

PUBLISHED MONTHLY BY TEXAS BRANCH, A. G. C.

Lone Star Constructor

The Construction Magazine of Texas

In This Issue

OCTOBER

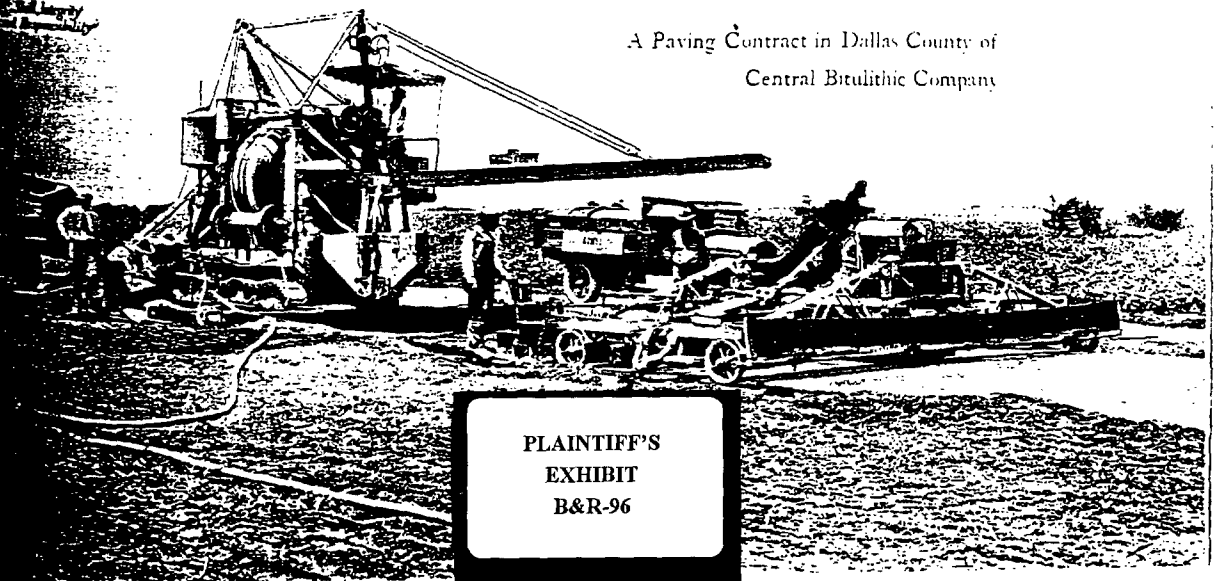
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"ARC Welding in High Structures" tells the benefits to be derived from welding the steel frame of a building. ¶ Col. W. A. Starrett, nationally known constructor, pictures the trend of modern skyscrapers in "The American City of the Future." ¶ Benito learns about separate contracts from the "electrish" man. ¶ Prequalification as it is applied in Tennessee is explained by the Assistant Highway Engineer of that state. ¶ A recent survey reveals how highway appropriations have increased during the past few years. ¶ Tyree L. Bell and M. B. Killian give two interesting discussions of the paper, "Results with Water-Cement Ratio Specifications," which was published last month.

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A Paving Contract in Dallas County of
Central Bitulithic Company



PLAINTIFF'S
EXHIBIT
B&R-96

Prequalification in Tennessee

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Asst. State Hwy. Engr. of Tennessee

THE legislature of Tennessee during a recent session delegated to the Commissioner of Highways and Public Works, R. H. Baker, certain rights among which was that of prequalifying contractors. While perhaps the phrase "prequalification" is not specifically mentioned, nevertheless he has the power under the law to let contracts to those contractors whom he considers well qualified both financially and otherwise to perform the work in question.

There is now in process of formation a plan and system of records patterned largely after the plan and forms put in effect by the Bureau of Contract Information, of which your Mr. Williams is president.

While Tennessee has been very fortunate with contracts, still there is room for improvement. It is felt that the prequalification plan, while not a cure-all, will, to a large extent, eliminate the irresponsible bidder. In some sections of the country this class of contractor is referred to as the shoestring type, while in other places as the gyppo type, the outfits usually consisting of much worn-out equipment and of magnitude too inferior to execute any but the very smallest contract, and even then not efficiently.

It has been claimed that prequalification will stifle competition; however, the officials of the Tennessee Highway Department are of the opinion that it will have a tendency to create a more uniform competition between responsible contractors which will not only benefit the contractors but the state as well.

The Commissioner of Highways in Tennessee is not in favor of unit prices which are ruinous to contractors, but, on the other hand, desires that unit prices will be submitted which will enable the contractors in Tennessee to present the class of work which will be in keeping with that required by the standard specifications in that state.

*Desire to Have Work Done
Expediently*

The highway officials of Tennessee are always anxious to have the contract work

AS EXPLAINED in September, this page will be devoted to discussing Prequalification as it is applied in several of the states whose legislatures have adopted it. Prequalification in Wisconsin was discussed last month and subsequent issues will tell about this law in South Carolina and California.

executed expeditiously and in a workmanlike manner, as any other manner of doing the work is likely to cause the contractor to exceed his time limit. This not only causes extra expense to the contractor but also to the state, while the inconvenience to the public cannot be estimated.

Tennessee, previous to the advent of the prequalification movement, had, like other states, been using the proqualification method, by which the low bidder was awarded the contract, provided he was able to furnish a surety bond, and

this seemed an easy matter, easy for the good of all concerned in the industry.

During the past year the commissioner has been more careful in contracts, sometimes acting on rights by rejecting the low bid, on occasions rejecting all bids. This action has been very good. When a low bidder was rejected, it caused some embarrassment alone to the rejected bidder and commissioner. When the prequalification method has been installed the contractor who is low bidder will not be embarrassed of being considered responsible.

*Revised Questionnaire
Complete Data*

Tennessee has within a few weeks had a revised questionnaire, this being similar in most respects to the questionnaire previously in use, with the exception of additional questions. The questions asked in the questionnaire was "Have you inspected on which you are bidding under the new plan the contractor confronted with this question in detail the manner in which he inspected each project on bidding."

The Department was whether the prospective bidder inspected the project from the automobile, from the back of the horse, or by any other means, on foot with plans in hand. The department much prefers that the project be inspected by the contractor the entire length with plans.

It is the intention of the department that the submission of questionnaires on July 1 and July 15 of this year will carry reference to plan and specifications submitted for general financial consideration, including an outline of the project.

Perhaps the department to be watched for over-expenditure.

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*Mr. Butts delivered this paper at the eleventh annual A. G. C. Convention, held in New Orleans last January.