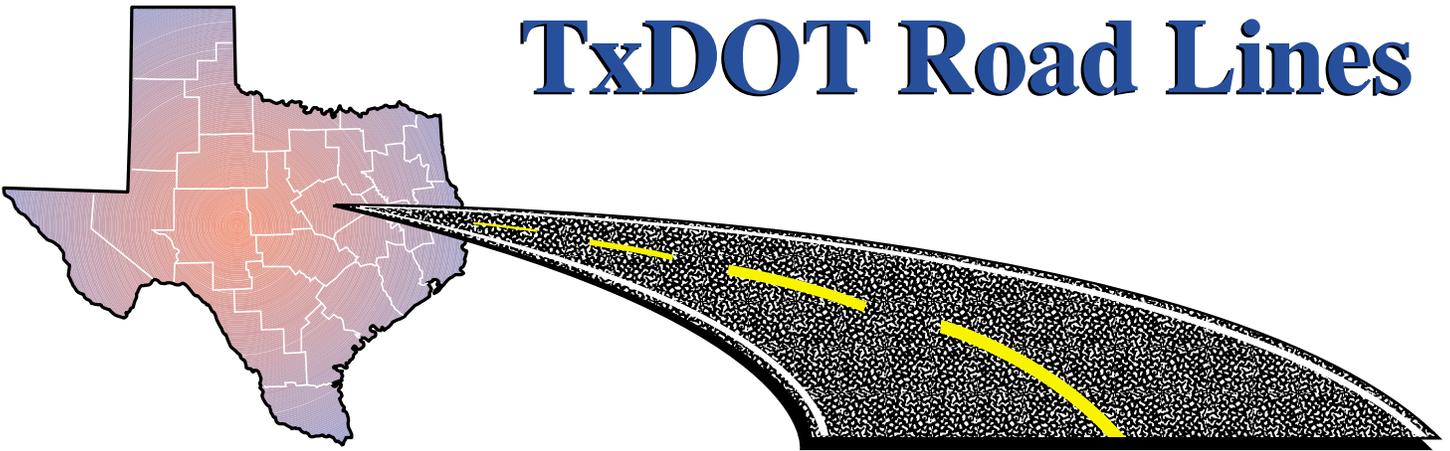


TxDOT Road Lines



Volume 4, No. 12

Business Opportunity Programs Section Publication

July 2003

Attention: All Certified Disadvantaged Business Enterprises.

Becoming certified as a Disadvantaged Business Enterprise (DBE) is only the first step to participation in TxDOT's DBE Program. It is important for certified DBE companies to know how their performance on a project determines the amount eligible for DBE credit.

Once it is determined a company is to be a DBE, the total amount paid to the DBE for work performed with their own forces is what is counted toward the DBE goal. When a DBE subcontracts part of their work to another business, the value of the subcontract work may be counted toward the DBE goal only if the subcontractor is itself a DBE. Work that a DBE subcontracts to a non-DBE firm does not count toward DBE goals.

Only expenditures to DBEs who perform a commercially useful function (CUF) on a contract are eligible for DBE credit. A

DBE is considered to perform a CUF when it is responsible for execution of the work of the contract and is carrying out its responsibilities by actually performing, managing, and supervising the work involved. To perform a CUF, the DBE must be responsible, with respect to materials and supplies, for negotiating price, determining quality and quantity, ordering the material and installing (when applicable) and paying for the materials used on the project.

Also, no credit is given toward the DBE goal for the cost of materials placed by a DBE or for the cost of equipment leased or rented and used in the DBE's work, when payment for those costs is affected by making a deduction from the prime contractor's payments to the DBE. The prime contractor providing work

continued on page 5

Contents

Attention: All Certified Disadvantaged Business Enterprises . . .	1,5
TUCP Certifying Agencies' Various Certifications	1,2,4
From the Director	2
New DBEs	3
TUCP Certifying Agencies' Various Certifications	4
TxDOT's Technical Assistance Program Knows Perseverance Pays Off	5
How TxDOT Purchases Goods & Services	6,7
Lubbock District	8
Fact Notes	8
Smarketing Business Systems, Inc.	9
The 5125 Company	10
GP Industrial Contractors, Inc.	11

TUCP Certifying Agencies Various Certifications

A few years ago, if you wanted to do business as a DBE statewide in Texas, you would have to fill out dozens of application forms. Then the U.S. Department of Transportation (DOT) required that all DOT funded recipients participate in a "Unified Certified Program" for each state in the U.S.A. This program now allows DBE firms to compete for federally funded contracts, as a DBE, around the entire state. In Texas, six major organizations now certify DBE firms across the state. So all new DBE applicants only need to be certified by the certification authority servicing the county in which their company headquarters is located. The program is called the Texas Unified Certification Program (TCUP), and has been in effect since October 1, 2002. DBE firms in Texas MUST contact the

agency servicing their geographical area based on their home county.

Certified DBE firms now have more opportunities to compete for DOT-funded contracts throughout the state including Federal Aviation Administration, Federal Highway Administration, and Federal Transit Authority contracts. If you have any questions you may contact our office at (512) 486-5530 or Toll Free 866-480-2518.

In addition to the DBE certifications, these six TUCP Certifying Agencies also process other various certifications as outlined in this article.

City of Austin

The Minority- and Women-Owned Business Enterprise (MBE/WBE)

continued on page 2

From the Director



James Dossett

Team Work, and What a Team TxDOT has!

I would like to thank all of our TxDOT colleagues that have participated in our programs. Our work requires that we are familiar with the operations of this Department and be able to identify opportunities for the business community. It is imperative that we work closely with all of TxDOT's Districts and Divisions.

Years ago we implemented the Disadvantaged Business Enterprise (DBE), Historically Underutilized Business (HUB) and Small Business Enterprise (SBE) Liaison Committee meetings at each District. These meetings have continued to be a vital way to communicate to the business community what opportunities are available. This program is effective because of the participation of the TxDOT purchasers, contract managers and various personnel.

We participate in various economic forums and conferences. The success of these conferences are enhanced by the participation of District personnel. It personalizes TxDOT to the attendees of the particular community in which the conference is being held.

Our newest program, Learning Information Networking Collaboration (LINC), has really hit home as to how much we appreciate our TxDOT colleagues. The program has been a tremendous success due to all of the participants within TxDOT, in particular TxDOT Area Engineers, and the Construction and Maintenance Divisions.

We also would like to thank all of the TxDOT colleagues that provide services to our Section. Our newsletter, TxDOT Road Lines, touches a lot of the incredible professionals within TxDOT, i.e. Electronic Publishing Center, Print Shop, Reprographics.

The Technical Assistance Program (TAP) depends on many hands that have made it an outstanding service to our small business community. TAP has for many years provided special training in categories such as construction, bonding, marketing, business law, accounting, business management, computers, and safety. Primarily the TxDOT personnel of the General Services and Finance Divisions are relentless with their expertise and help because we contract with various trainers and they need to be paid.

The bottom line is, we appreciate all of you at TxDOT that have made our work and the services that we provide the very best. If we can be of service to any of you, please let us know because we know the value of the great team TxDOT employs. 🇹🇽

TUCP Certifying Agencies Various Certifications

Continued from page 1

Procurement Program is administered by the City of Austin Department of Small and Minority Business Resources (DSMBR).

Applications for MBE/WBE Certification can be obtained from the DSMBR or the Purchasing Office Vendor Registration. The DSMBR conducts certification workshops monthly. For a schedule of these workshops contact the DSMBR office at (512) 974-7600. For more information on the City of Austin MBE/WBE Procurement Program and certification process, please contact or visit the: DSMBR at 4100 Ed Bluestein Blvd., Austin, TX 78721. Phone: (512) 974-7600 and Fax: (512) 974-7601; Office hours: M-F, 8 a.m.- 5 p.m.

City of Houston

The City of Houston has implemented a Minority/Women Disadvantaged Business Enterprise (M/W/DBE) program. Firms wishing to participate in the M/W/DBE program must be certified by the Affirmative Action and Contract Compliance (AACC) Division office which maintains and distributes the M/W/DBE Directory. The AACC administers similar programs for federally-designated Persons with Disabilities Business Enterprises (PDBEs). Firms wishing to become certified can attend one of the weekly pre-certification workshops, offered every Thursday at 2:00 p.m. at the AACC office, 611 Walker, 20th Floor. For more information, call AACC at (713) 837-9000.

Corpus Christi Regional Transportation Authority (CCRTA)

All vendors seeking Historically Underutilized Business (HUB) certification should contact the DBE/HUB Liaison Office. Your inquiries will be welcomed and the certification form will be promptly sent to you. You may contact us or come by at the address below: 5658 Bear Lane, Corpus Christi, TX 78405; Phone 361-289-2712.

North Central Texas Regional Certification Agency (NCTRCA)

The Minority- and Woman-Owned Business Enterprise provides free certification applications to applicants. The NCTRCA requests only the minimum documentation that will support the ownership, management, and controlling role of the minority or women owners and key employees. If the requested information is not applicable or available, explain on a separate page why the information is not available or applicable or simply write N/A.

Various minority chambers of commerce as well as member entities offer certification application assistance.

The State of Texas exempts all certification records from the open records act.

Contact information: 624 Six Flags Drive, #216, Arlington, TX 76011.

continued on page 4

Congratulations!

Newly Certified as DBEs

A.G.W. Steel, Inc.

PO Box 25045
Decatur, IL 62526-5045
217-875-3739

Minor Structures
Material Supplier: Regular Dealer of Pipe Steel
Pillings, Reinforcing Steel, Cutting Saw Blades

Apache Barricade & Sign

11560 Pellicano Drive
El Paso, TX 79936
915-592-6619

Traffic Control Devices
Material Supplier: Manufacturer of Traffic Control Devices

Dawn Express

2005 Broadway #113
Beaumont, TX 77701
409-212-8222
Hauling

N-Line Traffic Maintenance, L.P.

PO Box 4724
Bryan, TX 77805-4724
979-778-9999
Traffic Control Devices

Reynosa Construction, Inc.

PO Box 3008
Amarillo, TX 79116-3008
806-373-3171
Minor Structures, Painting, Rest Areas, Building
Construction

RVP Concrete Construction

500 Cedar
Marshall, TX 75670
903-938-1105
Concrete Paving and Incidentals

Deborah Rosen

PO Box 954
Winter Park, FL 32790
Insurance, Financial, Real Estate, Mortgages

Restl Designers, Inc.

13 Firstfield Road
Gaithersburg, MD 20878
301-258-0933
Engineering

ABC General Contractors

1762 Ronald McNair
El Paso, TX 79936-5508
915-921-9578
Earthwork, Base and Subbase Fencing, Landscaping,
Minor Structures and Painting

Mr. Juan N. Alejandro

PO Box 374
Sabinal, TX 78881
830-988-2814
Truck Owner-Operator

Farmer s Supply & Transportation Company

PO Box 443
Cheyenne, OK 73628-0443
580-497-2567
Hauling

Elmer Bean Dirt Service

Rt. 1 Box 18 C
Kirbyville, TX 75956
409-659-8726
Hauling

G.O. Excavating & Construction

RR 4 Box 112-R
Alamo, TX 78516
956-227-8501
Minor Structures and Miscellaneous Concrete

JACO General Contractors, Inc.

1605 George Dieter #582
El Paso, TX 79936-5601
915-855-2646
Minor Structures

Prime Irrigation & Landscape, Inc.

352 Dolan
El Paso, TX 79905-4410
915-532-6215
Landscaping, Minor Structures,
Rockwalls, Demolition, Irrigations

McCorkle Truck Line, Inc.

PO Box 94968
Oklahoma City, OK 73129
405-677-8349
Hauling

Monrreal Trucking

PO Box 2250
Sunland Park, NM 88063
Hauling

R.K. Bass Electric, Inc.

PO Box 2464
Harker Heights, TX 76548-0464
254-698-8751
Rest Areas

Sharon Green and Associates

275 Centennial Way, Ste. 104
Tustin, CA 92780
714-669-9222
Management, Consulting Services, Human Resources

Navaid Lighting Associates, Inc.

PO Box 1028
Olive Branch, MS 38654
662-895-0349
Aviation: Airfield Lighting, Testing, Training, and
Consulting Services; Design Assistance, Inspection
Services, and Review of Plans and Specifications for
Airfield Lighting

Three Feathers Construction Services, Inc.

PO Box 1057
Anadarko, OK 73005
405-247-1022
Earthwork, Fencing, Landscaping, Minor Structures,
Demolition

Valley Illuminators

PO Box 3001
Federal Way, WA 98063-3001
Aviation, Material Supplier: Manufacturing Airfield Runway
Items including Reflective Edge Markers, Signs & Lights

Wilds Green Grass Sod Farms, Inc.

PO Box 911
El Reno, OK 73036
405-262-5534
Landscaping, Material Supplier: Regular Dealer of Sod

Advantage Trucking, Inc.

612 South 15th Street
Nederland, TX 77627-4503
409-722-7001
Hauling

Velasquez Rail Group, Inc.

4619 Sandra Lane
Odessa, TX 79767
915-367-4898
Traffic Control Devices: Design, Construction and
Maintenance of Signal Systems

C. A. Ciccone, Inc.

28620 FM 963
Oakalla, TX 78608-1056
512-556-4114
Sales of CD/DVD Publishing and Duplicating
Equipment; Blank Media and Packaging

Cockrell s Construction, Inc.

PO Box 724
Temple, TX 76503-0724
254-778-6709
Asphalt, Hauling, Painting, Concrete Paving,
Landscaping, Rest Areas, Earthwork, Minor
Structures, Underground and Utility Work, Fencing,
Welding and Demolition

G. Graham Design

7217 Kings Place
Amarillo, TX 79109
806-359-6259
Graphic Design and Production of Print Media

E-Squared

43969 Tavern Drive, Ste 200
Ashburn, VA 20147-3900
703-858-5588
Transportation Consulting in Intelligent Transportation
Systems

FPL and Associates, Inc.

10 Corporate Park, Ste. 310
Irvine, CA 92606
949-252-1688
Design Consulting Services

Q3 Telecom, Inc.

3400 East Tahquitz Canyon Way B-229
Palm Springs, CA 92262-6918
760-219-8480
Public Telecommunications Equipment Supplier,
Installations and Service Management, Airport
Telecommunications Project Management

G & O Fence Contractors, Inc.

11406 W. 57th Street
Odessa, TX 79764
915-381-2162
Fencing

GP Industrial Contractors, Inc.

PO Box 847
Port Arthur, TX 77641-0847
281-208-3661
Drafting, Major Structures, Industrial Manufacturing,
Rest Areas

J & M Electric

3910 S. Georgia
Amarillo, TX 79109
806-355-5512
Illumination, Electrical Contractor

Liberty Hauling, Inc.

250 Friar Tuck Lane
Groves, TX 77619-4908
409-962-4962
Hauling

Project Information Services

2638 S. W. River Shore Drive
Port Saint Lucie, FL 34984
772-344-8280
Integrated Management Systems, Public
Transportation; Scheduling and Cost Control

Brother s Paving, Inc.

8114 Hwy 359
Laredo, TX 78043
210-722-8060
Asphalt, Earthwork, Minor Structures, Concrete
Paving, Hauling

Lanier Environmental Consultants

PO Box 241562
Montgomery, AL 36124-1562
334-396-4004
Environmental Consultants



TUCP Certifying Agencies Various Certifications

Continued from page 2

Office Phone: (817) 640-0606, Fax : (817) 640-6315,
E-mail: mail@rctrca.org

South Central Texas Regional Certification Agency (SCTRCA)

The SCTRCA, in San Antonio, is a non-profit corporation that represents several public entities in the South Texas area. These entities are committed to enhancing participation for minority- and woman-owned businesses in public/government contracting and purchasing activities. The SCTRCA operates the Small Business Enterprise (SBE), Minority Business Enterprise (MBE), and Woman Business Enterprise (WBE) Programs to certify firms in accordance to SCTRCA standards.

Texas Department of Transportation

In addition to Disadvantaged Business Enterprise (DBE) Program certification, TxDOT also certifies firms in a Small Business Enterprise (SBE) Program. The SBE Program is for Highway Construction and Maintenance contracts funded entirely with state and local funds. Firms that are certified in the Federal DBE Program or the State Historically Underutilized Business (HUB) Program are eligible for SBE program without submitting an SBE application.

Firms that are NOT certified in the DBE or HUB Programs must meet the following requirements:
Must submit application;

At least 51% of the assets and interest and/or classes of stock, etc. must be owned by one or more persons who are U.S. Citizens or Lawfully Admitted Permanent Residents.
Four consecutive annual gross receipts should not exceed SBA size standards (6/2003 SAMPLE):
General Building Contractors and
Heavy Construction\$28.5 million
Construction Special Trade Contractors\$12.0 million
Brush Removal Services\$10.5 million
Mowing Services\$ 6.0 million
Professional Services such as Engineering and Surveying\$ 4.0 million
Real Estate Appraisal Services\$ 1.5 million
NOTE: [Truck-Owner-Operators will also be certified.]

SBE Certification Procedures:
Certified or denied within 90 days from receipt date of a satisfactorily completed application.
No on-site review of business office operations is required.

SBE Certification Renewals:
Certified for two years.
Must submit renewal application to be recertified.

SBE Directory:
The TxDOT SBE Directory is on the Internet at website:
“www.dot.state.tx.us” 

The following list shows the counties in Texas serviced by each DBE certifying agency:

City of Austin	Corpus Christi Regional Transportation Authority	City of Houston	North Central Texas Regional Certification Agency	South Central Texas Regional Certification Agency	Texas Department of Transportation
Bastrop, Caldwell, Hays, Travis, Williamson	Aransas, Bee, Goliad, Jim Wells, Karnes, Kleberg, Live Oak, Nueces, Refugio, San Patricio	Brazoria, Chambers, Fort Bend, Galveston, Harris, Liberty, Montgomery, Waller	Collin, Dallas, Denton, Ellis, Erath, Hood, Jack, Johnson, Kaufman, Navarro, Palo Pinto, Parker, Rockwall, Somervell, Tarrant, Wise	Atascosa, Bandera, Bexar, Comal, Frio, Guadalupe, Kendall, Kerr, McMullen, Medina, Uvalde, Wilson	All other remaining Counties in Texas
Mailing address: P.O. Box 1088 Austin, TX 78767-1088 Phone: 512-974-7600	Mailing address: 5658 Bear Lane Corpus Christi, TX 78405 Phone: 361-289-2712	Mailing address: 611 Walker 20th Floor Houston, TX 77002 Phone: 713-837-9005 Fax: 713-837-9050	Mailing address: 624 Six Flags Dr. Suite 216 Arlington, TX 76011 Phone: 817-640-0606 Fax: 817-640-6315	Mailing address: 301 South Frio Suite 310 San Antonio, TX 78207 Phone: 210-227-4722 Fax: 210-227-5712	Mailing address: 125 E 11th Street Attn: CST-BOP (RA 200) Austin, TX 78701-2483 Phone: 866-480-2518 or 512-486-5530 Fax: 512-486-5539

TxDOT s Technical Assistance Program Knows Perseverance Pays Off

Clifford Hall won't say exactly when he started pouring concrete in Texas. When you ask him for a more precise date, the owner of Concrete Finishers of Houston just smiles, and drops the names of several prominent current and past TxDOT executives whom he knew when they were young inspectors.

Clifford learned the business from the ground up, as a Federal Job Corps intern, union equipment operator, concrete foreman and eventually project superintendent. While he quickly learned technical skills, Clifford realized that one common trait of the better contractors was the commitment and quality of people in the field. So, long before "economic development" and "supplier diversity" were familiar buzzwords, Clifford had made up his mind to one day run an organization that would give back to the community by hiring, training, motivating, and developing employees from minority neighborhoods, to prepare them to become the successful highway contractors of the future.

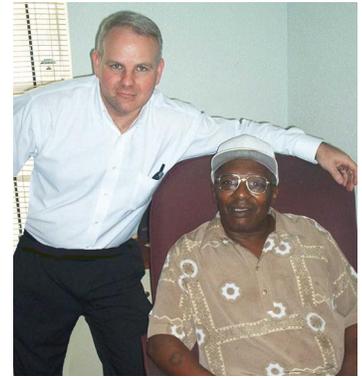
Clifford's vision led to leadership roles in an emerging minority contractors association, and along the way he made many significant contributions to the evolution of some of the first public minority contractor initiatives, including the TxDOT DBE program and the City of Houston Wastewater program. By 1998 Clifford Hall had a taste of entrepreneurship, and went to work to build the kind of organization he had envisioned. One important strategic goal was to become a prime contractor for TxDOT, but despite having experience doing TxDOT work as a subcontractor, and having universally recognized construction expertise, Clifford ran into the proverbial brick wall when it came time to get bonding.

In January of this year, Clifford was contacted by Hank Simpson, a bonding consultant. Hank is one of a small number of consultants providing bonding assistance through the TxDOT Technical Assistance Program, under the administration of the

TxDOT Business Opportunity Programs Section. Hank and Clifford worked together closely for several weeks, identifying problems, exploring options, and addressing those issues that would most concern a prospective surety. Together, they developed a game plan to communicate the quality, experience, and creditworthiness of the company, and after meeting with several prospective agents, they were able to obtain a small initial commitment.

"I don't do anything magical," explains Hank Simpson. "I've been in the bond business a long time and I know how to explain things, and where to go to have the best chance of success. Concrete Finishers is a good example of a company that has all the resources to be successful and just needed someone to help them properly communicate their strengths. In this particularly ugly surety market we are in right now you need to stand out to even get looked at."

Concrete Finishers of Houston has already bid on some TxDOT projects, and they are finalizing a business continuity plan to allow Clifford Hall to pass the business along to his sons in a few years. Clifford observes that "the bond training helps me right away, and will save the state money, too, as I get work. All I wanted is a chance to show what we can do, and now we've got it." Contact information: Concrete Finishers, 8117 Count St., Houston, TX 77028, Tel 713-635-3819, Fax 713-635-3388; clifford_hall@msn.com. 



*Hank Simpson-Instructor;
Clifford Hall-president
Concrete Finishers*

Attention: All Certified Disadvantaged Business Enterprises.

Continued from page 1

is effected by making a deduction from the prime contractor's payments to the DBE. The prime contractor providing work crews and equipment to DBEs is prohibited.

A DBE is subject to a Compliance Review on each project they have been named on to meet a DBE goal. If it is found that the DBE is not performing a CUF, the prime contractor will not receive credit for the work performed by that DBE. The DBE is then subject to a

Certification Review to determine if the minority/women owner(s) are controlling the day-to-day operations of the company. This could result in the decertification of the company as a DBE.

DBE material suppliers and hauling companies have additional requirements pertinent to their functions on a project. It is the DBE's responsibility to find out what those requirements are and how they impact their performance as a DBE on a TxDOT project. Not complying with the

requirements could mean that a prime contractor will not receive credit toward meeting the contract DBE goal.

As you can see, the DBE has a responsibility to make sure their performance on a project complies with the above requirements.

If you have any questions regarding DBE performance on a contract, contact the Compliance and Complaints Branch of the Business Opportunity Programs Section. Toll free 866-480-2518. 

How TxDOT Purchases

Ask Us About Our Small Business
Learning, Information,

	Who at TxDOT solicits bids and makes the purchase?				\$	What are the bidding limits?
	\$	Districts	Divisions & Offices			
Services	All dollar amounts.	Districts handle this.	Must go through the General Services Division of TxDOT.	Goods & Services	\$2,000 and under	Competitive bidding is not required. bids may be verbal and may be by phone.
					\$2,000.01 thru \$5,000	A minimum of 3 bids are required. Bids may be verbal and may be by phone. Two-thirds of the bids must be from HUBs, evenly divided between women-owned and ethnic-owned businesses.
\$5,000.01 thru \$10,000	A minimum of 3 formal (written) bids are required. Two-thirds of the bids must be from HUBs, evenly divided between women-owned and ethnic-owned businesses.					
Goods (Includes equipment) (Goods are also referred to as supplies or commodities.)		\$15,000 and under	Districts handle this.		Must go through the General Services Division of TxDOT.	\$10,000.01 thru \$25,000
	Over \$15,000					Over \$25,000

Goods & Services

Goods & Services LINC Program Networking, Collaboration



Where does TxDOT find vendors for soliciting bids?	Where can vendors find what's available for bidding on?
<p>Purchases in this dollar range fall outside the established requirements for locating vendors; therefore, purchasers are free to use a variety of resources such as the CMBL, personal knowledge of available vendors, Internet, vendor lists on TxDOT's mainframe, the Thomas Registry, trade magazines, and the yellow pages.</p>	<p>Purchases in this dollar range fall outside the established requirements for posting bidding opportunities; therefore, purchasers are free to use a variety of sources. Vendors may want to explore options such as (1) contacting purchasers at TxDOT's districts; (2) subscribing to the CMBL; (3) attending workshops sponsored by Chambers of Commerce, TxDOT or other business-related entities; and (4) the Texas Marketplace (although not required, amounts \$25,000 and less may be posted).</p> <p>In an effort to help vendors identify what is available for bidding, TxDOT's BOP Section can arrange one-on-one meetings between vendors and TxDOT purchasers.</p>
<p>Purchasers must use the CMBL.</p>	<p>* Electronic State Business Daily (ESBD), available through the Texas Marketplace.</p> <p>* A prospective bidder not on the CMBL may request, via the ESBD or in writing, a copy of a solicitation anytime prior to the bid opening date and time.</p> <p>* Specific information on Open Market Bids can be found at www.tbpc.state.tx.us; then click on Central Procurement Division, TPBC Contracting/Bid Opportunities, and TPBC Open Market.</p>
<p>Purchasers must use the CMBL.</p> <p>All vendors on the CMBL listed under the commodity code for the requested item will receive a solicitation.</p>	



Dennis Morgan

Lubbock District

Dennis Morgan has seen a lot of changes in his 23 years with the department. Changes in personnel, processes, management styles—all these important and note-

worthy. But, the change that has had the most significant impact on the department and the warehouse in particular, was the move from a manual to automated purchasing system.

Morgan joined TxDOT in 1981 in the Lubbock District, running errands for the warehouse. A year later, he moved to the counter and did other odd jobs such as loading or unloading trucks. By his third year, Morgan had moved up to assistant manager and two years after that, he was appointed warehouse manager.

During those five years, he watched the warehouse move from manually posting inventory on index cards, to a computerized system that keeps track of each operation. “The first software systems were fairly basic with simple mainframe functions,” Morgan said. “But, over time, they improved and evolved into a much more sophisticated process, the department’s APS or Automated Purchasing System.”

As warehouse manager, Morgan oversees ten employees and makes sure that all local procurements are processed following state and federal laws and TxDOT policy. He works with management to assure that goals are met on long supply and items with no demand. It’s also his job to manage the inventory, making sure there are adequate sup-

plies in stock for district personnel. Morgan also practices stock management techniques—learning how to read the trends in the market and making inventory adjustments accordingly. He enjoys the daily challenge of finding products. In fact, his nickname used to be “The man who can” because of his uncanny ability to locate obscure merchandise. “If someone said it didn’t exist, I found it,” he added.

His favorite part of the job, however, is the challenge of change. The future of purchasing includes a system called E-procurement (electronic procurement) where all business transactions—buying and receiving—will be automated. He also enjoys working with the department’s DBE and HUB programs, and he’s had some success stories. Morgan feels that TxDOT has played a major role in assisting several local HUB vendors. The vendors are generally identified at various DBE/HUB meetings sponsored by the Business Opportunity Programs office and the local Chambers of Commerce. “The one attribute that impressed me about these vendors was customer service,” he said. “Because of their attention to customer service, these vendors have grown and run first-class operations. TxDOT had enough faith in them to give them a chance in the beginning.”

Morgan also takes pride in his work. His father used to tell him that if you couldn’t find time to do the job right the first time, when would you find time to do it over? Morgan lives by that philosophy. “Both of my parents were influential in my life,” he noted. “They always had faith in me, no matter what.” Morgan has one daughter, a stepdaughter and stepson and four grandchildren. 🇹🇽

FACT NOTES:

Public transportation is not as big in Texas as in many other states. Many Texans have the attitude reflected in the statement: You can get my car from me when you pry my cold dead hands from the steering wheel!

According to the 4th Quarter, 2002 Austin Public Transportation Authority Transit Ridership Report, the largest public transit system (by far) is the MTA New York City Transit. A distant second is the Chicago Transit Authority, followed closely by Los Angeles County MTA and Washington Metro Area TA in D.C.

The busiest public transit system in Texas is the Metro Transit Authority of Harris County (Houston Metro). A distant second in Texas is the Dallas Area Rapid Transit (DART) followed closely by the VIA Metropolitan Transit in San Antonio. There are thirteen major public transit authorities in Texas and 243 nationwide.

California has the most major public transit systems with 44. New York State is a distant second with 18 followed closely by Florida with 17. The states with NO major public transit systems are Alaska, Delaware, New Hampshire, North Dakota, and Wyoming. 🇹🇽

Smarketing Business Systems, Inc.

Smarketing Business Systems, Inc. as we know it today may never have come into fruition without the determination and hard work of its founders who conceived and visualized a successful full service office supply business over 14 years ago. Today Smarketing has earned a reputation as a key player consistently demonstrating its trademark philosophy of delivering exceptional customer service. Centrally located near the Astrodome area in Houston – Smarketing offers a full range of office supply products, equipment, school supplies and furniture. Its primary distributor is S.P. Richards who maintains an inventory of over 25,000 items combined with a 97% fill ratio. S.P. Richards currently has a distribution network of 44 locations nationally and guarantees delivery within a 24-hour window.

Smarketing holds minority certifications with the City of Houston, Houston Minority Business Council, and is also a State of Texas HUB vendor. The company’s impressive clientele list includes Chevron/Texaco, TxDOT, Schlumberger, City of Houston, Texas Southern University, Baylor College of Medicine, University of Texas, Garden Ridge, Majic 102 Radio.

When the blueprint for Smarketing was designed we envisioned a company that would surpass the mediocrity of other office supply businesses – an enterprise that would set a precedent delivering a superior product backed by a principle that would re-define “customer care.” Smarketing is often described by its customers as their “preferred” vendor of choice due to its track record of order accuracy, competitive pricing, online ordering, and 24-hour shipment schedule. Many of them are on a first name basis with the customer service coordinator assigned to their specific account and value the personalized service that is non-existent with similar companies. Our founders realized that a woman-owned minority business

would face many challenges, however, we believed that entrepreneurial instincts and tenacity would ultimately outweigh those challenges and materialize into the thriving business it is today. During its infancy, Smarketing encountered the normal difficulties in operating a small minority-owned business however, the company gained credibility when it secured contracts with Houston Independent School District and Houston Community College. Smarketing went on to become one of the top ten independent dealers in the Houston market maintaining regional and national accounts.

In light of its many successes, Smarketing has not sacrificed its commitment to providing “old fashioned” customer service – a value which is sometimes lost in a rapid growth industry. Smarketing has adopted its own ten commandments which have served as its primary business model over the past 14 years: (1) Listen, listen, listen; (2) Communicate clearly; (3) Be prompt and professional; (4) Be positive; (5) Every customer gets a hello and a goodbye; (6) Establish a friendly, first-name basis; (7) Have fun, yet be respectful; (8) Be neat, be clean, and be fit; (9) Extend compliments; (10) Do it now! Contact information: Gerald Johnson at (713) 529-5898 Smarketing Business Systems, Inc. 2525 W. Bellfort, Suite 110, Houston, TX 77054. 🇺🇸



Our Staff

TxDOT Road Lines

James Dossett, Editor

Pat Merrill, Assistant Editor

Gloria Brown, Copy Coordinator

This publication is published quarterly for customers of the Business Opportunity Programs Section (small and minority businesses, prime contractors, Chambers of Commerce, and TxDOT employees). Contents of TxDOT Road Lines are not necessarily official views of, or endorsed by TxDOT.

Printed circulation: 7,000.

Contributors

R.D. Brown, Efreem Casarez, Berdell Collins, Cynthia Gonzales, Monica Guerrero, Penny Mason, Betsy Paez, Amy Rodriguez, Tamela Saldana

Design and Publishing

TxDOT General Services Division (Electronic Publishing Center) (TxDOT Print Shop)

Order Form ≠ Order Form ≠ Order Form

- TUCP DBE Certification Application
- TUCP DBE Certification Application for Truck Owner-Operator
- Business Networking Resources
- DBE/HUB/SBE Comparison Sheet
- Technical Assistance information
- List of TxDOT districts and purchasers
- Other (please specify) _____

Please send the items indicated above to:

Please type or print.

Name _____

Company _____

Address _____

City, State & Zip _____

Phone # _____

e-mail _____

*Do you have a question?
Or a suggestion!*

Let us hear from you.



Pat Espericueta, President, Elma Henrickson, TxDOT Inspector, David Williams, Williams Brothers Construction Co.

The 5125 Company

After 2 years with the Citrus Valley Company, Pat Espericueta found herself without a job when the Houston based utility company decided to close their Rio Grande

Valley office in the early 1990s. With only office experience in underground utility work, Espericueta decided to go on her own and purchase The 5125 Company, another utility company specializing in underground utility installation –water, sanitary sewer, drainage and irrigation. She said, “I knew I would find myself in an opposing and often antagonistic position. I saw myself constructing homes not underground installing utilities”. However, the opportunity was there and she decided to pursue it.

The construction industry has been a bit tough to Espericueta, but that has not phased her. “Once everyone recognizes the fact that I know what I am doing, they become receptive”. “At first I could often hear whispers in the project meetings - who is she?” And even now, when she is in the field with a project superintendent, others assume she is the secretary. Her uncompromising determination reflects who “the boss” is.

Espericueta says the bulk of their work is with municipalities, and they work only as a sub-contractor on TxDOT projects. The 5125 Company has been a DBE with TxDOT for about 3 years. Recently, The 5125 Company has a couple of large notches under their belt working as Williams Brothers Construction Company’s sub-contractor for storm sewer installations on two US 83 Expressway projects in the Pharr District.

Up to this point, the company has worked on projects in the Rio Grande Valley (RGV) and according to Espericueta, the company has no plans on working outside of the Rio Grande Valley because she says “they have enough work here (RGV) to keep them busy”.

When asked what makes her company unique she says “we do the job right and take pride in our work”. Elma Henrickson, TxDOT Pharr District Inspector would have to agree. She says, “Pat is out there with her crew making sure the job is done right”.

As for the name of the company, she says “I wish there was something more to the name, but 5125 US 281 was the building’s physical address when the company incorporated in 1988.” “Maybe I should make up a more interesting story for the name”, she says jokingly. Contact information: The 5125 Company, 1008 Doherty, Mission, TX 78572; Tel 956-583-5125, Fax 956-585-1633. 📍



NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES



BUSINESS REPLY MAIL

FIRST-CLASS MAIL PERMIT NO. 175 AUSTIN, TX

POSTAGE WILL BE PAID BY ADDRESSEE

BUSINESS OPPORTUNITY PROGRAMS SECTION
CONSTRUCTION DIVISION
TEXAS DEPARTMENT OF TRANSPORTATION
125 E 11TH ST
AUSTIN TX 78701-9525



**HISPANIC
CONTRACTORS
ASSOCIATION
DE TEJAS**

**8th Annual Convention
and Business EXPO**

September 25-27, 2003

Sheraton Gunter Hotel
205 E. Houston Street
San Antonio, TX
(888) 999-2089
(210) 227-3241

*A Proud Past —
A Safe Future*



(Top: From Left to Right)
Chris Gaskill, Field Foreman; Donnell Corner, Shop Foreman;
Roosevelt Petry, Jr., President/CEO (Center);
Jim Beasley, Construction Manager; Al Vincent, Estimator;

(Bottom: From Left to Right)
Vicki Johnson, and Stacey Blanton –Office Administration;
Pat Guillory, CFO; Raquel Olivier, CPA, Marketing.



Pat Guillory, CFO; **Roosevelt Petry, Jr., CEO**. GP's commitment and dedication to its customers, employees, and community earned GP the Small Business Administration's Industrial Business of the Year 2002 Award.

GP Industrial Contractors, Inc.

GP Industrial Contractors, Inc. (GP) is a certified minority owned and operated enterprise and has successfully completed the DBE certification. A list of other certifications includes the State of Texas' HUB, the City of Houston's Minority- and Women-Owned Business Enterprise (MWBE), and the Golden Triangle Minority Business Council's MWBE.

GP is a diverse company providing steel and pipe fabrication, welding, fitting, computer-aided drafting and miscellaneous steel components to industries and organizations. GP's operating facilities include a Pipe and Machine Shop and Fabrication facilities located in Port Arthur & Houston, Texas. "Our services and supplies meet the needs of Refineries, Petro-Chemical, Power Generation, Construction, Transportation and Governmental entities."

GP's portfolio includes completed and in-progress projects for some of the premier industrial companies in Southeast Texas. The list includes Clark Refinery, Premcor Refining Group, Huntsman Corporation, and ATOFINA Petrochemical Company. GP has demonstrated its diversity by providing Computer Aided Drafting & Design (CADD), structural steel products and construction services to Brown & Root, Ergon, Hirschfeld Steel, Capital, and Hunt Construction and the City of Port Arthur.

A brief listing of some of the projects is:

PROJECT

- Replacement of Raw Water Settler Walkway at the C-4 Facility
- Design/Fabricate/Install Handrails
- Owner: Harris County Sports Authority
- Construct/Fab/Install Pig Launch Stations at Sun Oil
- Replace 24" Crude Lines for Turnaround
- Install Flare Towers & Foundations
- Process Pipe Fabrication VPS#4
- Stainless Steel Handrails
- Canopies-Structural Steel
- Construct –Provide Skilled Crafts for Multi-Purpose Arena

CUSTOMER

- Huntsman
- MinuteMaid Stadium (Formerly Enron Field)
- ATOFINA Petrochemical Company
- Premcor Refining Group
- Clark Refinery
- Motiva Enterprises, LLC.
- Capital –Owner: Harris County Sports Auth.
- Capital –Owner: Harris County Sports Auth.
- Hunt Construction –Harris County Sports Auth.



GP construction crew at site of Houston Multi-Purpose Arena. The greatest asset of GP is not listed on the Balance Sheet, it is OUR STAFF! Our staff consists of a team of professionals and highly skilled individuals determined to work safely, diligently and productively. Safety is priority at GP. We consistently provide safety training.



Our dedication to customer service includes 24 hour, 7 day a week service, immediate response, competitive pricing, qualified personnel, and upgraded equipment. GP pledges quality service to each customer and welcomes the challenges of growth that will benefit our customers, co-workers, families and community.

When you need the services of a highly skilled and safety-driven team, contact us at: GP Industrial Contractors, Inc., P.O. Box 847, 410 Houston Avenue, Port Arthur, TX 77641; Phone: (409) 982-8343, (281) 850-8889, Fax: (409) 982-8176, Fax: (281) 208-3662, e-mail: rpetry@gpic2000.com, website: www.gpic2000.com. 🇺🇸

TxDOT Business Opportunity Programs

Phone & Fax Numbers

AC 512

	Phone	Fax
Main number	486-5500	486-5509
Certification & Audit	486-5530	486-5539
Goal Setting & Data Reporting	486-5500	486-5519
Compliance & Complaints	486-5510	486-5519
Education & Outreach	486-5540	486-5529

Toll-free number: 866-480-2518

Doing IT with TxDOT ... Information Technology ...

Through our One-On-One Business Appointment Program the Education and Outreach Branch coordinates procurement opportunities with Information Technology (IT) Vendors, TxDOT IT Purchasers, and IT Resource Administrators. The One-On-One appointments provide an opportunity for IT vendors to market their company to the department. At the same time, vendors can learn about upcoming IT purchases for computer hardware and software as well as upcoming IT projects by districts state-wide. If an IT vendor is a certified DBE, the BOP office can also provide technical assistance for those that need business development.

BOSS XVII/MEDWEEK/TCABHEO

Texas International Trade Summit • September 3-6 2003

Hyatt Regency Hotel • 208 Barton Springs Rd

Austin, TX 78704 • 512-477-1234

Summit Information: 512-322-0177, 512-442-8216/fax, bburton@tmboc.com; www.tambe.org

Theme: Building Strategic Partnerships for Progress & Profit • General Chair & Underwriter:

HEB – Winell Herron • Co-Chair: Center Point Energy – Jewel Smith



Business Opportunity Programs Section
Construction Division
Texas Department of Transportation
125 E. 11th Street
Austin, Texas 78701-2483

PRSRT STD
US POSTAGE PAID
AUSTIN TX
PERMIT NO. 256