

OFFICIAL TRANSCRIPT OF THE
MARYLAND DEPARTMENT OF TRANSPORTATION
MARYLAND TRANSIT ADMINISTRATION
PRE-BID MEETING
FOR
LIGHT RAIL VEHICLE CAR BODY REPAIR SERVICES
CONTRACT NO. T-8000-0371
AUGUST 29, 2012
10:00 A.M.

Maryland Transit Administration
6 St. Paul Street, 7th Floor Conference
Baltimore, Maryland 21202

Agency:

Nanette Gibson, MTA Procurement
Mitchell Coates, MTA Procurement
Babatunde Adeola, MTA Light Rail

Participants:

Leland Amand, Midwest Bus
Jeff Batchen, Alstom
Rick Einhorn, Alstom
Bryan Hepding, Coachworks, LLC
Robert Hinchcliffe, CAFUSA
Niikolas Rautiola, CAFUSA
George Dobbs, Downtown Garage
Robert Rehberg, Downtown Garage

Court Reporter:
Lisa P. Campbell
One Stop Legal
Hyattsville, MD 20784
(301) 379-6607

1 MS. GIBSON: Good morning.

2 ALL: Good morning.

3 MS. GIBSON: My name is Nanette Gibson, and I am the
4 Chief of Operations for the Maryland Transit Administration. I
5 am the Procurement Officer for this solicitation. I would like
6 to welcome you to the Pre-bid conference for Solicitation
7 entitled, Light Rail Vehicle Car Body Repair Services; Contract
8 Number is T-8000-0371.

9 Did everyone sign the sign-in sheet?

10 VARIOUS SPEAKERS: Yes.

11 MS. GIBSON: Good.

12 This conference is being recorded and I ask that you
13 please state your name and your firm, clearly. I would like for
14 the MTA staff to introduce themselves, and then, the vendors.
15 We'll start with you.

16 MR. COATES: Mitchell Coates, MTA Procurement.

17 MS. GIBSON: Go ahead.

18 MR. ADEOLA: My name is Babatunde Adeola. I'm the
19 Light Rail Car Maintenance Superintendent Acting.

20 MS. GIBSON: Okay. We'll start with you, sir.

21 MR. AMAND: My name is Lee Amand from Midwest Bus
22 Corporation.

23 MS. GIBSON: Okay.

24 MR. BATCHEN: Jeff Batchen from Alstom.

25 MS. GIBSON: Alright.

1 MR. EINHORN: Rick Einhorn from Alstom.

2 MS. GIBSON: Alright.

3 MR. HEPDING: Brian Hepding, Coachworks, LLC.

4 MS. GIBSON: Okay.

5 MR. RAUTIOLA: Niikolis Rautiola, CAFUSA Rail

6 Services.

7 MS. GIBSON: Alright.

8 MR. HINCHCLIFFE: I'm Rob Hinchcliffe, CAFUSA Rail

9 Services.

10 MS. GIBSON: Okay. Welcome.

11 Everyone has received a copy of the Invitation for
12 Bid. I'd like to go over a couple of key items, and then, I'll
13 turn the meeting over to the Project Manager to reference the
14 Scope the Work.

15 Notice to Vendor/Contractor. That's called a No Bid
16 Notice. It's found after the Table of Contents. It's a very
17 important document if you decide not to bid. I would like to
18 know the reason for not bidding. I ask that you please send me
19 a completed form telling me why you decided not to bid.

20 The Maryland Transit Administration desires a
21 competitive sealed bid in accordance with COMAR regulations
22 21.05.02 for the purpose of awarding a contract to a qualified
23 contractor, to provide all necessary parts, labor, material,
24 tools and supervision as required for the repair of a damaged
25 Light Rail vehicle car shell for the MTA's Light Rail system.

1 The State reserves the right to make an award by item, group of
2 items or a total bid if it's in the best interest of the MTA and
3 the State.

4 I am responsible for this solicitation. I am your
5 point of contact. All matters related to this solicitation must
6 be in writing and you must direct them to me.

7 Administrative Information. The issuing office, this
8 section is in your Solicitation, Item C-1. This is all the
9 information you need to get in touch with me. All inquiries
10 must be directed to me by the due date which is **Thursday,**
11 **September 6th by 4:00 p.m.**

12 Bid submission. **Bids must be received no later than**
13 **2:00 p.m. on Thursday, October 4th.**

14 Are there any questions?

15 [There were no questions.]

16 [Participants enter]

17 MS. GIBSON: Welcome.

18 MR. REHBERG: Hello.

19 MR. DOBBS: Sorry. Parking was a little challenging.

20 MS. GIBSON: State your name.

21 MR. DOBBS: George Dobbs.

22 MR. REHBERG: Robert Rehberg.

23 MS. GIBSON: From what company?

24 MR. REHBERG: Downtown Garage, Incorporated.

25 MS. GIBSON: Okay. Welcome.

1 Bid Forms. Bidders shall complete and submit their
2 bids as required on the Bid Form, in Section 4 of the IFB. MTA
3 only accepts hard copies.

4 Contract Duration. The terms of the contract is for a
5 three (3) years period from the start date stated in the Notice
6 to Proceed.

7 Addenda and Revisions to the IFB. If it becomes
8 necessary to revise the IFB before the due date for bid,
9 addendum to the IFB will be posted on the MTA's website.
10 Bidders shall acknowledge the receipt of all addenda in the
11 transmittal letter of your bid. The transmittal letter is
12 located in Section 4, item, on page 3.

13 Cancellation and Rejections of Bids. The State
14 reserves the right to cancel the IFB according to COMAR
15 Regulation 21.06.02.

16 Acceptance of Terms and Conditions. By submitting a
17 bid in response to this IFB, bidders shall be deemed to have
18 accepted all terms and conditions set forth in the IFB and in
19 the attachment, General Conditions for Maintenance Contracts.
20 That's Attachment 8.

21 Incorporation By Reference. This IFB will be
22 incorporated by reference as a part of the solicitation.

23 Invoice Submission Requirements. The contractor shall
24 submit, on a monthly basis, an invoice for service performed,
25 completed and accepted by the MTA. Payments to the contractor

1 shall be made no later than thirty (30) days after the MTA's
2 receipt of approved invoice.

3 Minority Business Enterprise. Minority Business
4 Enterprise, MBE, participation goal is twenty-five percent (25%)
5 with no sub goals. We were waiting for our Office of Fair
6 Practice to attend; the Office of Fair Practice were going to
7 talk about the MBE participation goal. The goal is twenty-five
8 percent (25%), even if you are an MBE contractor and you are the
9 prime, you still need to meet the twenty-five percent (25%) MBE
10 goal. And, the MBE forms are Attachment 12.

11 Are there any questions?

12 [There were no questions.]

13 MS. GIBSON: Living Wage Requirements. Please
14 remember to read the Attachment 10. This is the living wage
15 requirements. Please read and fill out the Affidavit agreement.
16 For more information, please visit the website which is
17 www.dllr.state.md.us.labor/livingwage . And, this contract is a
18 Tier 1.

19 Insurance Requirements. The MTA requires the prime to
20 provide five million (\$5,000,000) of insurance.

21 Are there any questions? Okay.

22 [There were no questions.]

23 MS. GIBSON: Okay. Now, I'll turn the meeting over to
24 the Project Manager to go over the Scope of Work. I ask that

1 when you ask a questions, please state your name and your firm
2 clearly.

3 MR. ADEOLA: Okay. Pretty much, I believe everybody
4 has the Scope of Work. This, basically, like we all know, this
5 is just for repairing light rail car bodies. This goes from any
6 part of the body that is damaged or needs repair due to accident
7 or some aging, any kind of rusting and all that. I'm not going
8 to read through everything, but I'm just going to go to some
9 areas, so, and if you guys have questions, you can ask me later.

10 I'm just going to put your attention to the first on
11 that description, the first letter "F." It says the contractor
12 shall follow all the items to perform the repair under the
13 contract and own their own expenses, and this is like safety
14 glasses -- because we have some safety rules when you are in our
15 premises -- safety glasses, bump caps, you know, masks, glove,
16 you know, any power drills that's required, some safety, you
17 know, handling, the type of cleaner you use, like tools, rug,
18 and your painting supply. All this has to meet a safety
19 standard. I mean, you all know all these items I'm talking
20 about. So, we have to meet all the OSHA specifications. Okay.

21 One of the things that just came up is safety jacket.
22 When you have your employee working around the area they have to
23 have this safety vest, and the specific safety vest that is
24 recommended. I don't have it here but if you --

1 UNIDENTIFIED SPEAKER: There will be a reference
2 number for that.

3 MR. ADEOLA: Right. So, that's very, very important.
4 Let me see where -- again, I'm going to go -- there's another
5 part of this, like any painting you use, you know, we have to
6 have MDS, MSDS, okay, paper on this specification needs because
7 we have to make sure it meets our own, you know, standard
8 requirement from MTA. Basically, everything is kind of
9 explained in this Scope of Work. The only thing I can say from
10 here on is if you have a question, I will answer. If you --
11 something I can't answer, then, we're probably going to get it
12 answered for you later on and put in the addendum. Okay. So,
13 I'm not going to read through this, but if you want to put my
14 attention to anything there, I will --

15 MR. HINCHCLIFFE: -- I have a question. I'm sorry.

16 UNIDENTIFIED SPEAKER: No, that's okay. Go ahead.

17 MR. ADEOLA: Yes?

18 MS. GIBSON: State your name please.

19 MR. HINCHCLIFFE: CAFUSA, Robert Hinchcliffe.

20 MR. ADEOLA: Your name?

21 MR. HINCHCLIFFE: Robert Hinchcliffe from CAFUSA.

22 MR. ADEOLA: Okay.

23 MR. HINCHCLIFFE: And, I was just trying to understand
24 a little bit more about the Scope of the Work. You talked about
25 rust and damage to the body shells.

1 MR. ADEOLA: Right.

2 MR. HINCHCLIFFE: Is there any further damage to the
3 body shells? Is there any accident damage to any of these --

4 MR. ADEOLA: Yeah, I said that.

5 MR. HINCHCLIFFE: -- cars?

6 MR. ADEOLA: I said that.

7 MR. HINCHCLIFFE: And, what extent is the accident
8 damage to those cars?

9 MR. ADEOLA: From minor to major.

10 MR. HINCHCLIFFE: Okay.

11 MR. ADEOLA: So, most of the time, we have accident on
12 main line, which is like car --

13 MR. HINCHCLIFFE: Mm-hmm.

14 MR. ADEOLA: -- because when we are on the main line
15 in the downtown area with this car, we have some collision with
16 the cars, we have damage on the train. This can go from train
17 to doors to the body, you know, so mostly, it's repair on any
18 part of the train that is body repair --

19 MR. HINCHCLIFFE: Mm-hmm.

20 MR. ADEOLA: Right, for the train. So, any kind of
21 accident because sometime we do like scrape paint off, rust and
22 try to repair to make the train look much better, like you know.
23 So, it's more or less like you're repairing a car. I mean, if
24 you have experience repairing car, there might be some other
25 things that might be a little bit different in the body itself,

1 as strong, you know, the body is different from car, but more or
2 less, it's like body repairs.

3 MR. HINCHCLIFFE: So, that and the state of these
4 cars, are they stripped or are they to be stripped, is that part
5 of the scope is for us to strip those?

6 MR. ADEOLA: Yeah, it's for you to decide. When you
7 see an accident, you give us an estimate and you tell us what
8 needs to be done.

9 MR. HINCHCLIFFE: Mm-hmm.

10 MR. ADEOLA: Right? And then, from there, we decide
11 if it's something we want you to go ahead and do or something
12 different or we want to go another route. But, basically, it's
13 just for body repairs.

14 MR. HINCHCLIFFE: Mm-hmm. Okay.

15 MR. DOBBS: George Dobbs, Downtown Garage. It says
16 here that --

17 MR. ADEOLA: Can you go --

18 MR. DOBBS: -- paintings --

19 MR. ADEOLA: -- there?

20 MR. DOBBS: Yeah, on "F," it says, "painting
21 supplies."

22 MR. ADEOLA: First page?

23 MR. DOBBS: Yes, first page.

24 MR. ADEOLA: Okay.

1 MR. DOBBS: Page 1, in the painting clause, it says
2 paint, brushes, rollers and masking tape will be supplied. My
3 question is what about the actual paint, primer, is that
4 supplied by MTA or --

5 MR. ADEOLA: -- First of all, you are not on "F." On
6 what page are you talking about?

7 MR. DOBBS: Specification, Section 2 --

8 MR. ADEOLA: Oh, okay.

9 UNIDENTIFIED SPEAKER: 2.

10 MR. DOBBS: -- Description.

11 MR. ADEOLA: On that standard?

12 MR. DOBBS: It's, uh --

13 MS. GIBSON: -- Right here (indicating), "F."

14 MR. ADEOLA: Okay. Okay. Yeah, what's your question,
15 again? It says the contract -- okay, let me read it --

16 MR. DOBBS: Okay.

17 MR. ADEOLA: -- so we can be on the same page.

18 "The contractor shall have all the painting performed
19 on MTA premises shall comply with OSHA rules and shall be
20 performed in the paint booth." Is that what you're talking
21 about, right?

22 MR. DOBBS: Well, no, on "F," underneath, on page 1 of
23 Specific Solicitation Requirements, on "F."

24 MR. ADEOLA: Okay, first page.

1 MR. DOBBS: It's what -- "The contractor shall supply
2 the following items needed to perform the repairs under this
3 contract at his own expense." And, when it got to painting --

4 MR. ADEOLA: -- What you're reading is different from
5 what I have here, so.

6 MR. DOBBS: Oh.

7 MS. GIBSON: Right here (indicating). It's right
8 here. That's what it says right here.

9 MR. DOBBS: Page 1, yeah.

10 MS. GIBSON: It's "F" .

11 MR. ADEOLA: Okay. "F." Okay, "The contractor shall
12 supply the following items to perform the repair under the
13 contract at the owner's expense." Right? That's what I went
14 through the first. Right?

15 MS. GIBSON: Yes.

16 MR. ADEOLA: Everything is listed here, right?

17 MS. GIBSON: He's talking about the paint.

18 MR. ADEOLA: Yeah. The paint supply, brushes, roller,
19 masking tapes.

20 MR. DOBBS: But, it doesn't say anything about the
21 actual paint, itself.

22 MR. ADEOLA: Oh, oh, oh, the paint itself.

23 MR. DOBBS: Yeah, the paint and prim -- the liquids.

24 MR. ADEOLA: Oh, we supply that.

25 MR. DOBBS: You all supply that.

1 MR. ADEOLA: Right.

2 MR. DOBBS: Okay. All right.

3 MR. ADEOLA: Sorry about that.

4 MR. DOBBS: That's okay.

5 ' Cause I have a --

6 MR. ADEOLA: -- But in case, I mean, let's put it this
7 way, if -- let's say we don't supply it and you have to buy it,
8 you just, you know, add it to your estimate or add it to your,
9 you know, invoice.

10 MR. DOBBS: Right. I have another question. On --
11 for instance, if it's the side of the car that needs to be
12 replaced and we can fabricate it at our own shop, do you all
13 supply the sheet metal or aluminum or do -- does the shop?

14 MR. ADEOLA: That would be a good question, but most
15 of the time I don't think you have to fabricate anything,
16 because mostly -- most of the time, the sheet metal you have --
17 we have it on our premises.

18 MR. DOBBS: Okay.

19 MR. ADEOLA: And, most of the parts we, probably, have
20 it anyway.

21 MR. DOBBS: Okay.

22 MR. ADEOLA: All right, because most of the sheet
23 metal I, probably, think of is maybe like sketch area or just
24 some addition, and some eating area that you're just going to
25 put some metals.

1 MR. DOBBS: Right.

2 MR. ADEOLA: We have --

3 MR. DOBBS: -- I know on some of our bear inclusions
4 they're like for instance on the Sandler articulator bus, which
5 we've done before --

6 MR. ADEOLA: Mm-hmm.

7 MR. DOBBS: We replaced the whole side. We can
8 fabricate the part quicker and just as good as if you have to
9 buy it from the manufacturer because sometimes you don't have
10 that big part in stock. They don't use a lot of them.

11 MR. ADEOLA: What I can say on that part is most of
12 the metal, we have it.

13 MR. DOBBS: Okay.

14 MR. ADEOLA: Now, if you want to take the metal from
15 our side to your shop and fabricate and bring it back, that's
16 different, but --

17 MR. DOBBS: Okay.

18 MR. ADEOLA: -- most of the job has to be done on the
19 premises.

20 MR. DOBBS: Gotcha.

21 MR. ADEOLA: So.

22 MR. DOBBS: I have one more question --

23 MR. ADEOLA: All right.

24 MR. DOBBS: -- about the same area. It says we have
25 to have a Maryland certified welder.

1 MR. ADEOLA: Yeah.

2 MR. DOBBS: Is there a certification program the State
3 of Maryland or is it --

4 MR. ADEOLA: No, just general certification.

5 MR. DOBBS: Okay, just general certification.

6 MR. ADEOLA: But, in other words, they have to have a
7 certification from the State of Maryland that they are welder.

8 MR. DOBBS: There's a lot of the welders, like in the
9 automotive collision industry and in the heavy equipment
10 collision industry have their certifications from like their --
11 the industry standard certifications, called ICAR.

12 MR. ADEOLA: Mm-hmm.

13 MR. DOBBS: And, I didn't -- you know, like -- I
14 didn't know Maryland had their actual certification program
15 themselves. I just wanted to know how I can get in touch with --
16 -

17 MR. ADEOLA: -- That's --

18 MR. DOBBS: -- the people that do that certification.

19 MR. ADEOLA: Yeah, you might want to do that. That's
20 kind of beyond the question I can answer --

21 MR. DOBBS: Okay.

22 MR. ADEOLA: -- for you, but, I can tell you one
23 thing. From my experience, I know, if you have certification
24 from another state or anything, you can always go to State of
25 Maryland and --

1 MR. DOBBS: Right.

2 MR. ADEOLA: -- and, you know, they'll give you, State
3 of Maryland, and whatever the work you need, they're going to
4 tell you that.

5 MR. DOBBS: Okay.

6 MR. ADEOLA: You know, so. Yes, sir.

7 MR. AMAND: Lee Amand from Midwest Bus. I think it
8 mentions that we can use your spray booths.

9 MR. ADEOLA: We have a booth.

10 MR. AMAND: Okay, we just supply our own spray guns?

11 MR. ADEOLA: Right.

12 MR. AMAND: Okay.

13 MR. DOBBS: Is the City doing this or is MTA doing
14 this now, or do you have a contractor --

15 MR. ADEOLA: -- Yeah, we have a contractor that was --

16 MR. DOBBS: Okay.

17 MR. ADEOLA: -- doing the -- that was doing it, now.

18 MR. DOBBS: Because I was wondering, is there a
19 chance that we could go to the facility before we, actually,
20 have to put the bid in and tour it to see --

21 MR. ADEOLA: Yeah.

22 MR. DOBBS: -- what type of --

23 MR. ADEOLA: -- If you or --

24 MR. DOBBS: -- environment it is?

1 MR. ADEOLA: -- anybody wants to go to -- what time
2 the -- because you missed the day that they have to submit the
3 bid, right? I believe that's October 4th, right?

4 MR. COATES: 4th.

5 MR. ADEOLA: Okay.

6 MS. GIBSON: October 4th.

7 MR. ADEOLA: I don't know if you get that when you
8 walked in. October 4th is for -- when you guys are going to
9 submit a bid. If you want to make arrangements to come over
10 between now and then, you know --

11 MR. DOBBS: Right.

12 MR. ADEOLA: -- just let her know. She will let me
13 know, then we'll make appointment for you to come in and see the
14 facility. You can see the train, too.

15 MR. DOBBS: Okay, excellent.

16 MR. HINCHCLIFFE: Will there be any chance to do that,
17 today?

18 MR. ADEOLA: Uh, no.

19 MR. HINCHCLIFFE: Just asking.

20 MR. ADEOLA: No, I have -- I'm the one that's going to
21 --

22 MR. HINCHCLIFFE: I hear you.

23 MR. ADEOLA: -- so.

24 MR. HINCHCLIFFE: It's just that I'm here, so.

1 MR. ADEOLA: Now, this other things I really want to
2 mention. Sometime we have an accident, right, let's say we have
3 an accident, today. Sometime we like to get the estimate ahead
4 of time, right, because of the other information that we have to
5 give out to different department. Okay, so sometime when we
6 have an accident we would like to have the estimate within one
7 or two days. I would like you to be able to provide that
8 information within one or two days. I mean, you're not
9 obligated to go with that estimate unrepresent, but, at least,
10 we have something that we can work on. So, please.

11 MR. HINCHCLIFFE: I have a question, if I may. Do any
12 of the damage cause any requirement for engineering support to
13 reassess the --

14 MR. ADEOLA: -- Yeah, if you require engineering we're
15 going to provide our own engineers.

16 MR. HINCHCLIFFE: You provide --

17 MR. ADEOLA: Right.

18 MR. HINCHCLIFFE: -- the engineering support?

19 MR. ADEOLA: Right.

20 MR. HINCHCLIFFE: Okay. Understood. Because we can
21 supply --

22 MR. ADEOLA: -- I mean, you can supply your own
23 engineer, but you still have to go through our own engineer.

24 MR. HINCHCLIFFE: Okay.

1 MR. ADEOLA: You can say, 'Well this is my engineer.'
2 Well, you need to assess the framing and all that, blah, blah,
3 blah, blah --

4 MR. HINCHCLIFFE: Okay.

5 MR. ADEOLA: -- at your own cost, but at the same
6 time, you have to communicate with our own engineer.

7 MR. HINCHCLIFFE: That's clear.

8 MR. ADEOLA: Right.

9 MR. HINCHCLIFFE: That's clear. So, do your engineers
10 also approve work with the welding inspectors to approve the
11 welding procedures?

12 MR. ADEOLA: Yeah. Well, I mean, we have every kind -
13 -

14 MR. HINCHCLIFFE: -- You have all the welding
15 procedures, already?

16 MR. ADEOLA: We have every kind of engineer
17 certification in the company, so if there's something we can't
18 do, then we get a contractor to do that for us. But, usually,
19 if you have your own engineer to assess something, you still
20 have to go through our own engineer. So, that's the way it
21 goes.

22 MR. HINCHCLIFFE: Understood. Last question, I think.
23 Who does the inspecting, your engineering department, a welding
24 inspector?

1 MR. ADEOLA: What kind of inspection are you talking
2 about?

3 MR. HINCHCLIFFE: When the repairs are complete?

4 MR. ADEOLA: Oh, yeah.

5 MR. HINCHCLIFFE: What kind of inspection process do
6 you have here?

7 MR. ADEOLA: I do it, the supervisor, right. The
8 Light Rail car maintenance supervisor will inspect this and make
9 sure it's okay. Except if like you say, then it goes to, that
10 we have to bring engineers in, you know, that would be a further
11 accident.

12 MR. HINCHCLIFFE: Understood.

13 MR. ADEOLA: It's not going to be a fender bender or
14 whatever you call it.

15 MR. HINCHCLIFFE: Yeah. No, that's good. That's
16 good.

17 MR. ADEOLA: Mostly, accident we have, mostly is
18 fender bender, you know, so --

19 MR. HINCHCLIFFE: Right.

20 MR. ADEOLA: Anybody else have any further questions?

21 MR. BATCHEN: This is Jeff Batchen from Alstom. I was
22 just curious. Could we get any past history on what you spent
23 in the past?

24 MR. ADEOLA: What we spent?

25 MR. BATCHEN: Yeah, for the previous years.

1 MR. ADEOLA: Nope.

2 MR. BATCHEN: Nope.

3 MR. ADEOLA: I don't think we can --

4 MR. BATCHEN: Hours?

5 MR. ADEOLA: -- provide --

6 MS. GIBSON: -- You can.

7 MR. ADEOLA: I don't think we can.

8 MS. GIBSON: That's public information.

9 MR. ADEOLA: Yes.

10 MS. GIBSON: What you can do is send in a request on
11 your letterhead and I will send the request to our legal
12 department, and it could take about 30 days or longer for your
13 request.

14 MR. BATCHEN: Okay.

15 MS. GIBSON: -- Hopefully you will have the
16 information back, in time for bid.

17 MR. ADEOLA: Okay.

18 MR. DOBBS: George Dobbs, again. I noticed on your
19 estimate for the Bid form, it has, basically, 3800 hours of
20 labor to bid on. So, what I'm asking is, the people who are
21 doing it now, they have someone there, basically, there full-
22 time or someone's there, basically, full-time?

23 MR. ADEOLA: Mostly, they have somebody there full-
24 time. The reason I kind of hesitate is if we don't have a job
25 for you, I mean you control your own guy.

1 MR. DOBBS: Right.

2 MR. ADEOLA: So, but mostly, if we have a job there,
3 there's supposed to be there full-time. You know, we expect you
4 to be there full-time --

5 MR. DOBBS: Gotcha.

6 MR. ADEOLA: -- you know.

7 MR. DOBBS: So, just to --

8 MR. ADEOLA: -- And, the reason for that, we want to
9 get that train out --

10 MR. DOBBS: As soon as possible.

11 MR. DOBBS: -- as soon as possible. I understand.

12 Another question, it said here you have 24 hours. You have to
13 be there within 24 hours from a service call. Is that include
14 weekends and holidays?

15 MR. ADEOLA: Yes.

16 MR. DOBBS: Okay.

17 MR. ADEOLA: But, that might not happen, but, at
18 least, yes.

19 MR. DOBBS: I understand.

20 MR. AMAND: Lee Amand from Midwest Bus. So, this is a
21 -- is it like a sole source contract then or, in other words, is
22 there only going to be one outfit that walks away with it, no
23 competition?

24 MS. GIBSON: We are awarding only one vendor.

25 MR. ADEOLA: Okay.

1 MR. RAUTIOLA: Niikola Rautiola, CAFUSA Rail Services.

2 MR. ADEOLA: What do you call your name, again?

3 MR. RAUTIOLOA: Niiko Rautiola.

4 MR. ADEOLA: Oh, okay. Your name sounds like my name.

5 [Laughter]

6 UNIDENTIFIED SPEAKER: You must be from Michigan.

7 MR. ADEOLA: How do you spell it?

8 [Laughter]

9 MR. RAUTIOLOA: N-i-i-k-o.

10 MR. ADEOLA: Oh, okay. The way your pronounce it,
11 okay.

12 [Laughter]

13 MR. ADEOLA: I thought you were my brother.

14 [Laughter]

15 MR. ADEOLA: Okay.

16 MR. RAUTIOLA: Are there any regulations on incidental
17 work rule, dealing with unions, things of that nature?

18 MR. ADEOLA: No, because you are a contractor.

19 MR. RAUTIOLA: Okay.

20 MR. ADEOLA: Okay. Anybody you bring there under you
21 so they're not under our union.

22 MR. RAUTIOLA: Okay.

23 MR. ADEOLA: And, if there's a way that the union is

1 going to be doing your job, we ask you to do union job. That's
2 the way we set the guideline, but you guys don't have to worry
3 about that.

4 MR. RAUTIOLA: Okay, thank you.

5 MR. ADEOLA: Because who are union employee, so.

6 MR. RAUTIOLA: Okay.

7 MR. HINCHCLIFFE: Rob Hinchcliffe, speaking, again.
8 Any equipment on site, if used by the, you know, contractor, is
9 there any equipment that you have on the deck of where the work
10 would be carried out that could be used --

11 MR. ADEOLA: -- It depends on -- what kind of
12 equipment are you talking about?

13 MR. HINCHCLIFFE: Well, do you have a small machine
14 shop lift we could use --

15 MR. ADEOLA: Yeah, we have a machine shop.

16 MR. HINCHCLIFFE: -- or have access to.

17 MR. ADEOLA: We have a machine shop. We will do
18 everything we can do to help you out. I mean, if you get the
19 contract, we want you to do a good job for us. There's some
20 equipment, I cannot name all of them.

21 MR. HINCHCLIFFE: Right.

22 MR. ADEOLA: But, you know, when we get to that point,
23 if something you need, we'll see if we can provide it, right,
24 to help you out. But, if we can't, then, that's another --

1 MR. HINCHCLIFFE: -- No, it'll be outside, but, it's
2 also in the contract --

3 MR. ADEOLA: Yeah, we have the machine shop, there.

4 MR. HINCHCLIFFE: -- (Unintelligible) as much as
5 possible --

6 MR. ADEOLA: -- We have a machine shop. And, they're
7 saying (unintelligible) area. I'm not even too sure the new --
8 the contractor, now, holds that or we have that, but, like you
9 say, it's, probably, a good idea for you to visit the shop, you
10 know. So, if you there, have some questions, there might be a
11 lot of things I could point to you, you know, if we are there or
12 if we don't have it.

13 MR. HINCHCLIFFE: Mm-hmm.

14 MR. ADEOLA: Okay. Anybody else?

15 MS. GIBSON: Do you have any questions?

16 MR. DOBBS: So, you say someone's going to come up and
17 talk about the MBE part of it or if we have questions about
18 that.

19 MS. GIBSON: If you have any questions, you can direct
20 them to me.

21 MR. DOBBS: I was looking at the forms. I'm kind of
22 new at doing the MBE stuff, and you know, if you're looking for
23 -- if I'm - 'cause I'm not MBE, so if I wanted to find an MBE to
24 go in on with me, for 25 percent, I -- the form you have to fill

1 out, you have to give an Affidavit that the MBE you use has the
2 proper NAIC codes.

3 MS. GIBSON: Yes.

4 MR. DOBBS: And, I looked it up, I thought I did. I
5 mean, I'm trying to look up one in Maryland, and I've --

6 MS. GIBSON: Were you in the Department of
7 Transportation?

8 MR. DOBBS: I thought I was, but I mean, and, I'm
9 pretty, green at it. I was just wondering if there was
10 someone that could help me maybe --

11 MS. GIBSON: You can call MDOT and they can walk you
12 through it?

13 MR. DOBBS: -- to do the search better, yeah.

14 MS. GIBSON: Okay. There's a number in your
15 solicitation that you can call.

16 MR. DOBBS: Okay.

17 MS. GIBSON: In Section 1 -- Section 1, Item 29 -- 28.

18 MR. DOBBS: Okay.

19 MS. GIBSON: This item is the Maryland Department of
20 Transportation. You can call that number 410-865-1240 and
21 someone will help you.

22 MR. DOBBS: Yep.

23 MS. GIBSON: You see that?

24 MR. DOBBS: Okay.

1 MS. GIBSON: They can help you; they can walk you
2 through it.

3 MR. DOBBS: So --

4 MS. GIBSON: Your MBE must be registered with MDOT.

5 -

6 MR. DOBBS: Right.

7 MS. GIBSON: MDOT can help.

8 MR. DOBBS: What happens if there's not one in the
9 registry?

10 MS. GIBSON: Call MDOT for guide lens

11 MR. DOBBS: Okay.

12 MS. GIBSON: It's up to you what you want them to do,
13 what type of work you want them to do.

14 MR. DOBBS: Right.

15 MS. GIBSON: MDOT can help.

16 MR. DOBBS: Yeah, I know. They do have a lot, but
17 under that specific NAICS code, I wasn't having any luck.

18 MS. GIBSON: Okay,

19 MR. DOBBS: Well, I looked for, the only one I did, I
20 did have luck on was welding, the other ones for body collision
21 repair or fixing trains, railcars, Light railcars. There were
22 some that have some services they provide, but they're nothing
23 that would do with repairing train wrecks. So, I was a little -
24 - I mean, I'll look around some more. I was going to call
25 somebody to see if they could help me 'cause --

1 MS. GIBSON: Yes, they can help you --

2 MR. DOBBS: -- it's not easy searching that.

3 MS. GIBSON: MDOT can help

4 MR. DOBBS: Right. I need --

5 MS. GIBSON: -- for painting, for whatever you want
6 them to do.

7 MR. DOBBS: Right.

8 MS. GIBSON: That's what you look for.

9 MR. DOBBS: Okay.

10 MS. GIBSON: when you look it up the name of work will
11 provide the NAIC codes.

12 MR. DOBBS: That's what I was hoping.

13 MS. GIBSON: But, if you call that number, they'll
14 walk you through it.

15 MR. DOBBS: Okay, thank you.

16 MS. GIBSON: And, if you have any questions, don't
17 hesitate to email me or call me.

18 MR. DOBBS: Okay.

19 MR. ADEOLA: Now, there's something I want to put in
20 everybody's mind. It might be somewhere in this. There's
21 nothing like small job or minor repair. Anything we can do,
22 right, that we call you to do, you have to make sure you have
23 somebody there to do it for us. It's not like, 'Well, we
24 haven't been doing any body work for the past one month,' which
25 I know is not going to happen. Then, we come up with something

1 later, and you say, 'Well, that's too small for my guy to come
2 over there.' You can't do that. So, anything we call your
3 attention if you get the contract is a repair that we know we
4 want you guys to do, and you guys, you know, I hope you get it.
5 If you get this contract, you do it.

6 MR. HINCHCLIFFE: Just to expand on that a little bit.
7 You said that you're expecting there will be lots of damage and
8 it will be fairly regular, and you talk about the number of
9 hours for each individual trip that you expect would need to be
10 on an annual basis. How -- do you anticipate that these people
11 will be every day in the workshop or is it really going to be an
12 on call as you're suggesting?

13 MR. ADEOLA: No, no, no.

14 MR. HINCHCLIFFE: Those two things seem to be running
15 parallel.

16 MR. ADEOLA: No, I don't want you -- whatever you
17 believed before, I don't want you to change your mind on it.
18 All I'm saying is sometimes, you know, we might not have work
19 for you right away, mainly because of what -- a good example,
20 let's say this grand prix that's just come up.

21 MR. HINCHCLIFFE: Mm-hmm.

22 MR. ADEOLA: Right. If we don't have anything in the
23 shop and we know we can still use the car, we're going to be --

24 MR. HINCHCLIFFE: Right.

25 MR. ADEOLA: -- using it until we get it ready for you

1 to come and do it.

2 MR. HINCHCLIFFE: Okay.

3 MR. ADEOLA: But, I just don't want people to be like,
4 'Well, we haven't done anything in a week, now you bring us a
5 minor thing to repair.' Okay, so, I mean, you get what I'm
6 saying here?

7 MR. HINCHCLIFFE: Yes.

8 MR. ADEOLA: All right. So, any repair that you call
9 for has to be taken care of. I just want you guys to have that
10 in mind because sometimes, like it is true, I've seen a
11 condition sometimes you don't have nothing for you. It's not
12 like we don't have job to do, but it just, we don't want to take
13 that train out of service at that moment because we need it.
14 So, but, you surely we -- I mean, we always have, mostly, we
15 always have things to do.

16 MS. GIBSON: Getting back to the MBE, please call
17 MDOT.

18 MR. DOBBS: Okay.

19 MR. DOBBS: Okay.

20 MS. GIBSON: Are there any other questions?

21 MR. ADEOLA: No, while we're here, do you guys want to
22 make an appointment, and maybe we can do it now for a certain
23 day everybody can come in? Anybody would like to do that now or
24 you just want us to do this later because I can look at my
25 calendar here and see maybe one day everybody can come in, write

1 it down this company, this company and this company.

2 MR. HINCHCLIFFE: 17th of September.

3 MR. ADEOLA: 17th.

4 MR. HINCHCLIFFE: And, I'm in Wilmington on the 17th of
5 September, in the morning.

6 MR. ADEOLA: First of all, is everybody think the 17th
7 might be okay?

8 MR. HINCHCLIFFE: No. I carry my calendar in my head.

9 MS. GIBSON: I will issue an addendum.

10 MR. ADEOLA: Okay.

11 MS. GIBSON: We will tell you when the site visit is
12 scheduled on the addendum.

13 MR. ADEOLA: All right.

14 MS. GIBSON: We will issue an addendum.

15 MR. ADEOLA: All right.

16 UNIDENTIFIED SPEAKER: That's a Monday, right?

17 MR. HINCHCLIFFE: Yeah.

18 UNIDENTIFIED SPEAKER: Yep.

19 MR. HINCHCLIFFE: Monday afternoon would be great.

20 [Laughter]

21 MR. HINCHCLIFFE: 1:00?

22 [Laughter]

23 MR. COATES: I'm just saying.

24 MR. HINCHCLIFFE: On my lunch?

25 [Laughter]

1 MS. GIBSON: Okay, are there any questions, if not,
2 please remember to submit all your questions to me by **Thursday,**
3 **September 6th, no later than 4:00 p.m.**

4 **Bids are due Wednesday October 4th, no later than 2:00**
5 **p.m.** And, it's a public bid opening, it would be held here on
6 the 7th floor in room 742.

7 I would like to thanks you for coming and have a great
8 day. I'm glad you're interested.

9 MR. COATES: Did everybody sign in on the sign-in
10 sheet? Everybody signed in. Okay.

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CERTIFICATE OF TRANSCRIBER

I, hereby, certify that the Maryland Department of Transportation, Maryland Transit Administration Pre-Bid meeting for Contract Nos. T-8000-0371 held at 6 St. Paul Street in Baltimore, Maryland on August 29th, 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 4th day of September, 2012.

By:



Lisa P. Campbell
Transcriber