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# Michigan Contractor Receives USCG San Diego Federal Contract Award

*USCG Cutter Sherman gets electrical upgrade by Trenton's Phare Truth Construction*

**February 2012** -- The United States Coast Guard today announced a new contract award to Trenton's Phare Truth Construction:

Returning to San Diego after a 100-day patrol to the Bering Sea, the famous U.S. Coast Guard Cutter Sherman was in need of kick pipe replacement repairs. Seeing the solicitation for the work requirements on a [BidTrakker Market Report](#), Phare Truth owner Barb Driscoll decided to give the government a bid for the project.

Mrs. Driscoll confided that she "never really thought there was much of a chance," for her to be competitive in the federal market but after attending Doug Reitmeyer's [Advanced Federal Construction Training Workshop](#) in December, her eyes were opened to all the opportunities there are for small businesses to sell unique services to our government.

Following the Workshop inspired "Success Blueprint", she submitted a quote that was initially rebuffed as being too high. That triggered her pulling out one of the Workshop tools known as the [\\$100,000 letter](#) designed to explain why quotes on federal projects are often more than the government initially expects to invest in a project.

"To my surprise, after reviewing that letter," said Mrs. Driscoll, "they went ahead with a full price award!"

The kick pipes were replaced in record time utilizing the local resources of Miller Marine and the famous ship is now ready for its next assignment.

What makes the [USCG Sherman](#) famous is that it made the largest drug bust in U. S. history; a record \$600 million, 30 tons of cocaine off a Panamanian freighter in 2007.

Barb credits her Workshop training and the resources she was provided as part of the "[Federal Construction Experts](#)" membership program with giving her the resources and capacity to take on complex projects for the US Government throughout the country.

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