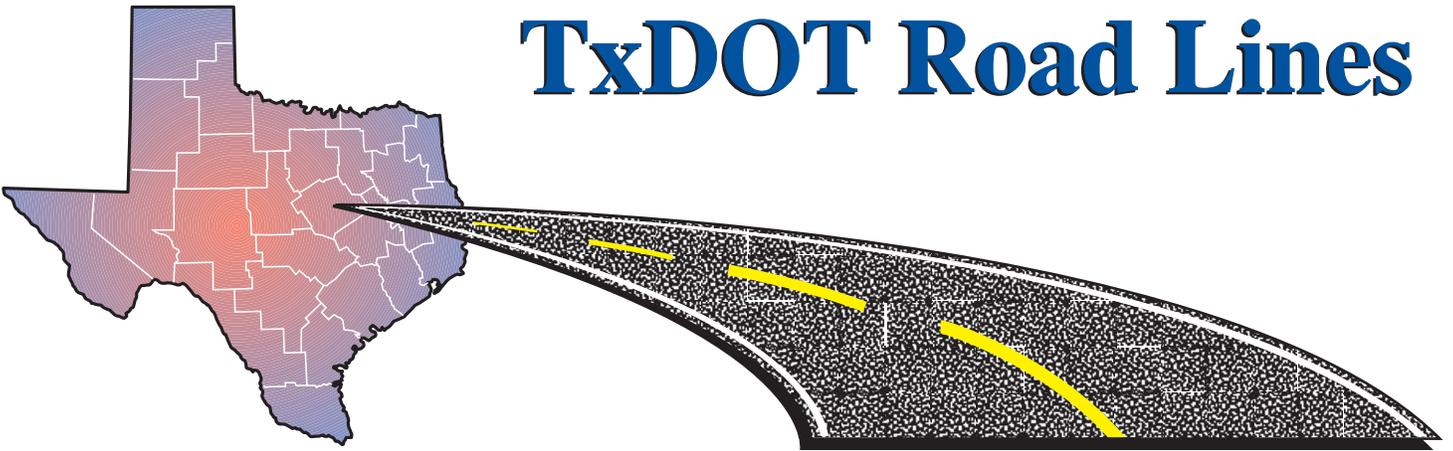


# TxDOT Road Lines



Volume 4, No. 10

Business Opportunity Programs Section Publication

July 2002



Cayetano B. Silva, Jr., and Cayetano Silva III

## TxDOT DBE Receives Recognition from Houston District

### Silva Contracting Co., Inc.

The company began with one asphalt roller, hand tools, and the knowledge, experience of one man, Cayetano B. Silva, Jr.

In the beginning, the first projects consisted of asphalt patching, stripping, and seal coating of small parking lots and driveways. Over time, project size and the value of the company increased. In 1982, an opportunity became available to purchase larger equipment suitable for projects being let for bid by the Texas Department of Transportation (TxDOT). Silva purchased this equipment, became certified as a Disadvantaged Business Enterprise (DBE), and began its quest to become a reputable as-

phalt-paving contractor. Since that beginning, Silva has primarily worked as a subcontractor completing contracts from \$10,000 to \$10 million.

Realizing changes in market conditions, Silva knew that obtaining projects as a general contractor was vital to the future of the company. With the assistance of TxDOT's Business Opportunity Programs Section, Silva was awarded its first general contract on September 8, 2000 and completed the project during October 2001. For this project, Silva received a letter of recognition for exemplary work from Gary K. Trietsch, P. E., TxDOT's Houston District Engineer. Silva's most recent accomplishment was being awarded a \$7 million project by TxDOT in Ft. Bend County. Through our expansion into general contracting, Silva looks forward to growth and a prosperous future. Contact: Cayetano B. Silva, Jr., 6130 FM 2218, Richmond, TX 77469; Phone: 281-342-9314, Fax: 281-342-9774. 🇺🇸

## Contents

DBE/HUB/SBE Silva Contracting Co., Inc.	1
TAP – Free to DBEs	1
From the Director	2
New DBEs	2,3
District Contacts	4
LINC Program	5
TAP Providers	6,7
Calendar	8
El Paso District – Dennis Evans	9
S.H. 130 Update	9
DBE/HUB/SBE Sierra Machinery	10
Fact Notes	10
Who Wants to be a Prime Contractor	11
BOSS XVI	11

## Technical Assistance Program - Free to DBE's

The Technical Assistance Program (TAP) is designed to provide assistance to certified DBEs in areas relating to construction, maintenance, financial/business management, bonding, contract law and safety. This assistance is designed to complement and/or enhance the business skills of DBEs, thereby giving them a competitive edge when proposing and/or participating on TxDOT projects.

TAP has been a very popular program with the DBE community because not only do DBEs receive technical assistance and training in the critical areas of managing a business, but they also receive this assistance and training FREE of charge. If you are a certified DBE, and you are currently bidding or working on a TxDOT project or procurement project, your firm may be eligible to receive technical assistance and training in the following areas: Accounting and Cash Flow Management; Bonding; Business Law/ EEOC/Affirmative Action; Business Management, Plans and Marketing; Computer; Construction; and Safety Requirements. On pages 6 and 7 of this issue is a list of the selected companies, with information on what services they provide. The contract to current providers of Technical Assistance will expire June 2003, please keep a watch for the posting of a new contract for bid. 🇺🇸

## From the Director



James Dossett

In the February issue I expressed that entering into 2002 my goal was to get more DBEs/HUBs/SBEs to do business with TxDOT. At this time I would like to introduce you to some programs that the Business Opportunity Programs (BOP) Section has implemented in pursuit of that goal. Let me

briefly describe each program and how they can benefit your business: (1) Construction Management Training-if you are a DBE/HUB/SBE and interested in bidding on TxDOT contracts you should definitely attend this training. The following subjects are covered: bidding and estimating; contract administration; record keeping; construction-related legal issues and inspections; labor issues; equipment usage; material/product testing; TxDOT specifications; plans and proposals. (2) Developing Successful Web-sites – this workshop is an excellent opportunity to gain knowledge and information to produce a web-site for your business. In a global economy, it is necessary for all businesses to maximize their

business potential by exposing their products and services to potential clients electronically. TxDOT is offering these training sessions free to any small business interested in doing business with TxDOT.

(3) Technical Assistance Program (TAP) and the providers and their categories of training are listed in this issue for your convenience.

Should you desire to attend any of the above mentioned programs please contact the BOP office - toll free 866/480-2518 or 512/486-5500. As you know, TxDOT is a very unique entity and more you learn about it, the less complex it becomes to do business with us. Let us hear from you. 

## Congratulations! Newly Certified as DBEs

If you need help with certification, contact the BOP Section at Toll free number (866) 480-2518.

**A.A. Dump Truck Service & Excavation**  
512 E. Texas Ave.  
Baytown, TX 77520  
281-837-1274  
Hauling

**Accelerated Computer Professionals, Inc.**  
102 Delano Drive  
Highland Village, TX 75077  
972-966-2713  
Computer Solution

**Aitec Nations, Inc.**  
708 N. Main St.  
Fort Worth, TX 76164  
817-429-1866  
Underground and Utility Work, Installation of  
Telecommunication and Data Cable

**A.K. Young Associates**  
P.O. Box 201265  
Austin, TX 78720  
512-476-6686  
Landscape Architecture, Resource Analysis, Site  
Planning, & Permitting

**All American Woodworks**  
4623 Rosa Avenue  
El Paso, TX 79905  
915-838-9339  
Rest Areas, Maintenance & Repair

**Alpha Trucking, Inc**  
3350 Western Center Blvd. Ste.165  
Fort Worth, TX 76137  
817-253-5111  
Hauling

**Aquire Engineering Consultants, LP**  
4800 Sugar Grove, Suite 630  
Stafford, TX 77477  
281-313-1735  
Engineering

**Baca's Trees Inc.**  
7933 Edith Blvd. NE  
Albuquerque, NM 87113  
505-899-6666  
Landscaping

**B & B Masonry**  
9907 Moursund Blvd. #2  
San Antonio, TX 78221  
210-628-6216  
Rest Areas

**Been Trucking**  
7432 Dana Lane  
North Richland Hills, TX 76180  
817-656-7287  
Hauling

**B & J Enterprise**  
P.O. Box 200383  
San Antonio, TX 78220  
210-669-0661  
Hauling

**Butler & Butler dba Intelligent  
Commuter Solutions**  
3520-D Victorine Ln.  
Del Valle, TX 78617  
512-247-2074  
Trip Reduction Program, Vanpooling,  
Medical Transportation

**BXW Electrical Rebuilders, Inc.**  
4020A Hayes Ave  
El Paso, TX 79930  
915-565-1988  
Rebuilding Starters and Alternators

**CEA Engineering Group, Inc.**  
2718 Wyoming Avenue  
El Paso, TX 79903  
915-562-5232  
Professional Services

**C & E General Services**  
122 Flamingo Court  
Canyon Lake, TX 78133  
830-935-2961  
Fencing, Minor Structures, Landscaping,  
Rest Areas, Irrigation Systems

**Central Texas Barricades, Inc.**  
P.O. Box 1088  
Bastrop, TX 78602  
512-581-9555  
Traffic Control Devices

**Counter Technology, Inc.**  
4733 Bethesda Ave., Suite 200  
Bethesda, MD 20814  
301-907-0127  
Aviation

**Crystal Graphics, Inc.**  
7000 Regency Square Blvd, Ste 130  
Houston, TX 77036  
713-974-5444

Commercial Printing, Color & Digital Copying,  
Diazo Printing & Professional Reprographics

**C2m Inc Castillo Constructors and Management**  
7272 Wurzbach, Ste 401  
San Antonio, TX 78240  
210-826-3855  
Fencing, Painting, Concrete Paving & Incidentals,  
Landscaping, Rest Areas

**Desert Drywall, Inc.**  
Po Box 11158  
El Paso, TX 79995-1158  
915-565-8003  
Materials Supply

**E. Salinas Enterprises, Inc.**  
1001 Kessler Drive  
El Paso, TX 79907  
915-592-0060  
Materials Supply

**Earth Haulers, Inc.**  
11500 Mosier Valley Rd.  
Euless, TX 76040  
817-571-2777  
Hauling, Materials Supply, Utility Work

**El Paso Window Service**  
4800 N. Stanton #74  
El Paso, TX 79912  
915-422-4043  
Commercial Window Cleaning

**Fairway Landscape & Nursery, Inc.**  
15135 Herring Rd  
Atascosa, TX 78002  
210-622-6262  
Landscaping, Arborist Services, Fertilization, Pest &  
Erosion Control, Irrigation Systems, Design & Repair

**Flying G Trucking**  
15351 East Highway 90  
Kingsbury, TX 78638  
830-875-9428  
Hauling

**Frontera Environmental, LLC**  
2310 Montana Ave.  
El Paso, TX 79903  
915-577-9492  
Environmental Engineering Consulting and  
Remediation

## Newly Certified as DBEs (continued)

### Gomez Trucking

Box 371  
Sunland Park, NM 88063  
505-589-2107  
Hauling

### G.O. Trucking & Excavating

114 Salt Flat Ct.  
Springtown, TX 76082  
817-343-7209  
Earthwork, Base & Subbase, Hauling, Minor Structures

### Grass-Kat Lawns

593 Jerico Road  
Waco, TX 76706  
254-881-7098  
Landscaping

### HDB Construction, Inc.

729 SE Wear Avenue  
Topeka, KS 66607  
785-232-5444  
Earthworks, Hauling, Landscaping,  
Major Structures, Minor Structures

### Henry Trujillo (Trucking)

9900 North Loop  
El Paso, TX 79927  
915-858-0398  
Hauling, Earthwork, Base & Subbase

### Hill Country Environmental, Inc.

104 Weston Lane South  
Austin, TX 78733  
512-327-2725  
Environmental Engineering, Environmental  
Consulting & Ecological Wetland Studies

### ICE Contractors, Inc.

5038 West Ledbetter Drive  
Dallas, TX 75236  
972-283-9040  
Asbestos & Lead Abatement, Aviation Demolition

### Ifs/Efs Plastering

3402 Victoria Circle #A  
Killeen, TX 76543  
254-690-0000  
Lath and Plastering

### Imperial Venture International

P. O. Box 710196  
Houston, TX 77271  
713-509-9292  
Asphalt, Concrete Paving, Earthwork, Base &  
Subbase, Fencing, Hauling, Landscaping Minor  
Structures, Painting, Rest Areas

### KB Tire & Tube

1218 Brittmoore  
Houston, TX 77043  
713-973-8884  
Innertube and Specialty Tire Whosaler

### Lee's Concrete

4315 N. Foster Drive  
Baton Rouge, LA 70805  
225-358-1831  
Concrete Paving, Major Structures, Minor Structures

### L & R Contracting

15352 Doris Dr.  
Lindale, TX 75771  
903-882-1044  
Hauling

### Lone Star Right of Way Services, Inc.

Route 4, Box 4755-C  
Belton, TX 76513  
254-939-1487  
Right of Way Acquisition/Relocation, Management

### Lowman Services

4233 FM 624  
Robstown, TX 78380  
361-387-1487  
Earthwork, Base and Subbase

### Manny Carrizal Painting Co., Inc.

P.O. Box 371941  
El Paso, TX 79937  
915-599-2010  
Painting

### Margo's Enterprises, Inc.

520 Bonham Street  
San Antonio, TX 78205  
210-270-6970  
Fencing, Minor Structures, Painting,  
Rest Areas, Misc. Construction

### McCook Construction

P.O. Box 744  
Sabinal, TX 78881  
830-988-3445  
Asphalt, Concrete Paving, Earthwork, Minor  
Structures, Rest Areas, Demolition

### Melendrez Brothers Trucking, Inc.

6807 Villita Ave  
Austin, TX 78741  
512-243-3977  
Hauling

### Mendoza Trucking

8506 Lava Hill Road  
Austin, TX 78744  
512-243-8086  
Hauling

### M. J. Pipeline Inspection

P.O. Box 851  
Granbury, TX 76049  
817-534-5722  
Closed-circuit televising & cleaning

### Native American Technology Corp.

455 S. Fourth Street, Suite # 1  
Coos Bay, OR 97420  
541-266-8625  
Environmental & Safety Training

### North Texas Traffic Systems

401 W. McLain Dr.  
Sherman, TX 75092  
903-892-6127  
Illumination, Traffic Control Devices,  
Underground & Utility Work

### Paul Banda Construction, Inc.

1716 S. San Marcos, Suite 120  
San Antonio, TX 78207  
210-225-6566  
Earthworks

### Performance Electrical

Services, Inc.  
1001 N. Flores  
San Antonio, TX 78212  
210-212-4485  
Electrical Contractor

### Precision Contracting Services, Inc

311 West Indiantown  
Palm Beach, FL 33458  
561-743-9737  
Traffic Containment Development

### Roberts Construction

117 Lynn Street  
Nacogdoches, TX 75694  
936-559-7766  
Earthwork, Minor Structures, Concrete Work

### Rodney Mayberry Electrical Contractor, Inc.

2402 N. Van Buren  
San Angelo, TX 76901  
915-277-8018  
Rest Areas, Underground & Utility Work,  
Electrical Maintenance & Repair

### Romero Transportation

11815 Buckner Rd  
Austin, TX 78726  
512-260-9813  
Hauling, Fencing

### RSM Services Corporation

2600 Southwest Fwy, Ste 900  
Houston, TX 77098  
713-650-0654  
Engineering, Transportation Planning  
Computer Applications

### Stanmore's Construction

Rte 3 Box 109A  
Queen City, TX 75572  
903-796-7035  
Minor Structures & Misc. Concrete,  
Painting, Rest Areas

### Ted Alvarez Trucking

4906 Oak Hollow  
Grand Prairie, TX 75052  
972-660-6076  
Hauling

### TCB Services

9219 South Main Street  
Houston, TX 77025  
713-665-4049  
Industrial Equipment, Computer Hardware &  
Software Products, and Accounting Services

### The Jo Luis Corporation

215 East Avenue D  
Killeen, TX 76541-5238  
254-634-8203  
Materials Supply, Minor Structures, Rest Stops

### Walter A. Smith Enterprises

111 Everitt  
Lufkin, TX 75901  
936-675-1642  
Rest Area and Picnic Area Maintenance

### W & W Machine, Inc.

6209 Keyko  
Houston, TX 77041  
713-849-2694  
Machine Shop, Precision Machining of  
Metal & Plastic Parts

## OWNER / OPERATORS

### Raquel C. Arreola Trucking

P.O. Box 1323  
Uvalde, TX 78802  
830-278-7958

### Raymundo R. Morales

HCR 77, Box 222 Lot B  
Uvalde, TX 78801  
830-591-1856

### Jorge Rodriguez

528 Roach  
Uvalde, TX 78801  
830-278-8834

### Rodolfo Juarez, Jr.

529 W. Garden Street  
Uvalde, TX 78801  
830-279-0115



# D I S T R I C T   C O N T A C T S

DISTRICT	TELEPHONE	PROFESSIONAL SERVICES	MAINTENANCE	COMMODITIES/ GOODS & SERVICES	CONSTRUCTION
<b>ABILENE</b> 4250 N. Clack P O Box 150 79604	915-676-6802	Cody Parkhill	Brian Crawford	Allen Morgan, CPPB	Paul Hoelscher
<b>AMARILLO</b> 5715 Canyon Dr. 79110 P O Box 2708 79105	806-356-3200	Randy Hockstein	Joyce Davis	Alvin Kabetzke, CPPB	Tom Nagel
<b>ATLANTA</b> 701 E. Main 75551	903-796-2851	David Neshyba	Charles Russell	Robert Jones, CPPB	James Joslin
<b>AUSTIN</b> 7901 IH-35 N P O Drawer 15426 78761	512-832-7000	Patsy Warren	Leslie Miller	David McHugh, CPPB	Danny Stabeno
<b>BEAUMONT</b> 8350 Eastex Freeway	409-892-7311	Karen Davis	Mary Stidham	Vickie Duke, CPPB	Michelle Lewis
<b>BROWNWOOD</b> 2495 Texas 183 N 76802	915-646-2591	Elias Rmeili	Tina Crelia	Earla Pallette, CPPB	Kathy Kunkel
<b>BRYAN</b> 1300 N Texas Ave. 77803	979-778-9714	CeCe McCord	Kim Sovcek	Lonnie Brothers, CPPB	Pat Williams
<b>CHILDRESS</b> 7599 US 287 79201-9705	940-937-2571	Darwin Lankford	Bart Sherrill	Ross Butler, CPPB	Gene Garcia
<b>CORPUS CHRISTI</b> 1701 S Padre Island P O Box 9907 78469	361-808-2300	Martin Timmerman	Rubin Schultz	John Sanchez, CPPB	Ed Rodriguez
<b>DALLAS</b> 4777 US 80 E, Mesquite PO Box 133067 75313-3067	214-320-6100	Charles Tucker	Gary Charlton	Fred Gober, CPPB	Jim Hunt
<b>EL PASO</b> 13301 Gateway Blvd. West 79928-5410	915-790-4200	Garry Leos	Ricky Romero	Dennis Evans	Dale Atkinson
<b>FORT WORTH</b> 2501 SW Loop 820 P O Box 6868 76115	817-370-6500	Sam Swan	Vicki Webb	Janice Jennings, CPPB	John Rosson
<b>HOUSTON</b> 7721 Washington Ave. P O Box 1386 77251	713-802-5000	Elvia Cardinal	Elizabeth Gerstenberger	Rick McAlpine, CPPB	Walter Torres
<b>LAREDO</b> 1817 Bob Bullock Loop 78043	956-712-7400	Jo Ann Garcia, P.E.	Rosa Trevino, P.E.	Sara Garza	Fitzgerald Sanchez, P.E.
<b>LUBBOCK</b> 135 Slaton Hwy. P O Box 771 79408	806-745-4411	Steve Warren	Andrew Chavez	Dennis Morgan, CPPB	John Rantz
<b>LUFKIN</b> 1805 N Timberland Dr. 75901	936-634-4433	Mike Offield	Paul Montgomery	Karen Oliver, CPPB	Tom Hunter
<b>ODESSA</b> 3901 US 80 E 79761	915-332-0501	Gary Law, P.E.	Carolyn Yarbrough, P.E.	Ray Harris, CPPO	Pam Brown
<b>PARIS</b> 1365 N. Main St. 75460	903-737-9300	Steve Ekstrom	Jan Barnes	Niki Mathews, CPPB	Wayne Clement
<b>PHARR</b> 600 US 83 W Express P O Drawer EE 78577	956-702-6100	Marisela Salinas	Chano Falcon	John Blackwell	Rosendo Garcia
<b>SAN ANGELO</b> 4502 Knickerbocker Rd. 76904	915-944-1501	George (Rudy) Herrmann	Dennis Wilde	Charlie Jones, CPPB	Karl Bednarz
<b>SAN ANTONIO</b> 4615 NW Loop 410 P O Box 29928 78229-0928	210-615-1110	Judy Friesenhahn	Shelli Thomas	Jim Parker, CPPB	Edward Stephen
<b>TYLER</b> 2709 W Front St. 75702-7712	903-510-9100	Larkin Hinds	Randy Ralson	Terry Frick, CPPO	Sherri Ralson
<b>WACO</b> 100 S Loop Dr. P O Box 1010 76486	254-867-2700	Reggie Richardson, P.E.	Kathy Hartin	Bruce Baker	Duane Schwarz
<b>WICHITA FALLS</b> 1601 SW Parkway 76302	940-720-7700	Phillip Lujan, P.E.	Kristi Dunson	Julia Smith	Paul Wenzel
<b>YOAKUM</b> 403 Huck St. P O Box 757 77995	361-293-4300	Billy Goodrich, P.E.	Jocelyn Bolom	J.T. Byrnes, CTP	Sherry Hutchinson

## *Learning, Information, Networking, Collaboration*

### TxDOT-Small Business LINC Program

#### A Program where TxDOT Mentors Small Businesses

The LINC session held in San Antonio has been completed. The session consisted of six meetings where the protégés were provided with information about TxDOT business opportunities and were provided with information to assist them in bidding and performing on TxDOT contracts.

The following protégés participated in the session:

Performance Electrical Services, Inc.  
Quality Services International, LLC  
Rodney Mayberry Electrical Contractor, Inc.  
Basic Essentials Maintenance  
LS&S Transport, Inc.  
WEB Construction, Inc.  
Hill Horticulture, Inc.  
Fairway Landscape & Nursery, Inc.  
C&C Construction Rebar Installation  
Tex. Sun Construction  
A-Plus Paving & Construction, Inc.

Saddlebrook, Inc.  
McCook Construction Company  
AFCO Technologies, Inc.  
Lowman Services  
Tony A. Enterprises, Inc.  
Benny's Caliche Hauling  
NuWay International, Inc.  
Margo's Enterprises, Inc.  
B&J Enterprise  
C2M Incorporated

#### **Thank you to the San Antonio District Staff**

The LINC Protégés had the opportunity to meet with the San Antonio District staff. In the meeting, the Protéges were informed of upcoming projects, the appropriate channels of communication and organizational structure of TxDOT and were informed on what will be expected of them on a TxDOT job site. We would like to thank the following San Antonio District staff for their participation in the LINC session:

David Kopp, P.E., Director of Construction  
Ken Davenport, P.E., Area Engineer, Pleasanton  
Carl Friesenhahn, P.E., Area Engineer, Hondo  
Frank Holzmann, P.E., Area Engineer, Seguin  
Terry McCoy, P.E., Former Assistant Area Engineer, Bexar Metro

Arnulfo Ramirez, P.E., District Traffic Engineer  
Dale Stein, P.E., Area Engineer, Bexar 410  
Bill Tucker, P.E., Area Engineer, Kerrville  
John Bohuslav, P.E., Director of Maintenance  
Susan Matthews, Contract Specialist



Ken Davenport, P.E., Arnulfo Ramirez, P.E., Frank Holzmann, P.E.



Richard Perez, Fairway Landscape & Nursery, Inc. and Terry McCoy, P.E.



Protégé Trade Show

#### **Thank You Prime Contractors**

The San Antonio Protéges were introduced to prime contractors at a Trade Show event. This event provided prime contractors with an opportunity to meet companies interested in subcontracting on TxDOT contracts. We would like to thank the following prime contractors for participating in this event:

Acme Bridge Company, Inc.  
Anchor Post Products of Texas, Inc.  
Arrendell Enterprises, Inc.  
Artisan Group, Inc.  
Bay LTD.  
Cactus Concrete, Inc.  
Core Rehabilitation Inc.

E.E. Hood & Sons, Inc.  
Golden Landscape & Irrigation  
Infrastructure Services, Inc.  
The Levy Company, L.P.  
Zachry Construction Corporation  
Dean Word Company

We wish the protégés success and look forward to seeing them on a TxDOT project. For information on the TxDOT-Small Business LINC Program, contact Cynthia Gonzales at BOP's toll free number 866-480-2518.

# Business Opportunity Programs

## Your participation in Technical Assistance Program (TAP) demonstrates



MeLisa Minter

**SSPC, L.C.** is a professional management-consulting firm that specializes in developing minority business and surety support programs for clients. We have designed an approach that helps small, disadvantaged, minority and women contractors obtain bonding to meet the contractual requirements on public works projects. Through our extensive experience in minority business development and our community outreach programs, we also help increase the number of M/W/DBE's bidding on public projects. For more information contact MeLisa Minter at 214-948-4060, [mint2me@cs.com](mailto:mint2me@cs.com); or Calvin Stephens at 214-220-9098, [calvin@legaljobnet.com](mailto:calvin@legaljobnet.com).



Darrell W. Pierce

**S.N.A.P. Management Group**, Darrell W. Pierce, Principal; 512.899.8788 [snapmanagementdp@aol.com](mailto:snapmanagementdp@aol.com)  
Providing over fourteen years of experience in reengineering processes, mapping processes, supply chain management, team building, public speaking, and managing teams in a strategic driven environment. It is more important than ever for organizations to streamline and improve their processes. This ensures internal systems work effectively, are repeatable and measurable. Through action planning, organizations can develop strategies that drive setting goals, team building, mapping processes and assessing resource gaps within the organization structure or process. 512.899.8788 [snapmanagementdp@aol.com](mailto:snapmanagementdp@aol.com).



Joe Diaz

**MIRATEK Corporation**, CEO/President (Joe Diaz) [jdiaz@miratekcorporation.com](mailto:jdiaz@miratekcorporation.com); 915-772-2852  
MIRATEK Corporation is involved in programs to assist Disadvantaged Business Enterprises (DBE's) and other minority organizations to develop strong internal technical tools to succeed in a competitive business environment. MIRATEK has been a participant in the TXDOT BOP Technical Assistance Program (TAP) since 1997. In addition, MIRATEK participates actively in programs designed to develop the technology infrastructure and upgrade the low skill/low wage labor pool in the economically depressed El Paso area.



Wayman L. Prince

**The Law Office of Attorney Wayman L. Prince**, located at 9111 Katy Freeway, Suite 207, Houston, TX 77024 is a Sole Proprietorship, D.B.A. in Houston, Texas. Attorney Wayman L. Prince has been in private practice for sixteen (16) of his twenty-seven (27) years of practicing law. The working staff of Attorney Prince consists of one (1) secretary, who is also an Accountant, a Realtor and legal Assistant. Business Telephone (713) 467-1659, Fax Number (713) 467-1686; e-mail [wayman@wlplaw.com](mailto:wayman@wlplaw.com).



Alphonso Solomon

**Alphonso Solomon And Company** is a management consulting firm that provides a wide array of related services. They also provide training and/or technical assistance in the areas of accounting, cash flow, business planning, marketing and business management to certified DBE's that do business, desire to do business or bid on contracts with TxDOT. Contact: Alphonso at Tel: (972) 223-6920, Fax: (972) 223-9103 or E-mail: [alpsolom@aol.com](mailto:alpsolom@aol.com).



Jeanette S. Lee

**The Software Force, Inc.** ([www.softwareforce.com](http://www.softwareforce.com)) provides Technology and Software Training, corporate software development and Systems Integration, IT consulting and IT staffing. Technology and Software Training Services include: Introduction to the PC; Introduction to the Internet; How to use the Internet for Contracting Opportunities; Web-Site Development training and assistance; Internet Access and Search Strategies; Office Productivity Software courses and GEOPAK Engineering Software training courses. Contact Information: Jeanette S. Lee, President and CEO; Tel 214-426-1418/800-558-5865; Fax: 214-426-1419; e-mail: [jslee@softwareforce.com](mailto:jslee@softwareforce.com).



Sheila Beach Rollins

**PC QuickTips** provides computer training through the Technical Assistance Program. Training areas include Microsoft Office products, basic and advanced Internet, QuickBooks and Quicken, basic web page development, networking and assessment of what equipment and software to purchase. We have provided training for over 40 DBE's statewide. Contact Information: Sheila Beach Rollins; office 361.993.3444; mobile 361.549.5571; fax 361.949.4756; [sheila@pcquicktips.com](http://sheila@pcquicktips.com).



Gloria Smith

**PSA Consulting** offers business management and computer training services. The business management offerings include management training (beginning thru intermediate), coaching for more experienced managers, business communications, team building, process/procedure development, marketing assistance and company profiles/resumes. PSA Consulting also provides select web services and computer training on various software such as Excel, Access, PowerPoint, Word, WordPerfect, and QuickBooks. Workshops such as "Effective Business Relationships and Communications for Managers" and "Change, Change, Change in the Organization" have been very successful and are available. Please contact Gloria Smith at 281-438-5614 or [glpsmith@flash.net](mailto:glpsmith@flash.net) or [www.psaconsulting.org](http://www.psaconsulting.org) for further information.



Shuba Mantri

**Alpha Sim Technology, Inc.** [www.alphahou.com](http://www.alphahou.com), specializes in IT Training and Web Application solutions. We are a certified State of Texas QISV vendor, HUB, 8(a) classified, and certified as technical trainers with The Texas Board of Public Accountancy and as a proprietary school through the Texas Workforce Commission. We provide training in Microsoft Office Technology Productivity Tools (Word, Excel, Email, Access, Power Point), Bid Solicitations, Project Scheduling and Estimating, Outlook, ACT, Database and Web Programming (Oracle, SQL Server, Visual C++, Java, Visual Basic, .Net, HTML and Scripting), Process Simulations, OSHA Safety Management and Small Business Tax & Accounting Software Solutions to certified DBE companies at their business site. Alpha Sim Technology is also an Applications Solutions Provider, specializing in Web Hosting and Database Development for graphically advanced e-publishing, marketing, safety management and other intelligent interactive business and process engineering applications. For more information please contact Shuba Mantri, Vice President for Training & IT Solutions, Tel: 281-856-0581, Fax: 281-856-0582, E-Mail: [alphasim@alphahou.com](mailto:alphasim@alphahou.com).

# Section Salutes You!

## your commitment in providing supportive services to small businesses

**Separation Systems Consultants, Inc. (SSCI)**, is a 16 year old, women-owned, full service multi-disciplinary firm providing environmental consulting, field remediation and safety training firm. We regularly provide turnkey solutions to the many faceted problems created by hazardous and nonhazardous waste and materials. Our training department offers a full variety of topics and is prepared to provide quality training based on the clients' needs. Our consulting and review capabilities are extremely valuable to groups that have diverse potential environmental liabilities and need practical, cost-effective, and timely advice and solutions. For more information on how SSCI may be able to assist in cost effectively resolving your training and environmental issues please call Helen I. Hodges (281) 486-1943 or (800) 324-7724, email [ssci@sscienvironmental.com](mailto:ssci@sscienvironmental.com) or visit our web page at [www.sscienvironmental.com](http://www.sscienvironmental.com).



Helen I. Hodges

**GRIJALVA & ALLEN, PC (G&A)** is a Certified Public Accounting and Management Consulting firm headquartered in Houston, Texas. G&A specializes in providing technical assistance to small and minority-owned firms throughout The Great State of Texas. GRIJALVA & ALLEN, PC is extremely proud of its ability to provide technical assistance to emerging businesses throughout Texas. These services range from, but are not limited to: **Financial Administration:** Accounting and Tax; Attestation; Cash Flow Management, **General Business Management:** Business Plans; **Marketing, Bonding & Insurance:** Training in Bonding & Insurance Requirements; Bond Packaging, **Construction Management:** Job Cost & WIP Reporting; Plan Reading. This is displayed with its management and operations of the University of Texas Bonding and Technical Assistance Program and the Minority Business Development Centers. G&A operates the Houston, Corpus Christi and Dallas/Ft. Worth Minority Business Development Centers for the U.S. Department of Commerce, Minority Business Development Agency. If you have any questions, please contact: [dvasquez@gacompanies.com](mailto:dvasquez@gacompanies.com); [www.gacompanies.com](http://www.gacompanies.com); David C. Vasquez, office (713) 784-2399; fax (713) 784-2705.



David C. Vasquez

**Garza Communications** currently provides Marketing Training services to Disadvantaged Business Enterprises (DBE) and historically underutilized businesses (HUB) in the areas of marketing, business plans, and management. Since July 1999, our firm has been training DBE's and HUB's on effective marketing methods and techniques associated with operating a small business. This Marketing Training includes design, graphics, and production of company portfolios (brochures). Additionally, we consult with the DBE/HUB to provide a marketing strategy for increasing their visibility to the Texas Department of Transportation (TxDOT) and other markets. This training has made it capable for DBE's and HUB's to better promote their products and/or services to TxDOT and other companies for contracting opportunities. Contact Norma Garza, Garza Communications for all your marketing needs at 1122 Colorado Street, Suite 305, Austin, Texas 78701. Our telephone number is (512) 477-1668, (512) 478-0811 fax, E-mail: [ng@airmail.net](mailto:ng@airmail.net)



Norma Garza

**Gomez & Company, Certified Public Accountants**, 6750 West Loop South, Suite 520, Houston, Texas 77401, Tel: 713-666-5900, Fax: 713-666-1049; Benjamin Gomez, President; [www.gomezandco.com](http://www.gomezandco.com). Gomez & Company is a full service certified public accounting firm that has been in operation since August 1985. The firm adheres to the strictest ethical standards of the certified public accounting profession to provide independent and confidential professional services. The firm maintains a staff of trained and experienced accountants, current in financial, tax and innovative business practices who are dedicated to providing the highest quality of accounting, tax and consulting services. The firm takes a personal approach in providing these services in order to become completely knowledgeable of the client's accounting needs. This approach allows for prompt and efficient service and insures the success of the client's future growth and prosperity.



**Rainbow Analysis Systems Group, Inc.**, for more than a decade, has maintained a solid reputation as a reliable supplier of quality Information Technology products and services at competitive prices. Our diverse pool of highly skilled staff members specializing in a variety of hardware and software platforms makes us a one stop resource for Information Technology products and services including training, system analysis, development/installation/maintenance, verification, and validation. Rainbow Analysis Systems Group, Inc. is a certified Business Partner for Microsoft. We have been designated a Qualified Information Systems Vendor and a certified HUB by the state of Texas. We have 8(a) status awarded by the U.S. Small Business Administration and are certified as a Small Disadvantaged Business by the City of Austin. Our objective is to assist our customers in the difficult task of developing best value solutions. Rainbow Analysis Systems Group, Inc. staff has considerable experience in most areas of Information Technology. For more information please contact Susan Nieuwenhuis; 8800 Business Park Dr., Austin, TX, 78729; Tel: 512-346-7998; Fax: 512-346-9860; e-mail: [susan@rasgroup.com](mailto:susan@rasgroup.com)



Susan Nieuwenhuis

**Tex. Assn. of Minority Business Enterprises (TAMBE)**, Barbara Burton, 2028 E. Ben White Blvd., Suite 120, phone 512-322-0177, fax 512-442-8216. Categories of training: Construction, Bonding; Computers; Business Management, Plans and Marketing



Barbara Burton

**Beverly J. Landers**, Law Offices, 512 E. Riverside Dr., Suite 106, Austin, TX 78704; phone 512-707-1020; fax 512-707-0344. Categories of training: Business Management, Plans and Marketing; Business Law, EEOC, and Affirmative Action

**Minority Contractors of Texas (MCAT)**, James Robinson, 7634 Quail Meadow, Houston TX 77071, phone 713-723-2821, fax 713-723-2017. Categories of training: Construction; Bonding; Accounting and Cash Flow Management; Business Management, Plans and Marketing; Business Law, EEOC, and Affirmative Action; Computers; Safety

**Monday M. Rufus, P.C. CPA**, 7701 N. Lamar, Suite 515, Austin, TX 78752, phone 512-380-0799, fax 512-380-0797. Categories of training: Accounting and Cash Flow Management; Computers

**MRSW Management, LLC**, Melvin White, 3431 N. Hills Dr., #119, Austin, TX 78731, phone 512-322-2347, fax 512-322-2360. Categories of training: Construction; Accounting and Cash Flow Management; Business Management, Plans and Marketing; Computers

**Spain, Price, Reader & Thompson, P.C.**, Larry Reader, 2727 Allen Pkwy, Suite 1850, Houston TX 77019, 713-520-1850, fax 713-522-8887. Categories of training: Accounting and Cash Flow Management; Computers

# 2002 Calendar of Events

	Date	Time	Event	Location	Telephone
July	9 & 10	1:00	TxDOT Letting	200 East Riverside Dr., Rm. 101, Austin, TX.	(512) 416-2540
	25-27	8:00-5:00	TAMACC Convention	Austin Convention Center, Austin, TX.	(512) 444-5118
August	1-3	8:00-5:00	US Hispanic Contractors Association Convention	Austin-Renaissance Hotel 9721 Arboretum Blvd., Austin, TX.	(512) 383-8366
	6-7	1:00	TxDOT Letting	200 East Riverside Dr., Rm. 101, Austin, TX.	(512) 416-2540
	7	9:00-5:00	Angelina Procurement Assistance Center Expo	Pister Garrison Civic Center Lufkin, TX.	(936) 633-5432
	13	2:00-4:00	DBE/HUB/SBE Liaison Meeting	TxDOT Amarillo District 5715 Canyon Dr., Amarillo, TX.	(512) 486-5523
	14-17	8:00-5:00	BOSS-Business Opportunity Symposium Series	TBA Austin, TX.	(512) 322-0177
	20	1:00-3:00	DBE/HUB/SBE Liaison Meeting	TxDOT El Paso District 13301 Gateway Blvd., El Paso	(512) 486-5523
	20	1:00-3:00	DBE/HUB/SBE Liaison Meeting	TxDOT Tyler District 2709 W. Front St., Tyler, TX.	(512) 486-5523
	21	8:00-5:00	BizTech	El Paso Convention Center El Paso, TX.	(915) 566-4066
September	5	8:00-5:00	Houston Minority Business Council Expo 2002	George R. Brown Convention Center Houston, TX.	(214) 767-8001
	5-6	1:00	TxDOT Letting	200 East Riverside Dr., Rm. 101, Austin, TX.	(512) 416-2540
	12	1:00-3:00	DBE/HUB/SBE Liaison Meeting	150 Riverside Drive Austin, TX.	(512) 486-5523
	18	8:00-5:00	Texas Latino Economic Summit	Texas Association Mexican American Chamber of Commerce, Austin, TX.	(512) 444-5727
October	9-10	1:00	TxDOT Letting	200 East Riverside Dr., Rm. 101 Austin, TX.	(512) 416-2540
	15	1:00-3:00	DBE/HUB/SBE Liaison Meeting	San Antonio District 4615 NW Loop, San Antonio, TX.	(512) 486-5523
	17	1:00-3:00	DBE/HUB/SBE Liaison Meeting	Corpus Christi District 1701 South Padre Island Drive Corpus Christi, TX.	(512) 486-5523
	22	1:00-3:00	DBE/HUB/SBE Liaison Meeting	Abilene District 4250 North Clack, Abilene, TX.	(512) 486-5523
	23	8:00-5:00	Congressman Chet Edwards Central Texas Procurement Conference	McLennon Community College/ Small Business Development Center Waco, TX.	(254) 299-8000
	24	1:00-3:00	DBE/HUB/SBE Liaison Meeting	Atlanta District 701 East Main, Atlanta, TX.	(512) 486-5523
	29	8:00-5:00	Third Annual-Building Tomorrow Today	University of Houston/Hilton Hotel 4800 Calhoun, Houston, TX.	(713) 743-5662
November	7-8	1:00	TxDOT Letting	200 East Riverside Dr., Rm. 101, Austin, TX.	(512) 416-2540
	14-15	8:00-5:00	Vendor Education Class- Texas Association of Public Purchasers	Clarion Inn and Conference Center 2200 South IH 35, Austin, TX.	(512) 416-2073
	19	1:00-3:00	DBE/HUB/SBE Liaison Meeting	Embassy Suites Hotel 9090 SW Freeway, Houston, TX.	(512) 486-5523
	21	1:00-3:00	DBE/HUB/SBE Liaison Meeting	TBD Dallas, TX.	(512) 486-5523
December	5-6	1:00	TxDOT Letting	200 East Riverside Dr., Rm. 101, Austin, TX.	(512) 416-2540
	10	1:00-3:00	DBE/HUB/SBE Liaison Meeting	TxDOT Childress District 7599 US 287, Childress, TX.	(512) 486-5523
	12	1:00-3:00	DBE/HUB/SBE Liaison Meeting	TxDOT El Paso District 13301 Gateway Blvd. West El Paso, TX.	(512) 486-5523

**TAMACC 27TH ANNUAL CONVENTION  
& BUSINESS EXPO  
"CREATING HISPANIC WEALTH  
IN THE 21ST CENTURY"**

July 25-27, 2002

Austin Convention Center Austin, Texas  
For information call: 512-444-5727  
or visit website at [www.tamacc.org](http://www.tamacc.org)

**7th ANNUAL HISPANIC CONTRACTORS  
ASSOCIATION CONFERENCE  
"BUILDING INCLUSION by  
ELIMINATING EXCLUSION"**

August 1-3, 2002

Austin Renaissance Hotel Austin, Texas  
Helping to Create a New World of Opportunity  
for Hispanic Contractors  
For information call: 512-445-7430



## El Paso District

Dennis Evans,  
Purchasing &  
Materials  
Administrator  
for the El  
Paso District,

is on a mission; a mission to set goals and standards and to instill pride in the workplace.

The 52-year old army brat, who attended 16 different schools, on three different continents, from first grade to high school graduation and who is familiar with several languages, has finally grown roots. A tip from his father-in-law, who worked for the highway department for 40 years, about an available mechanics position gave Evans the idea to apply for a job. In 1971, Evans started out with the Department as a three-dollar an hour mechanic and has steadily moved up the career ladder to Shop Foreman, Warehouse & Equipment Unit Manager, and to his current position of Purchasing & Materials Administrator. "TxDOT has provided a good life for me and my family and for that I will always be grateful," Evans said.

In his current position, his main responsibility is the purchase of goods and services for the El Paso District. He is also

the liaison between what vendors perceive as big government and small business. "We regularly work with the small business owners on a one-to-one basis to encourage working business relationships between the small business owner and the State of Texas. If we cannot help these business owners with TxDOT, we often will refer them to contacts with the City, County, School Systems, and University". Evans said business owners do not always understand the rules and regulations in dealing with a state agency and the entire process they must go through in order to be certified.

A father of two daughters, Lori (29) and Kristi (25), Evans is a man of faith and is heavily involved in his church choir and the various activities, including the annual El Paso Christmas Pageant. "My faith in God keeps me going," Evans said. "He is my daily strength and encouragement, and is always faithful."

"A key philosophy of my life, that I try to apply in all aspects, is respect," Evans said. "Respect people, regardless of race, creed or gender. Treat others as you would want to be treated, courteously and with respect." That philosophy, his faith and hard work, is what has made Dennis Evans the success that he is today. 

### Visit TxDOT on the Web

If additional assistance is needed please contact the BOP Section at our toll free number (866) 480-2518

TxDOT Home Page

- ..... [www.dot.state.tx.us](http://www.dot.state.tx.us)
- "Doing Business with TxDOT" .....
- ..... [click Business](#)
- "Texas Turnpike Authority Contract Information" .....
- ..... [click Business, Texas Turnpike Authority](#)
- "Right of Way Acquisition Contract Information" .....
- ..... [click Business, Right of Way Acquisition](#)
- "Specification Information" .....
- ..... [click Business, Specification Information](#)

### 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, Efrem Casarez,
- Berdell Collins, Blanca Del Valle,
- Frank De Santos, Cynthia Gonzales,
- Betsy Paez, Tamela Saldana,
- Dave Tovar, Mary Wells

#### Design and Publishing

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

### S.H. 130 project update:

The contract has been awarded to: Lone Star Infrastructure. In evaluating the proposals, TxDOT looked for innovative thinking in addition to considering construction cost, scheduling, and long term maintenance cost. TxDOT officials determined that Lone Star Infrastructure submitted the proposal that offers the best value to taxpayers and motorists for the next 15 to 30 years. **Telephone number 512-314-1300.**

The **Texas Turnpike Authority** is overseeing the State Highway 130 project, telephone number 512-225-1300. When completed, S.H. 130 will stretch some 90 miles from I-35 north of Georgetown to I-10 near Seguin. The exclusive development agreement would be for the entire distance, but TxDOT officials expect initial work to focus on the northern section from Georgetown to south of Austin-Bergstrom International Airport.

## Order Form • Order Form • Order Form

- DBE Certification Application
- DBE Certification Application for Truck Owner-Operator
- Business Networking Resources
- Plan Room request form
- TxDOT's DBE/HUB/SBE Rules
- Technical Assistance information
- DBE/HUB/SBE Liaison Committee info
- 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.*



Maria Teran, President



Sierra Machinery, Inc. is a leading full service distributor of construction, mining, and industrial equipment, representing such major manufacturers as Volvo Construction Equipment, Ingersoll-Rand Company, Hitachi, and Cedarapids, Inc. The company's diverse customer base includes highway and utility contractors, copper and potash mines, maquiladoras; and city, county, state, and federal government facilities. The Company's founders Al Teran and Maria Teran, along with long-time dedicated employees operate the business from a 20,000 sq. ft. facility located on five acres in central El Paso, Texas.

**Mission/Quality Statement**

We will add real value to the quality products and services we provide by performing defect-free work for our customers and associates. We will fully understand the requirements of our customers, jobs, and the systems that support us to provide that value.

**Capabilities and Services**

- Twenty-four (24) Hour Service, Parts, and Equipment Rentals.
- Spare Parts and Accessories in Stock to Support our Customers.
- Computer Link-up: On-line with our major suppliers for quick response and information, "EDI" capabilities for "paperless" interface with our customers and suppliers.
- Four (4) Delivery Trucks.
- Factory Trained Service Technicians, Salesmen and Product Support Representatives.
- Nine (9) Field Service Trucks fully equipped including cranes.
- Training: Customer Maintenance/Operator training.
- Scheduled Equipment Maintenance/Service Agreements.
- Remote Monitoring of Plant Air Compressor Systems.
- Safety: Because of our commitment and vigorous focus on our safety program, we enjoy perfect OSHA and MSHA safety records.
- Multi-Million Dollar Rental Fleet.
- Customer needs survey and machine/system selection assistance.
- Certified DBE/HUB/MBE by General Services in the states of Texas and New Mexico (detailed information available upon request).

Visit our Website @ [www.sierraelpaso.com](http://www.sierraelpaso.com); or E-mail us at [info@sierraelpaso.com](mailto:info@sierraelpaso.com); Business: 915/772-0613; WATTS: 1-800-458-5727; Fax: 915/772-1964.



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



**FACT NOTES:**

**THE LONE STAR STATE:**

Texas is a very large state. It is 834 highway miles from El Paso to Orange, Texas. It is about 800 straight-line miles from Windsor, Ontario, Canada to Knoxville, Tennessee.

In Europe, it is less than 800 miles from Malmo, Sweden to northern France, while passing through Denmark, Germany, the Netherlands, and Belgium.

In Africa, 800 miles would take you from Freetown, Sierra Leone through the longest part of Liberia, through the Ivory Coast and into southern Ghana.

In the Middle East portion of Asia, 800 miles would take you from north-west Saudia Arabia, through Jordon, Israel, and Syria; into southern Turkey.

The next time that you are driving through Texas, think about how far you could go somewhere else.

## Who Wants to be a Prime Contractor? Part 4 of 4: Bidder Qualification Requirements

Previously, in our series "Who Wants to be a Prime Contractor?" part 3 of 4 we furnished you information on Submittal of Proposals, Letting and Bidding requirements. This article will cover what it takes to execute the contract in the event that you are the low bidder and awarded the contract.

Within 15 days after written notification of award, you need to furnish the department with the following:

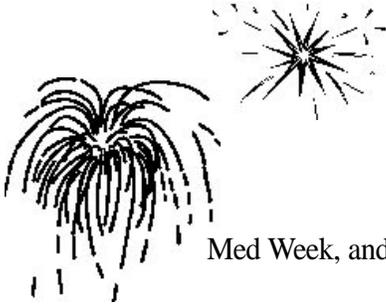
- Performance bond and a payment bond;
- Powers of attorneys each in the full amount of the contract price, executed by a surety company or surety companies authorized to execute surety bonds under and in accordance with state law;
- Certificate of insurance showing coverage in accordance with contract requirements;

- When required, written evidence of current good standing from the Comptroller of Public Accounts and
- List of all quoting subcontractors and suppliers.

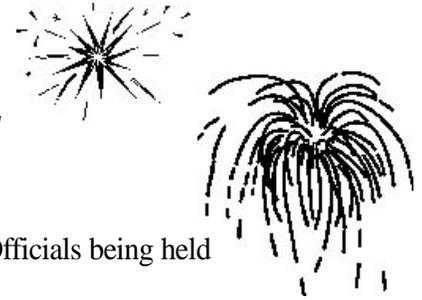
If your contract should contain a DBE or SBE goal, and you are not a DBE or SBE, you will need to submit all the information within the time specified in the contract requirements relating to the Disadvantaged Business Enterprise (DBE) Program and the Small Business Enterprise (SBE) Program. You must do so within 15 days after written notification is received.

With regard to your proposal guaranty, the department will retain your guaranty until after the contract has been awarded, executed, and bonded. If you should happen not to comply with

the above noted provisions your proposal guaranty will become the property of the state, not as a penalty but as liquidated damages; provided, however, the department may, based on documentation submitted by the contractor, grant a 15-day extension to comply with the requirements. A bidder who forfeits a proposal guaranty will not be considered in future proposals for the same work unless there has been a substantial change in the design of the project subsequent to the forfeiture of the proposal guaranty. If you should have questions contact Contract Services at (512) 486-5700 or the Construction Division (512) 416-2500. This concludes our series on "Who Wants to be a Prime Contractor?" and we wish you great contracting success! 🇹🇽



### BOSS XVI MED WEEK/TCABHEO 2002



*Come Join Us For*

Business Opportunity Symposium Series XVI,  
Med Week, and Texas Coalition of Asian, Black and Hispanic Elected Officials being held

**August 14 - 17, 2002**

**Austin Marriott at the Capitol  
701 East 11th Street  
Austin, Texas 78701**

This gathering provides an excellent opportunity for owners of small businesses, Historically Underutilized Businesses (HUB) and Disadvantaged Business Enterprises (DBE) to meet and exchange information. In our rapidly changing economy, companies remain a vital component. Proximity to your customers and the size of these ventures allow you flexibility in quickly adapting to changing markets needs. The programs offered at this year's conference will provide valuable resources as you seek to grow and become more profitable. Along with others the Texas Department of Transportation's Business Opportunity Programs Section is again sponsoring the BOSS Conference.

International business is rapidly becoming the road to growth and prosperity for many U.S. companies, which is why the BOSS conference this year is hosting the Texas International Trade Summit. The saturation of the U.S. marketplace, as well as increased foreign competition, represents an incentive for businesses to operate in the international arena. The purpose of the Texas International Trade Summit is to assist U.S. and overseas small and minority businesses to market their products and services in the international marketplace.

Texas Association of Minority Business Enterprises (TAMBE)  
2028 East Ben White Blvd., Suite 120, Austin, Texas 78741  
P.O. Box 626, Austin, Texas 78762  
Please contact Barbara Burton at (512) 322-0177 ph. or (512) 442-8216 fx.  
Or visit our website at [www.tambe.org](http://www.tambe.org)

# **TXDOT**

## **Business Opportunity Programs**

### **Phone & Fax Numbers**

#### **AC 512**

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

**New toll-free number: 866-480-2518**

## **TxDOT Engineering Plans On-Line**

TxDOT engineering plan sets for construction and state-let maintenance projects are on the TxDOT web site. To get to plans online:

Go to [www.dot.state.tx.us](http://www.dot.state.tx.us)

Click the Business link,

Click the Plans Online link.

If you should need assistance with this site, please call 1-888-900-7322 or e-mail us at [plansol@dot.state.tx.us](mailto:plansol@dot.state.tx.us)

## **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 Information Technology Purchasers, and Information Technology 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 information technology projects by districts state-wide. If an IT vendor is a certified Disadvantage Business Enterprise (DBE), the BOP office can also provide technical assistance referrals for companies that need business development.



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