemap", "Contact MDOT", and "MDOT FAQs". The main content area is titled "MDOT Bid Letting - April 18, 2014" and is divided into three columns: "Lettings", "Bid Information", and "Contractor Announcements".

**Lettings**

- April 18, 2014
- April 9, 2014
- April 4, 2014
- March 19, 2014
- March 14, 2014
- February 21, 2014
- February 12, 2014
- February 7, 2014
- January 17, 2014
- January 10, 2014
- December 11, 2013
- December 6, 2013
- November 6, 2013

**Bid Information**

- Advertisements : [PDF](#)
- Download Project Plans/Proposals & Addenda : [Sign-in](#)
- Registered Print Vendors : [PDF](#)
- Warranty Information : [PDF](#)
- Addendums Issued Listing : N/A
- Schedule of Pay Items : [PDF](#)
- Eligible Bidders : N/A
- Planholders : [PDF](#)
- Expedite Bid Files : N/A

(The EBL file contains all project EBS files for use with Expedite Bid®. Includes pay items and addenda)

[Download FREE Expedite Software](#)

**Letting Results**

- "As Submitted" : N/A
- "As Checked" : N/A
- Bid Tabulations : N/A

**Navigation Links:**

- [CONSTRUCTION CONTRACT INQUIRY](#)
- [BID LETTING MAIN PAGE](#)
- [LETTING SCHEDULE & 1300EZ Filing Dates](#)
- [DOING BUSINESS WITH MDOT](#)
- [CONTRACTOR'S SERVICE CENTER](#)

For assistance contact: Kalene Curtis Phone: 517-373-2341 E-mail: [curtisk@michigan.gov](mailto:curtisk@michigan.gov)

[Michigan.gov Home](#) | [State Web Sites](#)  
[Privacy Policy](#) | [Link Policy](#) | [Accessibility Policy](#) | [Security Policy](#)  
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- ▶ Review and Take Notes for all Special Provisions Possibly Related to Your Work
- ▶ Including the Progress Schedule and Maintaining Traffic Special Provisions



► Read and Record  
the Start,  
Milestone, and  
Completion  
Dates

**PROGRESS CLAUSE:** Start work within ten (10) days after receiving Notice of Award of contract, but not before **July 6, 2011**, or on or before the date designated as the starting date in the approved Progress Schedule. In no case, shall any work be commenced prior to receipt of formal notice of award by the Department.

The project, with the exception of Watering and Cultivating (First and Second Season), shall be completed and fully open to traffic with all traffic control devices removed from the project limits on or before **November 22, 2012**. For work completed during the seasonal suspension period, the Contractor will be responsible for all means and costs to protect work from the weather including, but not limited to, low temperature protection and winter grading in accordance with the Standard Specifications for Construction. All additional costs or delays during the seasonal suspension period shall be borne by the Contractor.

The contract completion date will be May 30, 2013 for acceptance of turf establishment only and the contract completion date will be September 15, 2014 for purposes of Watering and Cultivating only.

**Intermediate Milestones:**

- Work on Pre-Stage #1 (embankment and surcharge construction in wetland area) shall be completed in 2011 with no impacts to I-94 traffic.
- Temporary paving on Ann Arbor Road shall be not begin until September 6, 2011.
- No work that impacts traffic on I-94 is allowed until April 1, 2012.
- No work shall occur on existing or proposed S01 of 38103 until March 1, 2012.
- Single lane closures on I-94 for removal of S12 of 38101 and pavement replacement (Stage 6) shall occur between October 21, 2012 and November 9, 2012. This work shall be completed within 14 consecutive calendar days between these dates.

Failure to meet the intermediate milestone for removal of S12 of 38101 and pavement replacement will result in the assessment of special liquidated damages in the amount of **\$25,000 per calendar day** until such time that all work associated with the respective date is completed.

For each calendar day that the Contractor completes the work prior to the 14<sup>th</sup> calendar day of the agreed upon work period, a **\$25,000 per calendar day** incentive shall be given as described in the special provision for "COMPLETION OF WORK INCENTIVE (S12 OF 38101)".

No extensions of time will be allowed for increases in contract quantities, or extra work, unless it can be shown that such increases or extras affect the critical item of work.

No extensions of time will be granted for labor disputes, unless it can be shown that such disputes are industry-wide.



*closure on EB I-94 shall be done at night (9:00 p.m. to 6:00 a.m. Monday through Thursday) or concurrent with Stage 6B.*

- ▶ Review and Record the Phases.
- ▶ This will make it easier to determine the number of mobilizations

4) Maintain one lane of traffic on WB I-94 by merging traffic into the median lane. Reconstruct the WB I-94 outside shoulder. *Stage 4F work requiring a lane closure on WB I-94 shall be done at night (9:00 p.m. to 6:00 a.m. Monday through Thursday) or concurrent with Stage 6C.*

6. STAGE 5: Reconstruct I-94BL (Ann Arbor Rd) from just west of Young Rd to just west of the temporary connector road built during Stage 4F. Concurrent with I-94BL (Ann Arbor Rd) construction, remove portions of Existing Ramps X and Y.

A. STAGE 5A: Maintain two lanes of two-way traffic on I-94BL (Ann Arbor Rd) by using the temporary HMA connector road between Ramp Y and I-94BL (Ann Arbor Rd), and by shifting traffic onto the temporary HMA widening on the north side of I-94BL (Ann Arbor Rd).

Construct the south portion of I-94BL (Ann Arbor Rd) from just west of Young Rd to Ponderosa Dr. Construct the entire width of I-94BL (Ann Arbor Rd) between Ponderosa Dr and the temporary connector road. Construct the southern Young Rd approach part-width using traffic regulators.

Close and detour Ponderosa Dr at I-94BL (Ann Arbor Rd) for reconstruction of the approach. Detour traffic along EB I-94BL (Ann Arbor Rd) to SB Donnely Rd to WB Holly Dr to WB Viking Dr to Ponderosa Dr.

B. STAGE 5B: Maintain two lanes of two-way traffic on I-94BL (Ann Arbor Rd) by shifting traffic onto the south side of I-94BL (Ann Arbor Rd). Construct the north portion of I-94BL (Ann Arbor Rd) from just west of Young Rd to Ponderosa Dr. Construct the northern Young Rd approach part-width using traffic regulators.

After completing the I-94BL (Ann Arbor Rd) reconstruction, resurface the roadway between the two realignment work zones using traffic regulators to maintain one lane of traffic in alternating directions. From I-94BL (Ann Arbor Rd) Sta 28+05 to 52+15, cold mill 2 inches off the existing pavement and place a new HMA, 4E10 surface (at 220 Lbs/Syd).

7. STAGE 6: Using lane closures and temporary median crossovers on I-94, remove the EB and WB I-94 bridges (S12 of 38101) over Existing Ramp X. Concurrent with removal of S12, remove the remaining portions of Existing Ramps X and Y.

A. STAGE 6A: Maintain one lane of traffic in the outside lane of both EB and WB I-94. Remove the existing median concrete barrier and construct a temporary HMA median crossover, west of the S12 bridge, for use in Stage 6B.

B. STAGE 6B: Maintain one lane of traffic on both EB and WB I-94. Using the median crossover constructed in Stage 6A and another crossover previously constructed by Design-Build JN 105785A just west of Sargent Rd, shift EB I-94 traffic onto the WB I-94 pavement. Remove the EB I-94 half of the S12 bridge and construct a roadway fill section in its place. Close and detour Ramp A (Sargent Rd to WB I-94) while using the temporary crossovers.



- ▶ Make sure that you check for Addenda and NTB's regularly.




[Michigan.gov Home](#) | [eProposal Home](#) | [eProposal Contact](#) | [My account](#) | [Sign Out](#)

## MDOT eProposal - 04/04/2014 - 87 Items

Item 001 **Next**

Item No	Contract ID	Control Sec	Job No	Federal No	Federal Item
1404 001	63459-118891	HPSL 63459	118891A	HPSL 1463(017)	RR8686

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**Plans and proposal:** Estimated pages for plans - 141  
 \*The proposal for this project includes all documents shown in PDF format below:

-  [Download 118891 Road.pdf](#) - 48.42 MB
-  [Download 118891 Proposal.pdf](#) - 12.68 MB
-  [Download 118891 Addend1.pdf](#) - 2.96 MB
-  [Download AddendA-MI1 Wage Decision Update.pdf](#) - 104 KB

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**Reference Information Documents:**  
 Files not available

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**NTB Contact Inquiry (Pre-Let):** Project Manager - [Mark Harbison](#)

-  [Download NTB Inquiry 3-25.pdf](#) - 36 KB
-  [Download NTB Inquiry 3-25 b.pdf](#) - 35 KB
-  [Download NTB Inquiry 3-26.pdf](#) - 36 KB

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**Plan holders:**

Ahern Contracting, Inc.	PH (810) 343-0403	FAX (586) 421-9905
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**Michigan Department of Transportation  
Notice to Bidders Inquiry Response**

**Disclaimer:** This contractor inquiry information is being provided by the Michigan Department of Transportation (hereinafter referred to as MDOT) as a courtesy service to contractors. In preparation of this publication, MDOT has endeavored to offer current, correct and clearly expressed information. The information is not a part of the contract documents for the project and has no contractual standing. The information provided will NOT be accepted as documentation as a basis to file a claim or as evidential use in the claims process.

Contract ID: 63459-118891 Letting Date/Item Number: 1404 001

Responded By: Mark W. Harbison, PE

The following question(s) and answer(s) are provided below in response to an inquiry received regarding the above project.

(Q1) On page 144 of the proposal it states under Base Course "Estimated thickness is 3.5", performance grade 64-22 measured and paid for as 3E1"  
There is no item 3E1 in the application chart or pay item?

(A1) I have contacted the Project Engineer and the following is his reply:  
The correct item is 3E10.

An addenda will be issued as a result of this inquiry. Thank you for your inquiry. Mark

▶ A typical NTB



**\*\* AMENDMENT LISTING \*\***

**LETTING OF:** APRIL 4, 2014

**LAST UPDATE:** 3/28/2014 8:02AM

This list references alpha and numeric amendments issued to project items of the above referenced bid letting. Frequent view of this list is necessary as updates occur periodically during the letting cycle. To retrieve written addendums and to add your company to the planholders' list, access the [e-Proposal website](#).

Obtain a password through the [NEW USER REGISTRATION](#) if a password has not been established.

Any questions can be directed to the Bid Letting unit at 517-373-2341, or [curtisk@michigan.gov](mailto:curtisk@michigan.gov).

<u>ITEM/AMENDMENT</u>	<u>ITEM/AMENDMENT</u>	<u>ITEM/AMENDMENT</u>	<u>ITEM/AMENDMENT</u>	<u>ITEM/AMENDMENT</u>
001 - A, 1	021 - A, 1	041 - A	061 - A	081 - A
002 - A	022 - A, 1	042 - A, 1	062 - A	082 - A
003 - A, 1	023 - A, 1	043 - A	063 - A	083 - A
004 - A, 1	024 - A, 1	044 - A	064 - A	084 - A
005 - A, B, 1	025 -	045 - A	065 - A	085 - A
006 - A	026 - A, 1	046 - A, D	066 - A	086 - A
007 - A, 1	027 - A	047 - A, D, 1	067 - A	087 - A
008 - A, 1	028 - A	048 - A	068 - A	
009 - A, C, 1, 2	029 - A	049 - A, 1	069 - A, 1	
010 - A	030 - A, 1	050 - A	070 -	
011 - 1	031 - A, 1, 2	051 - A	071 - A	
012 - A	032 - A	052 - A	072 - A	
013 - A	033 - A	053 - A	073 - A	
014 - A	034 - A, 1	054 - A	074 - A	
015 - A	035 - A	055 - A, 1	075 - A, 1	
016 - A	036 - A	056 - A	076 -	
017 - 1	037 - A	057 - A	077 - A	
018 - A	038 - A	058 - A	078 - A	
019 - A	039 - A	059 - A	079 - A	
020 - A	040 -	060 - A	080 - A	

The Michigan Department of Transportation (MDOT) no longer requires pre-approved print vendors for the purpose of providing proposals, plans and addendums to requestors for MDOT projects. Any print vendor will be able to register as a supplier and be included on a print vendor listing.

Print vendors work directly with the requestor on proposal, plan and addendum orders and arrange for timely delivery. Delivery of orders may be in the form of hard copy mailing or any electronic media.

NOTES: Alpha-type amendments most often contain updated information regarding Federal and state wage rates or information relative to multiple project items. Alpha-type amendments are NOT integrated in the electronic bid (EBS proposal) for use with Expedite Bid.

Numeric-type amendments most often affect specific project item proposals or project plan(s) and not wage rates unless the update is specific to a project item. Numeric-type electronic amendments (\*.001, \*.002, etc.) for use with Expedite Bid ARE required to be loaded into the appropriate electronic bid prior to submission. Acknowledging amendments through the ADDENDA ACKNOWLEDGMENT FOLDER of Expedite Bid is a requirement when bidding as a prime. Both alpha and numeric type of amendments are necessary for success in bidding with MDOT. Failure to review, apply and acknowledge all amendments may affect your bid result. It is the responsibility of the prime contractor (eligible bidder) to obtain all written amendments through the [e-Proposal website](#).



- ▶ Keep track of the work days that you have on the books and try to assign them to a timeframe during your season.
- ▶ This will help you determine if you need work for a certain timeframe or may want to bid at more of a premium for a timeframe.



- ▶ Figuring Your Costs



- ▶ Some basic equipment cost considerations
- ▶ Equipment Rates
- ▶ Own or Rent?



A		MACHINE
B		EST OWNERSHIP PERIOD YEARS
C		ESTIMATED USAGE (hours/year)
D		OWNERSHIP USAGE (total hours)
1	a.	DELIVERED PRICE
	b.	LESS TIRE REPLACEMENT COST
	c.	DELIVERED PRICE LESS TIRES
2		
3	a.	NET VALUE TO BE RECOVERED
	b.	COST PER HOUR (Net Value / Total Hours)
4		INTEREST RATE
		INTEREST COST
5		INSURANCE RATE
		INSURANCE COST
6		PROPERTY TAX RATE
		PROPERTY TAX COST
7		TOTAL HOURLY OWNING COST
		OPERATING COSTS
8		FUEL
		UNIT PRICE (\$/Gal)
		CONSUMPTION (Gal/Hr)
9		PLANNED MAINTENANCE (lube oils, filters, grease, labor)
10	A	TIRES: REPLACEMENT COST/ LIFE COST/HOUR
	B	UNDERCARRIAGE
		IMPACT
		ABRASIVENESS
		Z FACTOR
		BASIC FACTOR
		COST
11		REPAIR COST (PER HOUR)
12		SPECIAL WEAR ITEMS (COST/HR)
13		TOTAL OPERATING COSTS
14		MACHINE OWNING PLUS OPERATING
15		OPERATOR'S TOTAL WAGES
16		TOTAL OWNING/ OPERATING COSTS
17		OVERHEAD, 10%
18		PROFIT, 10%
19		TOTAL RATE
		ROUNDED RENTAL RATES
		RENTAL RATES LESS OPERATOR
		ROUNDED RENTAL RATES LESS OPER
(TRACKVP)		<b>Machine Cost w/ Fuel (No Oper or Markup)</b>
(B2W EST)		Machine Cost (No Fuel, Oper or Markup)
		Fuel Consumption for BID2WIN (Gal/Hr)



- ▶ You may have to guess some of these numbers at first
- ▶ Track these costs and the next year you can refine the hourly rate

Cost to Own a Fictitious Piece of Equipment			
Purchase Price		\$ 50,000.00	
Ownership Period		10 yr	
Salvage Value		\$ 5,000.00	
Cost Over Ownership Period		\$45,000.00	
Insurance Costs over Ownership Period		\$ 5,000.00	
Property Taxes over Ownership Period		\$ 5,000.00	
Total Cost of Owning		\$55,000.00	
Estimated Usage per year		1,500 hrs/year	
Total Usage for Ownership Period		15,000 Hours	
Hourly Cost to OWN			\$ 3.67 per Hour
<b>Cost to Operate</b>			
Fuel Cost	\$4.00 per Gal @ 3 Gal. /Hour =		\$ 12.00 per hour
Maintenance For Ownership Period	\$3,000 per Year =>		\$ 2.00 per hour
Major Replacement/Wear Parts	\$1,000 per Year =>		\$ 0.67 per hour
Labor Cost for Repairs	\$1,000 per Year =>		\$ 0.67 per hour
Total Cost to Operate			\$ 15.34 per hour
Total Cost Per Hour			\$ 19.01 per hour

- ▶ Own or Rent?
- ▶ Paying for Down Time When You Rent
- ▶ Determining The Threshold For Hours of Use vs. Renting
- ▶ Equipment Utilization



▶ Example 1  
for  
Calculating  
Unit Cost

▶ Manhole  
Adjustment

<b>Example #1</b>							
Pay Item to Quote:	Dr. Structure Cover, Adj, Case 1						
Contract Quantity:	38						
Working Hours: (per proposal)	7:00AM-7:00PM						
Scheduling Info:	You speak with the prime and he tells you that plan on two mobs, as there are two sections to the job. You go to the job and find that the structures are evenly distributed in the two sections at 19 each. You feel well that you can get them done in 1 long day each mobilization.						
Estimated Days to Complete Work:	<b>2 Days</b>						
			Hourly Rates				
		Quantity	Straight Time	OT	Reg Hours	OT Hours	
Cost Rate Info:	Laborers	2	\$47.00	\$65.00	8	4	\$1,272.00
	Operators	3	\$60.00	\$80.00	8	4	\$2,400.00
	<b>Labor Cost per Day</b>						<b>\$3,672.00</b>
			Equip. Hourly Rates				
Equipment: (unoperated)	Skid Steer		\$70.00		12		\$840.00
	Pick-Up		\$20.00		12		\$240.00
	Air Compressor		\$15.00		12		\$180.00
	Crew Truck		\$35.00		12		\$420.00
	Trailer		\$30.00		12		\$360.00
	5yd. Dump		\$35.00		12		\$420.00
	<b>Equipment Cost per Day</b>						<b>\$2,460.00</b>
	<b>Materials Needed per Day</b>						<b>\$500.00</b>
	<b>Misc. &amp; OH Cost per Day</b>						<b>\$1,000.00</b>
	<b>Total Cost per Day</b>						<b>\$7,632.00</b>
	<b>Total Cost to Complete (Cost per Day x 2 Days)</b>						<b>\$15,264.00</b>
	<b>Divided by Contract Quantity (38 manholes) = Unit Cost</b>						<b>\$401.68</b>

▶ Example 2  
for  
Calculating  
Unit Cost

▶ Shoulder  
Gravel  
Placement

Example #2								
Pay Item to Quote: Shoulder, Class II								
Contract Quantity: 2710 ton								
Project Length: 5.25 miles								
Description: 11.5 mile HMA 1.5" HMA overlay project. There is a 4' gravel shoulder on each side. Current slope on sho and is about 1/2" lower than existing. You feel you will average about 2" depth on the gravel shoulders. Lane closures are limited to 2 miles in length.								
Working Hours: 7:00AM-7:00PM (per proposal)								
Scheduling Info: You speak with the prime and he tells you that plan one mobilization when the job is complete.								
Estimated Days to Complete Work: 2.5 Days								
Hourly Rates								
		Quantity	Straight Time		OT	Reg Hours	OT Hours	
Cost Rate Info:	Laborers	3	\$47.00	\$65.00		8	2	\$1,518.00
	Operators	3	\$60.00	\$80.00		8	2	\$1,920.00
	Flaggers	6	\$17.50	\$25.00		8	2	\$1,140.00
<b>Labor Cost per Day</b>								<b>\$4,578.00</b>
Equip. Hourly Rates								
Equipment: (unoperated)	Sholder Machine		\$125.00			10		\$1,250.00
	Pick-Up		\$20.00			10		\$200.00
	Broom Tractor		\$18.00			10		\$180.00
	Crew Truck		\$35.00			10		\$350.00
	Trailer		\$30.00			10		\$300.00
	Skid Steer		\$70.00			10		\$700.00
	5yd. Dump		\$35.00			10		\$350.00
<b>Equipment Cost per Day</b>								<b>\$3,330.00</b>



- ▶ Quoting your work



Don't Quote Items if You Are Not  
Prequalified in Those Items

Always Inform Bidders if Some Items Will  
Not Apply to DBE dollars

When You Quote, You are Making a  
Promise to Perform the Work. Backing  
out Could Affect Getting Invited For  
Future Projects



- ▶ Make sure your quote has ALL pertinent contact information.
- ▶ Be sure that the quote has included any requested line items or at least a NB “No Bid” on any line items requested but that you are not interested in quoting.



- ▶ If, after you take-off quantities, it appears that quantities may under-run, make sure you have covered your fixed costs in a Mobilization line item.
- ▶ If you aren't sure, you may want to cover your fixed costs the same way.



## RFQ Group: Pavement Marking

### Subcontractor Information

Quote	Company Name	Location	Contact	Phone	Minority
1	P.K. Contracting Inc. RFQ via Fax& E-Mail	Troy, MI	Dave Moriarty	(248) 362-2130	
2	R.S. Contracting, Inc.	Casco, MI		(586) 716-1503	

- ▶ Take the time to ask how your numbers compared with other subs on a project.

### Item and Task Prices

Description	Quantity	UM	Quote 1	Quote 2	Quote 3	Quote 4
0670 - 8110045 - Pavt Mrkg, Ovly Cold Plastic, 24 Inch, Stop Bar	132.00	LF	\$0.00	\$0.00	\$0.00	\$0.00
0680 - 8110063 - Pavt Mrkg, Ovly Cold Plastic, Lt Turn Arrow Sym	11.00	EACH	\$0.00	\$0.00	\$0.00	\$0.00
0690 - 8110068 - Pavt Mrkg, Ovly Cold Plastic, Only	22.00	EACH	\$0.00	\$0.00	\$0.00	\$0.00
0700 - 8110071 - Pavt Mrkg, Ovly Cold Plastic, Rt Turn Arrow Sym	7.00	EACH	\$0.00	\$0.00	\$0.00	\$0.00
0710 - 8110078 - Pavt Mrkg, Ovly Cold Plastic, Thru Arrow Sym	4.00	EACH	\$0.00	\$0.00	\$0.00	\$0.00
0720 - 8110231 - Pavt Mrkg, Waterborne, 4 Inch, White	22,200.00	LF	\$0.00	\$0.00	\$0.00	\$0.00
0730 - 8110232 - Pavt Mrkg, Waterborne, 4 Inch, Yellow	18,250.00	LF	\$0.00	\$0.00	\$0.00	\$0.00
0770 - 8120231 - Pavt Mrkg, Type NR, Tape, 4 Inch, Yellow, Temp	1,440.00	LF	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Quoted Price:</b>			\$0.00	\$0.00	\$0.00	\$0.00
<b>Plug Total For Items and Tasks Not Quoted:</b>			\$0.00	\$0.00	\$0.00	\$0.00
<b>Adjustments:</b>			\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Adjusted Price:</b>			\$0.00	\$0.00	\$0.00	\$0.00



# Performance of Work



# Construction Issues That Will Help You Be Successful

Communication (sub to prime, prime to sub)

- 1. Initial Scheduling
- 2. Follow-up scheduling
- 3. Prime is responsible for readiness of project but sub should take some responsibility to know when project is close to being ready.
- 4. No show/ no call !!!!!!!!!!! How it affects the progress and efficiency of the entire project.

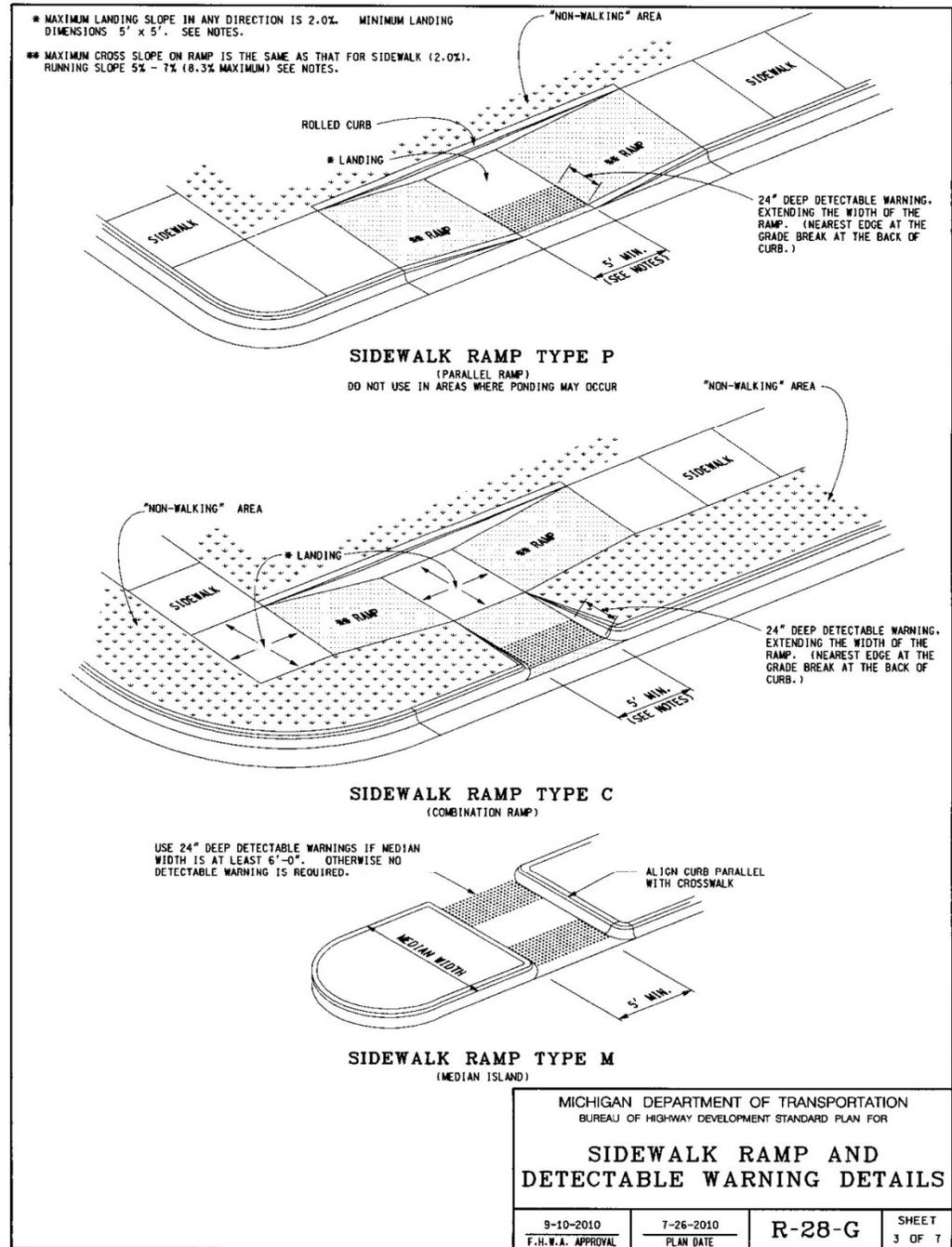


# Field Crews–Come Prepared

- ▶ 1. Have a complete and current set of construction documents including plans and proposal
- ▶ 2. Be prepared to check your own work throughout and at the end of the day
- ▶ 3. Be your own toughest inspector

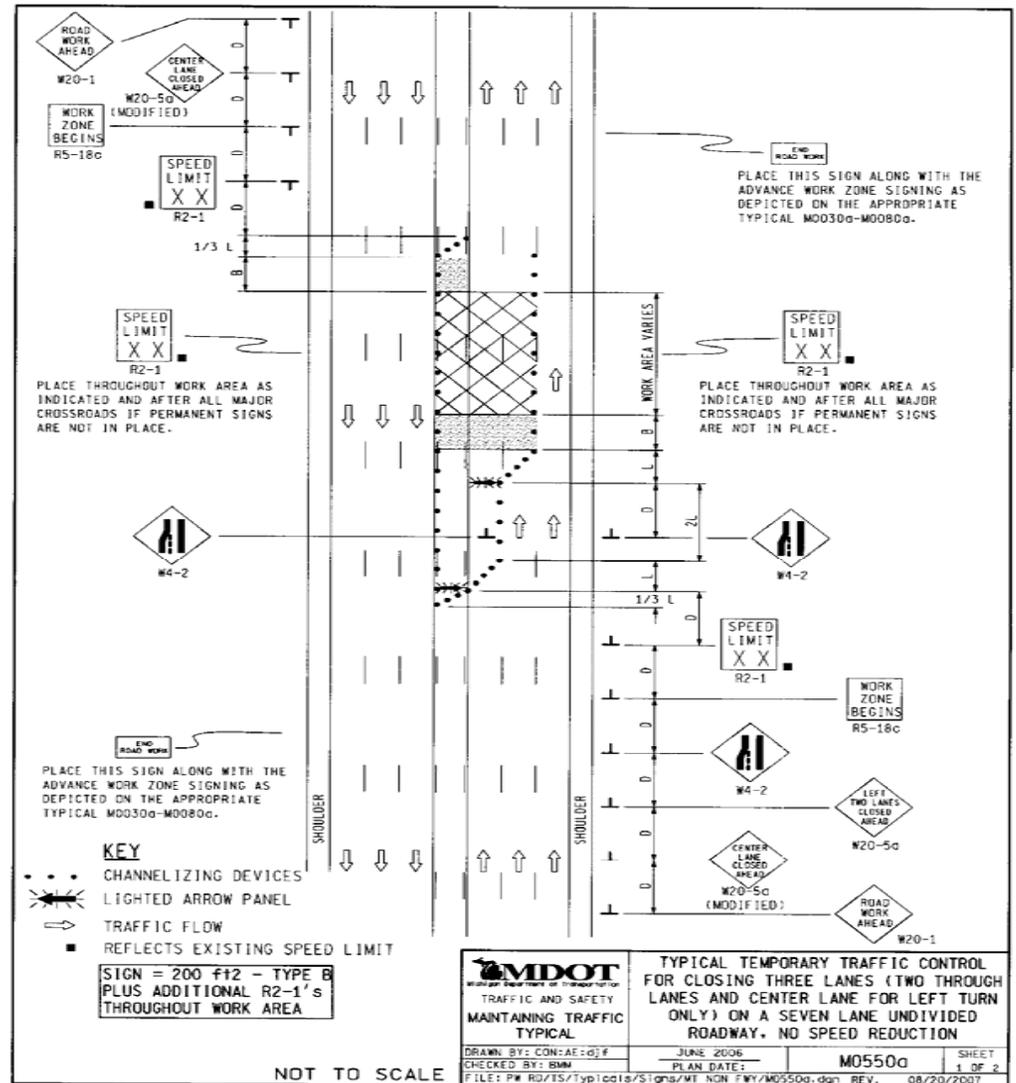


- ▶ Know Your Common Typical Details and Have Them With You (or saved as a favorite on your explorer)



NOTE: THIS PLAN IS NOT A LEGAL ENGINEERING DOCUMENT BUT AN ELECTRONIC DUPLICATE. THE ORIGINAL SIGNED COPY APPROVED FOR PUBLICATION, IS KEPT ON FILE AT THE MICHIGAN DEPARTMENT OF TRANSPORTATION.

- ▶ Communicate with Prime Prior to Being on the Project to Know the Traffic and Phasing that Exist.
- ▶ Perform Your Work With the Safety of Your People as Well as All Workers, in Mind.



- ▶ Poor Planning is Not a Reason to Put Anyone's Safety in Jeopardy
  - ▶ And it
  - ▶ Costs You Money!



- ▶ When the Work is Being Done, Communicate with Inspector Daily about Quantities Performed



How you perform your work is one of your best tools for Account Receivables.

Be proactive in determining when you are due payment by MDOT or Prime using MDOT contractor services web page.



Questions?

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