



FOR IMMEDIATE RELEASE:

**General Services Administration in Wisconsin Announces
\$561,983 Contract Award To Arizona Construction Firm**



Chris Smith, owner of MS Squared Construction

Attributes award to unique workshop training

Milwaukee, WI – November 2011 – The GSA today announced the award of a \$561,983 construction contract to Arizona contractor, MS Square Construction. In acknowledging receipt of the contract, owner Chris Smith said, “This would have never happened if I had not received special training at the Advanced Federal Construction Workshop in Austin, Texas.”

Having a degree in construction management, several years of experience working for one of the largest construction companies on the planet and the resources of his family’s well established Phoenix based construction company, Chris already had the advantage of years of collective experience in construction management, design/build services, and job order contracting.

But when the economy caused a severe drop in construction opportunities in Arizona, his father and founder of the firm, Mike Smith, suggested that they look to the federal market to grow their business. Searching the Internet for available expert training, he came across the Government Construction Experts website.

Created by industry guru, Doug Reitmeyer, a 35 year career veteran who had completed more than 1,000 government contracts worth over \$1 billion, father and son went through the free on-line training to get CCR registered and qualified to bid on federal contracts.

Then they signed up for Reitmeyer’s Advanced Federal Construction Training Workshop, attended in May of this year. And as they say, “the rest is history”.

Within just a few months, M.S. Square Construction had received federal construction contract awards in Vermont, Connecticut and Montana.

Accepting an invitation from Doug to attend the training for a second time, Chris was able to further bolster his knowledge and confidence and to learn new techniques of taking an authoritative role in negotiations with federal procurement officials, resulting in this most recent federal contract award in Wisconsin.

“I would have never bid out-of-State work had it not been for the training that Doug provides in his exclusive Workshops. After you’ve been through Doug’s training, he becomes your mentor and a valuable associate of your company. It’s made a world of difference to know that we have an expert on our team.

Learn more about M.S. Square Construction at www.MSSquareConstruction.com and discover the success other contractors have achieved by attending the “World’s Most Powerful Federal Construction Training” at www.GCExperts.com/testimonials.

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Six Roof Replacements

Solicitation Number: GS-05P-11-SA-C-0031

Agency: General Services Administration

Office: Public Buildings Service (PBS)

Location: Property Management Division- Minnesota/Wisconsin Service Center

[Notice Details](#)[Packages](#)[Interested Vendors List](#) Print Link **Note:** This opportunity allows for electronic responses. [Click here](#) to log in and submit a response.

Complete View

[Original Synopsis](#)*Combined
Synopsis/Solicitation*
Jun 01, 2011
5:05 pm[Changed](#)Jul 01, 2011
5:27 pm
Solicitation[Changed](#)Jul 21, 2011
4:48 pm[Changed](#)Jul 27, 2011
5:16 pm[Award](#)Nov 01, 2011
2:15 pm[Return To Opportunities List](#)**Solicitation Number:**
GS-05P-11-SA-C-0031**Notice Type:**
Award**Contract Award Date:**
October 31, 2011**Contract Award Number:**
GS05P12SAC0004**Contract Award Dollar Amount:**
\$561,983.00**Contractor Awarded Name:**
MS Square Construction LLC**Synopsis:**
Added: Jun 01, 2011 5:05 pm Modified: Jul 21, 2011 4:40 pm [Track Changes](#)


The General Services Administration (GSA) has a need for a contractor to provide all management, supervision, labor, materials, supplies and equipment, and shall plan, schedule, and coordinate the Six Roof Replacements Project at the Milwaukee Federal Building and U.S. Courthouse located at 517 E. Wisconsin Avenue Milwaukee, WI 53202. The work shall consist of removing approximately 5525 square feet of existing roof systems and replacing with a bituminous built-up roofing system. The work shall include all mechanical, architectural and electrical work as specified. The project will require the phasing and replacement of HVAC equipment located on the rooftops.

Contract completion time for construction is (60) calendar days from receipt of notice to proceed. The estimated range of this project is between \$250,000 and \$500,000.00. The North American Industry Classification System code is 238160 with a size standard of \$14 million. This is a negotiated procurement; there will not be a public bid opening. Best value method will be used to determine the awardee. The evaluation factors will be listed in the solicitation. The


ALL FILES

 [Solicitation 1](#)


Jul 01, 2011

 Locked [Amendment 1](#)

Jul 21, 2011

 Locked [Amendment 2](#)

Jul 27, 2011

 Locked

GENERAL INFORMATION

Notice Type:
Award**Original Posted Date:**
June 1, 2011**Posted Date:**
November 1, 2011**Response Date:**
-**Original Response Date:**
-**Archiving Policy:**
Automatic, 15 days after award date**Original Archive Date:**
August 31, 2011**Archive Date:**
November 15, 2011**Original Set Aside:**
N/A**Set Aside:**
N/A**Classification Code:**
Z -- Maintenance, repair, and alteration of real property**NAICS Code:**
238 -- Specialty Trade Contractors/238160 -- Roofing Contractors

Government Construction Experts

Advanced Training with Doug Reitmeyer



Nine (9) Federal Contract Awards in the past 3 weeks.

From the Federal Construction Experts:

After attending the Advanced Business Acceleration Workshop, Chad Riley's company, Batas, LLC, using the BidTrakker system received nine federal construction contract awards in the past 3 weeks.

This is an "Insider email" from Chad, one of our recent Workshop graduates:

----- Original Message -----

Subject: Paying Vendors Up Front

From: "chad@batasllc.com"

To: "Doug Reitmeyer"

Doug,

We are in a pinch and we're trying to buy out 9 Federal contracts that were awarded in the past 3 weeks. Trying to write an email to a vendor who is not offering terms. .

What are the 3 best reasons why we never pay vendors up front? I started it with - "I have no recourse if your company goes out of business in between the time when I make payment and the time you deliver." Thanks!

Chad Riley, Batas Services, LLC

Phone 512-845-2665, www.batasllc.com

My Response:

From: doug@gcexperts.com [<mailto:doug@gcexperts.com>]

To: chad@batasllc.com

Subject: RE: Paying Vendors Up Front

1. It is not good business practice - say, "What happens if you get into an accident and the car bursts into flame and the money goes up in smoke".
2. It is not good business practice - say, "What if I give you money, you cash the check and then you get a call on the way to start my project and someone else calls you and you rush over there to get a prepayment

while I'm waiting for you to show up on my project? That would not be in best interest of getting the job done, wouldn't you agree?"

3. It is not good business practice - say, "You take my money, all of a sudden you get a phone call from the hospital that just admitted a loved one. They need a ton of cash to cover a life-threatening illness. The money gets spent over there instead of on my project? Not that I would blame you . . . right now we have to focus on project success so everyone gets paid timely."
4. It is it is not good business practice - say, "If you need some materials to start, I'll purchase them for you".

Need more? Love hearing from you guys, Doug

Sean added:

Subject: RE: Paying Vendors Up Front
From: "Sean Reitmeyer" <sean@gcexperts.com>
Date: Tue, October 04, 2011 3:13 pm
To: <doug@gcexperts.com>, <chad@batasllc.com>

"This is a "paid when paid" contract and you get paid in accordance with the Prompt Payment Act: https://www.acquisition.gov/far/html/Subpart%2032_9.html

You'll receive payments within 14 days of approved invoice and within 7 days of our receipt of funds that will be wire transferred directly from the US Government Dept of the Treasury - and that's a promise by law!"

**If you are not buried with new contracts,
Then you haven't been through the Workshop.**

Visit [Contracting To Win](#) today!

(www.ContractingToWin.com)

Results: www.GCExperts.com/testimonials

Government Construction Experts

Advanced Training with Doug Reitmeyer 

\$11 Million in Federal Contract Awards in the Past 6 Weeks!

From the Federal Construction Experts:

After attending the [Advanced Business Acceleration Workshop](#), Suzanne Witnauer's company, Construction and Service Solutions Corp., using the BidTrakker system received \$11 million in new federal construction contract awards in the past 6 weeks.

This is an "Insider email" from Suzanne, one of our recent Workshop graduates:

----- Original Message -----

Subject: CSSC bid for FAA

From: Suzanne Witnauer <suzanne@csscbuilds.com>

To: "'doug@gcexperts.com'" <doug@gcexperts.com>

Good Morning Doug:

Long time, no chat, hope all is well in TX. It's been a busy year end for us; things are well and we have over \$11m in new awards in the last 6 weeks.

I'm writing regarding a pending bid. . . . Please call my cell 716-570-1352 or email (Suzanne@csscbuilds.com), whichever is most convenient for you. And, many thanks in advance and best of everything with all of your new initiatives; when I catch my breath I will follow up on them....!

Suzanne Witnauer, President, Construction and Service Solutions Corp.

8(a), 8(m), SDB, WBE, DBE Certified Business

P: 716-852-1219 F: 716-852-0142 C: 716-570-1352

If you are not buried with new contracts,

Then you haven't been through the Workshop.

Visit [Contracting To Win](#) today!

[\(Click Here To See Suzanne In The Workshop\)](#)

Results: www.GCExperts.com/testimonials

How A Parts Supplier Went From “dying” to Thriving!

[It all started with these two emails:](#)

From: doug@gcexperts.com

To: Big or Small: Contractors that want to grow their business now

Subject: More Federal contracts, higher margins and increased productivity. Find out inside . .

Start by taking a moment to see the success others have had:

www.GCExperts.com/testimonials Then decide if this is worth your time . . .

[25 MINUTES LATER, THIS WAS BILL'S RESPONSE:](#)

From: Bill Westell <aaddxx@hotmail.com>

To: <doug@gcexperts.com>

Hello Doug,

My company is slowly dying....it is not for a lack of desire, motivation, capabilities, or attitude...maybe we can discuss?

William K. Westell C.E.O.

AIRDALE EXPRESS...

Bus(903) 872-7770 Fax(903) 872-7780 Cell(713) 253-4233

Bill@airdalex.com

www.airdalex.com

HERE'S THE STORY:

For those not familiar with AirDale Express, Bill Westell has been a parts supplier and has no background or experience at construction work. Bill said his business was "dying" and he asked for, and received, an invitation to our Workshop.

At our Workshop, Bill learned fast estimating techniques and how to use our tools, templates and technologies including BidTrakker. After the Workshop, Bill started turning in bids to the Federal Government using the system he learned.

Suddenly it happened: Contracting Officer Yancey Davis, called Bill and said that they had received Bill's bid, but the price was too high. That triggered Bill to pull up our now famous \$100,000 letter ([\\$100,000 Letter](#)) which he tweaked for this project and sent it back to Mr. Davis. The final negotiations were completed on the following Wednesday and Bill was awarded the contract on Friday:

"From: Yancey_Davis@nps.gov
To: Bill Westell ADX
Cc: Dale_Wilkerson@nps.gov; Lana_Lollar@nps.gov
Subject: Awarded P11PC50021 NATR Wedge & Level 2011

Bill,

Please find attached contract award in the full amount of \$416,700, along with the wage determinations and the Statement of Work. I'll be contacting you to schedule a Pre-Construction Conference soon. Thanks, (See attached file: P11PC50021 NATR W&L 2011.pdf)

Yancey Davis, Contracting Officer
National Park Service
2680 Natchez Trace Parkway
Tupelo, MS 38804
P: (662) 680-4044, F: (662) 680-4033"

From "dying" to "Thriving", it all began with a couple of emails.

Imagine growing your business with highly profitable federal contracts . . .
take the next step and send an email or

Pick up the phone and call: 1-512-260-4008.

I'll be here for you, Doug Reitmeyer

On the Web: www.WhoisDougReitmeyer.com and www.Reitmeyer.com

Keynote Presenter: Commercial Construction and Renovation Summit

Keynote Presenter: Construction Expo

Keynote Presenter: Build Expo USA

Author: How To Be A Federal Contractor: Getting Started

Author: Show me the Money, published in Commercial Construction Magazine

Creator: BidTrakker, www.BidTrakker.com, the essential tool of the Pro!

Creator: Advanced Federal Contracts Training Workshop, www.GCExperts.com

Creator: The \$100,000 Letter, www.100KLetter.com

Contributor: The Federal Construction Magazine, www.FC-Mag.com

SOLICITATION , OFFER, AND AWARD <i>(Construction, Alteration, or Repair)</i>	1. SOLICITATION NUMBER	2. TYPE OF SOLICITATION	3. DATE ISSUED	PAGE OF PAGES
	P11PS50021	<input checked="" type="checkbox"/> Sealed Bid <input type="checkbox"/> Negotiated	07/08/2011	Page 1 of 15

IMPORTANT - The "offer" section on the reverse must be fully completed by offeror.

4. CONTRACT NO. P11PC50021	5. REQUISITION/PURCHASE REQUEST NO.	6. PROJECT NO.
7. ISSUED BY SER - NATR - Natchez Trace Parkway 2680 Natchez Trace Parkway Tupelo, MS 38804	CODE 55700	8. ADDRESS OFFER TO SER - NATR - Natchez Trace Parkway 2680 Natchez Trace Parkway Tupelo, MS 38804
9. FOR INFORMATION CALL:	A. NAME Yancey S. Davis	B. TELEPHONE NO. <i>(Include area code) (NO COLLECT CALLS)</i> (662) 680-4044 ext.

SOLICITATION

NOTE: In sealed bid solicitations "offer" and "offeror" mean "bid" and "bidder".

10. THE GOVERNMENT REQUIRES PERFORMANCE OF THE WORK DESCRIBED IN THESE DOCUMENTS *(Title, identifying no., date):*

Wedge and Leveling on the Natchez Trace Parkway, as described in the attached Statement of Work.

11. The Contractor shall begin performance within 10 calendar days and complete it within 60 calendar days after receiving award notice to proceed.
This performance period is mandatory negotiable. *(See 52.211-10)*

12A. THE CONTRACTOR MUST FURNISH ANY REQUIRED PERFORMANCE AND PAYMENT BONDS? <i>(If "YES", indicate within how many calendar days after award in Item 12B.)</i>	12B. CALENDAR DAYS
<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO IAW FAR 28.102-2	10

13. ADDITIONAL SOLICITATION REQUIREMENTS:

- A. Sealed offers in original and 1 copies to perform the work required are due at the place specified in Item 8 by 2:00 pm (hour) local time 09/09/2011 (date). If this is a sealed bid solicitation, offers will be publicly opened at that time. Sealed envelopes containing offers shall be marked to show the offeror's name and address, the solicitation number, and the date and time offers are due.
- B. An offer guarantee is, is not required.
- C. All offers are subject to the (1) work requirements, and (2) other provisions and clauses incorporated in the solicitation in full text or by reference.
- D. Offers providing less than 60 calendar days for government acceptance after the date offers are due will not be considered and will be rejected.

OFFER (Must be fully completed by offeror)

14. NAME AND ADDRESS OF OFFEROR <i>(Include zip code)</i> AIRDALE EXPRESS LLC 1217 OAK ST CORSICANA, TX 75110-3291 CODE _____ FACILITY CODE _____	15. TELEPHONE NO. <i>(Include area code)</i> (903) 872-7770 ext. 16. REMITTANCE ADDRESS <i>(Include only if different than Item 14)</i>
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17. The offeror agrees to perform the work required at the prices specified below in strict accordance with the terms of this solicitation, if this offer is accepted by the Government in writing within 60 calendar days after the date offers are due. *(Insert any number equal to or greater than the minimum requirement stated in Item 13D. Failure to insert any number means the offeror accepts the minimum in Item 13D.)*

AMOUNT:

18. The offeror agrees to furnish any required performance and payment bonds.

19. ACKNOWLEDGEMENT OF AMENDMENTS

(The offeror acknowledges receipt of amendments to the solicitation - give number and date of each)

AMENDMENT NO.	DATE								
20A. NAME AND TITLE OF PERSON AUTHORIZED TO SIGN OFFER <i>(Type or print)</i>					20B. SIGNATURE			20C. OFFER DATE	

AWARD (To be completed by Government)

21. ITEMS ACCEPTED:

Per Attached Statement of Work

Contract Amount

22. AMOUNT \$416,700.00	23. ACCOUNTING AND APPROPRIATION DATA - 2011 - - 5578 - - 252Z - - 577 - - - N209 - - - - -
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24. SUBMIT INVOICES TO ADDRESS SHOWN IN: <i>(4 copies unless otherwise specified)</i>	ITEM 27	25. OTHER THAN FULL AND OPEN COMPETITION PURSUANT TO <input type="checkbox"/> 41 U.S.C. 253 (c) <input type="checkbox"/> 10 U.S.C. 2304(c) ()
26. ADMINISTERED BY SER - NATR - Natchez Trace Parkway 2680 Natchez Trace Parkway Tupelo, MS 38804	CODE 55700	27. PAYMENT WILL BE MADE BY SER - NATR - Natchez Trace Parkway 2680 Natchez Trace Parkway Tupelo, MS 38804

CONTRACTING OFFICER WILL COMPLETE ITEM 28 OR 29 AS APPLICABLE

<input type="checkbox"/> 28. NEGOTIATED AGREEMENT <i>(Contractor is required to sign this document and return 1 copies to issuing office)</i> Contractor agrees to furnish and deliver all items or perform all work requirements identified on this form and any continuation sheets for the consideration stated in this contract. The rights and obligations of the parties to this contract shall be governed by (a) this contract award, (b) the solicitation, and (c) the clauses, representations, certifications, and specifications incorporated by reference in or attached to this contract	<input checked="" type="checkbox"/> 29. AWARD <i>(Contractor is not required to sign this document.)</i> Your offer on this solicitation is hereby accepted as to the items listed. This award consummates the contract, which consists of (a) the Government solicitation and your offer, and (b) this contract award. No further contractual document is necessary.
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30A. NAME AND TITLE OF CONTRACTOR OR PERSON AUTHORIZED TO SIGN <i>(Type or print)</i>	31A. NAME OF CONTRACTING OFFICER <i>(Type or print)</i> Yancey S. Davis
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30B. SIGNATURE	30C. DATE	31B. UNITED STATES OF AMERICA BY	SEP 10 2011
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DICKERSON



BOWEN

A HIGHWAY CONSTRUCTION COMPANY

To: Airdale Express, LLC	Contact:
Address: Corsicana, TX	Phone:
	Fax:
Project Name: Natchez Trace - Leveling MP 93 To MP 114	Bid Number:
Project Location:	Bid Date: 9/9/2011

Item #	Item Description	Estimated Quantity	Unit	Unit Price	Total Price
	Hot Mix Asphalt, 9.5mm ST (Plan Quantity)	818.700	TON	\$358.00	\$293,094.60
	Hot Mix Asphalt, 9.5mm ST (Overruns To Due Thickness)	0.000	TON	\$325.00	\$0.00

Total Bid Price: \$293,094.60

Notes:

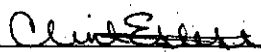
- Terms of Quote:
 - *Includes tack coat.
 - *Does not include permits or fees.
 - *Does not include Tax
 - *Does not include independent testing.
 - *Does not include cleanup of dirt and debris of others..
 - *A form of payment guarantee acceptable to Dickerson & Bowen, Inc. may be required prior to the performance of any work.
- Prices are firm 30 days from date of quote, acceptance after this period at the option of Dickerson & Bowen, Inc.

Prices are firm for work performed through November 31, 2011 and subject to escalation thereafter.

This is a unit price bid, payment based upon actual units constructed.

Payment terms - Net 30 Days.

Terms and Conditions of this quote will be a part of any agreement entered into.

<p>ACCEPTED:</p> <p>The above prices, specifications and conditions are satisfactory and are hereby accepted.</p> <p>Buyer: _____</p> <p>Signature: _____</p> <p>Date of Acceptance: _____</p>	<p>CONFIRMED:</p> <p>Dickerson & Bowen, Inc.</p> <p>Authorized Signature: </p> <p>Estimator: Clint Estess (601) 969-2002 wcestess@dickersonandbowen.com</p>
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Six "Interested Vendors", Only One Bidder

Federal Business Opportunities
 Home Getting Started General Info Opportunities Agencies Privacy

Asphalt Wedge and Leveling on 21 miles of the Natchez Trace Parkway in Hinds and Madison County, Mississippi.
 Solicitation Number: P11PS50021
 Agency: Department of the Interior
 Office: National Park Service
 Location: NPS - All Offices

Interested Vendors List

Keywords: Search

Items 1-6 of 6

Last Name	First Name	Contractor	Business Types	NAICS Codes
!!!-Carreon*	!!!-Abel	Tripartite Escrow Corporation Tripartite Escrow Agreements, rate is 1.5% of contract www.TripartiteEscrow.Com, CA US Email: Escrow@TripartiteEscrow.Com Phone: (800) 920-2189, Ex 101	For-Profit Organization, Service Provider	541219
!Reitmeyer	Doug	Government Construction Experts - www.GCExperts.com Austin, TX 78726 US Email: DougR@GCExperts.com Phone: 512-260-4008		
Outlook Integration Tool ▶	FREE Trial ▶	FedBizOppsPLUS! ▶ Download Integrate FBO & Outlook Online US Email: enlightened@cdfi.rr.com Phone: 888-783-3676		
Hunter	Kenny	TRI COUNTY CONTRACTORS, INC 115 RILEY DR JACKSON, MS 392092595 USA Email: tricontyiam@hotmail.com Phone: 6019234200/6019069587	Minority-Owned business, For-Profit Organization, SBA Certified Small Disadvantaged Business, SBA Certified 8(a) Program Participant, Black American Owned, Contracts, SBA Certified Hub Zone Firm	236115, 236210, 236220, 237110, 237990, 238140, 238160, 238210, 238320, 238990, 531320, 541310, 541611, 541690, 561210, 562991, 624230
Rentals	Gov	UNITED RENTALS, INC. 5 GREENWICH OFFICE PARK GREENWICH, CT 068315128 USA Email: GovRents@ur.com Phone: 8778744468	For-Profit Organization, Contracts	237990, 332212, 333512, 333991, 423840, 441310, 532120, 532412, 532490, 811310
WESTELL	WILLIAM	AIRDALE EXPRESS LLC 1217 OAK ST CORSICANA, TX 751103291 USA Email: aaddcx@hotmail.com Phone: 9038727770	Self-Certified Small Disadvantaged Business, For-Profit Organization, Veteran Owned Business, Limited Liability Company, Manufacturer of Goods, Service Disabled Veteran Owned, Contracts	236220, 237990, 238110, 238120, 332322, 333924, 336112, 423120, 423830, 454390, 488190, 493190, 541330

Items 1-6 of 6

See the winner's video testimonial at:
<http://www.youtube.com/watch?v=5ZZk2pNq-cA>

Bid and Award

\$416,700.00

Subcontract

\$293,094.60

The Math: (gross margin)

\$123,605.40

Go to: www.GCExperts.com/testimonials

AIRDALE EXPRESS

1217 OAK STREET, CORSICANA, TX. 75110-3291
Phone# (903) 872-7770 Fax# (903) 872-7780 Cell# (713) 253-4233
E-mail=aaddxx@hotmail.com F.A.A. A & P LIC# 550-90-2867 Cage# 1VN02
Website=www.airdalex.com

LETTER OF APPRECIATION / CORPORATE STATUS UPDATE

Date : 12/1/2011
To : Mr. Doug Reitmeyer
Entity/Co. : Government Construction Experts
Phone : (512) 260-4008
Re : ADX and Government Construction Experts

Dear Doug and Sean,

I am truly amazed at what I am looking at on the other screen as I type in this one, and in thinking about it further I can truthfully say it is only because of you and your team. I am o.k. with you advising other team members on our status and possibly using our story to validate and verify your program....what you may not know is that...

I AM LOOKING AT THE SINGLE LARGEST U.S. GOVERNMENT EFT DEPOSIT TO ADX IN OUR ENTIRE 10 YEAR HISTORY! \$395,865.00 FOR 95% COMPLETION OF THE CONTRACT P11PC50021 NATCHEZ TRACE PARKWAY PAVING PROJECT!! Until we met you, these things were only a dream. I had heard before, and in all the years struggling with Defense Contracting, that there were people out there who ARE successful in U.S. Government Construction Contracting but as you may know, a person sitting here behind a computer screen gets bombarded with emails and brochures saying they are the best and can teach you all you need to know how to do this business. In life I have made my share of mistakes but made the right choice when it came to this effort, and who to finally go to for the RIGHT ANSWERS, PLAN, HELP, ON-GOING SUPPORT AND NOW FRIENDSHIP. It was and is Doug, Sean and the Government Construction Experts team!

While you may have asked for our opinions and/or review of your program, you can't say you wrote this letter for me...I did! I am most willing to share our story and accomplishments in this field with you and people who may want to discuss your history and vision with us at any time. For once in my contracting life, I am truly comfortable knowing I have you on our side and KNOW I will get the answers and support needed to succeed in this most challenging of businesses.

With the tools and training already received, I can confidently say we at least now have a plan to get there! In the past, the only 'yardstick' we had was the one DLA provided and did nothing more than ding us for issues our manufacturers caused. The only other way is my own pride instilled in my troops to try to just be

better than the average contractor. We DO have and will maintain our ISO 9001:2008 Quality Management System for others to know we do comply, but says nothing about the true 'moral fiber' of doing business with a 'pure heart' and 'clean hands'. I appreciate these thoughts and statements constantly reiterated in your teachings Doug.... that continues to allow us all to sleep at night, avoid legal issues, and be better business people.

In aviation over my 28 year career in maintenance, one saying was inscribed in a concrete wall in our Maintenance Shop, and it kept me motivated to constantly be as good as I could, signing off airworthiness for the lives of thousands...

DIO DIR NA ST....Do It Once, Do It Right, Not Again, Sleep Tight. It is comforting to know we are being mentored by like-minded professionals!

Doug, you had to know that I might have been one of your greatest challenges to 'win over'. Defense Contracting has many similarities to Construction Contracting in that many formats in solicitations and quoting are alike, but most ends there. How we now have been instructed to deal with these Contracting Officers and issues has proven to be completely new for us. While I stubbornly thought I knew a lot, you patiently opened my eyes to so many better ways of communicating AND MAKING MONEY that as above, I continue to be amazed at even the small (HUGE) steps we have taken so far. There again, there is now a path to our financial success. I learn something new every time we or I talk to you and your team.

When faced in the beginning with the cost of your program I can now say it was well worth it....100, maybe a THOUSAND times over.....HECK, with two phone calls at our last class you, Doug, MADE US \$30,000 WHEN WE FOUND A BETTER, LOWER PRICED CONTRACTOR for Natchez Trace, AND THEN THEY THREW IN THEIR \$3500 BONDING PRICE, TOO!....FOR FREE!

Only thing holding us back now is Bonding Aggregate and more manpower. In these uncertain times, we are winning! Thanks Doug, Sean, and to your whole team....truly do appreciate all you have done. WE AIN'T GOIN' ANYWHERE BUT UP!

Regards, William K. Westell Chief Operations Officer and Owner

On Sep 27, 2011, at 1:23 AM, "Symon, Robert J." <rsymon@babbc.com> wrote:

Aloha Doug and Kiha.

Kiha, I am a government contract/ construction attorney in Washington, DC. You are in good hands with Doug. I have known him for many years and have represented him in several government contract related matters. I am sure your company will be a success story resulting from his program. If you have any legal needs down the road, please do not hesitate to contact me. I am very connected in Oahu after just spending the last few years there litigating a case against the Navy related to a military housing project at the Kaneohe Marine Corps Base. Perhaps you know a good friend of mine who practices in Honolulu, Lyle Hosoda. In any event, good luck.

Mahalo!

Bob Symon, Phone 202-719-8294, Fax 202-719-8394, Email rsymon@babbc.com
1615 L Street, N.W., Suite 1350, Washington, DC 20036

----- Original Message -----

Subject: Re: Aloha from Hawaii - to the Federal Construction Experts!

From: Kiha Pimental <Kiha@aol.com>

Date: Tue, September 27, 2011 2:55 pm

To: "Symon, Robert J." <rsymon@babbc.com>

Aloha Bob,

I started to read your email and my heart dropped reading "government construction/contract attorney in Washington DC" --I thought oh no the government caught wind of this and they are gonna shut it down...or Doug is being investigated again or... I was TOTALLY RELIEVED when I read the rest.

I was just as relieved when I saw Sean and Doug last week in their workshop that these guys are for real, and that it is done with a pure heart and clean hands. Psalm 78:72. That is Doug. Rod and my prayer at lunch before leaving Texas is that we would stay humble in service and be able to stand firm against greed.

Doug spoke very highly about you. I asked him specifically (while driving to the Oasis) if we could use you. Of course you know what he said.

We are thrilled about this relationship with Doug and his family, and now about our new friend in you. You are now our "go to guy," but we are hoping that the only time we are at the table together is to watch the sunset and drinking MaiTais on Waikiki.

I live in and was raised in Kaneohe. I see the base from my house. Kailua beach is where we had every holiday picnic; where i learned to body surf and prepared for football. It's where the POTUS spends Christmas as you know. I'm native Hawaiian mix, Rod is Filipino Japanese. We have our 8(a) and we are considering starting an NHO.

I heard about the MCBH case and I know Lyle's name but not him personally. I'm certain we have other mutual friends besides "the Master." I hope the case went well for you.

After getting a few projects under our belt, I suggest you and Doug hold an advanced training in Hawaii for the 50 GCExperts membership. I would pay to learn from others' mistakes in Government contracting. I'd be happy to help set it up here say end 2012 or 2013.

I am saving your contact info. Please look us up when you're back in town and let's eat some sushi after surfing.

Me ke Akua pū.

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