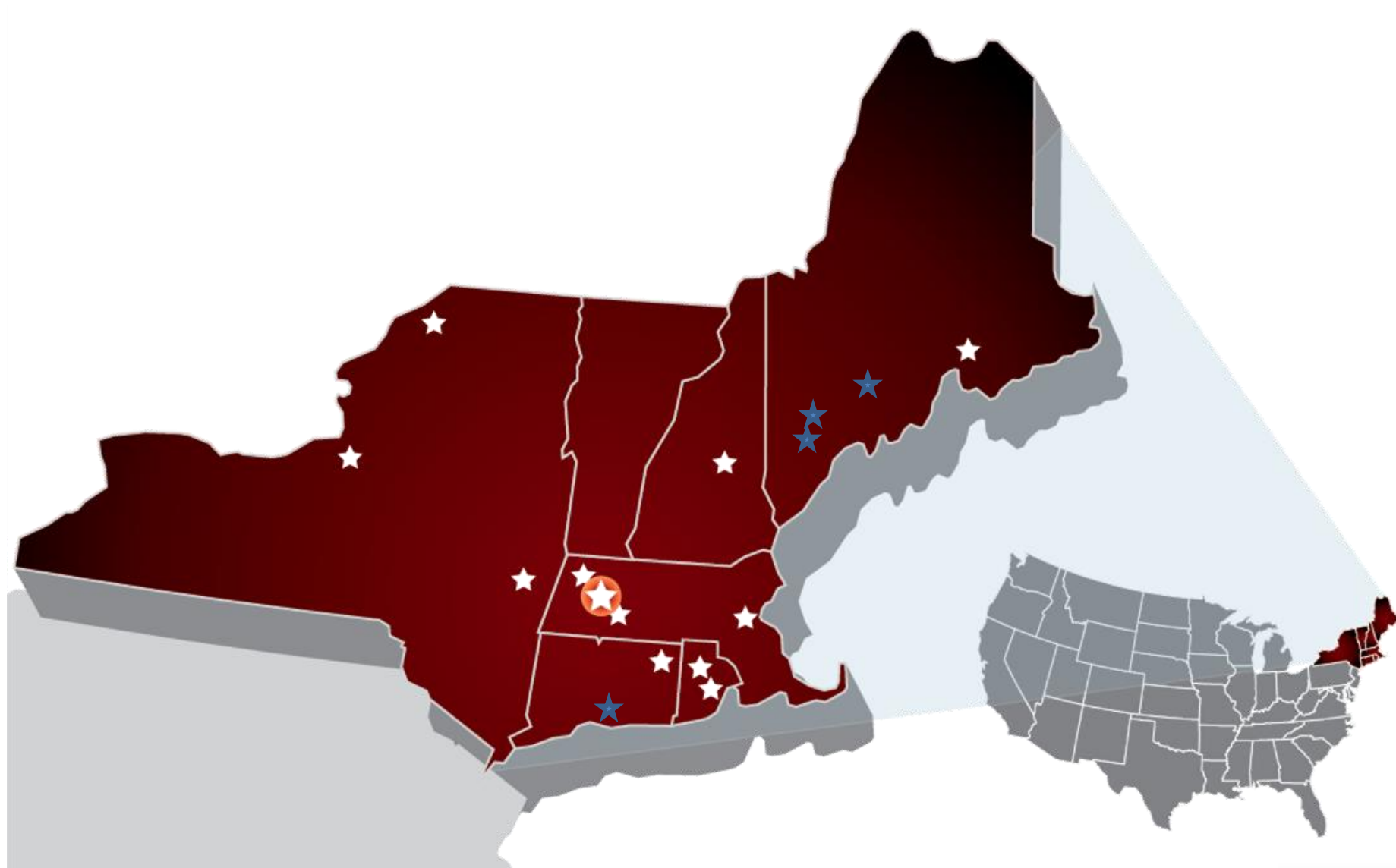




# Contracting, An Industry Perspective

By Ron Simbari, ASA Maine Construction Manager  
2018 NEPPP Meeting, CT

# ASMG Locations





# First Asphalt Paved Superhighway??





The opening of the Maine Turnpike, the world's first asphalt-paved superhighway, in 1947, marked the beginning of a new era in American highway transportation. The highway's wide median, *below*, was a new safety feature.



# Outline of Presentation

- Planning & Forecasting
- Design
- Advertising & Bidding work
- Construction
- Communication



# Planning and Forecast

- Relay to the industry your
  - timelines
  - Treatment/brief anticipated scope,
  - advertise date
- Long-term plans
  - funding



# Design / Specifications

- Limits of operations (your standards may be less applicable)
  - Closure length (If too short puts workers at risk) make sure its appropriate for the treatment
  - Matching requirements
  - Striping requirements (a disconnect in regards to temp Pavement markings or simply CL delineation)
  - Make sure your standard specs acknowledge the lower impact/risk that preservation treatments have and typically shorter duration
- Continuous work spec. may not be necessary
- Scope creep.... (all other departments pile on) Most contractors maintain a balance between there GC capabilities and treatments production capabilities. (establish a protocol...80-90% of items directly relating to the treatment)
- Bridge work should maintain consistent scope and flow as mainline work.

# Preservation Challenges

- **Scope Creep:**

- Inlaid Polyurea Pavement Markings
- Multi Use Path Work
- Drainage
- Guardrail
- Rock Slope Work
- Treated Like Rehabs!
- Examples:
  1. I-89 Bow-Hopkinton BWC Preservation (21.4 miles)
    - Approx. 110 Bid Items!
  2. Maine DOT I-95 Brunswick-West Gardiner BWC (43.4 miles)
    - 30 Bid Items!



- **Treatment Timing:**

- Projects Advertised Too Late in the Season
- Single Season Morphing into Multiple Seasons
  - Scope Creep
  - Extensive Bridge Rehab. work





# Design / Specifications

- Prep work-Don't skimp on it
  - Long projects may have been built with varying treatments or time span.
  - Make sure districts understand the intention for prep work (build it in your spec?)
- IRI / Ride specs.... Make sure the industry has an understanding of the risk... Collect data and share with industry as you develop a spec... PWL vs Average

# Advertising / Bidding

- Understand the competitive market for material supply and capabilities to deliver and complete work
- As an owner you also compete, pricing based on
  - Industry capacity & competition
  - Early work/work on the books
  - Owners that have a balance between risk/reward
  - Owners that have a good line of communication as issues arise
- Completion dates, Interim completion dates
- RFI (don't get defensive)

# Construction

- Bridge work- Can dictate the entire paving/project schedule if treatment/scope is not in line with project.
- Numerous interim completion dates....
- Understand production capabilities of the system/treatment and model application width etc to take advantage of the contractors capability
- Good Specs provide value for the owner & contractor.... Specs that cost \$ with little value to the end product should be evaluated.... Maybe there's a better way to address an issue? Partner with Industry and have a frank discussion.
- Active feedback to Contractor for non-conforming work
- Sell and promote value internally to construction and design staff so they understand the benefits of the treatment



# Partnering/Communication

- Open to changes or suggestions that will lead to improvements
- Have working groups to improve specifications....
- Expectations & what defines quality... Discuss during pre-construct meeting
- Innovate...
- Relationship with Industry.... Externally focus
- Post construction discussion

# AR Chip Seal NH Rte 302



# Summary

- Lets educate & sell preservation
- Good active construction inspection will provide value
- Continue to improve specifications
- Special provisions should reflect scope/exposure
- We all need to Listen more and communicate
- Pricing for preservation work will be refined as industry understands its cost



# THANK YOU



## Products & Services

- **ECOBIT** WMA Binder  
with SonneWarmix™
- CRMB for HMA
- Zydex WMA & Anti-strip
- Asphalt Rubber SAM & SAMI
- FiberMat® SAM & SAMI
- Bonded Wearing Courses
- Chip Seals
- Liquid Calcium/Magnesium Chloride
- Full Depth Reclamation
- Hot & Cold Mix Asphalt
- Asphalt Emulsions
- Aggregates

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# What properties are we trying to preserve?



Lets preserve the flexible properties of our pavement structures!

