

PHILADELPHIA PARKING AUTHORITY  
MAINTENANCE, REPAIR & REPLACEMENT FOR  
GARAGE DOORS

RFP NO. 25-10

- - -

TRANSCRIPT OF MEETING,  
taken in reference to the above matter, by  
and before JAMES J. GALLAGHER, JR.,  
Professional Reporter and Notary Public, at  
IMPOUND LOT 7, 6801 Essington Avenue,  
Philadelphia, Pennsylvania, on Thursday,  
December 4, 2025, commencing at 11:02 a.m.

MAGNA LEGAL SERVICES

[www.MagnaLS.com](http://www.MagnaLS.com)

(866) 624-6221

1 APPEARANCES:

2

SHANNON STEWART

3 Philadelphia Parking Authority

4 TYLER LAW

Philadelphia Parking Authority

5

JEROME TRZASKA

6 Philadelphia Parking Authority

7 JOHN PIETRAFITTA

Philadelphia Parking Authority

8

TIM COSTELLO

9 Philadelphia Parking Authority

10 JOSEPH GIEDEMANN

Philadelphia Parking Authority

11

JACOB GREEN

12 Premier Warehouse Solutions

13 WILL KNIGHTON

Premier Warehouse Solutions

14

MARK GALLAGHER

15 Abstract Overhead Door Company

16 BRANDON McMONAGLE

Delaware Valley Overhead Door

17

JENNIFER SEYMORE

18 Door and Gate USA

19 ELIZA MANCINI

American Best Garage Doors

20

21

22

23

24

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24

INDEX

SPEAKER

PAGE

By: MS. STEWART

4, 29

By: MR. GIEDEMANN

27

- - -

## 1 MEETING MINUTES

2

3 MS. STEWART: Good morning,  
4 everyone. My name is Shannon  
5 Stewart. I am the manger of  
6 contract administration for the  
7 Philadelphia Parking Authority, and  
8 this is the mandatory pre-proposal  
9 meeting for RFP Number 25-19,  
10 Maintenance, Repair and Replacement  
11 Services for Overhead Garage Doors.

12 In a moment we will go  
13 around the room and do  
14 introductions. I ask that you  
15 state your full name, spell your  
16 last name, and the company that  
17 you're here representing.

18 So, again, I'm Shannon  
19 Stewart, S-T-E-W-A-R-T,  
20 Philadelphia Parking Authority.

21 MR. GIEDEMANN: Joe  
22 Giedemann, G-I-E-D-E-M-A-N-N,  
23 Philadelphia Parking Authority.

24 MR. GALLAGHER: Mark

1           Gallagher, Abstract Overhead Door  
2           Company.

3                   MS. STEWART:   Could you  
4           spell you last name?

5                   MR. GALLAGHER:  
6           G-A-L-L-A-G-H-E-R.

7                   MS. STEWART:   Thank you.

8                   MR. GREENE:   Jacob Greene,  
9           G-R-E-E-N-E, Premier Warehouse  
10          Solutions, a division of Lift,  
11          Incorporated.

12                   MR. KNIGHTON:   William  
13          Knighton, K-N-I-G-H-T-O-N, Premier  
14          Warehouse Solutions, a division of  
15          Lift, Incorporated.

16                   MS. LAW:   Tyler Law, L-A-W,  
17          Philadelphia Parking Authority.

18                   MR. COSTELLO:   Jim  
19          Costello, C-O-S-T-E-L-L-O,  
20          Philadelphia Parking Authority.

21                   MR. TRZASKA:   Jerome  
22          Trzaska, T-R-Z-A-S-K-A, fleet  
23          operations manager for the  
24          Philadelphia Parking Authority.

1 MR. PIETRAFITTA: John  
2 Pietrafitta, P-I-E-T-R-A-F-I-T-T-A,  
3 director of support services for  
4 the Philadelphia Parking Authority.

5 MS. STEWART: Thank you.  
6 As you know, we have a court  
7 reporter in the room, so if  
8 throughout the meeting you have any  
9 questions, please state your name  
10 before asking so the court reporter  
11 knows who is speaking.

12 This is a mandatory  
13 meeting; however, I will allow late  
14 arrivals as long as they arrive  
15 prior to me closing out this  
16 portion of the bid -- of the  
17 meeting. If they arrive while  
18 we're doing site visits, at that  
19 point it's too late. They have to  
20 come before I close this out.

21 During the site visit the  
22 court reporter will not be present,  
23 so any questions that you'd like to  
24 get on the record today, you'll

1           have to do it during this portion.  
2           When we're doing the site visit, if  
3           you do have questions write them  
4           down and submit them using the  
5           question submission process, which  
6           I'll go over in just a few minutes.

7                       Some important dates for  
8           this solicitation, they are due  
9           January 5th, 2026 by 1:00 p.m. The  
10          pre-proposal meeting is today,  
11          December 4th, 2025, and we started  
12          at approximately 11:00 a.m.

13                      Questions must be submitted  
14          no later than Thursday,  
15          December 18th at 12:00 p.m. If you  
16          would like to request an extension  
17          of the question due date or the  
18          proposal due date, you'll submit it  
19          as a question. Allow us to respond  
20          via addendum, so that all offers  
21          have that extension granted.

22                      From this point forward I  
23          will be the sole contact regarding  
24          this solicitation. This morning

1 I'm just going to be going briefly  
2 through the RFP documents, but it  
3 will be your responsibility to  
4 fully read through and familiarize  
5 yourself with and adhere to all of  
6 the requirements throughout the RFP  
7 documents.

8 So Part 1 is just some  
9 general administrative requirements  
10 and information. Your proposals  
11 must be delivered to my attention  
12 in a sealed package or envelope.  
13 You can do that by mail or courier  
14 service or hand delivered to my  
15 attention; again, no later than  
16 Monday, January 5, 2026 by  
17 1:00 p.m.

18 Whether you mail or hand  
19 deliver, your proposal package must  
20 display your name, your company's  
21 name and be boldly and clearly  
22 handwritten RFP Number 25-19,  
23 Maintenance, Repair and Replacement  
24 Services for Overhead Garage Doors.



1           Please do not do like a label and  
2           put it on the box, they fall off  
3           and then your box will not get to  
4           me. Our building is multiple  
5           offices on multiple floors, so we  
6           do ask that you put it boldly in  
7           like a Sharpie so there's no way  
8           anyone can miss it and it doesn't  
9           miss the deadline, because someone  
10          didn't know where to take it.

11                 Your proposal package must  
12          have one original and six copies  
13          individually numbered, as well as  
14          an electronic version on a PDF --  
15          I'm sorry -- on a USB drive  
16          consisting of one PDF file. Your  
17          proposal format, which I'll go in  
18          to in more detail in a few minutes,  
19          is going to be a tab version. So  
20          please don't put like Tab A, Tab B,  
21          Tab C on the USB drive, merge it  
22          all into one file.

23                 Like I said, there will be  
24          site visits that will take place

1 immediately following this meeting.  
2 So we'll look at a garage door  
3 here. We will also go to the  
4 airport where we have some garage  
5 doors. We will provide  
6 transportation from here to the  
7 airport. Then we'll come back here  
8 and you guys will get in your own  
9 vehicles, we have directions, and  
10 we'll meet at our TLD offices very  
11 promptly after we leave here.  
12 Please go directly there. Because  
13 if you're not present for the  
14 entire site visit then you're not  
15 an eligible offeror. So please  
16 make sure you get there as soon as  
17 possible. We expect it to take two  
18 hours, but it probably will take  
19 much less.

20 If you haven't already done  
21 so, please register for this  
22 opportunity using the offeror  
23 registration form. Any addenda  
24 that are released will be emailed

1 to the email address that you  
2 provide on the registration form.  
3 If you haven't already done that,  
4 you'll have until 2:00 p.m. today  
5 before we close out the form.

6 A little bit about this  
7 RFP, The Authority is seeking  
8 proposals from offerors to provide  
9 maintenance, repair and replacement  
10 services for garage doors.

11 As a request for proposals,  
12 this is not an invitation to bid.  
13 And although price is important,  
14 other factors will be taken into  
15 consideration.

16 On Page 3, Part I-3 is our  
17 questions section. You are  
18 encouraged to submit questions;  
19 again, no later than Thursday,  
20 December 18th by 12:00 p.m., and  
21 you must submit them using the  
22 question submission form link,  
23 which will be activated after this  
24 meeting. Questions are only

1           accepted from eligible offerors.  
2           You'll put your questions in a Word  
3           document and upload it to the form.  
4           If you're having any issues  
5           accessing or completing the form,  
6           please let me know and we'll try  
7           and get that situated for you.

8                       Only questions submitted  
9           via the question submission form  
10          will be addressed. And all  
11          responses to questions and  
12          clarification requests will be  
13          provided through a written addendum  
14          that will be emailed to all  
15          attendees at this meeting as well  
16          as posted to our website. My  
17          suggestion to you as a final step  
18          in preparing your proposals is  
19          check our website and make sure  
20          that you receive any and all  
21          addenda, because you do need to  
22          acknowledge it in your proposal  
23          form. And I just don't want you  
24          guys to miss any information

1           because it got caught in spam or  
2           your junk.

3                     If you're using a courier  
4           service to deliver your package,  
5           please make sure you give a day or  
6           two ahead of time. I've seen  
7           plenty of times where people have  
8           used next day delivery by certain  
9           time, usually like 10:00 a.m.; and  
10          because of our building being  
11          multiple entries, multiple loading  
12          docks, the courier service people  
13          will just say they attempted  
14          delivery and never did and they'll  
15          try again later. So give yourself  
16          a day or two for any of those types  
17          of delays on the courier side. If  
18          it's late, that is not a reason  
19          that I will be able to accept, so  
20          please make sure you build in a  
21          little bit of time there.

22                     The Authority is always  
23          looking to increase participation  
24          amongst small and small diverse

1 businesses. If you are a small or  
2 a small diverse business, you must  
3 indicate that in your proposal form  
4 by completing the small diverse  
5 business participation submittal  
6 form as well as a copy of your  
7 small business procurement  
8 initiative certificate issued by  
9 Pennsylvania Department of General  
10 Services. You may self-certify at  
11 the link on the bottom of Page 4.

12 And although we encourage  
13 small or small diverse business  
14 participation, you don't need to be  
15 a small or small diverse business  
16 to participate in this RFP.

17 If you are currently  
18 registered with the city's like  
19 minority or diverse business, that  
20 won't meet that criteria. You have  
21 to be registered through the state.

22 Your proposal must be  
23 signed in all spaces where  
24 signatures are required, and we do

1           except wet or electronic  
2           signatures.

3                     In Appendix C you will find  
4           our insurance requirements. These  
5           are the insurance requirements that  
6           if you are awarded a contract you  
7           will have to meet. You must  
8           provide with your proposal a sample  
9           certificate of insurance meeting  
10          those requirements from a previous  
11          project. Or if you do not  
12          currently carry the level of  
13          insurances that we're requiring, a  
14          letter from your insurance records  
15          stating if awarded a contract they  
16          will provide those coverages for  
17          you will suffice. I'm sorry. Give  
18          me one second.

19                    (AT this time, a short  
20          break was taken.)

21                    MS. STEWART: There was  
22          notice to offerors that this  
23          meeting was supposed to be held at  
24          our headquarters. Obviously that's

1           incorrect. So someone did go to  
2           our headquarters and they're on  
3           their way now, so I do have to  
4           allow them to participate.

5                       MR. GALLAGHER: Will you  
6           have to go through the whole thing  
7           again?

8                       MS. STEWART: No. There's  
9           meeting minutes. So what I'll do  
10          is I'll post them and send them to  
11          the offeror who hopefully will get  
12          here before we close out this  
13          section, but, no, I won't go back  
14          through those.

15                      So back to the insurance  
16          requirements. My suggestion is to  
17          take our insurance requirements in  
18          Appendix C, send them to your  
19          insurance broker and have them  
20          provide a sample certificate or the  
21          letter. If you would like to  
22          request a waiver or relief from any  
23          of our insurance requirements, the  
24          time to do that is during the



1           question period. Allow The  
2           Authority to either grant or  
3           decline the waiver or relief and  
4           then all offers would get that  
5           waiver or relief.

6                   Also attached as Appendix B  
7           is the sample contract. This is  
8           the contract that we will expect  
9           you to execute if you are selected  
10          for contract award. So if you have  
11          any exceptions or requested  
12          changes, you will need to note them  
13          in your proposal in order for them  
14          to be considered.

15                   If you're selected for  
16          contract award only the exceptions  
17          or requested changes you put in  
18          your proposal will be negotiated  
19          with our legal team.

20                   You must provide a proof of  
21          current registration with the  
22          Pennsylvania Department of State's  
23          Bureau of Corporations and  
24          Charitable Organizations in Tab B

1 of your proposal. In Section --  
2 Part I-13 you'll find the link to  
3 where you can pull up your record  
4 and just provide a screen shot of  
5 that.

6 Any use of subcontractors  
7 must be identified in your  
8 proposal. During the contract  
9 period use of any of subcontractors  
10 by your company which were not  
11 previously identified in the  
12 proposal must be approved in  
13 advance in writing by The  
14 Authority.

15 The Authority will study  
16 and evaluate all proposals which  
17 are received within 60 days and  
18 notify all other offerors of the  
19 award.

20 If after this meeting you  
21 decide that you will not be  
22 submitting a proposal, I do ask  
23 that you take a few minutes to  
24 complete our proposal decline form,

1           just letting us know why you  
2           decided not to. We do look at your  
3           feedback; and if it's something,  
4           you know, that -- what's wrong with  
5           the work statement or anything like  
6           that, that you decided not to even  
7           ask the question for, when we go  
8           back out for this in a couple  
9           years, we go back, we look at it  
10          and we see how can we make that  
11          more advantageous for your side.  
12          So it is important and we do value  
13          your feedback.

14                 If requested, you may be  
15          required to provide complete  
16          financial statements for the last  
17          three years which have been audited  
18          or reviewed by an independent  
19          certified public accountant who is  
20          not an employee of your company.  
21          You don't have to submit them with  
22          your proposal, but if during  
23          evaluation we decide that we want  
24          to review them, we may request

1           them, so just make sure if you do  
2           not have a publicly audited  
3           financial set you need to ask for  
4           relief from this during the  
5           question period. Don't wait until  
6           we request it to let us know that  
7           you guys don't get a certified  
8           public accountant to do your  
9           financials.

10                   Current prevailing wages  
11           and benefits for the industry and  
12           trade will be paid at all times for  
13           the duration of this project.

14                   Does anybody have any  
15           questions on Part I?

16                   MR. GALLAGHER: I think you  
17           mentioned you need to be  
18           registered --

19                   MS. STEWART: Can you state  
20           your name?

21                   MR. GALLAGHER: Gallagher  
22           Mark.

23                   MS. STEWART: Uh-huh.

24                   MR. GALLAGHER: You need to

1 be registered today by 2:30?

2 MS. STEWART: Our offeror  
3 registration form, yeah.

4 MR. GALLAGHER: All right.

5 MS. STEWART: And that's  
6 just so we have your correct  
7 contact information.

8 MR. GALLAGHER: All right.

9 MS. STEWART: Is Mark on  
10 the registration form?

11 MR. GALLAGHER: I don't do  
12 this end, so --

13 MS. STEWART: Someone  
14 registered for you.

15 MR. GALLAGHER: All right.

16 MS. STEWART: Any other  
17 questions on Part I?

18 (No response.)

19 MS. STEWART: Okay. Moving  
20 on to Part II. Part II is going to  
21 outline the format of your  
22 proposal. So it will be a tab  
23 format. An electronic version of  
24 the proposal form is available on

1           our website. Please do not alter  
2           any of the forms. If there is  
3           anything on any of our forms that  
4           you are concerned about or want to  
5           request a change, you need to do  
6           that during the question period.  
7           And then if we were to accept it,  
8           we would issue an updated form via  
9           addendum, and then all offers would  
10          get that change.

11                 Any forms that are altered  
12          may be grounds for rejection of  
13          your proposal. So that is  
14          something we take very seriously.  
15          I'm not saying you can't ask for  
16          changes or, you know, exceptions to  
17          things in our document, you just  
18          have to do it in the question  
19          period, that's all.

20                 You do need to use tabs  
21          that extend beyond eight and a half  
22          by eleven paper. Tab A is just a  
23          transmittal letter signed by an  
24          individual with the authority to

1           bind your company. That provides  
2           an overview of your proposal as  
3           well as the name, email address and  
4           phone number of the person I can  
5           direct questions to regarding the  
6           proposal.

7                       Tab B is where you will  
8           list your qualifications and  
9           experience. You must have a  
10          minimum of three years experience  
11         providing maintenance, repair and  
12         replacement services as described  
13         in the work statement. And this is  
14         also where you will put your  
15         registration with the state.

16                      Tab C you must identify the  
17          primary employee anticipated to be  
18          the project manager and a qualified  
19          substitute to represent your  
20          company for the entire contract.

21                      Tab D is where you will  
22          insert the completed proposal form  
23          with the exception of the proposal  
24          decline form.

1                   Tab E we're asking you to  
2                   provide a detailed explanation of  
3                   your ability to provide the goods  
4                   and services as detailed in the  
5                   work statement. You must also  
6                   indicate your response time and  
7                   time frame to be on site after  
8                   acknowledging a request for repair  
9                   and emergency repair.

10                  Tab F is where you will put  
11                  either your sample certificate of  
12                  insurance or the letter from your  
13                  insurance broker.

14                  Tab G is where you will  
15                  list any proposed changed or  
16                  exceptions to our sample contract.  
17                  If they are lengthy, please submit  
18                  a red line version instead of just  
19                  like listing any copying like  
20                  paragraphs from the contract. It's  
21                  just easier to see the red line  
22                  version, but if it's just a thing  
23                  here or there, you can just  
24                  reference the section of the



1 contract.

2 Tab H will be where you  
3 provide a summary and status of any  
4 current or ongoing legal actions  
5 pending with any governmental  
6 agency with which you have had or  
7 currently have a contractual  
8 relationship. If there are none, a  
9 statement to that effect will  
10 suffice for that tab.

11 Tab I is where you will  
12 list any certifications and  
13 licenses required by local and  
14 state laws to perform the services  
15 described on the work statement.

16 And Tab J we're asking you  
17 to identify the lengths of all  
18 warranties as required in Section I  
19 of the work statement.

20 Does anybody have any  
21 questions on Part II?

22 (No response.)

23 MS. STEWART: Okay. Part  
24 III goes over the criteria for

1           selection. There are three  
2           mandatory responsiveness  
3           requirements that The Authority  
4           will consider to be non-waivable;  
5           that is, that the proposal is  
6           submitted by an offeror who is  
7           represented at today's meeting,  
8           that it is received by the due date  
9           and time, and that it is properly  
10          signed.

11                   The Authority reserves the  
12           right, in its sole discretion, to  
13           waive any other technical or  
14           immaterial nonconformities, allow  
15           the offeror to cure the  
16           nonconformity, or consider the  
17           nonconformity in the evaluation of  
18           the proposal.

19                   Your proposals will be  
20           scored based on the scoring  
21           criteria described in Part III-4,  
22           and each category has a different  
23           weight. So when you're preparing  
24           your proposal you might want to

1 review how we're going to score you  
2 for each category.

3 Does anybody have any  
4 questions on Part III?

5 (No response.)

6 MS. STEWART: Okay. Part  
7 IV is the work statement. For  
8 that, I'm going to pass it over to  
9 Joe.

10 MR. GIEDEMANN: Hi,  
11 gentlemen. This is just a summary  
12 of the scope of work. The scope of  
13 work covers inspections, garage  
14 door maintenance and corrective  
15 repairs for all garage doors  
16 related to mechanical and  
17 electrical systems across The  
18 Authority.

19 The goal is to insure safe,  
20 reliable operations and extended  
21 equipment life. Services include  
22 an annual as needed preventative  
23 maintenance, inspection,  
24 lubrications, testing, adjustments

1 as well as corrective repair, such  
2 as replacing springs, cables,  
3 rollers and the components.  
4 Electrical and control systems must  
5 be tested to verify interlocks and  
6 operational reliability.

7 Motor drive systems are  
8 inspected and serviced insuring  
9 proper amperages drawn, smooth  
10 operation, compliance with  
11 manufacture specifications.

12 Vendors must provide  
13 maintenance logs and repair  
14 reports, use manufacturer approved  
15 or equivalent parts.

16 Emergency response must be  
17 available during normal business  
18 hours, with after hours contact for  
19 urgent issues.

20 Restricted access locations  
21 require guide site visits for the  
22 airport.

23 That will be it, gentlemen.

24 MS. STEWART: Any

1 questions?

2 (No response.)

3 MS. STEWART: Okay.

4 Obviously the work statement is  
5 four pages. Joe just did a very  
6 brief overview.

7 MR. GIEDEMANN: A summary  
8 of it.

9 MS. STEWART: Make sure you  
10 review that, because the work  
11 statement is where all the  
12 requirements of the hours, what  
13 we're asking for and how you're  
14 going to perform the work is in the  
15 work statement, so make sure you  
16 review that. I don't want you guys  
17 to overlook it and then be  
18 surprised when we ask something of  
19 the selected offeror, so make sure  
20 you review the work statement that  
21 is like the meat of this document.  
22 If you have any questions or if  
23 there's any requirements in the  
24 work statement that you're unable

1 to meet, instead of just not  
2 responding, I ask that you submit  
3 the question, ask for a relief from  
4 that requirement and then allow us  
5 to consider it and either approve  
6 it or reject it.

7 Any questions?

8 (No response.)

9 MS. STEWART: Part V of the  
10 RFP document outlines the contract  
11 terms and conditions. So this  
12 contract will end -- shall commence  
13 upon award of a contract at The  
14 Authority's public board meeting  
15 and will end one year thereafter.  
16 The term of the contract may be  
17 extended by the sole option of The  
18 Authority for up to four additional  
19 one-year terms.

20 Does anybody have any  
21 questions?

22 (No response.)

23 MS. STEWART: Okay.

24 Appendix A is the proposal form.

1           Section 3 of the proposal form is  
2           where you're going to acknowledge  
3           any and all agenda. Page 2,  
4           Section 5 is a cost form. So we're  
5           asking you to provide hourly rates  
6           to perform services. We're asking  
7           for regular time, which regular  
8           time is defined in the work  
9           statement. I believe it's Monday  
10          through Friday, 8:00 a.m. to  
11          5:00 p.m. So all work will be done  
12          during regular time, but we also  
13          ask for your premium time hourly  
14          rate. Only emergency repair and  
15          replacement services will be done  
16          during premium time, if need be.  
17          We are asking for years one, two,  
18          three and four and five for all  
19          options of the contract term.

20                 We are also asking for a  
21          parts and materials discount. The  
22          Authority will not pay markup for  
23          parts, only list price, but to make  
24          your proposal more advantageous you

1           could offer a discount percentage.  
2           If there is no discount percentage  
3           you can just put a zero there.

4                       And then we're also asking  
5           for a fixed fee for preventative  
6           maintenance per door. So if your  
7           preventative maintenance is a flat  
8           fee of 300 bucks we would just pay  
9           that for each PM that you do on the  
10          doors -- for each door.

11                      The rest of the proposals  
12          forms are mostly signature pages.  
13          So by signing Page 3 you agree to  
14          provide the services as described  
15          in the work statement, any addenda  
16          and in your proposal.

17                      Page 4, by signing this  
18          page you're saying that you did a  
19          site inspection for all of the  
20          other doors other than the ones  
21          we're going to see today. There  
22          are other doors, but you can access  
23          them on your own. We're only  
24          seeing areas where it's either



1           restricted or you can't just walk  
2           up, but there are a couple others  
3           in our like garages where you guys  
4           -- the garages are open to the  
5           public, so you can go in there and  
6           take a look at what you need.

7                       Section 8 you're agreeing  
8           to the insurance requirements and  
9           you're also, if you are selected  
10          for contract award, are agreeing to  
11          provide your final certificate of  
12          insurance within five calendar days  
13          after notification of award.

14                      Page 6, Section 9, you will  
15          only complete one of these  
16          sections. If you are a corporation  
17          you'll complete the top portion,  
18          and that does require two  
19          signatures. If you are a business  
20          entity other than a corporation you  
21          will complete the bottom portion of  
22          Section 9.

23                      Page 7, Section 10, this is  
24          our affidavit of non-collusion and

1           we do take this document very  
2           seriously. It does require a  
3           notary. If it is not properly  
4           notarized, it is not properly  
5           signed, and your proposal could be  
6           rejected for not having it  
7           notarized. So make sure you allow  
8           time to have it notarized if you  
9           don't have like an in-house notary.

10                   Section 11 is where you  
11           will list a minimum of three  
12           references to whom similar services  
13           were provided within the last three  
14           years. We do reach out to them via  
15           email with a form, so please do not  
16           provide a reference if you don't  
17           have email information for them.

18                   Page 10 is the small and  
19           small diverse business  
20           participation submittal form.  
21           Regardless of your status, if you  
22           are or are not a small diverse  
23           business, you need to complete this  
24           form. If you are not a small or

1 small diverse business, you'll just  
2 complete the section, check the box  
3 no, and then submit this with your  
4 proposal. If you are or one of  
5 your subs are, you'll complete it  
6 in its entirety and attach your  
7 small business procurement  
8 initiative certificate issued by  
9 PADGS.

10 Page 11 is the proposal  
11 decline form. Again, you can  
12 either fill this out and email it  
13 to me or you can just click the  
14 link and fill it out on the  
15 computer, which is easier.

16 Does anybody have any  
17 questions on the proposal form?

18 (No response.)

19 MS. STEWART: All right.  
20 We do not have the attorney  
21 present, but Appendix B is the  
22 sample contract. Again, if you  
23 have any exceptions or requested  
24 changes those must be indicated in

1           your proposal to be considered.

2                   And then lastly, Appendix C  
3           is our insurance requirement.

4           Again, if you have any issues with  
5           our insurance requirements, any  
6           language that you want to request  
7           changes to, the time to do that is  
8           during the question period. Please  
9           do not wait until you submit your  
10          proposal to include like a markup  
11          of our insurance requirements, they  
12          will not be considered. The reason  
13          we do that is because there are  
14          financial implications to getting  
15          insurance requirements. So if a  
16          company meets our insurance  
17          requirements and bills those costs  
18          into their proposal pricing and a  
19          company doesn't, well, then the  
20          company that doesn't can come in  
21          lower, so that's why we're very  
22          strict about that process. It's  
23          really to be fair and transparent.  
24          So I'm not saying you can't ask for

1 relief from our insurance  
2 requirements, there's just a proper  
3 way to do it.

4 Does anybody have any  
5 questions on any of the appendices  
6 or any of the documents at all?

7 MR. GALLAGHER: No.

8 MS. STEWART: At this  
9 point, we will close out this  
10 portion of the meeting.

11 Do you know who is on their  
12 way?

13 MS. LAW: Yes.

14 MS. STEWART: Can you put  
15 it on the record please?

16 MS. LAW: Okay. So we have  
17 Jennifer Seymore, S-E-Y-M-O-R-E,  
18 and that's with Door and Gate USA.  
19 And Eliza Mancini, M-A-N-C-I-N-I,  
20 American Best Garage Doors. So  
21 they both went to headquarters.

22 MS. STEWART: Thank you.

23 (Meeting concluded at  
24 11:32 a.m.)

CERTIFICATION

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24

I, James J. Gallagher, Jr.,  
Professional Court Reporter and Notary  
Public, do hereby certify that the  
foregoing is a true and accurate transcript  
of the stenographic notes taken by me in  
the aforementioned matter.

- - -

DATE:

James J. Gallagher  
James J. Gallagher, Jr.  
Court Reporter

A			
<b>a</b> 4:12 5:10,14 6:6,12 7:6,19 8:12 9:1,7,14 9:15,18,19,20 10:2 11:6,11 12:2,13,17 13:3,5,16,18,20 14:1,2,6,15 15:6,8 15:10,13,15,19 16:20,22 17:20 18:4 18:22,23 19:8 20:2 20:7 21:22 22:5,21 22:22,22 23:9,18 24:2,8,18,22 25:3,7 25:8 26:22 27:11 29:5,7 30:3,13,24 31:4,20 32:1,3,5,7 32:18 33:2,6,16,19 33:20 34:2,11,15,16 34:22,24 36:10,15 36:18 37:2 38:8 <b>ability</b> 24:3 <b>able</b> 13:19 <b>about</b> 11:6 22:4 36:22 <b>above</b> 1:11 <b>Abstract</b> 2:15 5:1 <b>accept</b> 13:19 22:7 <b>accepted</b> 12:1 <b>access</b> 28:20 32:22 <b>accessing</b> 12:5 <b>accountant</b> 19:19 20:8 <b>accurate</b> 38:8 <b>acknowledge</b> 12:22 31:2	<b>acknowledging</b> 24:8 <b>across</b> 27:17 <b>actions</b> 25:4 <b>activated</b> 11:23 <b>addenda</b> 10:23 12:21 32:15 <b>addendum</b> 7:20 12:13 22:9 <b>additional</b> 30:18 <b>address</b> 11:1 23:3 <b>addressed</b> 12:10 <b>adhere</b> 8:5 <b>adjustments</b> 27:24 <b>administration</b> 4:6 <b>administrative</b> 8:9 <b>advance</b> 18:13 <b>advantageous</b> 19:11 31:24 <b>affidavit</b> 33:24 <b>aforementioned</b> 38:10 <b>after</b> 10:11 11:23 18:20 24:7 28:18 33:13 <b>again</b> 4:18 8:15 11:19 13:15 16:7 35:11,22 36:4 <b>agency</b> 25:6 <b>agenda</b> 31:3	<b>agree</b> 32:13 <b>agreeing</b> 33:7,10 <b>ahead</b> 13:6 <b>airport</b> 10:4,7 28:22 <b>all</b> 7:20 8:5 9:22 12:10 12:14,20 14:23 17:4 18:16,18 20:12 21:4 21:8,15 22:9,19 25:17 27:15 29:11 31:3,11,18 32:19 35:19 37:6 <b>allow</b> 6:13 7:19 16:4 17:1 26:14 30:4 34:7 <b>already</b> 10:20 11:3 <b>also</b> 10:3 17:6 23:14 24:5 31:12,20 32:4 33:9 <b>alter</b> 22:1 <b>altered</b> 22:11 <b>although</b> 11:13 14:12 <b>always</b> 13:22 <b>am</b> 4:5 <b>American</b> 2:19 37:20 <b>amongst</b> 13:24 <b>amperages</b> 28:9 <b>an</b> 7:16 9:14 10:15 11:12 19:18,20 21:23 22:8,23 23:2 26:6 27:22 34:9	<b>annual</b> 27:22 <b>anticipated</b> 23:17 <b>any</b> 6:8,23 10:23 12:4,20 12:24 13:16 16:22 17:11 18:6,9 20:14 21:16 22:2,3,11 24:15,19 25:3,5,12 25:20 26:13 27:3 28:24 29:22,23 30:7 30:20 31:3 32:15 35:16,23 36:4,5 37:4,5,6 <b>anybody</b> 20:14 25:20 27:3 30:20 35:16 37:4 <b>anyone</b> 9:8 <b>anything</b> 19:5 22:3 <b>APPEARANCES</b> 2:1 <b>appendices</b> 37:5 <b>Appendix</b> 15:3 16:18 17:6 30:24 35:21 36:2 <b>approve</b> 30:5 <b>approved</b> 18:12 28:14 <b>approximately</b> 7:12 <b>are</b> 7:8 10:24 11:17,24 14:1,17,24 15:5,6 17:9 18:17 22:4,11 24:17 25:8 26:1 28:7 31:17,20 32:12 32:22 33:2,4,9,10 33:16,19 34:22,22 34:24 35:4,5 36:13 <b>areas</b>

32:24 <b>around</b> 4:13 <b>arrivals</b> 6:14 <b>arrive</b> 6:14,17 <b>as</b> 6:6,14,14 7:19 9:13 9:13 10:16,16 11:11 12:15,16,17 14:6,6 17:6 23:2,3,12 24:4 25:18 27:22 28:1,1 28:2 32:14 <b>ask</b> 4:14 9:6 18:22 19:7 20:3 22:15 29:18 30:2,3 31:13 36:24 <b>asking</b> 6:10 24:1 25:16 29:13 31:5,6,17,20 32:4 <b>at</b> 1:12,14 6:18 7:12,15 10:2,10 12:15 14:10 15:19,23 19:2,9 20:12 26:7 30:13 33:6 37:6,8,23 <b>attach</b> 35:6 <b>attached</b> 17:6 <b>attempted</b> 13:13 <b>attendees</b> 12:15 <b>attention</b> 8:11,15 <b>attorney</b> 35:20 <b>audited</b> 19:17 20:2 <b>authority</b> 1:1 2:3,4,6,7,9,10 4:7 4:20,23 5:17,20,24	6:4 11:7 13:22 17:2 18:14,15 22:24 26:3 26:11 27:18 30:18 31:22 <b>Authority's</b> 30:14 <b>available</b> 21:24 28:17 <b>Avenue</b> 1:13 <b>award</b> 17:10,16 18:19 30:13 33:10,13 <b>awarded</b> 15:6,15 <b>a.m</b> 1:14 7:12 13:9 31:10 37:24 <hr/> <b>B</b> <b>B</b> 9:20 17:6,24 23:7 35:21 <b>back</b> 10:7 16:13,15 19:8,9 <b>based</b> 26:20 <b>be</b> 6:22 7:13,23 8:1,3,11 8:21 9:19,23 10:24 11:14,23 12:10,12 12:14 13:19 14:14 14:21,22 15:23 17:14,18 18:7,12,21 19:14 20:12,17 21:1 21:22 22:12 23:17 24:7 25:2 26:4,19 28:5,16,23 29:17 30:16 31:11,15,16 34:5 35:24 36:1,12 36:23 <b>because</b> 9:9 10:12 12:21 13:1 13:10 29:10 36:13 <b>been</b>	19:17 <b>before</b> 1:12 6:10,20 11:5 16:12 <b>being</b> 13:10 <b>believe</b> 31:9 <b>benefits</b> 20:11 <b>Best</b> 2:19 37:20 <b>beyond</b> 22:21 <b>bid</b> 6:16 11:12 <b>bills</b> 36:17 <b>bind</b> 23:1 <b>bit</b> 11:6 13:21 <b>board</b> 30:14 <b>boldly</b> 8:21 9:6 <b>both</b> 37:21 <b>bottom</b> 14:11 33:21 <b>box</b> 9:2,3 35:2 <b>BRANDON</b> 2:16 <b>break</b> 15:20 <b>brief</b> 29:6 <b>briefly</b> 8:1 <b>broker</b> 16:19 24:13 <b>bucks</b> 32:8 <b>build</b>	13:20 <b>building</b> 9:4 13:10 <b>Bureau</b> 17:23 <b>business</b> 14:2,5,7,13,15,19 28:17 33:19 34:19 34:23 35:1,7 <b>businesses</b> 14:1 <b>but</b> 8:2 10:18 16:13 19:22 24:22 31:12 31:23 32:22 33:2 35:21 <b>by</b> 1:11 3:5,6 7:9 8:13 8:16 11:20 13:8 14:4,8 18:10,13 19:18 21:1 22:22,23 25:13 26:6,8 30:17 32:13,17 35:8 38:9 <hr/> <b>C</b> <b>C</b> 9:21 15:3 16:18 23:16 36:2 <b>cables</b> 28:2 <b>calendar</b> 33:12 <b>can</b> 8:13 9:8 18:3 19:10 20:19 23:4 24:23 32:3,22 33:5 35:11 35:13 36:20 37:14 <b>can't</b> 22:15 33:1 36:24 <b>carry</b> 15:12 <b>category</b> 26:22 27:2 <b>caught</b> 13:1
--	---	--	--



<b>certain</b> 13:8 <b>certificate</b> 14:8 15:9 16:20 24:11 33:11 35:8 <b>CERTIFICATION</b> 38:1 <b>certifications</b> 25:12 <b>certified</b> 19:19 20:7 <b>certify</b> 38:7 <b>change</b> 22:5,10 <b>changed</b> 24:15 <b>changes</b> 17:12,17 22:16 35:24 36:7 <b>Charitable</b> 17:24 <b>check</b> 12:19 35:2 <b>city's</b> 14:18 <b>clarification</b> 12:12 <b>clearly</b> 8:21 <b>click</b> 35:13 <b>close</b> 6:20 11:5 16:12 37:9 <b>closing</b> 6:15 <b>come</b> 6:20 10:7 36:20 <b>commence</b> 30:12 <b>commencing</b> 1:14 <b>company</b> 2:15 4:16 5:2 18:10 19:20 23:1,20 36:16	36:19,20 <b>company's</b> 8:20 <b>complete</b> 18:24 19:15 33:15,17 33:21 34:23 35:2,5 <b>completed</b> 23:22 <b>completing</b> 12:5 14:4 <b>compliance</b> 28:10 <b>components</b> 28:3 <b>computer</b> 35:15 <b>concerned</b> 22:4 <b>concluded</b> 37:23 <b>conditions</b> 30:11 <b>consider</b> 26:4,16 30:5 <b>consideration</b> 11:15 <b>considered</b> 17:14 36:1,12 <b>consisting</b> 9:16 <b>contact</b> 7:23 21:7 28:18 <b>contract</b> 4:6 15:6,15 17:7,8,10 17:16 18:8 23:20 24:16,20 25:1 30:10 30:12,13,16 31:19 33:10 35:22 <b>contractual</b> 25:7 <b>control</b> 28:4 <b>copies</b> 9:12 <b>copy</b>	14:6 <b>copying</b> 24:19 <b>corporation</b> 33:16,20 <b>Corporations</b> 17:23 <b>correct</b> 21:6 <b>corrective</b> 27:14 28:1 <b>cost</b> 31:4 <b>Costello</b> 2:8 5:18,19 <b>costs</b> 36:17 <b>could</b> 5:3 32:1 34:5 <b>couple</b> 19:8 33:2 <b>courier</b> 8:13 13:3,12,17 <b>court</b> 6:6,10,22 38:6,23 <b>coverages</b> 15:16 <b>covers</b> 27:13 <b>criteria</b> 14:20 25:24 26:21 <b>cure</b> 26:15 <b>current</b> 17:21 20:10 25:4 <b>currently</b> 14:17 15:12 25:7 <b>C-O-S-T-E-L-L-O</b> 5:19 <hr/> <b>D</b> <hr/> <b>D</b> 23:21 <b>date</b> 7:17,18 26:8 38:20	<b>dates</b> 7:7 <b>day</b> 13:5,8,16 <b>days</b> 18:17 33:12 <b>deadline</b> 9:9 <b>December</b> 1:14 7:11,15 11:20 <b>decide</b> 18:21 19:23 <b>decided</b> 19:2,6 <b>decline</b> 17:3 18:24 23:24 35:11 <b>defined</b> 31:8 <b>Delaware</b> 2:16 <b>delays</b> 13:17 <b>deliver</b> 8:19 13:4 <b>delivered</b> 8:11,14 <b>delivery</b> 13:8,14 <b>Department</b> 14:9 17:22 <b>described</b> 23:12 25:15 26:21 32:14 <b>detail</b> 9:18 <b>detailed</b> 24:2,4 <b>did</b> 13:14 16:1 29:5 32:18 <b>didn't</b> 9:10 <b>different</b> 26:22
---	---	--	--

<b>direct</b> 23:5 <b>directions</b> 10:9 <b>directly</b> 10:12 <b>director</b> 6:3 <b>discount</b> 31:21 32:1,2 <b>discretion</b> 26:12 <b>display</b> 8:20 <b>diverse</b> 13:24 14:2,4,13,15 14:19 34:19,22 35:1 <b>division</b> 5:10,14 <b>do</b> 4:13 7:1,3 8:13 9:1,1 9:6 12:21 14:24 15:11 16:3,9,24 18:22 19:2,12 20:1 20:8 21:11 22:1,5 22:18,20 32:9 34:1 34:14,15 35:20 36:7 36:9,13 37:3,11 38:7 <b>docks</b> 13:12 <b>document</b> 12:3 22:17 29:21 30:10 34:1 <b>documents</b> 8:2,7 37:6 <b>does</b> 20:14 25:20 27:3 30:20 33:18 34:2 35:16 37:4 <b>doesn't</b> 9:8 36:19,20 <b>doing</b> 6:18 7:2 <b>done</b>	10:20 11:3 31:11,15 <b>don't</b> 9:20 12:23 14:14 19:21 20:5,7 21:11 29:16 34:9,16 <b>door</b> 2:15,16,18 5:1 10:2 27:14 32:6,10 37:18 <b>doors</b> 1:2 2:19 4:11 8:24 10:5 11:10 27:15 32:10,20,22 37:20 <b>down</b> 7:4 <b>drawn</b> 28:9 <b>drive</b> 9:15,21 28:7 <b>due</b> 7:8,17,18 26:8 <b>duration</b> 20:13 <b>during</b> 6:21 7:1 16:24 18:8 19:22 20:4 22:6 28:17 31:12,16 36:8 <hr/> <b>E</b> 24:1 <b>each</b> 26:22 27:2 32:9,10 <b>easier</b> 24:21 35:15 <b>effect</b> 25:9 <b>eight</b> 22:21 <b>either</b> 17:2 24:11 30:5 32:24 35:12 <b>electrical</b> 27:17 28:4 <b>electronic</b> 9:14 15:1 21:23	<b>eleven</b> 22:22 <b>eligible</b> 10:15 12:1 <b>Eliza</b> 2:19 37:19 <b>email</b> 11:1 23:3 34:15,17 35:12 <b>emailed</b> 10:24 12:14 <b>emergency</b> 24:9 28:16 31:14 <b>employee</b> 19:20 23:17 <b>encourage</b> 14:12 <b>encouraged</b> 11:18 <b>end</b> 21:12 30:12,15 <b>entire</b> 10:14 23:20 <b>entirety</b> 35:6 <b>entity</b> 33:20 <b>entries</b> 13:11 <b>envelope</b> 8:12 <b>equipment</b> 27:21 <b>equivalent</b> 28:15 <b>Essington</b> 1:13 <b>evaluate</b> 18:16 <b>evaluation</b> 19:23 26:17 <b>even</b> 19:6 <b>everyone</b> 4:4	<b>except</b> 15:1 <b>exception</b> 23:23 <b>exceptions</b> 17:11,16 22:16 24:16 35:23 <b>execute</b> 17:9 <b>expect</b> 10:17 17:8 <b>experience</b> 23:9,10 <b>explanation</b> 24:2 <b>extend</b> 22:21 <b>extended</b> 27:20 30:17 <b>extension</b> 7:16,21 <hr/> <b>F</b> <b>F</b> 24:10 <b>factors</b> 11:14 <b>fair</b> 36:23 <b>fall</b> 9:2 <b>familiarize</b> 8:4 <b>fee</b> 32:5,8 <b>feedback</b> 19:3,13 <b>few</b> 7:6 9:18 18:23 <b>file</b> 9:16,22 <b>fill</b> 35:12,14 <b>final</b> 12:17 33:11
---	---	---	---

<b>financial</b> 19:16 20:3 36:14 <b>financials</b> 20:9 <b>find</b> 15:3 18:2 <b>five</b> 31:18 33:12 <b>fixed</b> 32:5 <b>flat</b> 32:7 <b>fleet</b> 5:22 <b>floors</b> 9:5 <b>following</b> 10:1 <b>for</b> 1:2 4:6,9,11 5:23 6:3 7:7 8:24 10:13,21 11:10,11 12:7 13:16 15:16 17:10,13,15 19:7,8,11,16 20:3 20:11,12 21:14 22:12,15 23:20 24:8 25:10,24 27:2,7,15 28:18,21 29:13 30:3 30:18 31:7,13,17,18 31:20,22 32:5,5,9 32:10,19 33:10 34:6 34:17 36:24 <b>foregoing</b> 38:8 <b>form</b> 10:23 11:2,5,22 12:3 12:5,9,23 14:3,6 18:24 21:3,10,24 22:8 23:22,24 30:24 31:1,4 34:15,20,24 35:11,17 <b>format</b> 9:17 21:21,23 <b>forms</b> 22:2,3,11 32:12	<b>forward</b> 7:22 <b>four</b> 29:5 30:18 31:18 <b>frame</b> 24:7 <b>Friday</b> 31:10 <b>from</b> 7:22 10:6 11:8 12:1 15:10,14 16:22 20:4 24:12,20 30:3 37:1 <b>full</b> 4:15 <b>fully</b> 8:4 <hr/> <b>G</b> <hr/> <b>G</b> 24:14 <b>Gallagher</b> 1:12 2:14 4:24 5:1,5 16:5 20:16,21,21,24 21:4,8,11,15 37:7 38:5,22 <b>garage</b> 1:2 2:19 4:11 8:24 10:2,4 11:10 27:13 27:15 37:20 <b>garages</b> 33:3,4 <b>Gate</b> 2:18 37:18 <b>general</b> 8:9 14:9 <b>gentlemen</b> 27:11 28:23 <b>get</b> 6:24 9:3 10:8,16 12:7 16:11 17:4 20:7 22:10 <b>getting</b> 36:14 <b>Giedemann</b> 2:10 3:6 4:21,22	27:10 29:7 <b>give</b> 13:5,15 15:17 <b>go</b> 4:12 7:6 9:17 10:3,12 16:1,6,13 19:7,9 33:5 <b>goal</b> 27:19 <b>goes</b> 25:24 <b>going</b> 8:1,1 9:19 21:20 27:1 27:8 29:14 31:2 32:21 <b>Good</b> 4:3 <b>goods</b> 24:3 <b>got</b> 13:1 <b>governmental</b> 25:5 <b>grant</b> 17:2 <b>granted</b> 7:21 <b>GREEN</b> 2:11 <b>Greene</b> 5:8,8 <b>grounds</b> 22:12 <b>guide</b> 28:21 <b>guys</b> 10:8 12:24 20:7 29:16 33:3 <b>G-A-L-L-A-G-H-E...</b> 5:6 <b>G-I-E-D-E-M-A-N...</b> 4:22 <b>G-R-E-E-N-E</b> 5:9	<hr/> <b>H</b> <hr/> <b>H</b> 25:2 <b>had</b> 25:6 <b>half</b> 22:21 <b>hand</b> 8:14,18 <b>handwritten</b> 8:22 <b>has</b> 26:22 <b>have</b> 6:6,8,19 7:1,3,21 9:12 10:4,9 11:4 13:7 14:20 15:7 16:3,6,19 17:10 19:17,21 20:2,14 21:6 22:18 23:9 25:6,7,20 27:3 29:22 30:20 34:8,9 34:17 35:16,20,23 36:4 37:4,16 <b>haven't</b> 10:20 11:3 <b>having</b> 12:4 34:6 <b>headquarters</b> 15:24 16:2 37:21 <b>held</b> 15:23 <b>here</b> 4:17 10:3,6,7,11 16:12 24:23 <b>hereby</b> 38:7 <b>Hi</b> 27:10 <b>hopefully</b> 16:11 <b>hourly</b> 31:5,13 <b>hours</b> 10:18 28:18,18 29:12
--	--	--	--

<b>how</b> 19:10 27:1 29:13 <b>however</b> 6:13 <hr/> <b>I</b> <hr/> <b>I</b> 4:5,14 6:13,20 7:22 9:23 12:23 13:19 16:3,13 18:22 20:15 20:16 21:11,17 23:4 25:11,18 29:16 30:2 31:9 38:5 <b>identified</b> 18:7,11 <b>identify</b> 23:16 25:17 <b>if</b> 6:7,17 7:2,15 10:13 10:20 11:3 12:4 13:3,17 14:1,17 15:6,11,15 16:21 17:9,10,15 18:20 19:3,14,22 20:1 22:2,7 24:17,22 25:8 29:22,22 31:16 32:2,6 33:9,16,19 34:3,8,16,21,24 35:4,22 36:4,15 <b>II</b> 21:20,20 25:21 <b>III</b> 25:24 27:4 <b>III-4</b> 26:21 <b>immaterial</b> 26:14 <b>immediately</b> 10:1 <b>implications</b> 36:14 <b>important</b> 7:7 11:13 19:12 <b>IMPOUND</b> 1:13	<b>in</b> 1:11 4:12 6:7 7:6 8:12 9:6,17,18,18 10:8 12:2,18,22 13:1,20 14:3,16,23 15:3 16:17 17:13,13 17:17,24 18:1,7,11 18:12,13 19:8 22:17 22:18 23:13 24:4 25:18 26:12,17,21 29:14,23 31:8 32:15 32:16 33:3,5 35:6 35:24 36:20 38:9 <b>include</b> 27:21 36:10 <b>Incorporated</b> 5:11,15 <b>incorrect</b> 16:1 <b>increase</b> 13:23 <b>independent</b> 19:18 <b>INDEX</b> 3:1 <b>indicate</b> 14:3 24:6 <b>indicated</b> 35:24 <b>individual</b> 22:24 <b>individually</b> 9:13 <b>industry</b> 20:11 <b>information</b> 8:10 12:24 21:7 34:17 <b>initiative</b> 14:8 35:8 <b>insert</b> 23:22 <b>inspected</b> 28:8 <b>inspection</b>	27:23 32:19 <b>inspections</b> 27:13 <b>instead</b> 24:18 30:1 <b>insurance</b> 15:4,5,9,14 16:15,17 16:19,23 24:12,13 33:8,12 36:3,5,11 36:15,16 37:1 <b>insurances</b> 15:13 <b>insure</b> 27:19 <b>insuring</b> 28:8 <b>interlocks</b> 28:5 <b>into</b> 9:22 11:14 36:18 <b>introductions</b> 4:14 <b>invitation</b> 11:12 <b>in-house</b> 34:9 <b>is</b> 4:4,8 6:11,12 7:10 8:8 9:4,19 11:7,12 11:13,16 12:18 13:18,22 16:10,16 16:24 17:7,7 19:12 19:19 21:9,20,24 22:2,13,22 23:7,13 23:21 24:10,14 25:11 26:5,5,6,8,9 27:7,11,19 29:4,11 29:14,21 30:24 31:1 31:4,8 32:2,7 33:23 34:3,4,10,18 35:10 35:15,21 36:3,7,13 37:11 38:8 <b>issue</b> 22:8 <b>issued</b>	14:8 35:8 <b>issues</b> 12:4 28:19 36:4 <b>it</b> 7:1,18 8:2 9:2,6,8,8 9:10,21 10:17,18 12:3,22 13:1 19:9 19:12 20:6 21:22 22:7,18 26:8,9 27:8 28:23 29:8,17 30:5 30:6,6 34:2,3,4,6,8 35:5,12,14 37:3,15 <b>its</b> 26:12 35:6 <b>it's</b> 6:19 13:18 19:3 24:20,22 31:9 32:24 36:22 <b>IV</b> 27:7 <b>I'll</b> 7:6 9:17 16:9,10 <b>I'm</b> 4:18 8:1 9:15 15:17 22:15 27:8 36:24 <b>I've</b> 13:6 <b>I-13</b> 18:2 <b>I-3</b> 11:16 <hr/> <b>J</b> <hr/> <b>J</b> 1:12 25:16 38:5,22 <b>Jacob</b> 2:11 5:8 <b>James</b> 1:12 38:5,22 <b>January</b> 7:9 8:16 <b>Jennifer</b> 2:17 37:17 <b>Jerome</b> 2:5 5:21
--	---	--	---

<b>Jim</b> 5:18 <b>Joe</b> 4:21 27:9 29:5 <b>John</b> 2:7 6:1 <b>JOSEPH</b> 2:10 <b>Jr</b> 1:12 38:5,22 <b>junk</b> 13:2 <b>just</b> 7:6 8:1,8 12:23 13:13 18:4 19:1 20:1 21:6 22:17,22 24:18,21 24:22,23 27:11 29:5 30:1 32:3,8 33:1 35:1,13 37:2	<b>Law</b> 2:4 5:16,16 37:13,16 <b>laws</b> 25:14 <b>leave</b> 10:11 <b>legal</b> 1:22 17:19 25:4 <b>lengths</b> 25:17 <b>lengthy</b> 24:17 <b>less</b> 10:19 <b>let</b> 12:6 20:6 <b>letter</b> 15:14 16:21 22:23 24:12 <b>letting</b> 19:1 <b>level</b> 15:12 <b>licenses</b> 25:13 <b>life</b> 27:21 <b>Lift</b> 5:10,15 <b>like</b> 6:23 7:16 9:1,7,20,23 13:9 14:18 16:21 19:5 24:19,19 29:21 33:3 34:9 36:10 <b>line</b> 24:18,21 <b>link</b> 11:22 14:11 18:2 35:14 <b>list</b> 23:8 24:15 25:12 31:23 34:11 <b>listing</b> 24:19 <b>little</b>	11:6 13:21 <b>loading</b> 13:11 <b>local</b> 25:13 <b>locations</b> 28:20 <b>logs</b> 28:13 <b>long</b> 6:14 <b>look</b> 10:2 19:2,9 33:6 <b>looking</b> 13:23 <b>LOT</b> 1:13 <b>lower</b> 36:21 <b>lubrications</b> 27:24 <b>L-A-W</b> 5:16	<b>manufacture</b> 28:11 <b>manufacturer</b> 28:14 <b>Mark</b> 2:14 4:24 20:22 21:9 <b>markup</b> 31:22 36:10 <b>materials</b> 31:21 <b>matter</b> 1:11 38:10 <b>may</b> 14:10 19:14,24 22:12 30:16 <b>McMONAGLE</b> 2:16 <b>me</b> 6:15 9:4 12:6 15:18 35:13 38:9 <b>meat</b> 29:21 <b>mechanical</b> 27:16 <b>meet</b> 10:10 14:20 15:7 30:1 <b>meeting</b> 1:11 4:1,9 6:8,13,17 7:10 10:1 11:24 12:15 15:9,23 16:9 18:20 26:7 30:14 37:10,23 <b>meets</b> 36:16 <b>mentioned</b> 20:17 <b>merge</b> 9:21 <b>might</b> 26:24 <b>minimum</b> 23:10 34:11 <b>minority</b> 14:19
<hr/> <b>K</b>			
<b>Knighton</b> 2:13 5:12,13 <b>know</b> 6:6 9:10 12:6 19:1,4 20:6 22:16 37:11 <b>knows</b> 6:11 <b>K-N-I-G-H-T-O-N</b> 5:13			
<hr/> <b>L</b>			
<b>label</b> 9:1 <b>language</b> 36:6 <b>last</b> 4:16 5:4 19:16 34:13 <b>lastly</b> 36:2 <b>late</b> 6:13,19 13:18 <b>later</b> 7:14 8:15 11:19 13:15			
	<hr/> <b>M</b>		
	<b>MAGNA</b> 1:22 <b>mail</b> 8:13,18 <b>maintenance</b> 1:2 4:10 8:23 11:9 23:11 27:14,23 28:13 32:6,7 <b>make</b> 10:16 12:19 13:5,20 19:10 20:1 29:9,15 29:19 31:23 34:7 <b>manager</b> 5:23 23:18 <b>Mancini</b> 2:19 37:19 <b>mandatory</b> 4:8 6:12 26:2 <b>manger</b> 4:5		

<b>minutes</b> 4:1 7:6 9:18 16:9 18:23 <b>miss</b> 9:8,9 12:24 <b>moment</b> 4:12 <b>Monday</b> 8:16 31:9 <b>more</b> 9:18 19:11 31:24 <b>morning</b> 4:3 7:24 <b>mostly</b> 32:12 <b>Motor</b> 28:7 <b>Moving</b> 21:19 <b>MR</b> 3:6 4:21,24 5:5,8,12 5:18,21 6:1 16:5 20:16,21,24 21:4,8 21:11,15 27:10 29:7 37:7 <b>MS</b> 3:5 4:3 5:3,7,16 6:5 15:21 16:8 20:19,23 21:2,5,9,13,16,19 25:23 27:6 28:24 29:3,9 30:9,23 35:19 37:8,13,14,16 37:22 <b>much</b> 10:19 <b>multiple</b> 9:4,5 13:11,11 <b>must</b> 7:13 8:11,19 9:11 11:21 14:2,22 15:7 17:20 18:7,12 23:9 23:16 24:5 28:4,12 28:16 35:24 <b>my</b> 4:4 8:11,14 12:16	16:16 <b>M-A-N-C-I-N-I</b> 37:19 <hr/> <b>N</b> <hr/> <b>name</b> 4:4,15,16 5:4 6:9 8:20,21 20:20 23:3 <b>need</b> 12:21 14:14 17:12 20:3,17,24 22:5,20 31:16 33:6 34:23 <b>needed</b> 27:22 <b>negotiated</b> 17:18 <b>never</b> 13:14 <b>next</b> 13:8 <b>no</b> 1:3 7:14 8:15 9:7 11:19 16:8,13 21:18 25:22 27:5 29:2 30:8,22 32:2 35:3 35:18 37:7 <b>nonconformities</b> 26:14 <b>nonconformity</b> 26:16,17 <b>none</b> 25:8 <b>non-collusion</b> 33:24 <b>non-waivable</b> 26:4 <b>normal</b> 28:17 <b>not</b> 6:22 9:1,3 10:13,14 11:12 13:18 15:11 18:10,21 19:2,6,20 20:2 22:1,15 30:1 31:22 34:3,4,6,15 34:22,24 35:20 36:9	36:12,24 <b>notarized</b> 34:4,7,8 <b>notary</b> 1:12 34:3,9 38:6 <b>note</b> 17:12 <b>notes</b> 38:9 <b>notice</b> 15:22 <b>notification</b> 33:13 <b>notify</b> 18:18 <b>now</b> 16:3 <b>number</b> 4:9 8:22 23:4 <b>numbered</b> 9:13 <hr/> <b>O</b> <hr/> <b>Obviously</b> 15:24 29:4 <b>of</b> 1:11 4:5 5:10,14 6:3 6:16,16 7:17 8:5 9:16 13:6,7,10,16 13:17,21 14:6,9,11 15:9,12 16:23 17:20 17:22,23 18:1,4,6,9 18:9,18 19:20 20:13 21:21,23 22:2,3,12 23:2,4,10,23 24:2 24:11,18,24 25:3,17 25:19 26:17 27:12 27:12,12 29:8,12,18 29:21 30:1,9,13,16 30:17 31:1,19 32:8 32:11,19 33:11,13 33:15,21,24 34:11 34:21 35:4 36:11 37:5,6,10 38:9 <b>off</b>	9:2 <b>offer</b> 32:1 <b>offeror</b> 10:15,22 16:11 21:2 26:6,15 29:19 <b>offerors</b> 11:8 12:1 15:22 18:18 <b>offers</b> 7:20 17:4 22:9 <b>offices</b> 9:5 10:10 <b>Okay</b> 21:19 25:23 27:6 29:3 30:23 37:16 <b>om</b> 25:15 <b>on</b> 1:13 6:24 9:2,5,14,15 9:21 11:2,16 13:17 14:11 16:2 20:15 21:9,17,20,24 22:3 24:7 25:21 26:20 27:4 32:9,23 35:14 35:17 37:5,11,15 <b>one</b> 9:12,16,22 15:18 30:15 31:17 33:15 35:4 <b>ones</b> 32:20 <b>one-year</b> 30:19 <b>ongoing</b> 25:4 <b>only</b> 11:24 12:8 17:16 31:14,23 32:23 33:15 <b>open</b> 33:4 <b>operation</b> 28:10 <b>operational</b>
---	--	---	--

28:6 <b>operations</b> 5:23 27:20 <b>opportunity</b> 10:22 <b>option</b> 30:17 <b>options</b> 31:19 <b>or</b> 7:17 8:12,13,14,18 12:5 13:1,5,16 14:1 14:13,15,19 15:1,11 16:20,22 17:2,3,5 17:11,17 19:5,18 22:4,16 24:12,15,23 25:4,6 26:13,16 28:15 29:22 30:6 33:1 34:22,24 35:4 35:13,23 37:6 <b>order</b> 17:13 <b>Organizations</b> 17:24 <b>original</b> 9:12 <b>other</b> 11:14 18:18 21:16 26:13 32:20,20,22 33:20 <b>others</b> 33:2 <b>our</b> 9:4 10:10 11:16 12:16,19 13:10 15:4 15:24 16:2,17,23 17:19 18:24 21:2 22:1,3,17 24:16 33:3,24 36:3,5,11 36:16 37:1 <b>out</b> 6:15,20 11:5 16:12 19:8 34:14 35:12,14 37:9 <b>outline</b>	21:21 <b>outlines</b> 30:10 <b>over</b> 7:6 25:24 27:8 <b>Overhead</b> 2:15,16 4:11 5:1 8:24 <b>overlook</b> 29:17 <b>overview</b> 23:2 29:6 <b>own</b> 10:8 32:23 <hr/> <b>P</b> <hr/> <b>package</b> 8:12,19 9:11 13:4 <b>PADGS</b> 35:9 <b>page</b> 3:3 11:16 14:11 31:3 32:13,17,18 33:14 33:23 34:18 35:10 <b>pages</b> 29:5 32:12 <b>paid</b> 20:12 <b>paper</b> 22:22 <b>paragraphs</b> 24:20 <b>Parking</b> 1:1 2:3,4,6,7,9,10 4:7 4:20,23 5:17,20,24 6:4 <b>Part</b> 8:8 11:16 18:2 20:15 21:17,20,20 25:21 25:23 26:21 27:4,6 30:9 <b>participate</b> 14:16 16:4 <b>participation</b> 13:23 14:5,14 34:20 <b>parts</b>	28:15 31:21,23 <b>pass</b> 27:8 <b>pay</b> 31:22 32:8 <b>PDF</b> 9:14,16 <b>pending</b> 25:5 <b>Pennsylvania</b> 1:13 14:9 17:22 <b>people</b> 13:7,12 <b>per</b> 32:6 <b>percentage</b> 32:1,2 <b>perform</b> 25:14 29:14 31:6 <b>period</b> 17:1 18:9 20:5 22:6 22:19 36:8 <b>person</b> 23:4 <b>Philadelphia</b> 1:1,13 2:3,4,6,7,9,10 4:7,20,23 5:17,20 5:24 6:4 <b>phone</b> 23:4 <b>Pietrafitta</b> 2:7 6:1,2 <b>place</b> 9:24 <b>please</b> 6:9 9:1,20 10:12,15 10:21 12:6 13:5,20 22:1 24:17 34:15 36:8 37:15 <b>plenty</b> 13:7 <b>PM</b> 32:9 <b>point</b> 6:19 7:22 37:9	<b>portion</b> 6:16 7:1 33:17,21 37:10 <b>possible</b> 10:17 <b>post</b> 16:10 <b>posted</b> 12:16 <b>Premier</b> 2:12,13 5:9,13 <b>premium</b> 31:13,16 <b>preparing</b> 12:18 26:23 <b>present</b> 6:22 10:13 35:21 <b>prevailing</b> 20:10 <b>preventative</b> 27:22 32:5,7 <b>previous</b> 15:10 <b>previously</b> 18:11 <b>pre-proposal</b> 4:8 7:10 <b>price</b> 11:13 31:23 <b>pricing</b> 36:18 <b>primary</b> 23:17 <b>prior</b> 6:15 <b>probably</b> 10:18 <b>process</b> 7:5 36:22 <b>procurement</b> 14:7 35:7 <b>Professional</b> 1:12 38:6 <b>project</b> 15:11 20:13 23:18
--	---	--	---

<p><b>promptly</b> 10:11</p> <p><b>proof</b> 17:20</p> <p><b>proper</b> 28:9 37:2</p> <p><b>properly</b> 26:9 34:3,4</p> <p><b>proposal</b> 7:18 8:19 9:11,17 12:22 14:3,22 15:8 17:13,18 18:1,8,12 18:22,24 19:22 21:22,24 22:13 23:2 23:6,22,23 26:5,18 26:24 30:24 31:1,24 32:16 34:5 35:4,10 35:17 36:1,10,18</p> <p><b>proposals</b> 8:10 11:8,11 12:18 18:16 26:19 32:11</p> <p><b>proposed</b> 24:15</p> <p><b>provide</b> 10:5 11:2,8 15:8,16 16:20 17:20 18:4 19:15 24:2,3 25:3 28:12 31:5 32:14 33:11 34:16</p> <p><b>provided</b> 12:13 34:13</p> <p><b>provides</b> 23:1</p> <p><b>providing</b> 23:11</p> <p><b>public</b> 1:12 19:19 20:8 30:14 33:5 38:7</p> <p><b>publicly</b> 20:2</p> <p><b>pull</b> 18:3</p> <p><b>put</b> 9:2,6,20 12:2 17:17 23:14 24:10 32:3</p>	<p>37:14</p> <p><b>P-I-E-T-R-A-F-I-T...</b> 6:2</p> <p><b>p.m</b> 7:9,15 8:17 11:4,20 31:11</p> <hr/> <p><b>Q</b></p> <hr/> <p><b>qualifications</b> 23:8</p> <p><b>qualified</b> 23:18</p> <p><b>question</b> 7:5,17,19 11:22 12:9 17:1 19:7 20:5 22:6 22:18 30:3 36:8</p> <p><b>questions</b> 6:9,23 7:3,13 11:17 11:18,24 12:2,8,11 20:15 21:17 23:5 25:21 27:4 29:1,22 30:7,21 35:17 37:5</p> <hr/> <p><b>R</b></p> <hr/> <p><b>rate</b> 31:14</p> <p><b>rates</b> 31:5</p> <p><b>reach</b> 34:14</p> <p><b>read</b> 8:4</p> <p><b>really</b> 36:23</p> <p><b>reason</b> 13:18 36:12</p> <p><b>receive</b> 12:20</p> <p><b>received</b> 18:17 26:8</p> <p><b>record</b> 6:24 18:3 37:15</p> <p><b>records</b> 15:14</p> <p><b>red</b></p>	<p>24:18,21</p> <p><b>reference</b> 1:11 24:24 34:16</p> <p><b>references</b> 34:12</p> <p><b>regarding</b> 7:23 23:5</p> <p><b>Regardless</b> 34:21</p> <p><b>register</b> 10:21</p> <p><b>registered</b> 14:18,21 20:18 21:1 21:14</p> <p><b>registration</b> 10:23 11:2 17:21 21:3,10 23:15</p> <p><b>regular</b> 31:7,7,12</p> <p><b>reject</b> 30:6</p> <p><b>rejected</b> 34:6</p> <p><b>rejection</b> 22:12</p> <p><b>related</b> 27:16</p> <p><b>relationship</b> 25:8</p> <p><b>released</b> 10:24</p> <p><b>reliability</b> 28:6</p> <p><b>reliable</b> 27:20</p> <p><b>relief</b> 16:22 17:3,5 20:4 30:3 37:1</p> <p><b>repair</b> 1:2 4:10 8:23 11:9 23:11 24:8,9 28:1 28:13 31:14</p> <p><b>repairs</b> 27:15</p> <p><b>replacement</b></p>	<p>1:2 4:10 8:23 11:9 23:12 31:15</p> <p><b>replacing</b> 28:2</p> <p><b>reporter</b> 1:12 6:7,10,22 38:6 38:23</p> <p><b>reports</b> 28:14</p> <p><b>represent</b> 23:19</p> <p><b>represented</b> 26:7</p> <p><b>representing</b> 4:17</p> <p><b>request</b> 7:16 11:11 16:22 19:24 20:6 22:5 24:8 36:6</p> <p><b>requested</b> 17:11,17 19:14 35:23</p> <p><b>requests</b> 12:12</p> <p><b>require</b> 28:21 33:18 34:2</p> <p><b>required</b> 14:24 19:15 25:13,18</p> <p><b>requirement</b> 30:4 36:3</p> <p><b>requirements</b> 8:6,9 15:4,5,10 16:16 16:17,23 26:3 29:12 29:23 33:8 36:5,11 36:15,17 37:2</p> <p><b>requiring</b> 15:13</p> <p><b>reserves</b> 26:11</p> <p><b>respond</b> 7:19</p> <p><b>responding</b> 30:2</p> <p><b>response</b> 21:18 24:6 25:22 27:5 28:16 29:2</p>
--	---	--	--



30:8,22 35:18	<b>scoring</b>	2:17 37:17	21:22 22:13 26:23
<b>responses</b>	26:20	<b>shall</b>	29:15,19 30:11 31:4
12:11	<b>screen</b>	30:12	31:11 32:6,13 33:5
<b>responsibility</b>	18:4	<b>Shannon</b>	34:7,15 36:15,21,24
8:3	<b>sealed</b>	2:2 4:4,18	37:16,20
<b>responsiveness</b>	8:12	<b>Sharpie</b>	<b>sole</b>
26:2	<b>second</b>	9:7	7:23 26:12 30:17
<b>rest</b>	15:18	<b>short</b>	<b>solicitation</b>
32:11	<b>section</b>	15:19	7:8,24
<b>restricted</b>	11:17 16:13 18:1	<b>shot</b>	<b>Solutions</b>
28:20 33:1	24:24 25:18 31:1,4	18:4	2:12,13 5:10,14
<b>review</b>	33:7,14,22,23 34:10	<b>side</b>	<b>some</b>
19:24 27:1 29:10,16	35:2	13:17 19:11	7:7 8:8 10:4
29:20	<b>sections</b>	<b>signature</b>	<b>someone</b>
<b>reviewed</b>	33:16	32:12	9:9 16:1 21:13
19:18	<b>see</b>	<b>signatures</b>	<b>something</b>
<b>RFP</b>	19:10 24:21 32:21	14:24 15:2 33:19	19:3 22:14 29:18
1:3 4:9 8:2,6,22 11:7	<b>seeing</b>	<b>signed</b>	<b>soon</b>
14:16 30:10	32:24	14:23 22:23 26:10	10:16
<b>right</b>	<b>seeking</b>	34:5	<b>sorry</b>
21:4,8,15 26:12	11:7	<b>signing</b>	9:15 15:17
35:19	<b>seen</b>	32:13,17	<b>spaces</b>
<b>rollers</b>	13:6	<b>similar</b>	14:23
28:3	<b>selected</b>	34:12	<b>spam</b>
<b>room</b>	17:9,15 29:19 33:9	<b>site</b>	13:1
4:13 6:7	<b>selection</b>	6:18,21 7:2 9:24	<b>SPEAKER</b>
	26:1	10:14 24:7 28:21	3:3
<b>S</b>	<b>self-certify</b>	32:19	<b>speaking</b>
<b>safe</b>	14:10	<b>situated</b>	6:11
27:19	<b>send</b>	12:7	<b>specifications</b>
<b>said</b>	16:10,18	<b>six</b>	28:11
9:23	<b>seriously</b>	9:12	<b>spell</b>
<b>sample</b>	22:14 34:2	<b>small</b>	4:15 5:4
15:8 16:20 17:7	<b>service</b>	13:24,24 14:1,2,4,7	<b>springs</b>
24:11,16 35:22	8:14 13:4,12	14:13,13,15,15	28:2
<b>say</b>	<b>serviced</b>	34:18,19,22,24 35:1	<b>started</b>
13:13	28:8	35:7	7:11
<b>saying</b>	<b>services</b>	<b>smooth</b>	<b>state</b>
22:15 32:18 36:24	1:22 4:11 6:3 8:24	28:9	4:15 6:9 14:21 20:19
<b>scope</b>	11:10 14:10 23:12	<b>so</b>	23:15 25:14
27:12,12	24:4 25:14 27:21	4:18 6:7,10,23 7:20	<b>statement</b>
<b>score</b>	31:6,15 32:14 34:12	8:8 9:5,7,19 10:2,15	19:5 23:13 24:5 25:9
27:1	<b>set</b>	10:21 13:15,19 16:1	25:15,19 27:7 29:4
<b>scored</b>	20:3	16:3,9,15 17:10	29:11,15,20,24 31:9
26:20	<b>Seymore</b>	19:12 20:1 21:6,12	32:15

<b>statements</b> 19:16 <b>State's</b> 17:22 <b>stating</b> 15:15 <b>status</b> 25:3 34:21 <b>stenographic</b> 38:9 <b>step</b> 12:17 <b>Stewart</b> 2:2 3:5 4:3,5,19 5:3,7 6:5 15:21 16:8 20:19,23 21:2,5,9 21:13,16,19 25:23 27:6 28:24 29:3,9 30:9,23 35:19 37:8 37:14,22 <b>strict</b> 36:22 <b>study</b> 18:15 <b>subcontractors</b> 18:6,9 <b>submission</b> 7:5 11:22 12:9 <b>submit</b> 7:4,18 11:18,21 19:21 24:17 30:2 35:3 36:9 <b>submittal</b> 14:5 34:20 <b>submitted</b> 7:13 12:8 26:6 <b>submitting</b> 18:22 <b>subs</b> 35:5 <b>substitute</b> 23:19 <b>such</b> 28:1 <b>suffice</b>	15:17 25:10 <b>suggestion</b> 12:17 16:16 <b>summary</b> 25:3 27:11 29:7 <b>support</b> 6:3 <b>supposed</b> 15:23 <b>sure</b> 10:16 12:19 13:5,20 20:1 29:9,15,19 34:7 <b>surprised</b> 29:18 <b>systems</b> 27:17 28:4,7 <b>S-E-Y-M-O-R-E</b> 37:17 <b>S-T-E-W-A-R-T</b> 4:19 <hr/> <b>T</b> <hr/> <b>tab</b> 9:19,20,20,21 17:24 21:22 22:22 23:7,16 23:21 24:1,10,14 25:2,10,11,16 <b>tabs</b> 22:20 <b>take</b> 9:10,24 10:17,18 16:17 18:23 22:14 33:6 34:1 <b>taken</b> 1:11 11:14 15:20 38:9 <b>team</b> 17:19 <b>technical</b> 26:13 <b>term</b> 30:16 31:19 <b>terms</b> 30:11,19	<b>tested</b> 28:5 <b>testing</b> 27:24 <b>than</b> 7:14 8:15 11:19 32:20 33:20 <b>Thank</b> 5:7 6:5 37:22 <b>that</b> 4:14,16 6:18,23 7:20 7:21 8:13 9:6,24 10:24 11:1,3 12:7 12:14,20 13:18,19 14:3,19,20 15:5,13 15:22 16:24 17:4,8 18:5,21,23 19:4,6,6 19:10,23 20:6 22:3 22:6,10,11,13,21 23:1 25:9,10 26:3,5 26:5,8,9 27:8 28:23 29:10,16,20,24 30:2 30:4 32:9,9,18 33:18 36:6,7,13,20 36:22 38:7 <b>that's</b> 15:24 21:5 22:19 36:21 37:18 <b>their</b> 16:3 36:18 37:11 <b>them</b> 7:3,4 11:21 16:4,10 16:10,18,19 17:12 17:13 19:21,24 20:1 32:23 34:14,17 <b>then</b> 9:3 10:7,14 17:4 22:7 22:9 29:17 30:4 32:4 35:3 36:2,19 <b>there</b> 9:23 10:12,16 13:21 15:21 22:2 24:23 25:8 26:1 32:2,3,21 33:2,5 36:13 <b>thereafter</b>	30:15 <b>there's</b> 9:7 16:8 29:23 37:2 <b>these</b> 15:4 33:15 <b>they</b> 6:14,17,19 7:8 9:2 13:13 15:15 24:17 36:11 37:21 <b>they'll</b> 13:14 <b>they're</b> 16:2 <b>thing</b> 16:6 24:22 <b>things</b> 22:17 <b>think</b> 20:16 <b>this</b> 4:8 6:12,15,20 7:1,8 7:22,24,24 10:1,21 11:6,12,23 12:15 14:16 15:19,22 16:12 17:7 18:20 19:8 20:4,13 21:12 23:13 27:11 29:21 30:11 32:17 33:23 34:1,23 35:3,12 37:8,9 <b>those</b> 13:16 15:10,16 16:14 35:24 36:17 <b>three</b> 19:17 23:10 26:1 31:18 34:11,13 <b>through</b> 8:2,4 12:13 14:21 16:6,14 31:10 <b>throughout</b> 6:8 8:6 <b>Thursday</b> 1:13 7:14 11:19 <b>TIM</b> 2:8
---	--	--	---

<b>time</b> 13:6,9,21 15:19 16:24 24:6,7 26:9 31:7,8,12,13,16 34:8 36:7 <b>times</b> 13:7 20:12 <b>TLD</b> 10:10 <b>today</b> 6:24 7:10 11:4 21:1 32:21 <b>today's</b> 26:7 <b>too</b> 6:19 <b>top</b> 33:17 <b>trade</b> 20:12 <b>transcript</b> 1:11 38:8 <b>transparent</b> 36:23 <b>transportation</b> 10:6 <b>trasmittal</b> 22:23 <b>true</b> 38:8 <b>try</b> 12:6 13:15 <b>Trzaska</b> 2:5 5:21,22 <b>two</b> 10:17 13:6,16 31:17 33:18 <b>Tyler</b> 2:4 5:16 <b>types</b> 13:16 <b>T-R-Z-A-S-K-A</b> 5:22 <hr/> <b>U</b>	<b>Uh-huh</b> 20:23 <b>unable</b> 29:24 <b>until</b> 11:4 20:5 36:9 <b>up</b> 18:3 30:18 33:2 <b>updated</b> 22:8 <b>upload</b> 12:3 <b>upon</b> 30:13 <b>urgent</b> 28:19 <b>us</b> 7:19 19:1 20:6 30:4 <b>USA</b> 2:18 37:18 <b>USB</b> 9:15,21 <b>use</b> 18:6,9 22:20 28:14 <b>used</b> 13:8 <b>using</b> 7:4 10:22 11:21 13:3 <b>usually</b> 13:9 <hr/> <b>V</b> <b>V</b> 30:9 <b>Valley</b> 2:16 <b>value</b> 19:12 <b>vehicles</b> 10:9 <b>Vendors</b> 28:12 <b>verify</b> 28:5 <b>version</b>	9:14,19 21:23 24:18 24:22 <b>very</b> 10:10 22:14 29:5 34:1 36:21 <b>via</b> 7:20 12:9 22:8 34:14 <b>visit</b> 6:21 7:2 10:14 <b>visits</b> 6:18 9:24 28:21 <hr/> <b>W</b> <hr/> <b>wages</b> 20:10 <b>wait</b> 20:5 36:9 <b>waive</b> 26:13 <b>waiver</b> 16:22 17:3,5 <b>walk</b> 33:1 <b>want</b> 12:23 19:23 22:4 26:24 29:16 36:6 <b>Warehouse</b> 2:12,13 5:9,14 <b>warranties</b> 25:18 <b>was</b> 15:20,21,23 <b>way</b> 9:7 16:3 37:3,12 <b>we</b> 4:12 6:6 7:11 9:5 10:3,4,5,9,11,17 11:5 14:12,24 16:12 17:8 19:2,7,9,10 19:10,12,23,23,24 20:6 21:6 22:7,8,14 29:18 31:12,17,20 32:8 34:1,14 35:20 36:13 37:9,16 <b>website</b>	12:16,19 22:1 <b>weight</b> 26:23 <b>well</b> 9:13 12:15 14:6 23:3 28:1 36:19 <b>went</b> 37:21 <b>were</b> 18:10 22:7 34:13 <b>wet</b> 15:1 <b>we'll</b> 10:2,7,10 12:6 <b>we're</b> 6:18 7:2 15:13 24:1 25:16 27:1 29:13 31:4,6 32:4,21,23 36:21 <b>what</b> 16:9 29:12 33:6 <b>what's</b> 19:4 <b>when</b> 7:2 19:7 26:23 29:18 <b>where</b> 9:10 10:4 13:7 14:23 18:3 23:7,14,21 24:10,14 25:2,11 29:11 31:2 32:24 33:3 34:10 <b>Whether</b> 8:18 <b>which</b> 7:5 9:17 11:23 18:10 18:16 19:17 25:6 31:7 35:15 <b>while</b> 6:17 <b>who</b> 6:11 16:11 19:19 26:6 37:11 <b>whole</b> 16:6 <b>whom</b>
---	--	--	--

34:12	12:13	<b>zero</b>	<b>3</b>
<b>why</b>	<b>wrong</b>	32:3	11:16 31:1 32:13
19:1 36:21	19:4		<b>300</b>
<b>will</b>	<b>www.MagnaLS.com</b>	<b>1</b>	32:8
2:13 4:12 6:13,22	1:23	<b>1</b>	
7:23 8:3 9:3,23,24		8:8	<b>4</b>
10:3,5,8,18,24	<b>Y</b>	<b>1:00</b>	<b>4</b>
11:14,23 12:10,12	<b>yeah</b>	7:9 8:17	1:14 3:5 14:11 32:17
12:14 13:13,19 15:3	21:3	<b>10</b>	<b>4th</b>
15:7,16,17 16:5,11	<b>year</b>	33:23 34:18	7:11
17:8,12,18 18:15,21	30:15	<b>10:00</b>	
20:12 21:22 23:7,14	<b>years</b>	13:9	<b>5</b>
23:21 24:10,14 25:2	19:9,17 23:10 31:17	<b>11</b>	<b>5</b>
25:9,11 26:4,19	34:14	34:10 35:10	8:16 31:4
28:23 30:12,15	<b>Yes</b>	<b>11:00</b>	<b>5th</b>
31:11,15,22 33:14	37:13	7:12	7:9
33:21 34:11 36:12	<b>your</b>	<b>11:02</b>	<b>5:00</b>
37:9	4:15,15 6:9 8:3,10,19	1:14	31:11
<b>William</b>	8:20,20 9:3,11,16	<b>11:32</b>	
5:12	10:8 12:2,18,22	37:24	<b>6</b>
<b>with</b>	13:2,4 14:3,6,22	<b>12:00</b>	<b>6</b>
8:5 14:18 15:8 17:19	15:8,14 16:18 17:13	7:15 11:20	33:14
17:21 19:4,21 22:24	17:18 18:1,3,7,10	<b>18th</b>	<b>60</b>
23:15,23 25:5,6	19:2,11,13,20,22	7:15 11:20	18:17
28:10,18 34:15 35:3	20:8,20 21:6,21		<b>624-6221</b>
36:4 37:18	22:13 23:1,2,8,14	<b>2</b>	1:24
<b>within</b>	23:19 24:3,6,11,12	<b>2</b>	<b>6801</b>
18:17 33:12 34:13	26:19,24 31:13,24	31:3	1:13
<b>won't</b>	32:6,16,23 33:11	<b>2:00</b>	
14:20 16:13	34:5,21 35:3,5,6	11:4	<b>7</b>
<b>Word</b>	36:1,9	<b>2:30</b>	<b>7</b>
12:2	<b>yourself</b>	21:1	1:13 33:23
<b>work</b>	8:5 13:15	<b>2025</b>	
19:5 23:13 24:5	<b>you'd</b>	1:14 7:11	<b>8</b>
25:15,19 27:7,12,13	6:23	<b>2026</b>	<b>8</b>
29:4,10,14,15,20,24	<b>you'll</b>	7:9 8:16	33:7
31:8,11 32:15	6:24 7:18 11:4 12:2	<b>25-10</b>	<b>8:00</b>
<b>would</b>	18:2 33:17 35:1,5	1:3	31:10
7:16 16:21 17:4 22:8	<b>you're</b>	<b>25-19</b>	<b>866</b>
22:9 32:8	4:17 10:13,14 12:4	4:9 8:22	1:24
<b>write</b>	13:3 17:15 26:23	<b>27</b>	
7:3	29:13,24 31:2 32:18	3:6	<b>9</b>
<b>writing</b>	33:7,9	<b>29</b>	<b>9</b>
18:13		3:5	33:14,22
<b>written</b>	<b>Z</b>		
		<b>3</b>	