

A Public Records Access request has been submitted.

Request By: Lauren Kramer

Signature: Lauren B. Kramer

Request date: 09/14/2016

Address: Rogers Joseph O'Donnell, 311 California Street, 10th Floor, San Francisco,  
CA 94104

Email: lkramer@rjo.com

Phone number: 415-956-2828

Personal  
Information Request: NO

Records  
seeking:

All documents submitted by Ensco Rail Inc. related to the Port Authority of New York and New Jersey's solicitation for the Manufacture and Delivery of a Track Inspection Vehicle (Bid Reference #43810), including but not limited to the cover letter, pricing documents, certificate of compliance with the Buy America Act, certification regarding the use of Disadvantaged Business Enterprises, references, and offers for alternative products.

All evaluation documents, including drafts, related to the above referenced procurement.

Any correspondence between Ensco Rail Inc. and the Port Authority of NY & NJ regarding the above referenced procurement.

THE PORT AUTHORITY OF NEW YORK AND NEW JERSEY  
PUBLIC RECORD ACCESS FORM

PRA #17350

Action by (print / type name):

**William Shalewitz**

, Freedom of Information Administrator

Signature:



Date:

**10/11/2016**

On behalf of the Secretary of the Port Authority, as Records Access Officer and Custodian of Government Records of the Port Authority.

The requested records are being made available.

Any responsive records that may exist are currently in storage or archived, and a diligent search is being conducted. The Port Authority will respond by:

A diligent search has been conducted, and no records responsive to your request have been located.

The requested records that have been located are not being made available, as they are exempt from disclosure for the following specific reasons:

Some requested records that have been located are being made available. The remainder are exempt from disclosure for the following specific reasons:

The request does not reasonably describe or identify specific records; therefore, the Port Authority is unable to search for and locate responsive records. Please consider submitting a new request that describes or identifies the specific records requested with particularity and detail.

Other:

Material responsive to your request can be found on the Port Authority's website at <http://corpinfo.panynj.gov/documents/17350-C/>. Paper copies of the available records are available upon request.  
Exemptions applied for personal privacy.

This form is promulgated by the Port Authority pursuant to the Port Authority Public Records Access Policy and is intended to be construed consistent with the New York Freedom of Information Law and the New Jersey Open Public Records Act. It is intended to facilitate requests for Port Authority public records and does not constitute legal advice.

**THE PORT AUTHORITY OF NY & NJ**

Lillian D. Valenti  
*Chief Procurement Officer*

**VIA OVERNIGHT MAIL (703-321-4703) and  
E-MAIL [fairfax.pat@ensco.com]**

May 3, 2016

Mr. David P. Macaluso, VP, Contracts and Procurement  
ENSCO Rail, Inc.  
3110 Fairview Park Drive, Suite 300  
Falls Church, VA 22042

**RE: MANUFACTURE AND DELIVER A TRACK INSPECTION VEHICLE  
FOR PATH: BID NUMBER 43810; PURCHASE ORDER NUMBER  
4500066700; REVISION 1**

Dear Mr. Macaluso:

As you have discussed with Richard Grehl of my staff, it has been determined that certain payment terms for the above subject Purchase Order were omitted from the original solicitation. To rectify this issue, the following language shall be added to the Purchase Order in Part III, Contract Specific Terms and Conditions, Section 11. Payment, first paragraph, after the second sentence:

Payment will be made within thirty (30) days after the occurrence of the later of (1) delivery of the vehicle to PATH's site and (2) PATH's receipt of invoice, after which the Port Authority will pay the Contractor according to Contractor's Bid, Section entitled, "Payment and Invoices."

Your facility contact is Mr. Ed Perara who can be reached on 201-216-6021. If you have any questions concerning this Revision 1, you can contact Mr. Grehl at 212-435-4633.

**THE PORT AUTHORITY OF NY & NJ**

If you are in agreement with the above, please so indicate by signing both copies of this original letter and returning both signed copies to the attention of Mr. Richard Grehl, Procurement Department, 4 World Trade Center, 150 Greenwich Street, 21st Floor, NY, NY 10007. One fully executed original of this letter will be returned to you following execution by the Authority.

Sincerely,

THE PORT AUTHORITY OF NEW  
YORK AND NEW JERSEY

By: *for*  *Lillian D. Valenti*

Lillian D. Valenti  
Chief Procurement Officer  
Procurement Department

AGREED:

ENSCO RAIL, INC.

By: *D.P. Macaluso*

Name: David P. Macaluso

Title: VP, Contracts and Procurement

## Grehl, Richard

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**From:** Macaluso.David [macaluso.david@ensco.com]  
**Sent:** Thursday, April 28, 2016 4:54 PM  
**To:** Grehl, Richard  
**Subject:** RE: Revised Payment Terms - Purchase Order No. 4500066700

Richard,

Following-up our conversation, the referenced PATH PO with Plasser is #4500066024 "SUPPLY AND DELIVER RAIL DIESEL-HYDRAULIC VACUUM EXCAVATORS (BALLAST VACUUM SYSTEM) AND RELATED EQUIPMENT FOR PATH - PAC's BID #41545", awarded in June 2015.

PATH's payment terms under its PART III - CONTRACT SPECIFIC TERMS AND CONDITIONS, Article 10c. states, "Within thirty (30) days after completion of each milestone and receipt of invoice, the Port Authority will pay the Contractor according to the Milestone Payment Schedule set forth below..."

ENSCO requests to add the following language to the Purchase Order in Part III, Contract Specific Terms and Conditions, Section 11, Payment, first paragraph, after the second sentence:

"Payment will be made within thirty (30) days after the delivery of the vehicle to PATH's site and receipt of invoice, the Port Authority will pay the Contractor according to Contractor's Bid, Section entitled, "Payment and Invoices"".

Regards,

David Macaluso  
ENSCO, Inc.  
Office: 703.321.4458; Mobile: [REDACTED]  
[macaluso.david@ensco.com](mailto:macaluso.david@ensco.com)

**From:** Grehl, Richard [mailto:[rgrehl@panynj.gov](mailto:rgrehl@panynj.gov)]  
**Sent:** Wednesday, April 27, 2016 11:04 AM  
**To:** Macaluso.David <[macaluso.david@ensco.com](mailto:macaluso.david@ensco.com)>  
**Cc:** Grehl, Richard <[rgrehl@panynj.gov](mailto:rgrehl@panynj.gov)>  
**Subject:** RE: Revised Payment Terms - Purchase Order No. 4500066700

David,

Based on your below clarification to the payment terms, I have been authorized to offer the following:

"Payments will be issued within thirty (30) days of the Port Authority's review and approval of invoices."

Regards,

Richard A. Grehl  
Procurement Contracts Manager  
Procurement Department  
Port Authority of New York & New Jersey  
4 World Trade Center, 21st Floor  
150 Greenwich Street  
New York, NY 10007  
(office) 212-435-4633

(e-mail) [rgrehl@panynj.gov](mailto:rgrehl@panynj.gov)

**From:** Macaluso.David [<mailto:macaluso.david@ensco.com>]  
**Sent:** Tuesday, April 26, 2016 6:58 AM  
**To:** Grehl, Richard  
**Subject:** Revised Payment Terms - Purchase Order No. 4500066700

Rich,

Thank you for considering clarifications to the payment terms. ENSCO's intent is to clarify the timeline for PATH's verification of invoices based on PATH's terms and conditions. ENSCO proposes the following payment term:

"Payment will be made within thirty (30) days of Port Authority verification of invoices. Verification of Contractor's invoice(s) will be performed in a reasonable amount of time for the purpose of verifying the invoice content stated in the clause entitled "Invoices". Upon completion of verification, Port Authority shall promptly provide to Contractor the date of verification. Payment delayed beyond 60 days from Contractor's invoice date shall be considered improperly delayed within the meaning of PATH's Standard Contract Terms and Conditions, Clause 14. Default, Revocation or Suspension of Contract."

If you have any questions or would like to discuss further, I can be reached at 703.321.4458.

Best regards,

David Macaluso  
Vice President, Contracts and Procurement  
Corporate Risk Officer  
ENSCO, Inc.  
5400 Port Royal Rd., Springfield, VA 22151  
Office: 703.321..4458; Mobile: [REDACTED]  
[macaluso.david@ensco.com](mailto:macaluso.david@ensco.com)

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**Grehl, Richard**

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**From:** Macaluso.David [macaluso.david@ensco.com]  
**Sent:** Monday, May 02, 2016 6:58 PM  
**To:** Grehl, Richard  
**Cc:** Macaluso.David  
**Subject:** RE: Revised Payment Terms - Purchase Order No. 4500066700

Richard,

Thank you for providing the revised language. ENSCO accepts the revised language as stated. We look forward to receiving an Amendment for our signature/execution.

Regards,

David Macaluso  
ENSCO, Inc.  
Office: 703.321.4458; Mobile:   
[macaluso.david@ensco.com](mailto:macaluso.david@ensco.com)

**From:** Grehl, Richard [mailto:rgrehl@panynj.gov]  
**Sent:** Monday, May 02, 2016 12:54 PM  
**To:** Macaluso.David <macaluso.david@ensco.com>  
**Cc:** Grehl, Richard <rgrehl@panynj.gov>  
**Subject:** RE: Revised Payment Terms - Purchase Order No. 4500066700

David,

Based on your latest proposed payment terms in the e-mail below, the Port Authority made some changes and would consider the immediately below version acceptable, with insertion as suggested in your e-mail.

"Payment will be made within thirty (30) days after the occurrence of the later of (1) delivery of the vehicle to PATH's site and (2) PATH's receipt of invoice, after which the Port Authority will pay the Contractor according to Contractor's Bid, Section entitled, "Payment and Invoices"."

Regards,

Richard A. Grehl  
Procurement Contracts Manager  
Procurement Department  
Port Authority of New York & New Jersey  
4 World Trade Center, 21st Floor  
150 Greenwich Street  
New York, NY 10007  
(office) 212-435-4633  
(e-mail) [rgrehl@panynj.gov](mailto:rgrehl@panynj.gov)

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**Sent:** Thursday, April 28, 2016 4:54 PM  
**To:** Grehl, Richard  
**Subject:** RE: Revised Payment Terms - Purchase Order No. 4500066700

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Regards,

David Macaluso  
ENSCO, Inc.  
Office: 703.321.4458; Mobile: [REDACTED]  
[macaluso.david@ensco.com](mailto:macaluso.david@ensco.com)

**From:** Grehl, Richard [mailto:rgrehl@panynj.gov]  
**Sent:** Wednesday, April 27, 2016 11:04 AM  
**To:** Macaluso.David <[macaluso.david@ensco.com](mailto:macaluso.david@ensco.com)>  
**Cc:** Grehl, Richard <[rgrehl@panynj.gov](mailto:rgrehl@panynj.gov)>  
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"Payments will be issued within thirty (30) days of the Port Authority's review and approval of invoices."

Regards,

Richard A. Grehl  
Procurement Contracts Manager  
Procurement Department  
Port Authority of New York & New Jersey  
4 World Trade Center, 21st Floor  
150 Greenwich Street  
New York, NY 10007  
(office) 212-435-4633  
(e-mail) [rgrehl@panynj.gov](mailto:rgrehl@panynj.gov)

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**Sent:** Tuesday, April 26, 2016 6:58 AM  
**To:** Grehl, Richard  
**Subject:** Revised Payment Terms - Purchase Order No. 4500066700

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If you have any questions or would like to discuss further, I can be reached at 703.321.4458.

Best regards,

David Macaluso  
Vice President, Contracts and Procurement  
Corporate Risk Officer  
ENSCO, Inc.  
5400 Port Royal Rd., Springfield, VA 22151  
Office: 703.321..4458; Mobile: [REDACTED]  
[macaluso.david@ensco.com](mailto:macaluso.david@ensco.com)

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Bid # 43810  
Track Inspection Vehicle

<u>Bidder</u>	<u>Total</u>
ENSCO Rail, Inc.	\$ 13,452,300.00
Plasser American Corp.	\$ 16,096,082.00
Mermec, Inc.	\$ 18,329,907.00

Lowest Bidder  
ENSCO Rail, Inc.  
3110 Fairview Park Drive, Suite 300  
Falls Church, VA 22042

*Shirley Ball 3/29/16*  
*Delane Ous*  
*3/29/16*

Bid # 43810

Track Inspection Vehicle

<u>Item</u>	<u>ENSCO</u>	<u>Plasser American</u>	<u>MERMEC</u>
Track Inspection Vehicle	\$ 13,177,000.00 \$	15,500,000.00 \$	17,980,000.00
Spare Parts	\$ 275,300.00 \$	596,082.00 \$	349,907.00
Total	<u>\$ 13,452,300.00 \$</u>	16,096,082.00 \$	18,329,907.00

**Pricing Sheet** - Alternate Product

<b>Item No.</b>	<b>Description</b>	<b>Estimated Qty</b>	<b>Unit</b>	<b>Unit Price</b>
<b>1</b>	Dual Car Inspection Vehicle - Design, Manufacture, Deliver	1	each	\$ 15,956,400
<b>2</b>	Spare Parts	1	lot	\$ 282,600
	<b>TOTAL DELIVERED CONTRACT PRICE:</b>			\$ 16,239,000

**LEAD TIME:**

Indicate lead-time necessary for completion of fabrication testing and delivery of equipment in accordance with Part III, paragraph entitled "Delivery Requirements"):

89 Weeks after return of approval drawings

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Bidder shall certify in the form prescribed below (CERTIFICATE OF CURRENT COST OR PRICING DATA) that, to the best of its knowledge and belief, the cost or pricing data submitted was accurate, complete and current.

**AWARD WILL BE MADE TO THE RESPONSIVE AND RESPONSIBLE BIDDER WITH THE LOWEST TOTAL LUMP SUM BID PRICE.**



## Bidder's Prerequisites - ENSCO Rail Inc.

ENSCO, Inc. and its wholly owned subsidiaries including ENSCO Rail represent a technology enterprise headquartered in the Washington, D.C. area. For more than four decades, the ENSCO group of companies has been providing ingenious engineering, science and advanced technology solutions that guarantee mission success, safety and security to governments and private industries around the globe. ENSCO operates in the defense, transportation, aerospace and intelligence sectors. Field offices and subsidiaries, representatives and partnerships are located throughout the United States and around the world.

<b>ENSCO CORPORATE PROFILE</b>		
<b>Founded 1969</b>	<b>Major Railroad Customers:</b> <ul style="list-style-type: none"> <li>• Amtrak</li> <li>• BNSF</li> <li>• Canadian National</li> <li>• Canadian Pacific</li> <li>• China MOR</li> <li>• CSX</li> <li>• Federal Railway Admin.</li> <li>• Kansas City Southern</li> <li>• Metro North</li> <li>• New Jersey Transit</li> <li>• Norfolk Southern</li> <li>• PATH</li> <li>• Union Pacific</li> <li>• WMATA</li> </ul>	<b>Major Customers (non-rail):</b> <ul style="list-style-type: none"> <li>• US Military</li> <li>• BAE Systems</li> <li>• Boeing</li> <li>• DHS</li> <li>• DTRA</li> <li>• Harris</li> <li>• NASA</li> </ul>
<b>Privately Held S-Corp</b>		
<b>Annual Revenue \$100M</b>		
<b>550 Employees</b>		
<b>Major Offices:</b> <ul style="list-style-type: none"> <li>• Washington DC</li> <li>• Endicott, NY</li> <li>• Melbourne, FL</li> </ul>		
<b>Markets Served:</b> <ul style="list-style-type: none"> <li>• Rail</li> <li>• National Security</li> <li>• Avionics</li> <li>• Aerospace</li> <li>• Weather</li> </ul>		

ENSCO's railway division has been developing and operating track geometry systems in daily service since the company's inception in 1969. ENSCO is the sole supplier of track geometry measurement systems to the United States Federal Railroad Administration (FRA) and the US



National Railroad Passenger Corporation (Amtrak). Both of these organizations, with their emphasis on track safety and equipment reliability, have recognized ENSCO as a supplier of premier track geometry measurement systems. FRA and Amtrak have repeatedly selected ENSCO inspection systems against other competitors through open procurement process.

In 2012, ENSCO successfully delivered an integrated multi-function measurement vehicle to the Washington Metropolitan Area Transit Authority (WMATA) that included zero speed track geometry measurement, rail profile measurement, third rail measurement, thermal imaging inspection, ultrasonic rail inspection, wayside signal measurement, right of way video recording, and platform edge measurement. In addition to these key customers, ENSCO has recently delivered measurement and inspection systems to many prominent organizations around the world railway market including Beijing Metro, China Ministry of Railways, Saudi Arabian Railways, Indonesian Railways, Fortescue Metals Group, Holland Company, Massachusetts Bay Transit Authority, New Jersey Transit, PATH, Shanghai Metro, Canadian Pacific, Canadian National, CSX and Union Pacific.

In recent times ENSCO has been focusing its development efforts in two directions. The first is autonomous measurement systems and the second is machine vision systems. These are two directions we feel strongly that the industry is moving. ENSCO was recently selected by Metro North to supply four (4) Autonomous Track Geometry Systems for delivery in 2016. Additionally, ENSCO was selected by the Toronto Transit Commission (TTC) to equip three (3) passenger coaches in 2015/2016 with comprehensive machine vision systems for evaluation of the rail, ties, fasteners, right of way and third rail.

ENSCO is currently the prime contractor on two projects in Australia to provide a multifunction track inspection vehicle. The first is for the Roy Hill project. That vehicle has track geometry measurement (TGMS), rail profile measurement (RPMS), rail corrugation measurement (RCMS), driver's view imaging (DVIS), track component imaging (TCIS), rail surface imaging (RSIS), ballast profile/formation measurement (BPMS), ground penetrating radar (GPR) and ultrasonic rail flaw detection (RFD). The vehicle has been delivered to Roy Hill and is currently undergoing start-up and commissioning. The second project is for Queensland Rail Ltd. That vehicle will have zero speed track geometry measurement (Z-TGMS), rail profile measurement (RPMS), rail corrugation measurement (RCMS), overhead wire imaging (OWIS), overhead thermal imaging (THIS), clearance measurement (TCMS), driver's view imaging (DVIS), track component imaging (TCIS), overhead wire measurement (OWMS) and magnet field strength measurement (MFSMS). The vehicle is scheduled to be delivered in 2016.

ENSCO has the experience and capabilities to solve the most complex technical challenges and ensure our client's success. ENSCO is a technology driven company. 86% of our 550 person staff is a degreed scientist or engineer with ~7% of staff holding a PhD including 5 in the rail division. We are faced with new challenges each day from our government and commercial customers. Those challenges are solved by tapping into the broad array of expertise maintained across ENSCO lines of business. Our company offers a stable and progressive knowledge base which can be utilized to rapidly solve tomorrow's challenges today. From advanced warning and decision support systems that detect chemical, biological and nuclear threats to machine vision inspection of railways for unsafe track conditions, ENSCO continues to deliver new and

innovative technologies to some of the world's largest corporations and government bodies. We stand by our products and services until the job is complete and take great pride in the repeat business produced through this philosophy.

## Recent Major Projects

Customer	Inspection System	Vehicle Type	Max Test Speed	Year Delivery
PT Inka (Indonesian Railways)	Track Geometry, Rail Profile, Ride Quality and Catenary Measurement	Self-Propelled (PT Inka)	75 mph	2016
Metro North	Four (4) Autonomous Track Geometry Measurement Systems	Passenger Coaches	80 mph	2016
Queensland Rail (Australia)	Track Geometry, Rail Profile, Rail Corrugation, Catenary Measurement, Voltage Measurement, Magnet Field Strength, Driver's View Imaging, Track Component Imaging, Catenary Imaging, Thermal Imaging & Clearance Measurement	Self-Propelled (Geismar)	120 km/hr	2016
Roy Hill (Australia)	Track Geometry, Rail Profile, Rail Corrugation, Track Component Imaging, Rail Surface Imaging, Ballast Profile/Formation Measurement, Driver's View Imaging, Ground Penetrating Radar, Ultrasonic Rail Flaw Detection	Self-Propelled (Harsco)	50 mph	2015
Canadian National	Gauge Restraint Measurement System	Box Car	50 mph	2015
Shanghai Metro (China)	Track Geometry, Rail Profile, Corrugation, Accelerations	Self-Propelled	63 mph	2015
Toronto Transit Commission	Track Component Imaging, Top of Rail Imaging, Joint Bar Imaging, Power Rail Imaging, Thermal Imaging	Transit Vehicle	50 mph	2015
Metrolinx	Zero-Speed Track Geometry, Rail Profile, Gauge Restraint, Ultrasonic Rail Flaw Detection, Driver's View Imaging	Hi-rail Vehicle	57 mph	2015
Canadian Pacific	Autonomous Track Geometry Measurement System	Boxcar	75 mph	2013
PT Inka (Indonesia Railways)	Catenary Measurement System	Self-Propelled (PT Inka)	75 mph	2013
PT Inka (Indonesia Railways)	Track Geometry, Rail Profile and Ride Quality systems	Self-Propelled (PT Inka)	75 mph	2012
Fortescue Metals Group	Semi-Autonomous Geometry and Profile	Locomotive	50 mph	2012
Harsco Rail (Saudi Arabia Railways)	Track Geometry	Self-Propelled (Harsco)	50 mph	2012
Washington DC Metro	Track Geometry, Rail Profile, Third Rail, Thermal Imaging, Ultrasonic Rail Flaw, Wayside Signal measurement, Right of Way Video and Platform edge Measurement	Self-Propelled (Plasser)	50 mph	2012
US Federal Railroad Administration (FRA)	Metroliner, Autonomous Track Geometry	Towed coach (Budd)	125 mph	2012
Amtrak	Car 10002, Rail Profile	Towed coach (Budd)	125 mph	2010
Amtrak	Car #10003, complete Track Geometry upgrade	Towed Coach in Acela trainset	160 mph	2010
Shanghai Metro	Track Geometry, Rail Profile, Rail Corrugation	Towed Coach	63 mph	2010
Amtrak	Track Geometry	TSAV Upgrade	63 mph	2009
Canadian National	Track Geometry, Rail Profile, Driver View Imaging, Joint Bar Imaging	Self-propelled Budd RDC	80 mph	2009
CSX	Joint Bar Imaging	Hi-rail Vehicle	35 mph	2008
Canadian Pacific	Driver View Imaging, Joint Bar Imaging, GRMS	Towed Coach	60 mph	2008
Beijing Metro, China	Track Geometry, Third Rail and Rail Profile	Towed Metro coach	75 mph	2006
Amtrak	Car #10002, complete Track Geometry upgrade, Catenary	Towed coach (Budd)	125 mph	2006



Customer	Inspection System	Vehicle Type	Max Test Speed	Year Delivery
US Federal Railroad Administration (FRA)	DOTX220 Track Geometry, Rail Profile, RQMS	Towed coach (Colorado Railcar)	125 mph	2007
US Federal Railroad Administration (FRA)	DOTX219 Track Geometry, Rail Profile, RQMS	Self-propelled (Plasser)	90 mph, 110 towed	2007
MBTA (Boston Metro)	Track Geometry	Hi-rail vehicle	35 mph	2007
MBTA (Boston Metro)	Track Geometry	Green Line Metrorolley	50 mph	2005
Union Pacific	EC5 Track Geometry	Self-propelled (Plasser)	80 mph	2005
Holland Company	TrackStar Track Geometry and Rail Profile	Heavy Hi-rail (Holland)	35 mph	2005
New Jersey Transit System	TTV Track Geometry and Catenary	Self-propelled (Harsco)	80 mph	2005
Holland Company	Transit Test Vehicle (TTV) Track Geometry and Rail Profile	Hi-rail (Holland)	25 mph	2004
Holland Company	TrackStar Track Geometry and Rail Profile	Heavy Hi-rail (Holland)	35 mph	2004
Shenyang Railway China	Multi-function track inspection car	Self-propelled two-car set	125 mph	2005
US Federal Railroad Administration (FRA)	DOTX218, DGRMS and Track Geometry Research Platform	Self-propelled (Plasser)	90 mph	2004
Indian Railways	High-speed Track Recording Car	Towed Coach	125 mph	2004
US Federal Railroad Administration (FRA)	DOTX219 Track Geometry, Rail Profile, Driver View Imaging	Self-propelled (Plasser)	90 mph, 110 towed	2001
New Jersey Transit System	Track Inspection Car, TGMS & Catenary	Self-propelled (Harsco)	80 mph	2000
Amtrak	Car #10003 in Acela trainset Track Geometry	Towed Coach (Bombardier)	160 mph	2000
US Federal Railroad Administration (FRA)	T16, High-speed Research Car, Track Geometry, RQMS & Wheel Force	Towed Coach (Budd)	160 mph	2000

## Grehl, Richard

---

**From:** Grehl, Richard  
**Sent:** Tuesday, January 05, 2016 10:26 AM  
**To:** Fairfax.Pat  
**Cc:** Grehl, Richard  
**Subject:** Bid # 43810 Track Inspection Vehicle for PATH  
**Attachments:** Pre-Award DBE Trucking Commitment Form\_PA3751A.PDF

Pat,

A review of your DBE plan by our Office of Business Diversity and Civil Rights has determined that for Integrated Connection, LLC dba Cargo Transit, Inc., requires the attached form PA3751A to be submitted. This form was included in the above subject Bid.

The above information is requested on or before noon, January 8, 2016 and may be submitted electronically with hard copy original delivered the next business day. Failure to respond as requested may deem your bid to be nonresponsive.

Regards,

Richard A. Grehl  
Procurement Contracts Manager  
Procurement Department  
Port Authority of New York & New Jersey  
4 World Trade Center, 21st Floor  
150 Greenwich Street  
New York, NY 10007  
(office) 212-435-4633  
(e-mail) [rgrehl@panynj.gov](mailto:rgrehl@panynj.gov)

APPENDIX A1: DBE GOALS STATEMENT

PA 3752A/1-15

The undersigned Bidder has satisfied the requirements of the Contract in the following manner (Complete the appropriate spaces and check one box):

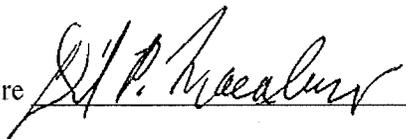
The Bidder is committed to meeting the DBE goal set forth in this Contract.

OR

The Bidder is unable to meet the DBE goal set forth in this Contract, but is committed to a minimum of 0 % DBE utilization on this Contract and submits the attached narrative and documentation demonstrating good faith efforts consistent with Appendix A of 49 CFR 26 to meet the DBE utilization goal set forth in this Contract. Attach as many pages as necessary to provide a full and complete narrative and supporting documentation of good faith efforts made. This narrative shall be submitted on company letterhead and signed.

It is the present intent of the Bidder to utilize the specific DBE firms identified in Appendix A2 in the performance of the Work under this Contract. If for any reason, one or more of the DBE firms identified in Appendix A2 are unable or unwilling to participate, the Bidder will make good faith efforts to replace the DBE firm with another DBE firm in accordance with the Information For Bidders clause entitled "Disadvantaged Business Enterprise Program (DBE)".

I David P. Macaluso (print name), an officer of ENSCO Rail, Inc. (company name), certify that I have read the Appendix A1 – DBE Goals Statement and the information contained in it is true. I fully understand that any false statement within this submittal may prevent the company and/or the undersigned from being found to be responsible bidders/proposers in connection with future agreements. In addition, any false statement within this submittal may subject the company and/or the undersigned to criminal charges in the state and federal courts of New York and New Jersey.

Signature  Title Vice President, Contracts & Procurement Date November 20, 2015

Officer must have ACKNOWLEDGEMENT BY NOTARY PUBLIC completed on the reverse side.

ACKNOWLEDGEMENT BY NOTARY PUBLIC  
APPENDIX A1 - DBE GOALS STATEMENT (reverse)

ACKNOWLEDGEMENT  
of

STATE OF Virginia )

S.S.:

COUNTY OF Fairfax )

On this 20th day of November 2015, before me personally came and appeared David P. Macaluso to be known, who being by me duly sworn, did depose and say that he/she resides at [REDACTED], that he/she is the Vice President, Contracts & Procurement of ENSCO Rail, Inc. company, that the seal affixed to said Certification is such corporate seal, that it was so affixed by order of the directors of said corporation, and that he/she signed his/her name thereto by like order.

(Notary's Seal or Stamp)



Katie Johnson Turner  
Commonwealth of Virginia  
Notary Public  
Commission No. 7122533  
My Commission Expires 1/31/2019

*Katie Johnson Turner*  
Notary Public

My commission expires: *Jan 31, 2019*

Appendix A2 DBE Participation Plan  
and Affirmation Statement

As of bid submission, ENSCO Rail, Inc. (ENSCO) is proposing a total commitment of \$2,800 for utilization of DBE's in support of this effort. This support is provided from the first three companies in the table below. This amount equates to .0002% of ENSCO's total proposed price. Therefore, ENSCO is inserting 0% for DBE utilization on the required DBE Goals Statement form (Appendix A1).

ENSCO has made a good faith effort to meet the DBE participation goal of 1% set for this Contract. The following good faith efforts were made to solicit DBE participation:

- 1) In support of the Track Inspection Vehicle procurements, ENSCO reviewed each eligible DBE firm listed on the Uniform Certification Programs (UCPs) websites to evaluate the service/product offerings available through these vendors.
- 2) As a result of that evaluation, ENSCO identified the following seven vendors (names, addresses and telephone numbers are provided in the following table):

DBE Name	Address	Telephone Number	Point of Contact
Cargo Transit, Inc.	P.O. Box 792 Weaverville, NC 28787	319.363.1235	Moe Abu-Nameh
D.B.E. Electric Corp.	989 Rockaway Avenue, Valley Stream, NY 11581	516.825.7878	Janak Shah
Magical Travel Bureau, Inc.	960 South Broadway, Suite 1158, Hicksville, NY 11801	516.433.5444	Donnajean Schroeder
Matrix Railway Corp.	69 Nancy Street, West Babylon, NY 11704	631.643.1483	Nelson Rivas
New Computech Inc.	139 Fulton Street, New York, NY 10038	212.406.1799	Mona Ab
Total Electrical Distributors, Inc.	388 South Avenue, Staten Island, NY 10303	718.273.9300	Lenore Schwartz
Webtrans Logistics, Inc.	2760 El Presidio Street, Carson, CA 90810	310.522.6656	Anthony Park

- 3) ENSCO called each company and followed up with an email to the point of contact identified for the firms listed on the UCP website providing written notification to these DBEs that their interest in the Contract is solicited. (Copies of the emails attached).
- 4) In support of the most recent Invitation for Bid, ENSCO received responses and signed Appendix A3s from the Cargo Transit and Magical Travel Bureau. D.B.E. Electric did not respond. Matrix Railway Corp responded that they could not provide a proposal.

**2. A description of the information provided to DBEs regarding the plans and specifications for portions of the work to be performed**



Depending on the service to be provided, ENSCO provided both verbal (Cargo Transit, D.B.E. Electric Corp. and Magical Travel) and written descriptions of the specifications (Matrix Railway Corp).

**3. A statement of why additional agreements with DBEs were not reached**

ENSCO was not able to finalize participation with New Computech, Total Electrical Distributors and Webtrans Logistics for the following reasons:

- New Computech – No response to ENSCO’s initial contact via telephone and email.
- Total Electrical Distributors – This vendor requires a scope of work before providing a quote.
- Webtrans Logistics – The point of contact information identified in the UCP website is not valid. We received a non-deliverable message when emailing to [anthonypark@webtransusa.com](mailto:anthonypark@webtransusa.com). ENSCO attempted to reach out to another POC (John Park) at Webtrans but received a non-deliverable message from his email address as well.

ENSCO will continue to pursue additional agreements with DBEs in support of this effort.

APPENDIX A2  
THE PORT AUTHORITY OF NY & NJ - OFFICE OF BUSINESS DIVERSITY AND CIVIL RIGHTS  
DBE PARTICIPATION PLAN AND AFFIRMATION STATEMENT

Instructions: Submit one DBE PARTICIPATION PLAN AND AFFIRMATION STATEMENT form for each DBE firm used on this Contract.

CONTRACT NUMBER AND TITLE: Bid No.: 43810 Second Re-Bid of Manufacture and Deliver a Track Inspection Vehicle for PATH

**BIDDER:**

Name of Firm: ENSCO Rail, Inc.

Address: 3110 Fairview Park Drive, Suite 300, Falls Church, VA 22042

Email Address: fairfax.pat@ensco.com

Telephone: 703.321.9000

**DBE:**

Name of Firm: Magical Travel

Address: 3038 Terrace Road, Wantagh, New York 11793

Telephone: 516.433.5444

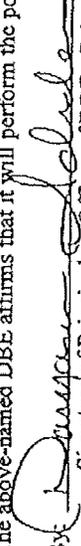
Description of work to be performed by DBE: Travel costs to include Airfare

Calculation (supply only):

The Bidder is committed to utilizing the above-named DBE for the work described above. The estimated dollar value of this work is \$ 1,600.00 or \_\_\_\_\_% of the total contract amount of \$ \_\_\_\_\_. The anticipated start date is \_\_\_\_\_ and the anticipated completion date is \_\_\_\_\_.

AFFIRMATION OF DBE

The above-named DBE affirms that it will perform the portion of the Contract for the estimated dollar value as stated above.

By:  Donna Jean Schroeder, President  
Signature of Principal or Officer of DBE - Print Name and Title

Date: 11/17/2015

If the Bidder does not receive award of the Contract, any and all representations in this DBE Participation Plan and Affirmation Statement shall be null and void.

I, David P. Macaluso (print name), an officer of ENSCO Rail, Inc. (company name), certify that I have read the Appendix A2 - DBE Participation Plan and Affirmation Statement and the information contained in it is true. I fully understand that any false statement within this submittal may prevent the company and/or the undersigned from being found to be responsible Bidders/Proposers in connection with future agreements. In addition, any false statement within this submittal may subject the company and/or the undersigned to criminal charges in the state and federal courts of New York and New Jersey.

Signature of Bidder:  Title Vice President, Contracts and Procurement Date 11/20/15

Please Note: Only 60% of the expenditure to a DBE material supplier will be counted toward the DBE goal. Please show calculation above. Example: \$100,000 x 60% = \$60,000 estimated DBE dollar value of work. Plan cannot be accepted without calculation.

Officer of the Bidder must have ACKNOWLEDGEMENT BY NOTARY PUBLIC completed on the reverse side.

ACKNOWLEDGEMENT BY NOTARY PUBLIC

APPENDIX A2

DBE PARTICIPATION PLAN AND AFFIRMATION STATEMENT (reverse)

ACKNOWLEDGEMENT  
of

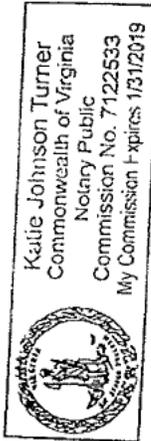
STATE OF Virginia

COUNTY OF Fairfax

S.S.:

On this 20th day of November 2015, before me personally came and appeared David P. Macaluso to be known, who being by me duly sworn, did depose and say that he/she resides at [REDACTED], that he/she is the Vice President, Contracts and Procurement of ENSCO Rail, Inc. company, that the seal affixed to said Certification is such corporate seal, that it was so affixed by order of the directors of said corporation, and that he/she signed his/her name thereto by like order.

(Notary's Seal or Stamp)



*Katie Johnson Turner*  
Notary Public

My commission expires: Jan 31, 2019

APPENDIX A2  
THE PORT AUTHORITY OF NY & NJ - OFFICE OF BUSINESS DIVERSITY AND CIVIL RIGHTS  
DBE PARTICIPATION PLAN AND AFFIRMATION STATEMENT

Instructions: Submit one DBE PARTICIPATION PLAN AND AFFIRMATION STATEMENT form for each DBE firm used on this Contract.

CONTRACT NUMBER AND TITLE: Bid No.: 43810 Second Re-Bid of Manufacture and Deliver a Track Inspection Vehicle for PATH

**BIDDER:**

Name of Firm: ENSCO Rail, Inc.

Address: 3110 Fairview Park Drive, Suite 300, Falls Church, VA 22042

Email Address: fairfax.pat@ensco.com

Telephone: 703.321.9000

**DBE:**

Name of Firm: Integrated Connection, LLC dba Cargo Transit, Inc.  
Address: 1350 Boyson Rd., Hiawatha, IA 52233 Telephone: 319-363-1235  
Description of work to be performed by DBE: Transportation Services  
Calculation (supply only): \_\_\_\_\_

The Bidder is committed to utilizing the above-named DBE for the work described above. The estimated dollar value of this work is \$ 1,200.00  
or \_\_\_\_\_ % of the total contract amount of \$ \_\_\_\_\_. The anticipated start date is \_\_\_\_\_ and the anticipated completion date is \_\_\_\_\_.

**AFFIRMATION of DBE**

The above-named DBE affirms that it will perform the portion of the Contract for the estimated dollar value as stated above.

By:  Signature of Principal or Officer of DBE - Print Name and Title

Date: 11-17-2015

If the Bidder does not receive award of the Contract, any and all representations in this DBE Participation Plan and Affirmation Statement shall be null and void.

I, David P. Macaluso (print name), an officer of ENSCO Rail, Inc. (company name), certify that I have read the Appendix A2 - DBE Participation Plan and Affirmation Statement and the information contained in it is true. I fully understand that any false statement within this submittal may prevent the company and/or the undersigned from being found to be responsible Bidders/Proposers in connection with future agreements. In addition, any false statement within this submittal may subject the company and/or the undersigned to criminal charges in the state and federal courts of New York and New Jersey.

Signature of Bidder:  Title Vice President, Contracts and Procurement Date 11/20/15

Please Note: Only 60% of the expenditure to a DBE material supplier will be counted toward the DBE goal. Please show calculation above. Example: \$100,000 x 60% = \$60,000 estimated DBE dollar value of work. Plan cannot be accepted without calculation.

Officer of the Bidder must have **ACKNOWLEDGEMENT BY NOTARY PUBLIC** completed on the reverse side.

ACKNOWLEDGEMENT BY NOTARY PUBLIC

APPENDIX A2

DBE PARTICIPATION PLAN AND AFFIRMATION STATEMENT (reverse)

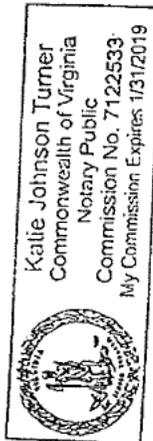
ACKNOWLEDGEMENT  
of

STATE OF Virginia  
COUNTY OF Fairfax

S.S.:

On this 20th day of November 2015, before me personally came and appeared David P. Macaluso to be known, who being by me duly sworn, did depose and say that he/she resides at [REDACTED], that he/she is the Vice President, Contracts and Procurement of ENSCO Rail, Inc. company, that the seal affixed to said Certification is such corporate seal, that it was so affixed by order of the directors of said corporation, and that he/she signed his/her name thereto by like order.

(Notary's Seal or Stamp)



Katie Johnson Turner  
Notary Public  
My commission expires: Jan 31, 2019

Fairfax.Pat

---

**From:** Auandee.Kim  
**Sent:** Monday, November 23, 2015 10:39 AM  
**To:** Fairfax.Pat  
**Subject:** FW: FW: Port Authority of NY & NJ Opportunity - Matrix Railway Corp

---

**From:** nrivas@matrixrailway.com [mailto:nrivas@matrixrailway.com]  
**Sent:** Monday, November 16, 2015 10:15 AM  
**To:** Auandee.Kim  
**Subject:** RE: FW: Port Authority of NY & NJ Opportunity - Matrix Railway Corp

Kim,

We do not provide an Ohio Brass equivalent.

Thank you for this opportunity.

Sincerely,

Nelson Rivas  
President

**MatrixRailway**  
Corp

69 Nancy St.  
W. Babylon, NY 11704  
O: 631-643-1483  
C: [REDACTED]  
www.matrixrailway.com

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

**From:** "Auandee.Kim" <auandee.kim@ensco.com>  
**Sent:** Monday, November 16, 2015 10:11am  
**To:** "nrivas@matrixrailway.com" <nrivas@matrixrailway.com>  
**Cc:** "Auandee.Kim" <auandee.kim@ensco.com>  
**Subject:** FW: Port Authority of NY & NJ Opportunity - Matrix Railway Corp

Nelson,  
PATH cancelled the previous solicitation (#43154) and have reissued under a new solicitation (#43810). Could you please let me know if you can provide a quote by COB, Tue, November 17<sup>th</sup> or respond that you are not able/interested in submitting a proposal at this time.

Regards,  
Kim

---

**From:** Auandee.Kim  
**Sent:** Friday, September 11, 2015 1:01 PM  
**To:** nrivas@matrixrailway.com  
**Cc:** Auandee.Kim  
**Subject:** FW: Port Authority of NY & NJ Opportunity - Matrix Railway Corp  
**Importance:** High

Nelson,

We had received an extension to the due for the PATH bid. I do not see record of having received your response to my request below. Could you please let me know if you can provide a quote by COB, Mon, September 14<sup>th</sup>?

Regards,  
Kim

---

**From:** Auandee.Kim  
**Sent:** Friday, August 14, 2015 12:52 PM  
**To:** [nrivas@matrixrailway.com](mailto:nrivas@matrixrailway.com)  
**Cc:** Auandee.Kim  
**Subject:** RE: Port Authority of NY & NJ Opportunity - Matrix Railway Corp

Nelson,  
Good afternoon. Attached is the formal request. We request your response by 2:00 pm on Monday, August 17<sup>th</sup>. Please contact me with any questions.

Best Regards,  
Kim

---

**From:** [nrivas@matrixrailway.com](mailto:nrivas@matrixrailway.com) [<mailto:nrivas@matrixrailway.com>]  
**Sent:** Wednesday, August 12, 2015 6:54 PM  
**To:** Auandee.Kim  
**Subject:** RE: Port Authority of NY & NJ Opportunity - Matrix Railway Corp

Kim,

Nice talking to you.

Looking forward to your package.

Sincerely,

Nelson Rivas  
President

**MatrixRailway**  
Corp

69 Nancy St.  
W. Babylon, NY 11704  
O: 631-643-1483  
C: [REDACTED]  
[www.matrixrailway.com](http://www.matrixrailway.com)

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

**From:** "Auandee.Kim" <[auandee.kim@ensco.com](mailto:auandee.kim@ensco.com)>  
**Sent:** Wednesday, August 12, 2015 6:45pm  
**To:** "[nrivas@matrixrailway.com](mailto:nrivas@matrixrailway.com)" <[nrivas@matrixrailway.com](mailto:nrivas@matrixrailway.com)>  
**Cc:** "Auandee.Kim" <[auandee.kim@ensco.com](mailto:auandee.kim@ensco.com)>  
**Subject:** Port Authority of NY & NJ Opportunity - Matrix Railway Corp

Mr. Rivas,

Thank you for speaking with me this afternoon. As a follow-up to our call, my company, ENSCO, Inc., is pursuing an opportunity with PATH, in which there is a requirement for usage of Disadvantaged Business Enterprises. We identified your company through the lists of DBEs provided with the solicitation. We will

need to get pricing from your company and your formal expression of interest through execution of a PATH form.

ENSCO's proposal response is due to PATH on Tues, 8/18/2015 which would need to include the completed, notarized form from your company. We will move forward with providing you a formal package addressing the PATH form, requirements and pricing.

Best Regards,

**Kimberly Auandee**  
Director, Contracts and Procurement

703-321-4478 (o)  
[REDACTED] (m)  
703-321-7863 (f)  
5400 Port Royal Road  
Springfield, VA 22151  
[www.ensco.com](http://www.ensco.com)



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## Fairfax.Pat

---

**From:** Auandee.Kim  
**Sent:** Monday, November 23, 2015 10:39 AM  
**To:** Fairfax.Pat  
**Subject:** FW: Port Authority of NY & NJ Opportunity - Matrix Railway Corp  
**Attachments:** PATH COUPLER EQUIPMENT SPECIFICATIONS.DOCX; Appendix A2.pdf; DBE Cover Letter - Matrix Railway.pdf

**Importance:** High

---

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Nelson Rivas  
President

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69 Nancy St.  
W. Babylon, NY 11704  
O: 631-643-1483  
C: [REDACTED]  
[www.matrixrailway.com](http://www.matrixrailway.com)

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

**From:** "Auandee.Kim" <[auandee.kim@ensco.com](mailto:auandee.kim@ensco.com)>  
**Sent:** Wednesday, August 12, 2015 6:45pm  
**To:** "nrivas@matrixrailway.com" <[nrivas@matrixrailway.com](mailto:nrivas@matrixrailway.com)>  
**Cc:** "Auandee.Kim" <[auandee.kim@ensco.com](mailto:auandee.kim@ensco.com)>  
**Subject:** Port Authority of NY & NJ Opportunity - Matrix Railway Corp

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Best Regards,

Kimberly Auandee  
Director, Contracts and Procurement

703-321-4478 (o)  
[REDACTED] (m)  
703-321-7863 (f)  
5400 Port Royal Road  
Springfield, VA 22151  
[www.ensco.com](http://www.ensco.com)

## Fairfax.Pat

---

**From:** Auandee.Kim  
**Sent:** Monday, November 23, 2015 10:39 AM  
**To:** Fairfax.Pat  
**Subject:** FW: Port Authority of NY & NJ Opportunity - D.B.E. Electric Corp.

---

**From:** Auandee.Kim  
**Sent:** Thursday, November 19, 2015 5:17 PM  
**To:** Janak Shah-DBE Electric  
**Cc:** Auandee.Kim  
**Subject:** RE: Port Authority of NY & NJ Opportunity - D.B.E. Electric Corp.

Janak,  
I am just following up on my email below. If you are still interested in supporting ENSCO, please complete the attached form. I would appreciate it if you could provide the form no later than COB, Friday, November 20<sup>th</sup>. (PATH extended the submission deadline again) If you are no longer interested in supporting ENSCO, please provide that in writing with the same deadline.

Best Regards,  
Kim

---

**From:** Auandee.Kim  
**Sent:** Monday, November 16, 2015 10:24 AM  
**To:** 'Janak Shah-DBE Electric'  
**Cc:** Auandee.Kim  
**Subject:** RE: Port Authority of NY & NJ Opportunity - D.B.E. Electric Corp.

Janak,  
PATH cancelled the previous solicitation (Bid No. #43154) and has reissued a new solicitation (Bid No. #43810). We need to submit updated forms. If you are still interested in supporting ENSCO, please complete the attached form. I would appreciate it if you could provide the form no later than COB, Tuesday, November 17<sup>th</sup>. If you are no longer interested in supporting ENSCO, please provide that in writing with the same deadline.

Best regards,  
Kim

Kimberly Auandee  
Director, Contracts and Procurement

703-321-4478 (o)  
[REDACTED] (m)  
703-321-7863 (f)  
5400 Port Royal Road  
Springfield, VA 22151  
[www.ensco.com](http://www.ensco.com)

The logo for ENSCO Rail, featuring the word "ENSCO" in a bold, sans-serif font with a stylized triangle to the left, and the word "Rail" in a smaller font below it.

A wholly owned subsidiary of ENSCO, Inc.

---

**From:** Janak Shah-DBE Electric [<mailto:janak.shah@dbelectriccorp.com>]  
**Sent:** Friday, September 11, 2015 3:20 PM  
**To:** Auandee.Kim  
**Subject:** Re: Port Authority of NY & NJ Opportunity - D.B.E. Electric Corp.

Kim,

Please see attached.

989 Rockaway Ave.  
Valley Stream, NY 11581  
Ph: (516) 825-7878  
Fax: (516) 825-7979  
[www.dbelectriccorp.com](http://www.dbelectriccorp.com)



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---

**From:** Auandee.Kim <[auandee.kim@ensco.com](mailto:auandee.kim@ensco.com)>  
**To:** Janak Shah-DBE Electric <[janak.shah@dbelectriccorp.com](mailto:janak.shah@dbelectriccorp.com)>  
**Sent:** Friday, September 11, 2015 2:18 PM  
**Subject:** RE: Port Authority of NY & NJ Opportunity - D.B.E. Electric Corp.

Janak,  
Attached is the certificate that I need to have your company sign. Please complete the information under DBE (Name of Firm, Address, Telephone) and then sign. We will enter the percentage of total contract and \$, as well as the start and completion dates. Thank you for your support and we look forward to working with you.

Regards,  
Kim

---

**From:** Janak Shah-DBE Electric [<mailto:janak.shah@dbelectriccorp.com>]  
**Sent:** Monday, August 17, 2015 6:54 PM  
**To:** Auandee.Kim  
**Subject:** Re: Port Authority of NY & NJ Opportunity - D.B.E. Electric Corp.

Thanks  
Janak Shah

989 Rockaway Ave.  
Valley Stream, NY 11581  
Ph: (516) 825-7878

Fax: (516) 825-7979  
[www.dbeelectriccorp.com](http://www.dbeelectriccorp.com)



Please consider the environment before printing this email.

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---

**From:** Auandee.Kim <[auandee.kim@ensco.com](mailto:auandee.kim@ensco.com)>  
**To:** Janak Shah-DBE Electric <[janak.shah@dbeelectriccorp.com](mailto:janak.shah@dbeelectriccorp.com)>  
**Sent:** Monday, August 17, 2015 6:44 PM  
**Subject:** RE: Port Authority of NY & NJ Opportunity - D.B.E. Electric Corp.

Janak,  
Bob Mullen said that you and he had a discussion. I will send you out the package tomorrow with the estimate included for your signature.

Regards,  
Kim

---

**From:** Janak Shah-DBE Electric [<mailto:janak.shah@dbeelectriccorp.com>]  
**Sent:** Monday, August 17, 2015 6:35 PM  
**To:** Auandee.Kim  
**Subject:** Re: Port Authority of NY & NJ Opportunity - D.B.E. Electric Corp.

Kim

Anything happening with this ?

Janak Shah  
**Error! Filename not specified.**

989 Rockaway Ave.  
Valley Stream, NY 11581  
Ph: (516) 825-7878  
Fax: (516) 825-7979  
[www.dbeelectriccorp.com](http://www.dbeelectriccorp.com)

Please consider the environment before printing this email.

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**From:** Auandee.Kim <[auandee.kim@ensco.com](mailto:auandee.kim@ensco.com)>  
**To:** Janak Shah-DBE Electric <[janak.shah@dbeelectriccorp.com](mailto:janak.shah@dbeelectriccorp.com)>

Sent: Wednesday, August 12, 2015 7:00 PM  
Subject: RE: Port Authority of NY & NJ Opportunity - D.B.E. Electric Corp.

Janak,  
Thank you for responding. We send you a scope of work tomorrow.

Best Regards,  
Kim

---

From: Janak Shah-DBE Electric [mailto:janak.shah@dbeelectriccorp.com]  
Sent: Wednesday, August 12, 2015 6:57 PM  
To: Auandee.Kim  
Subject: Re: Port Authority of NY & NJ Opportunity - D.B.E. Electric Corp.

Kimberly,

Sorry we missed your call.

Can you send me the scope of work / take offs that we can give you price for ?

Thanks

Janak Shah

989 Rockaway Ave.  
Valley Stream, NY 11581  
Ph: (516) 825-7878  
Fax: (516) 825-7979  
[www.dbeelectriccorp.com](http://www.dbeelectriccorp.com)

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---

From: Auandee.Kim <auandee.kim@ensco.com>  
To: "dbeelect@yahoo.com" <dbeelect@yahoo.com>  
Cc: Auandee.Kim <auandee.kim@ensco.com>  
Sent: Wednesday, August 12, 2015 6:32 PM  
Subject: Port Authority of NY & NJ Opportunity - D.B.E. Electric Corp.

Janak,  
As a follow-up to my call, my company, ENSCO, Inc., is pursuing an opportunity with PATH, in which there is a requirement for usage of Disadvantaged Business Enterprises. We identified your company through the lists of DBEs provided with the solicitation. We will need to get pricing from your company and your formal expression of interest through execution of a PATH form.

ENSCO's proposal response is due to PATH on Tues, 8/18/2015 which would need to include the completed, notarized form from your company. Please return my call as soon as possible so we can move forward with providing you a formal package addressing the PATH form, requirements and pricing.

Best Regards,

**Kimberly Auandee**  
Director, Contracts and Procurement

703-321-4478 (o)  
[REDACTED] (m)  
703-321-7863 (f)  
5400 Port Royal Road  
Springfield, VA 22151  
[www.ensco.com](http://www.ensco.com)



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**From:** [Auandee.Kim](#)  
**To:** [anthonypark@webtransusa.com](mailto:anthonypark@webtransusa.com)  
**Cc:** [Auandee.Kim](#)  
**Subject:** Port Authority of NY & NJ Opportunity - Webtrans Logistics Inc.  
**Date:** Wednesday, August 12, 2015 7:04:20 PM  
**Importance:** High

---

Anthony,

My company, ENSCO, Inc., is pursuing an opportunity with PATH, in which there is a requirement for usage of Disadvantaged Business Enterprises. We identified your company through the lists of DBEs provided with the solicitation. We will need to get pricing from your company and your formal expression of interest through execution of a PATH form.

ENSCO's proposal response is due to PATH on Tues, 8/18/2015 which would need to include the completed, notarized form from your company. Please return my call as soon as possible so we can move forward with providing you a formal package addressing the PATH form, requirements and pricing.

Best Regards,

**Kimberly Auandee**  
Director, Contracts and Procurement

703-321-4478 (o)  
[REDACTED] (m)  
703-321-7863 (f)  
5400 Port Royal Road  
Springfield, VA 22151  
[www.ensco.com](http://www.ensco.com)



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**From:** [Auandee.Kim](mailto:Auandee.Kim)  
**To:** [lenore@totalelectricny.com](mailto:lenore@totalelectricny.com)  
**Cc:** [Auandee.Kim](mailto:Auandee.Kim)  
**Subject:** Port Authority of NY & NJ Opportunity - Total Electric Distributors, Inc.  
**Date:** Wednesday, August 12, 2015 6:57:33 PM  
**Importance:** High

---

Lenore,

As a follow-up to my voicemail, my company, ENSCO, Inc., is pursuing an opportunity with PATH, in which there is a requirement for usage of Disadvantaged Business Enterprises. We identified your company through the lists of DBEs provided with the solicitation. We will need to get pricing from your company and your formal expression of interest through execution of a PATH form.

ENSCO's proposal response is due to PATH on Tues, 8/18/2015 which would need to include the completed, notarized form from your company. Please return my call as soon as possible so we can move forward with providing you a formal package addressing the PATH form, requirements and pricing.

Best Regards,

**Kimberly Auandee**  
Director, Contracts and Procurement

703-321-4478 (o)  
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703-321-7863 (f)  
5400 Port Royal Road  
Springfield, VA 22151  
[www.ensco.com](http://www.ensco.com)



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**From:** [Auandee.Kim](mailto:Auandee.Kim)  
**To:** [mona@newcomputech.com](mailto:mona@newcomputech.com)  
**Cc:** [Auandee.Kim](mailto:Auandee.Kim)  
**Subject:** Port Authority of NY & NJ Opportunity - New Computech Inc.  
**Date:** Wednesday, August 12, 2015 6:54:30 PM  
**Importance:** High

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Mona,  
As a follow-up to my voicemail, my company, ENSCO, Inc., is pursuing an opportunity with PATH, in which there is a requirement for usage of Disadvantaged Business Enterprises. We identified your company through the lists of DBEs provided with the solicitation. We will need to get pricing from your company and your formal expression of interest through execution of a PATH form.

ENSCO's proposal response is due to PATH on Tues, 8/18/2015 which would need to include the completed, notarized form from your company. Please return my call as soon as possible so we can move forward with providing you a formal package addressing the PATH form, requirements and pricing.

Best Regards,

**Kimberly Auandee**  
Director, Contracts and Procurement

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## Appendix A3 Information on Solicited Firms



ACKNOWLEDGEMENT BY NOTARY PUBLIC  
APPENDIX A3  
INFORMATION ON SOLICITED FIRMS (reverse)

ACKNOWLEDGEMENT  
of

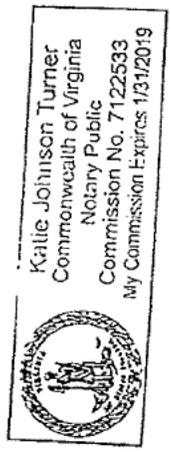
STATE OF Virginia  
COUNTY OF Fairfax

S.S.:

On this 20th day of November 2015, before me personally came and appeared David P. Macaluso to be known, who being by me duly sworn, did depose and say that he/she resides at [REDACTED], that he/she is the Vice President, Contracts & Procurement of ENSCO Rail, Inc. company, that the seal affixed to said Certification is such corporate seal, that it was so affixed by order of the directors of said corporation, and that he/she signed his/her name thereto by like order.



(Notary's Seal or Stamp)



Katie Johnson Turner  
Notary Public  
My commission expires: Jan 31, 2019