

OFFICIAL TRANSCRIPT OF THE
MARYLAND DEPARTMENT OF TRANSPORTATION
MARYLAND TRANSIT ADMINISTRATION
PRE-BID MEETING

FOR
COMMUTER BUS SERVICE LINE 903
CONTRACT NO. T-8000-0381

JUNE 27, 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
Tim Norris, MTA Commuter Bus
Paula Cullings, MTA Office of Fair Practices

Participants:

Dave Snyder, Martz Group, Gold Line, Inc.
Harold Turley, Martz Group, Gold Line, Inc.

Court Reporter:
Daniel Smith
One Stop Legal
Hyattsville, MD 20784
(301) 379-6607

1 MS. GIBSON: Good morning. My name is Nanette Gibson.
2 I am Chief Operations for Maryland Transit Administration. I am
3 the Procurement Officer for this Solicitation. I would like to
4 welcome you to the Pre-bid Conference for Solicitation entitled
5 Commuter Bus Service Line 903. The contract number is T-8000-
6 0381.

7 This conference is being recorded and I ask that you,
8 please, state your name and the firm, clearly. I would like for
9 the MTA staff to introduce themselves, and then, the vendors.

10 MR. COATES: Mitchell Coates, Procurement Specialist.

11 MS. CULLINGS: Paula Cullings, the Office of Fair
12 Practices.

13 MR. NORRIS: Tim Norris, MTA Commuter Bus.

14 MR. SNYDER: Dave Snyder, I'm the Regional General
15 Manager for the Martz Group.

16 MR. TURLEY: Harold Turley, the Regional Operations
17 Director for the Martz Group.

18 MS. GIBSON: Welcome. Everyone has received a copy of
19 the Invitation for Bid. I would like to go over some key items,
20 and then, I'll turn the meeting over to the Project Manager to
21 reference the Scope of Work.

22 Notice to Vendor. This is a document after the
23 section, Solicitation Instructions. This is an important
24 document if you decide not to bid. If you decide not to bid, I
25 would like to know the reason for not bidding. And, I ask that

1 you, please, complete that form and return it to me if you only
2 decide not to bid.

3 General Information. The purpose of this Invitation
4 for Bid is for the MTA to secure, through a competitive sealed
5 process, the service of a bus company or companies to operate
6 commuter bus routes between Charlotte Hall, Saint Mary's County,
7 Maryland and Washington, D.C., known as Line 903.

8 [Line] 903 requires nine buses to operate a total of
9 eighteen daily trips; nine morning, nine evening trips each
10 weekday. The MTA will provide two additional buses for back-up.

11 I am responsible for this Solicitation. I am your
12 sole point of contact, and all matters related to this
13 Solicitation if you have any questions or concerns, please
14 direct them to me. Any questions must be in writing.

15 Questions and Inquiries. Questions and inquiries
16 concerning the IFB shall be submitted to me in writing.

17 Closing Date. The closing date receipt of written
18 inquiries is July 10th, 2012. Verbal response is not binding to
19 the MTA.

20 General Instructions to Bidders. This is a two-step
21 procurement. Step 1 will consist of submitting a technical
22 proposal and a price bid. When received, a technical proposal
23 will be forwarded to evaluation team for review. After
24 completion of the review, we will move to the second step.

25 Step 2 is opening the sealed bids. This step is

1 limited to those bidders who has submitted an acceptable
2 technical proposal in Step 1. Those found acceptable will be
3 notified and advised as to when the price bid will be open.

4 Bids submitted are evaluated and awarded and is made
5 in accordance with the state procurement regulations, COMAR
6 21.05.02.

7 Bid Acceptance. The MTA reserves the right to reject
8 any and all bids in whole or part received as a result of this
9 IFB.

10 Are there any questions?

11 [There were no questions.]

12 Closing Date. One (1) original and four (4) copies of
13 technical proposals, one (1) original of your price bid in a
14 separate sealed envelope sealed, clearly, marked on the due date
15 in this office **by 2:00 p.m. on Wednesday, August 8th, 2012.** Bids
16 arriving after closing time will be rejected.

17 Financial Capacity/Responsibility Information.

18 Bidders must submit a complete Financial Statement detailing
19 their ability to provide, via purchase or lease, the necessary
20 vehicles or facilities; provide proof of insurance as required
21 in the Section entitled Insurance Requirements.

22 Performance Guaranty. A performance guaranty either
23 in the form of a Performance Bond, a pledge of the U.S.
24 Government Security or Letter of Credit in the amount of 10
25 percent (10%) of the five year's estimate value regardless of

1 the method of performance guaranty provided.

2 Contract Duration. The Contract duration is five (5)
3 years effective from the start date stated in the Notice to
4 Proceed. If it becomes necessary to revise any parts of the
5 IFB, an addendum will be posted on the MTA's website.

6 Acknowledgement of all receipts of all addenda, shall be
7 required from all bidders receiving the IFB.

8 Cancellation of the IFB. The MTA reserves the right
9 to cancel in part, or in its entirety, in accordance with COMAR
10 regulations 21.06.02.

11 Are there any questions?

12 [There were no questions.]

13 Minority Business Enterprise. Minority Business
14 Enterprise (MBE) participation goal is nine percent (9%) with no
15 sub-goals.

16 Now, I would like to turn this part over to the Office
17 of Fair Practice to go over the MBE participation, and the MBE
18 Forms Attachment E.

19 MS. CULLINGS: Good morning. My name is Paula
20 Cullings. I do want to ask you one question, Nanette. Is there
21 no payment bond on this?

22 MS. GIBSON: No. It's a performance bond on it.

23 MS. CULLINGS: Okay. Is it possible for an addendum
24 of payment bond?

25 MS. GIBSON: No. No payment bond.

1 MS. CULLINGS: What I'm saying is, it's possible in an
2 addendum we can address the payment bond as we discussed through
3 Legal? Well, I'll let that be a question that will come out as
4 an addendum.

5 MS. GIBSON: Okay. You need to send me that question,
6 then.

7 MS. CULLINGS: Okay. And, you know where I'm going
8 with this with regard to paying sub-contractors? Okay.

9 This is a state-funded program, therefore, the program
10 that's administered is called MBE. You will use the directory
11 of the MDOT organization which is a state agency. You will see
12 firms that are listed as MBE/DBE. It is fine to use those
13 firms. But, if you come across a firm that only has DBE, then
14 you cannot use them on this particular contract. There are a
15 handful of only DBE's, and they're a handful of only MBE's. So
16 obviously, you have to go after firms that are MBE certified.

17 The nine percent (9%) goal that we expect, we think,
18 is reasonable with regard to goods and services, in general.
19 But, if you procure a good, which is a commodity or a supply
20 item, you can only be credited for sixty percent (60%) of the
21 cost of those items towards your goal. So, if you spend money
22 with the fuel oil companies, whatever the dollar value that you
23 spend, only sixty percent (60%) of that can go towards the
24 goals, so you understand that equation. It is, also, written in
25 your form.

1 So, let's just go through Form A. You are agreeing
2 that you will -- to the participation number one. Don't worry
3 about the sub-goals or you're telling us you can't do it, and
4 you're asking for a waiver, and you're giving a very, lengthy
5 reason why. Please sign page 2. Failure to sign page 2 says
6 you're not in it, at all. Sometimes the people who are sitting
7 here are not the people that do the forms, and they have cost
8 companies to lose out even when their price was greater than all
9 those others. So, please make sure that this is signed.

10 The instructions for [Form] B, keep them to yourself.
11 We don't need them back. And, on page 2 or Part 2 of that, you
12 will find a way to do calculations if you would have needed it.
13 Since there are no sub-goals, I'm sure you wouldn't need to do
14 that, but when there are sub-goals, you do want to make sure
15 your numbers are right.

16 MR. SNYDER: So, you don't even need Part 2 back on
17 Form B?

18 MS. CULLINGS: I do. I don't want the Instructions.

19 MR. SNYDER: You don't need --

20 MS. CULLINGS: These --

21 MR. SNYDER: -- the first two pages.

22 MS. CULLINGS: The first two --

23 MR. SNYDER: -- I got it, okay.

24 MS. CULLINGS: -- pages. Right. That's for you to
25 keep, and --

1 MR. SNYDER: -- Got it.

2 MS. CULLINGS: -- work out. When we get to Part 2 of
3 the MBE Participation Schedule, this is the real meat. You the
4 prime, lists the project solicitation number. In Column 1, you
5 will name the firm that is going to participate with you. You
6 will indicate in Column 2, their MBE Certification Number. It
7 is not necessary to tell us that you know their ethnicity one
8 way or the other. In Column 3, 3.1, you will identify what
9 percentage this firm will be providing to you. And, 3.2 allows
10 you to make those calculations on those firms that are certified
11 to do supply items or you're utilizing them to provide you with
12 a supply item. You have multiple forms, just so you can make as
13 many copies, but it's sort of like one sheet per firm. That
14 would make up your nine percent (9%) goal. So, at the time of
15 bid, where is this coming with the original?

16 MS. GIBSON: Yes, it comes with the original.

17 MS. CULLINGS: Okay. So, you won't need to make us
18 four (4) copies of this part. You may do that as she needs for
19 her original Solicitation. But, two (2), you would do two (2)
20 MBE documents -- copies.

21 MR. SNYDER: Is it --

22 MS. GIBSON: -- Wait a minute.

23 MR. SNYDER: -- because I mean --

24 MS. CULLINGS: -- You ask them for one (1) original
25 and four (4) copies.

1 MR. SNYDER: Yeah, normally, I -- we just --

2 MS. GIBSON: -- Yes, normally, they just put it in
3 their bid form. They put it in their bid form.

4 MS. CULLINGS: One (1).

5 MR. SNYDER: Okay.

6 MS. CULLINGS: One (1) original.

7 MS. GIBSON: Okay.

8 MS. CULLINGS: That's fine.

9 MR. SNYDER: Right. Okay.

10 MS. CULLINGS: I didn't want you to go make --

11 MS. GIBSON: Yeah.

12 MS. CULLINGS: -- multiple for this.

13 MS. GIBSON: No.

14 MR. SNYDER: Okay. No problem.

15 MS. CULLINGS: Okay, so Form B, there's a third part,
16 which you, again, must sign. Failure to do that can throw you
17 out. So, make sure that's signed.

18 So, [Forms] A and B comes with your original bid. If
19 you wish to submit [Forms] C and D at that time, it's okay with
20 us, no penalty. However, you're not required to, so if you want
21 to wait to discern that you are the awardee, then, you will be
22 invited to submit [Forms] C and D.

23 [Form] C is important. We need to know what efforts
24 you made to locate these firms. You could tell me I just went
25 in the directory, I ran an ad in the paper, you know, I did

1 this, that and the other, and that would be fine.

2 [Form] D is the form that -- excuse me --

3 MR. SNYDER: -- We're okay if we already know and
4 we've already got these, we can execute these and submit them
5 with the bid?

6 MS. GIBSON: Yes, you can.

7 MS. CULLINGS: Right.

8 MR. SNYDER: Okay.

9 MS. CULLINGS: But, you still have to tell us that you
10 went in the directory --

11 MR. SNYDER: Right. Right.

12 MS. CULLINGS: -- and found them or something.

13 MR. SNYDER: I understand.

14 MS. CULLINGS: Okay. Form D is one form per firm,
15 where you, again, will fill this out yourself. You will
16 complete it for that one company as to what work they will do
17 and, once again, you reaffirm what you put in Form B. You will
18 sign it. I accept the fact that you may want to fax it or scan
19 it to the next person to sign on and send back. I will take
20 this as a fax document which is what I'm saying. You don't have
21 to run around town trying to get that original signature. And,
22 you will do one of these per company that's meeting your nine
23 percent (9%) goal. Again, it's no penalty if you send it in
24 with your whole solicitation. If you want to wait until you
25 know you have the contract and get those signatures that's,

1 that's acceptable. I do want to make sure that you recognize in
2 the directory that there will be an occasional time that in
3 front of the NAIC code would be a letter "G." The "G" says that
4 company has graduated from that NAIC code only. They're still
5 certified, but whatever that NAIC code equals or defined as
6 that's not the service or good you could use for them on this
7 particular contract. So, be cautious of the letter "G." That's
8 important.

9 Secondly, you have to make a useful function of the
10 folks that you select that whatever they're certified to do is
11 what you would have them to do according to their profile, not
12 what they tell you. They want the business, they'll tell you, I
13 can cater and bring breakfast every morning, but if they're not
14 certified as a caterer, we won't give you credit for that type
15 of participation.

16 The other thing I just want to be clear on Nanette, we
17 are leasing them our buses, our equipment or they're using their
18 own?

19 MS. GIBSON: They're using their own, but we are
20 leasing two buses --

21 MR. NORRIS: Two the first three --

22 MS. GIBSON: -- Two the first three years.

23 MS. CULLINGS: Okay.

24 MR. NORRIS: After that we're undecided.

25 MS. CULLINGS: Okay. Are we accepting the vehicles of

1 sub-contractors on this?

2 MS. GIBSON: No, that's not in the contract.

3 MS. CULLINGS: Okay, which means you would not go to
4 Paula Transportation and say you're a minority, you and your
5 three buses come on in and I'm going to sub you one of these
6 routes coming or going or doing. Correct, Nanette?

7 MS. GIBSON: That's correct.

8 MS. CULLINGS: Right. Okay. So, I just want to be
9 clear about that so, you know, on that side.

10 If you utilize a company that is providing you
11 staffing, then they shall be a temporary agency who recruits the
12 staffing. If you're using another transportation company, you
13 have to discern how are they operating with you, if they are
14 managing their own people on your site, or how ever way you plan
15 that. But, don't utilize a transportation company as a temp
16 agency, just send me the bodies. That's not going to be
17 acceptable, and I don't want you to put something like that down
18 and be sort of clocked for it, if you will.

19 At the conclusion of the process that let's you know
20 you are the awardee, you and those subs should have a very small
21 agreement in execution. When I say, "small," we're not looking
22 for a phone book, but be very specific. 'This is what I want
23 you to do, this is how I want it done,' whatever the bells and
24 whistles are and the failure to do and thee, da, da da da da,
25 'and here's how you invoice us, and here's how we pay you.'

1 And, that's it. I need a copy in my office, naturally, signed by
2 both you and the subs. If you have some problems with the sub,
3 then I'm going to be looking at the agreement that they would
4 have breached. So, before you can just tell that person,
5 'You're out of the deal, I'm going to get someone else,' we have
6 to convene because we have to find out what the issues are, can
7 it be cured as we would do the same to you as a prime, and then,
8 move on from there in forms of replacement. However, the firm
9 goes out of business, no longer operate and you're still
10 obligated for your goals, then please reach me right away so
11 that we can talk about where you care to replace that vendor or
12 maybe up the ante with the others that are present to meet your
13 goals because -- so, you're still responsible to meet them, but
14 things do happen out there. Somebody could say, 'Look I'm very
15 busy, thank you I don't want to do this anymore,' and you still
16 want to meet your goals.

17 If I can help you in any way without breaching any of
18 the things you're to write by a certain time, do give us a call.
19 That would be technical assistance where you're trying to either
20 manipulate and maneuver the directory online which I'd like to
21 give you the number to MDOT because if it's that technical, then
22 that's who you want to call -- 410-685 -- I'm sorry -- 865-1269.
23 Is it 865?

24 MS GIBSON: Mm-hmm. Yeah, 865.

25 MS. CULLINGS: Okay, 1269. So, if it's something

1 you're not getting, it's not right, maybe someone has approached
2 you, said they're certified, you can't find them, you need to
3 verify with MDOT, those types of things. If you want to talk to
4 us about how you're trying to structure your goals to meet with
5 the sixty percent (60%), things of that nature, then, we'll be
6 glad to help you see what has to happen. If you calculate and
7 you don't meet the goal and you say, 'Woo, I'm at 9. whatever,'
8 or 'I'm at' -- I'm sorry this is 9 -- 'and, I'm 7.9 or I'm just
9 not there, there's nothing else I can buy, there's nothing else
10 I can think to do,' so I'm going to have to ask for a waiver for
11 the difference. And, that's where you want to be very clear in
12 explaining why you're not able to do the other small percent
13 that's not there, what efforts you made in trying to make that
14 happen and so on. That waiver would come to us, directly. And,
15 I might tell you that we will be looking at what the other
16 bidders were able to achieve before we would say, 'It's okay.'
17 We may, very well, say, 'Well, it's not okay, everybody else was
18 able to do it.' But, just be very clear about that. So, if you
19 need further instructions on that part, again, you can, you
20 know, call us and we can help you out.

21 I think I've covered everything. If you have any
22 questions, sound's like you've been doing this all along, all
23 over the place so sometimes the rules are the same, sometimes
24 it's a little different.

25 MR. SNYDER: You have any questions?

1 MR. TURLEY: Not on this.

2 MR. SNYDER: No, we're good.

3 MS. CULLINGS: Okay. Alright. Thank you, very much.

4 MR. SNYDER: Thank you.

5 MS. CULLINGS: Mm-hmm.

6 MS. GIBSON: The Living Wage Requirements. Please
7 read the Living Wage Requirements that's on Attachment K, and
8 also, fill out the Affidavit agreement. If you need additional
9 information, concerning the Living Wage, you can go on the
10 website which is www.dllr.state.md.us.laborlivingwage. And,
11 from the Living Wage, this contract is a Tier two.

12 Now, this meeting is open for questions related to the
13 Scope of Work. I ask that you state your name and your company
14 and I'll turn the meeting over now to Tim Norris to - as --
15 acting as the Project Manager to go over the Scope of Work.

16 MR. NORRIS: Yeah, pretty much, right now, we want 7
17 a.m. and 7 p.m. trips on the 903, but, at the start of this new
18 contract, it's going to increase to 9. So, that will be 18
19 total trips. Vehicle requirements, like I said, we're running
20 supply two buses the first three years. The last two years we
21 are unsure. If we purchase additional buses I'm sure we'll give
22 you two to replace the three that will come to their 12 year
23 life span, and they're two of three, so they'll be pulled at the
24 end of 2015. For the last two years, you know, we're still up
25 in the air. And, that's why the bidding, I think believe, we

1 asked for bid with your buses only in case you don't get them
2 we're at, you know, if we add our buses the last two years, we
3 left the room in there to put the price for our bus the last two
4 years, but we want you to go on your buses. I see Type of
5 Vehicle, you know what we're doing there.

6 Actually, these buses start in Charlotte Hall, they
7 stop at Mattawoman [phonetic sp.]. I, actually, got some
8 schedules here, I don't know if you've got any 903's. They go
9 through Suitland, Federal Center, and Metro.

10 MR. TURLEY: These are old routes.

11 MR. NORRIS: Yeah, these are old.

12 MR. TURLEY: Oh, okay.

13 MR. NORRIS: This is the one we're, presently,
14 running; correct.

15 MR. TURLEY: Right.

16 MR. NORRIS: I believe, Nanette, we -- I think, we
17 sent out the new proposed nine trip schedule, I believe?

18 MS. GIBSON: Yes. It's in the --

19 MR. NORRIS: Okay, yeah, I believe --

20 MS. GIBSON: -- Solicitation.

21 MR. NORRIS: Well, we --

22 MR. SNYDER: -- That's --

23 MR. TURLEY: -- Go ahead.

24 MR. SNYDER: My name is Dave Snyder from Martz. We
25 did have a question because we looked at the bid and maybe we

1 just missed it. We know we've got the description of all the
2 stops --

3 MS. GIBSON: Uh-huh.

4 MR. SNYDER: -- and, the maps, but what we were
5 looking for was --

6 MR. TURLEY: Just the timetable.

7 MR. SNYDER: -- the proposed time table for the nine
8 trips because we had -- we got this off -- online with the seven
9 trips, but we didn't see a proposed schedule that included the
10 two extra trips each morning and each afternoon, and we just
11 wanted to make sure we didn't miss it. And, we saw the maps and
12 everything, but that we didn't see in here.

13 MR. NORRIS: I thought the last thing I thought I sent
14 it to you.

15 MS. GIBSON: Yeah, I thought I put it in here.

16 MR. SNYDER: And, I was on it -- the schedule shows on
17 page RD 1 of 3 --

18 MS. GIBSON: Yeah.

19 MR. SNYDER: -- and then, it's got the two maps, but
20 we didn't see the revised proposed one with the other two runs.
21 And, that was, actually, our biggest question in the whole RFP.

22 MS. GIBSON: Yeah, it doesn't look like it's in here.

23 MR. NORRIS: Okay, we'll have to give you that.

24 MS. GIBSON: I'll put that in an addendum.

25 MR. SNYDER: Okay.

1 MR. NORRIS: As I recall, I believe the span is still
2 the same. We just shortened the head ways --

3 MR. SNYDER: Okay.

4 MR. NORRIS: -- and, squeezed the two trips --

5 MR. SNYDER: Okay.

6 MR. NORRIS: -- within. I will -- if we don't have
7 your -- I'll have to send it through Nanette --

8 MR. SNYDER: -- Sure, I understand.

9 MR. NORRIS: And, she'll have to disburse it to
10 wherever --

11 MS. GIBSON: Yeah.

12 MR. NORRIS: -- you know --

13 MR. SNYDER: Okay.

14 MR. NORRIS: -- as additional. I can't send it to you
15 directly --

16 MR. SNYDER: No, I understand.

17 MR. NORRIS: -- because --

18 MR. SNYDER: -- Right.

19 MR. NORRIS: -- everything's got to go through
20 Contracts.

21 MR. SNYDER: Got it.

22 MS. GIBSON: I'll put it in an addendum.

23 MR. SNYDER: Okay.

24 MR. NORRIS: Okay, Maintenance and Condition. We're
25 well aware of what we need there. Inspections, John Loca and

1 Peter got that all set up, so you're aware of that. Appearance,
2 Identification, we'd have to get you some more decals. ADA lift
3 equipment, you already have that and their buses will. On-time
4 performance, the same as 904. I mean, there's no -- there's no
5 changes off, off the Scope, although we have Weather. Yeah, I
6 like I said, it is -- I'm almost sure the span is still the
7 same, we just shortened the head ways --

8 MR. SNYDER: Okay.

9 MR. NORRIS: -- because there's a couple of half hour
10 head ways in there and that particular line we did have over
11 crowding. I think we lost some ridership because they couldn't
12 get on, and they're still full like, you know, your 904 buses --

13 MR. SNYDER: Mm-hmm.

14 MR. NORRIS: -- but, I think the ridership if we're
15 throwing in two additional round trips in there the ridership
16 will probably increase, and those buses will be full, also, but
17 at least, give us a little room to breathe a little bit to
18 start. And, other than that Nanette, that's pretty much -- I
19 mean, it ain't no new players, so I mean, we'll just be
20 repeating ourselves. Dave and Harold's both very familiar with
21 how we operate since they operate the 904 for us.

22 MR. SNYDER: We did have one other question. And,
23 this, actually, had to do with the bid form.

24 MS. GIBSON: Okay.

25 MR. SNYDER: And, I just want to make sure maybe you

1 we're just reading it wrong. On page BF 6 of 9, and it talks
2 about, you know, first year, second year, third year --

3 MS. GIBSON: Mm-hmm.

4 MR. SNYDER: -- fourth year and fifth year. And,
5 then, it, obviously, lists the, you know, the 9 individual where
6 you have blanks so you can fill in for each vehicle. And, we
7 were a little confused because it has a blank, and it says,
8 'times 204,120' bus annual miles and we thought the 204,120 was
9 for the entire contract, per year. And, that was on page BF 6
10 of 9 -- actually, 6 of 9 and 7 of 9. And, actually, our account
11 (unintelligible) because we were looking at the numbers and we
12 figured out the pricing and we were a little confused.

13 MS. GIBSON: Okay. The annual miles for?

14 MR. SNYDER: On page BF 4 of 9 annual miles. It says,
15 'annual revenue miles 204,120.' It's for the whole contract.
16 And, so we thought 6 and 7 might have been an error. I just
17 want to make sure.

18 MS. GIBSON: I'm a have to check that.

19 MR. SNYDER: Okay.

20 MS. GIBSON: And, I'll get back to you.

21 MR. SNYDER: Yeah, other --

22 MS. GIBSON: -- Then, I'll put it in the addendum.

23 MR. SNYDER: Okay. Got it. Other than that, we do
24 not have any other questions. It's, pretty, straight forward.

25 MS. GIBSON: Okay.

1 Alright, please remember to submit your questions in
2 writing to me by July 10th, 2012 no later than 4 p.m. Your
3 technical proposals are due on Wednesday, August the 8th, 2012
4 no later than 2 p.m., on this floor, the 7th floor, to my
5 attention.

6 And, do you have any questions, at all?

7 MR. SNYDER: Those are any additional questions, I
8 don't need -- those two I just asked, I don't need to put those
9 in writing to you do I?

10 MS. GIBSON: No --

11 MR. SNYDER: Okay.

12 MS. GIBSON: -- we're going to do an addendum.

13 MR. SNYDER: These are anything new after this
14 meeting?

15 MS. GIBSON: Yes.

16 MR. SNYDER: Okay. Got it.

17 MS. GIBSON: Anything new after this meeting.

18 MR. SNYDER: Okay.

19 MS. GIBSON: Okay?

20 MR. SNYDER: You have any questions?

21 MR. TURLEY: No.

22 MS. GIBSON: If nothing else, I thank you for coming.

23 MR. SNYDER: Alright.

24 MS. GIBSON: Have a great day.

25 MR. SNYDER: You too.

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MS. CULLINGS: This concludes the Pre-bid meeting at

10:35 [a.m.]

(THE PRE-BID MEETING WAS CONCLUDED)

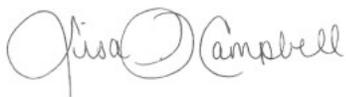
CERTIFICATE OF TRANSCRIBER

I, hereby, certify that the Maryland Department of Transportation, Maryland Transit Administration Pre-bid meeting for Contract No. T-8000-0381 held at 6 St. Paul Street in Baltimore, Maryland on June 27, 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 3rd day of July, 2012.

By: 

Lisa P. Campbell
Transcriber