

OFFICIAL TRANSCRIPT OF THE  
MARYLAND DEPARTMENT OF TRANSPORTATION  
MARYLAND TRANSIT ADMINISTRATION  
PRE-PROPOSAL MEETING  
FOR  
BALTIMORE METRO DETECTION PROJECT

CONTRACT NO. T-8000-0346

JUNE 28, 2012

10:30 A.M.

Maryland Transit Administration  
6 St. Paul Street, 27<sup>th</sup> Floor Conference  
Baltimore, Maryland 21202

Agency:

Joseph Johnson, MTA Procurement  
Maurice Sylver, MTA Metro  
Randy Fertig, MTA Systems Engineering  
Janet Ungerer, AECOM (MTA Systems)  
Paula Cullings, MTA Office of Fair Practices  
Michael Carringer, Office of Homeland Security, OHA

Participants:

Ken Bycenski, Goodrich  
Marie Nicolosi, Goodrich  
Dr. Neale Messina, Chemring Detection Systems  
Fred Weiland, ARINC  
Robert Norrington, Aralia Systems, Inc.  
Dina Justes, Ph.D., FLIR  
Brent Rardin, FLIR  
Eugene Miller, Orion Management, LLC  
Doug Seyler, Orion Management, LLC  
Dr. LeRoy Butler, Hamilton Sundstrand  
Tom Hill, Integrated Strategic Resources (ISR), LLC  
Nick Nocar, GILL-SIMPSON  
Sean Henry, Johnson Controls  
Travis Bruns, Smiths Detection  
Mindy Baylor, Smiths Detection

Jamie Edgar, Smiths Detection  
Dr. Tony Policastro, Smiths Detection  
Aren Self, RTKL  
Karl Hagstrom, Stapleton Group  
Chris Falkiewicz, Bruker Detection  
Bob Kibler, Bruker Detection  
Troy Carico, SNVC L.C.  
Razy Hirschberg, Toxin Alerting Building Systems  
John Collins, Honeywell  
Patrick Dempsey, KD Analytical  
Elisabeth Culkowski, KD Analytical  
Tim Rodgers, Federal Signal  
John Von Thaden, Federal Signal Corporation  
Joseph Lynch, Secureteq Corporation  
Andrew Parker, Kratos HBE  
Tobe Henry, Kratos-HBE

Court Reporter:  
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Hyattsville, MD 20784  
(301) 379-6607

1 MR. JOHNSON: Good morning, everyone. My name is  
2 Joseph Johnson. I'm the Procurement Officer for MTA. Today, is  
3 June 28<sup>th</sup>. This is the Pre-Proposal meeting for RFP No. T-8000-  
4 0346, Baltimore Metro Detection Project. If you haven't  
5 already, there's a sign-in sheet circulating. Please sign it.

6 This meeting is being recorded, and I ask that if you  
7 speak, please state your name, firm, clearly, for the recording  
8 process.

9 At this time, we have to do a roundtable of  
10 introductions. I'll start here, and we'll go around the table,  
11 pick-up to my left, and then, over to my right.

12 I'm Joseph Johnson, your Procurement Administrator.

13 MR. SYLVER: Maurice Sylver, Manager of Metro  
14 Maintenance.

15 MR. FERTIG: Randy Fertig, Systems Engineering, MTA,  
16 Project Manager.

17 MS. UNGERER: Janet Ungerer, AECOM, Supporting MTA  
18 Systems Engineering.

19 MR. BYCENSKI: Ken Bycenski, Systems Engineer,  
20 Goodrich.

21 MS. NICOLOSI: Marie Nicolosi, Program Manager,  
22 Goodrich.

23 MR. BUTLER: Roy Butler, Hamilton Sundstrand.

24 MR. HENRY: Tobe Henry, Kratos HBE.

25 MR. LYNCH: Joe Lynch, Secureteq Corporation.

1 MR. PARKER: Andrew Parker, Kratos HBE.

2 MR. VON THADEN: John Von Thaden, Federal Signal  
3 Corporation.

4 MR. RODGERS: Tim Rodgers, Federal Signal Corporation.

5 MS. CULLINGS: Paula Cullings, Office of Fair  
6 Practices for MTA.

7 MR. NORRINGTON: Robert Norrington, Aralia.

8 MR. WEILAND: Fred Weiland, ARINC.

9 MR. MESSINA: Neale Messina, Chemring Detection  
10 Systems.

11 MR. MILLER: Eugene Miller, Orion.

12 MR. SEYLER: Doug Seyler, Orion Management.

13 MR. HILL: Tom Hill from ISR.

14 MR. NOCAR: Nick Nocar, GILL-SIMPSON.

15 MR. CARRINGER: Michael Carringer, Contract Support.

16 MR. HENRY: Sean Henry, Johnson Controls.

17 MR. KIBLER: Bob Kibler, Bruker Detection.

18 MR. FALKIEWICZ: Chris Falkiewicz, Bruker Detection.

19 MR. HAGSTROM: Karl Hagstrom, Stapleton Group.

20 MR. POLICASTRO: Tony Policastro, Smiths Detection.

21 MR. SELF: Aren Self, RTKL.

22 MR. EDGAR: Jamie Edgar, Smiths Detection.

23 MS. BAYLOR: Mindy Baylor, Smiths Detection.

24 MR. BRUNS: Travis Bruns, Smiths Detection.

25 MR. CARICO: Troy Carico, SNVC.

1 MR. HIRSCHBERG: Razy Hirschberg, Toxin Alerting  
2 Building Systems.

3 MR. COLLINS: John Collins, Honeywell.

4 MR. DEMPSEY: Pat Dempsey, KD Analytical.

5 MS. CULKOWSKI: Elisabeth Culkowski, KD Analytical.

6 MR. JOHNSON: Did we miss anyone?

7 [There was no response].

8 MR. JOHNSON: Okay. At this time, I would like to  
9 give a brief description of this project.

10 This project has an estimated costs of 1,790,700.

11 The contract duration requirements are provided in  
12 Section 01110.

13 A DBE goal of ten percent (10%) has been established  
14 for this project. This project is, federally, funded.

15 This project is subject to Section 165, Buy America  
16 requirements of the Surface Transportation Assistance Act of  
17 1982.

18 Deadline for questions is July the 19th, 2012 by 4:00  
19 p.m. All questions must be directed to my attention at the  
20 Administrator's office via internet address  
21 [jjohnson14@mta.maryland.gov](mailto:jjohnson14@mta.maryland.gov). Faxed messages will not be  
22 accepted unless accompanied by a telephone notification,  
23 (410)767-3363. Our fax number is (410)333-4810. Questions  
24 should be submitted on company letterhead. Questions will not  
25 be accepted after the July 19<sup>th</sup>, 2012 date.

1 An addendum will be issued after the deadline for  
2 questions has passed. The addendum will include responses to  
3 contractor's written questions, planholders list and any changes  
4 which need to be made to the specifications. All planholders  
5 will be informed by e-mail when the addendum has been issued and  
6 ready to download from MTA's website. Offerors are required to  
7 acknowledge all addenda by signing a copy of each addendum cover  
8 letter and include with their proposal package. Do not return  
9 the signed cover letter after receiving the addendum.

10 Although MTA endeavors to notify Offerors of all  
11 addenda to this solicitation in a timely manner, it is the  
12 responsibility of the Offeror to make sure they download all  
13 appropriate documents prior to this bid due date -- proposal due  
14 date, I'm sorry.

15 **Proposal. Proposals for this RFP are due on**  
16 **August 3rd, 2012 by 2:00 p.m.** And, we recommend that -- well,  
17 we encourage you to have the Proposal, in our office. We do not  
18 -- hand deliveries, dropping Proposals off down at the guard's  
19 section in the front entrance, you did not deliver your Proposal  
20 unless it's hand-delivered to our office, if you're going to  
21 walk it in because we find them scattered around the building,  
22 sometimes.

23 Proposals should be sealed and addressed to the  
24 Maryland Transit Administration, Procurement Division, 6 St.  
25 Paul Street, Baltimore, Maryland 21202, marked, "Technical

1 Proposal or Financial Proposal for Contract Number T-8000-0346,  
2 Baltimore Metro Detection Project." Submission of an Alternate  
3 Proposal should, clearly, be marked "Alternate Proposal." I  
4 just need to touch a little bit on that.

5 We're going to -- we're preparing an addendum, as of  
6 right now, to accept an Alternate Proposal, so look for that to  
7 come up by COB, today.

8 Proposal prices are irrevocable for 120 days following  
9 proposal opening, per Section SGP-2.01, Bid Irrevocable.

10 Insurance requirements. The MTA will provide Worker's  
11 Compensation, General Liability, Excess Liability, Builders  
12 Risk, Excess Liability, Builder's Risk, Pollution Liability,  
13 Railroad Protection Coverage on behalf of the contractors and  
14 their subcontractors who will be working on this project. This  
15 approach to this project insurance is commonly called a Wrap Up  
16 or Owner Controlled Insurance Program known as O-C-I-P.

17 All Offerors must submit with their proposal the  
18 following documents -- a fully executed copy of the Contractor's  
19 Questionnaire; a fully executed copy of the Proposal Affidavit;  
20 a fully executed copy of the Buy America Certificate; a fully  
21 executed copy of the Certification Regarding Lobbying; a fully  
22 executed copy of MDOT DBE Participation Forms A, B, C and D. If  
23 the Offeror fails to submit DBE Attachments with the bid as  
24 required, the Procurement Officer shall deem the proposal non-  
25 responsive. If the Offeror fails to submit a signed copy of the

1 Cover letter for each addendum issued by MTA as required, the  
2 Procurement Officer shall deem the proposal non-responsive.

3 At this time, I will pass the meeting over to Paula  
4 Cullings, from our Office of Fair Practice.

5 MS. CULLINGS: Good morning, everyone. I'm going to  
6 stand so that my voice is projected.

7 As stated earlier, the goals on this project is ten  
8 percent (10%). And, the ten percent (10%) goal shall be from  
9 DBE firms. DBE's are disadvantaged businesses who are certified  
10 by MDOT and MDOT, only. When you go in the directory of MDOT  
11 website, you will see firms that are certified for both MBE/DBE.  
12 Certainly, you can use that firm. You may find firms that are  
13 only DBE certified, and that's fine.

14 The one thing I would like for you to be cautious of  
15 is that, occasionally, you will see the letter "G" in front of a  
16 NAIC code of a firm that you may be considering. Do pay  
17 attention to the NAIC code because if that firm has a "G" in  
18 front of that NAIC code, they are graduated from that NAIC code,  
19 only. They're, still, certified, but you cannot use them for  
20 the goods or services that represent that NAIC code. They've  
21 graduated out of the program.

22 Your DBE firms shall be, again, certified at the time  
23 you submit your bid. So, if you know folks out there, who are  
24 scrambling, they're not going to make it for this Solicitation.  
25 We have over 5,000 certified firms from all over the world.

1 They're not all about Maryland. We certify firms all over the  
2 world. So, you will have a great selection of those who are  
3 there, today. Anyone who's not certified today, it's not likely  
4 they can get their processes and papers in to become certified  
5 in time for this Solicitation. That's, very, important; we  
6 don't take a pending status.

7 The documents that you, probably, have seen already  
8 are very much like this (indicating). They are this  
9 (indicating). But, the important thing is to make sure that it  
10 says federal funding. You are to sign and participate with  
11 Forms A and B at the time of the bid submission.

12 [Form] A is your commitment that you agree with the  
13 goals or you have an opportunity to tell us something different.  
14 If you're asking for a waiver, please be prepared with data  
15 showing your efforts and why you're not able to meet that goal.  
16 When we evaluate your request, we will be looking at the other  
17 bidders who were able to meet the goal. So, it's no guarantee  
18 that you will be approved for a waiver. But, that's the effort.  
19 There's a second page to this and many times those of you who  
20 are in the room are never the people who fill out the paper  
21 work. And, I can assure you that we have had firms to lose an  
22 opportunity because someone didn't do everything they were  
23 supposed to. So, please get the message around, page 2 of  
24 [Form] A must be signed. Failure for that to be signed, you  
25 didn't commit to anything and you're out. There's no second

1 bite.

2           So, page -- or Form B has two sets of documents that  
3 you can keep. That is the instructions, and also, on page 2 are  
4 a formula to help you with your calculations. I don't need  
5 that, as well. It's very important that if you are thinking  
6 you've done nine percent (9%), please double check your math.  
7 If we find that it's less than nine, you didn't ask for a waiver  
8 for the difference, you're out. So, these things are very  
9 critical.

10           When you select firms to participate because of the  
11 nature of what is going on here, you may very well utilize firms  
12 that are providers of materials, suppliers. When you utilize a  
13 supplier, you may only take sixty percent (60%) credit of what  
14 you spend with that firm. And, that's where your numbers can  
15 get a little skewed in your calculations. So, if you're going  
16 to buy wire, directly, for your own purposes of doing the tasks,  
17 whatever you spend, you only get sixty percent (60%) of that and  
18 it shows you a formula on how to do that on the document.  
19 Anything that is service oriented that includes supplies, that's  
20 a hundred percent (100%). So, if you're asking a firm to do an  
21 electrical task and they're bringing the materials with them,  
22 whatever you spend with that electrical firm, you shall have a  
23 hundred percent (100%) credit of whatever it is you're going to  
24 spend.

25           So, on Form B, you will name in Column 1, the name of

1 the firm. In Column 2, you will put their certification number  
2 which is available. In Column 3, we will allow you to put in  
3 what percentage of this contract will this firm have. You may  
4 use nine firms at one percent (1%), one firm at nine percent  
5 (9%), or mix it up anyway you like. But, this sheet is per  
6 company.

7 Section 3.2 reminds you, again, of the sixty percent  
8 (60%) rule. So, that you don't miss out on understanding it, it  
9 is here for you. You will use as many of these forms as you  
10 need of Form B so make as many copies as you like of it per  
11 firm. And, it also has a Part 3 for signature. It's very  
12 important that this is signed, as well, otherwise nothing has  
13 happened.

14 There's a Form C and D. If you'd like to complete  
15 Forms C and D, at the time of the bid, that's wonderful. You're  
16 not required to.

17 How many winners are you going to have? One or  
18 multiple?

19 MR. JOHNSON: It's multiple.

20 MS. CULLINGS: Multiple?

21 MR. JOHNSON: No, one, I'm sorry.

22 MS. CULLINGS: One, okay. So, therefore, you can hold  
23 out on C and D and that person or company and firm that is going  
24 to be awarded, will have ample time to complete C and D. But,  
25 it is required to be submitted.

1 [Form] C is telling us how did you go about finding  
2 your DBE participation. You can, very well, say, 'I went to the  
3 directory.' You could say, 'I ran an ad, I had a workshop, I  
4 entertained companies that I already utilized.' Whatever the  
5 case might be, it must be on Form C.

6 Form D is an Affidavit between you and that DBE  
7 subcontractor. You will fill this form out, you will identify  
8 what they will do, what the percentage is, and you will speak to  
9 not a NAIC Code, but exactly what do I want this company to do.  
10 You will sign it; you may fax it to that firm. They will sign  
11 it, fax it back, and I will accept it as a fax document. So,  
12 that will be the forms, in its entirety. At the end of that,  
13 before you get your Notice to Proceed or around that time, you  
14 will, also, have to have an executed agreement between you and  
15 the subcontractor that's a DBE as to what it is, precisely,  
16 they're to do, when they're coming onto the job, what those  
17 particulars are, and how shall they invoice you and so on. Are  
18 we asking for a retain -- are we doing a retainage ourselves?

19 MR. JOHNSON: No.

20 MS. CULLINGS: No? Okay. So, therefore, you will not  
21 do any retainage to the subs.

22 If you need a waiver, regardless of one percent (1%),  
23 all of it, whatever the amount may be, please document your  
24 efforts. It's quite possible people turn you down. And, so,  
25 certainly, get that in documentation that you asked 59 people to

1 participate, they said, 'Look business is great. I'm not  
2 interested', whatever the case might be. But, if you're asking  
3 for a waiver, please be sure that you have documented every  
4 effort that was made. The State of Maryland takes very serious  
5 the minority participation, but this is federal money and it is  
6 required. This is CFR-49 Part 26 if you care to read all of it,  
7 but it is required. When the Federal Government gives us money  
8 to upgrade and take care of our transportation products and  
9 services, they want DBE participation, accordingly. So, you  
10 know, please be very clear with that.

11           If we can be of any help to you, certainly, you have  
12 all your questions to come to the Procurement Officer, but if it  
13 is a personal, 'I'm trying to calculate or work with this  
14 scenario,' feel free to call us directly at 410-767-3934. You  
15 will get my office. I'm the Director. I have a couple other  
16 DBMBE officers, and so we'll work with getting that to you. If  
17 its something technical, and you're navigating the directory at  
18 MDOT, please call them directly at 410-865-1269 -- or was it  
19 685? I think it's 865. Alright, that's the office for the  
20 directory, only. So, anything you want to inquire about that  
21 firm, about your inability or your ability to get some  
22 information or you want to ask about a certain category,  
23 whatever the case may be, if it's technical for the directory,  
24 go directly to MDOT for that. And, that way, you will be  
25 served, quickly, because, I know, time is of essence in all that

1 you do and putting together your package.

2 Please engage your DBE subcontractor as early as  
3 today. They need to give you their prices and do what they need  
4 to do like any other supplier. So, don't wait 'til the night  
5 before or, 'Oh, they won't participate. Oh, I sent them a fax.'  
6 Please engage them to give you what you need for the  
7 consideration that they will be a participant.

8 Are there any questions?

9 [There were no questions]

10 MS. CULLINGS: Okay. Oh, yes?

11 MR. HENRY: Ma'am, did you say include [Form] D or not  
12 include [Form] D?

13 MR. JOHNSON: What is your name again, sir?

14 MR. HENRY: Mr. Henry.

15 MR. JOHNSON: Mr. Henry?

16 MR. HENRY: Yes. Did you say include Form D or not  
17 include Form D?

18 MS. CULLINGS: You have an option.

19 MR. HENRY: Okay, it's an option?

20 MS. CULLINGS: If all of you want to include -- Form  
21 A, B is required.

22 MR. HENRY: Alright, Form A, B --

23 MS. CULLINGS: If you want to include C and D, at the  
24 time of bid, you can.

25 MR. HENRY: Okay.

1 MS. CULLINGS: It's not required. But, the one who  
2 wins the contract will also have that opportunity to bring C and  
3 D in, at the time of notification, that you are the apparent  
4 awardee. It's just that [Form] D requires you to sign the folks  
5 up, get their signature. That could be timely. And, rather  
6 than have that stress and pressure on you to do that to meet the  
7 time of the bid, it's not required. But, if you happen to be  
8 sitting like this with all your subs and you can take care of  
9 that, then that's fine, we accept it. We don't hold you penalty  
10 to anything that you submit early. Just didn't want you to  
11 think you had to do that.

12 I think, I've covered everything and this seems to be  
13 a group that's very familiar in doing this type of process. So,  
14 the forms are, pretty much, the same; they haven't changed. You  
15 will be required to do reporting. We will be sending to the  
16 awardee a mechanism to report, monthly, that that you spend with  
17 the subs. The subs will have to do their own reporting to  
18 confirm it. The Federal Government requires this report and  
19 they take the validation of what the sub has verified in  
20 payment. So, you will get that. It may be electronic or it may  
21 be manual and electronic, at the same time, because we're coming  
22 into a product known as IFMS, so. Some of you nod because you  
23 may already be doing this for other state agencies already, and  
24 so, it's the same process.

25 Thank you, very much. If there are no more questions,

1 good luck to everyone.

2 MR. JOHNSON: Thank you, Paula. We'll, now, here from  
3 the PM, Project Manager Randy Fertig, and his team.

4 MR. FERTIG: Good morning, everyone. Welcome to the  
5 MTA. As a brief description, I'll be reading from the Summary  
6 of Work.

7 "The Administration is planning to determine the  
8 value and practicality of installing chemical detection and  
9 monitoring systems at our underground subway stations.  
10 Appropriate chemical detection units are to be installed at  
11 selected locations within the underground complex of the Johns  
12 Hopkins Station and tests -- and tests and trials conducted to  
13 determine the adequacy, accuracy and the use of this chemical  
14 detection and monitoring system. The system design and actual  
15 physical location of the CDU's shall be determined by the  
16 contractor and provided to the MTA for approval along with your  
17 installation plans.

18 After approval by the MTA, the Contractor shall  
19 procure the necessary equipment. The Contractor shall, then,  
20 establish a test facility where all system components can be  
21 assembled, and tested prior to the actual installation in the  
22 metro station. After these tests, the equipment is to be  
23 installed in accordance with the approved installation plans.

24 The system alarm shall be integrated into the existing  
25 Johns Hopkins Station surveillance camera system, The Metro

1 Operations Control Center, and the MTA Police Monitoring  
2 Facility. Appropriate software additions or modifications shall  
3 be provided, as necessary, to enable these systems, alarms and  
4 video images to appear within the existing display alarm and  
5 monitoring capabilities of the OCC and the Police Monitoring  
6 Facility.

7           Upon completion of installation, a 30 day operational  
8 test period will be conducted, relating to the actual  
9 performance of the system in relation to various types of  
10 airborne contaminants. The required chemical detection and  
11 monitoring systems shall represent the latest state of the art  
12 CDU's and related equipment that can meet the performance and  
13 reliability specifications stated within the RFP."

14           That's just a basic overview of it. Any individual  
15 questions?

16 [There were no questions.]

17           MR. FERTIG: There is a proponent of this is some  
18 information is security sensitive, whereas, if you're interested  
19 in obtaining it, you do have to sign a Non-Disclosure Agreement.  
20 And, Michael Carringer from the Department of Homeland Security  
21 is here to help you with that. You can take care of that,  
22 today, as far as the Non-Disclosure Agreement. And then, he'll  
23 work with you in providing that information.

24           Yes, too.

25           MR. HENRY: Mr. Henry, that's my name. Mr. Fertig, it

1 says here, on page 4, Summary of Work, ``As-Built Drawings. In  
2 order to accelerate the installation the MTA is providing a set  
3 of as-built station drawings for the John Hopkins Station.''

4 I haven't found those.

5 MR. FERTIG: They will have to be requested --

6 MR. HENRY: Okay.

7 MR. FERTIG: -- through Procurement.

8 MR. HENRY: Okay.

9 MR. FERTIG: Yes. They have the drawings.

10 MR. JOHNSON: I will mail those to you.

11 MR. HENRY: Okay.

12 MR. JOHNSON: Just send me --

13 MR. HENRY: -- Just send you an e-mail --

14 MR. JOHNSON: Yes.

15 MR. HENRY: -- Mr. Johnson?

16 MR. JOHNSON: Yes.

17 MR. HENRY: Okay.

18 MR. FERTIG: Any other questions?

19 MR. JOHNSON: The floor is open to questions. Are  
20 there any questions?

21 MR. HENRY: Mr. Henry, again. Test facility. Is  
22 there any geographic restrictions on where the test facility may  
23 be?

24 MR. FERTIG: No.

25 MR. HENRY: Okay.

1 MR. FERTIG: Question?

2 MR. LYNCH: Joe Lynch. Is there a design basis  
3 throughout the chemical lists? I have not seen the  
4 specifications of the chemical detector. That's, usually, a  
5 major component in selecting a chemical sensor for the threat.

6 MR. FERTIG: Right.

7 MR. LYNCH: Is there a design basis threat chemical  
8 list? Has it been established?

9 MS. UNGERER: That's part of the --

10 MR. FERTIG: -- For the chemical, that's part of the  
11 security sensitive stuff.

12 MR. LYNCH: Okay.

13 MR. FERTIG: Of what you need to detect?

14 MR. LYNCH: Yeah.

15 MR. FERTIG: Yes, sir?

16 MR. CARICO: Troy Carico, SNVC. One more time, if we  
17 want to make a request for the sensitive information, can that  
18 be done at a later date or it must be done, now, and or is there  
19 an e-mail --

20 MR. FERTIG: -- I guess, it could be done later.  
21 Mike?

22 MR. CARICO: -- request where you can send to a  
23 security officer?

24 MR. CARRINGER: It can be done later. My email  
25 address is, actually, in the RFP --

1 MR. CARICO: -- In the RFP?

2 MR. CARRINGER: -- Solicitation, and you can email me.

3 MR. CARICO: Well, what's your last name, sir?

4 MR. CARRINGER: Carringer.

5 MR. CARICO: Thank you, sir.

6 MR. CARRINGER: C-a-r-r-i-n-g-e-r.

7 MR. CARICO: We'll ask to do that through our security  
8 manager.

9 MR. HENRY: Again, Mr. Henry. If we want to see the  
10 site, do we schedule that through you Mr. Johnson?

11 MR. JOHNSON: No. Randy, is there a site visit,  
12 today?

13 MR. FERTIG: It was on the agenda if anyone's  
14 interested in going to the Hopkins -- Johns Hopkins facility  
15 today we can go, after this meeting.

16 MR. EDGAR: What about subsequent floors?

17 MR. FERTIG: Just get in contact - they'd go through  
18 me or you or if they want another site visit.

19 MR. JOHNSON: It's up to you.

20 MR. FERTIG: You can just contact myself if you like.  
21 We can arrange it.

22 THE REPORTER: Excuse me, what is your name?

23 MR. EDGAR: I'm sorry Jamie Edgar, Smiths Detection.

24 THE REPORTER: Thank you.

25 MR. HENRY: So, we'll just go, leave from here, be

1 there in say 30 minutes. Is that the plan?

2 MR. FERTIG: That sounds good to me.

3 MR. JOHNSON: Yes, sir?

4 MR. EDGAR: Jamie Edgar, Smiths Detection. The  
5 current location for the sensors, how were those selected?

6 MR. FERTIG: By the areas that we felt needed detected  
7 and covered.

8 MR. EDGAR: So, there was a -- was there any science  
9 behind that?

10 MR. FERTIG: There was a lot of analysis and flow  
11 analysis and everything before and by the Department of Homeland  
12 Security.

13 MR. EDGAR: Can we get that information?

14 MR. FERTIG: Is that available, Mike?

15 MR. CARRINGER: (Unintelligible).

16 MR. FERTIG: Okay. We'll get back to you on that.

17 MR. JOHNSON: Are there anymore questions?

18 [There were no additional questions.]

19 MR. JOHNSON: If there are no more questions this  
20 completes the meeting for --

21 MS. CULLINGS: -- I was just going to say, if you're  
22 parked safely, the Metro is right here on the corner. Take that  
23 down. We like for you to use our system. You couldn't park and  
24 move anymore efficient. So, right here at Calvert and  
25 Baltimore, you can take the subway to Hopkins which is, really,

1 two stops.

2 MR. VON THADEN: Could (unintelligible) --

3 MR. JOHNSON: -- You need to state your name.

4 MR. VON THADEN: I'm sorry, John Von Thaden, Federal  
5 Signals --

6 MR. FERTIG: -- What's that?

7 MR. HENRY: Can we just go ahead and state a time? I  
8 have 10:53.

9 MR. FERTIG: Okay. Are we just about done here?

10 MR. JOHNSON: He has a question.

11 MR. VON THADEN: So, I was going to ask, specifically,  
12 about that list. It was a -- in the documents, it's scheduled  
13 for 1 pm.

14 MR. FERTIG: Right.

15 MR. VON THADEN: Are we going to do that earlier?

16 MR. FERTIG: If it's okay with everybody. I know it  
17 wasn't mentioned, in there, but if we wrapped up here, we can  
18 just take care of it, now, if you like unless you were supposed  
19 to meet --

20 MS. CULLINGS: -- But, if you have it --

21 MR. FERTIG: -- other people over there.

22 MS. CULLINGS: -- in the documents, people who are not  
23 here --

24 MR. FERTIG: Yeah.

25 MS. CULLINGS: -- would likely come at 1.

1 MR. FERTIG: Yeah. They might.

2 MS. CULLINGS: So --

3 MR. FERTIG: So.

4 MS. CULLINGS: -- maybe you should think about that.

5 MR. EDGAR: I have another question. Jamie Edgar,  
6 Smiths Detection. The current infrastructure fiber, conduit,  
7 all that stuff, is that to be utilized? I mean, I didn't read  
8 that detail far enough as far as all branches.

9 MR. FERTIG: If there's some existing conduits that  
10 can be utilized, we can work on that. But I would plan on  
11 conduits and fiber and everything for your installation. So,  
12 we'll have to see. Depending on what areas you're going to be  
13 installing your detectors.

14 MR. VON THADEN: John Von Thaden with Federal Signal.  
15 Will the drawings that we request provide the locations of the  
16 cameras, the RFV seems a little vague on whether you're actually  
17 asking for additional cameras or not. So, will the sites of the  
18 existing cameras already be plotted on the --

19 MR. FERTIG: -- They are -- are they on those  
20 drawings?

21 MR. JOHNSON: That's a yes.

22 MR. LYNCH: Sorry, I don't want to drag everyone on  
23 here. Joe Lynch. It says in Item 6 of the Design Requirements  
24 that power in signals have already been laid to these proposed  
25 sites - conduits, cables for power and signals have already been

1 laid. So, it's conduit already in place.

2 MR. FERTIG: There is some, yes.

3 MR. LYNCH: But, not all?

4 MR. HENRY: Six locations.

5 MR. FERTIG: Right.

6 MR. LYNCH: To the six locations, it's all, not all  
7 there or all there? We were trying to get a sense of Scope in  
8 terms of --

9 MR. FERTIG: Yeah.

10 MR. LYNCH: -- how much conduit will have to be done  
11 with the electrical contractor.

12 MR. FERTIG: For pricing, I don't know. Can you use  
13 all the conduit? Is there conduit there?

14 MR. SYLVER: There is some. As you stated before, I  
15 was down with Mr. King and we did find some conduit there, but  
16 you would probably have to run some more. How much more I can't  
17 say, right now.

18 MR. LYNCH: Okay, so the statement -- I was a little  
19 confused. So, it's not already run for all these proposed  
20 locations that you just --

21 MR. FERTIG: No.

22 MR. SYLVER: No.

23 MR. LYNCH: -- mentioned.

24 MS. UNGERER: No. There are locations -- this is  
25 Janet Ungerer with AECOM. There are locations where a conduit

1 was run in preparation for installation of some detectors. But,  
2 this was several years ago. The proposed location's based on  
3 the scientific data are similar, but not exact to those  
4 locations, so you may or may not be able to use that existing  
5 conduit.

6 MR. LYNCH: Okay.

7 MR. SYLVER: And, this is Maurice Sylver. If  
8 anybody's going down, today, I could show you some of those  
9 locations of the existing conduits.

10 MR. LYNCH: Great. Thank you.

11 MR. JOHNSON: Are there any more questions?

12 MR. HENRY: Just one more. Just a clarification. Are  
13 we going to do an 11:30 walk through --

14 MR. FERTIG: No. I think Paula --

15 MR. HENRY: -- at 1 or are we just going to --

16 MR. FERTIG: -- I think Paula had a good idea. Since,  
17 it's already been documented for one o'clock, we'll just meet  
18 over there at one o'clock.

19 MR. HENRY: Okay. Alright.

20 MS. CULLINGS: Yeah, there are times when you are man  
21 -- it's not a mandatory pre-bid --

22 MR. FERTIG: Right.

23 MS. CULLINGS: -- so, therefore, people who got the  
24 document could, very well --

25 MR. FERTIG: Just show up over there --

1 MS. CULLINGS: -- show up --

2 MR. FERTIG: -- at 1.

3 MS. CULLINGS: -- over there at 1.

4 MR. EDGAR: Question. Jamie Edgar, Smiths Detection.

5 Where's your list? Will you be publishing who is attending  
6 here?

7 MS. CULLINGS: Yes, you can --

8 MR. JOHNSON: What was that?

9 MS. CULLINGS: Will you be publishing --

10 MR. JOHNSON: -- Yes, yes. You can have a copy of  
11 that, today. Stop down at the 7<sup>th</sup> floor Procurement office, I'll  
12 make -- run you a copy.

13 MS. CULLINGS: I tell you what, if you give me all of  
14 them, I will go down to the 1 level and we'll do it, now. That  
15 way you won't have to have a crowd following you to 7.

16 MR. JOHNSON: Okay.

17 MS. CULLINGS: Is there another form -- a sign-in  
18 sheet?

19 MR. JOHNSON: There were two of them that's -- only  
20 two of them.

21 MR. FERTIG: All the sign-in sheets here?

22 MR. JOHNSON: Are there any more questions?

23 MS. NICOLOSI: Yes.

24 MR. JOHNSON: Yes?

25 MS. NICOLOSI: The other document, the non-sensitive

1 one --

2 MR. JOHNSON: What is your name, again?

3 MS. NICOLOSI: -- the chemical detection performance  
4 specifications for mass transit and passenger rail systems, do  
5 we pick that up here or do we have to find that on line -- the  
6 one that we don't -- that doesn't require the NDA?

7 MR. FERTIG: Which one's that?

8 MS. NICOLOSI: It's a performance Spec on page 39,  
9 chemical detection performance Specs.

10 MR. FERTIG: You would have that? That would require  
11 the D --

12 MS. NICOLOSI: That one? Because there's --

13 MR. FERTIG: Yeah.

14 MS. NICOLOSI: -- another one, chemical detection  
15 performance Spec. There's just -- there was a second one --

16 MR. FERTIG: -- That's the whole performance Spec?  
17 Yeah.

18 MS. NICOLOSI: Yeah, one required an NDA, and, I  
19 thought, the other one did not.

20 MR. FERTIG: I believe it does, too, but Michael can  
21 clarify that if he needs to.

22 Mike the performance specifications, does that require  
23 the NDA?

24 MR. CARRINGER: Yes, that does require the NDA. And,  
25 the reason for that is it has the chemical lists.

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MR. JOHNSON: Are there anymore questions?

[There were no additional questions.]

MR. JOHNSON: If there are no more questions then this concludes the Pre-Proposal meeting for Baltimore Metro Detection Project. Thank you for coming.

MR. FERTIG: See you at one o'clock.

(THE PRE-PROPOSAL MEETING WAS CONCLUDED)

(THERE WAS A SITE VISIT FOLLOWING THE PRE-PROPOSAL MEETING)

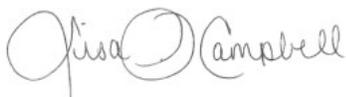
**CERTIFICATE OF TRANSCRIBER**

I, hereby, certify that the Maryland Department of Transportation, Maryland Transit Administration Pre-Proposal meeting for Contract No. T-8000-0346 held at 6 St. Paul Street in Baltimore, Maryland on June 28th, 2012 was recorded by means of electronic sound recording.

I further certify that, to the best of my knowledge, that the foregoing pages represent a complete and accurate transcript of the duplicated electronic sound recording of the proceedings as transcribed by me.

I further certify that I am neither a relative to nor an employee of any MTA employee, herein, and that I have no interest in the outcome of this solicitation and subsequent award.

In witness whereof, I have affixed my signature this 12<sup>th</sup> day of July, 2012.

By:   
\_\_\_\_\_  
Lisa P. Campbell  
Transcriber