

**J.P. Cullen & Sons, Inc.**  
**General Contractor Since 1892**



**Mock Bid 2008**  
J.P. Cullen & Sons, Inc.  
University of Wisconsin Construction Club  
March 27, 2008

Date: Thursday, March 27, 2008  
Time: 4:15pm  
Location: J.P. Cullen & Sons, Inc. Home Office  
330 East Delavan Drive  
Janesville WI 53547  
1-608-754-6601

### Agenda

4:15pm to 4:30pm	Arrival
4:30pm to 5:00pm	Orientation, Divide into Groups and Setup
5:00pm to 8:00pm	Mock Bid Day
8:00pm Sharp	Bids turned in at Bruce DeGarmo's Office
8:00pm to 9:00pm	Pizza and Soda, Discussion/Q&A, Awards, T-Shirts

Each team will start in a room with the necessary information and one to two JPC team members to help analyze proposals to begin putting your bid together. Additional bids will be submitted throughout the 3 hour period much like they trickle in on a real bid day. Your task is to analyze each bid and find the low bidder who has a complete scope. Once you believe you have the complete project covered in your numbers you must now decide how much markup (profit) to put on the end being sure to weigh in any Risk (i.e. Is there a sub number that's shaky? Is there a gap in the plans you had to make a big assumption? Etc.) You must then correctly fill out the Bid Form and have it turned in to the Bid Room by 8:00pm. Late Bids are not accepted. We will have a clock for everyone to set to. Winner takes all!

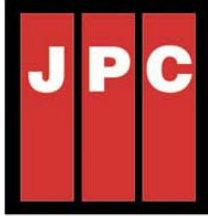
Winner will be determined by Ryan based on the following criteria

1. Correctly Filled out Bid Form
2. Bid Turned in On Time
3. Low Number and/or Closest to the Actual Bid Day number from this job
4. Job can be done profitably
  - A. No Major Mistakes
  - B. All the Scope is Covered
  - C. Realistic Mark-up

330 East Delavan Drive, P.O. Box 1957  
Janesville, WI 53547-1957  
Phone 608.754.6601  
Fax 608.754.9171

13040 West Lisbon Road, Suite 900  
Brookfield, WI 53005  
Phone 262.781.4100  
Fax 262.781.6300





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Facilitators – Bid Room

Team One –

Team Two –

Team Three –

Team Four –

Team Five –

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