



ENHANCED WEBSITE NOW AVAILABLE

Easier to Search, More Contacts

It is now faster and more secure than ever to search contracts, report sales, look up member information, change profiles, and access instructional tutorials on the new COSTARS Website which “went live” on July 9.

The enhanced COSTARS Contract Search function allows members and suppliers (and the general public—**no login is necessary**) to narrow their search parameters according to contract name and/or number, product category, manufacturer (brand), specific supplier, and even specific county locations. For example, if one wanted to locate a COSTARS-authorized vendor that sells Ford pickup trucks in Montgomery County, a member no longer needs to search the contract overview reviewing each vendor looking for those that match the preferred needs. One sets the parameters and the computer lists all the suppliers that fit the parameters.

Members can also quickly check the status of their Road Salt Participation Agreement, eliminating the uncertainty of wondering whether it was submitted or not.

To upgrade security, access to sensitive information has been changed. For members, the old organization login information, including the Member ID number, is no longer valid (although the Member ID number is still valid, but not as part of the login). Instead, members who need to access and/or change their member profiles or sign up for the Road Salt contract, must set up an individual User Registration and link it to the member entity. This new User Name and Password is valid Commonwealth-wide for services offered by

several different state government agencies. A new enhancement is that more than one individual from a member organization can be authorized to make changes and multiple individuals can be designated to receive COSTARS correspondence. **Each member entity is strongly urged to designate at least one individual to complete the User Registration process.**

To access the Suppliers' Gateway, vendors must login with their User Name and Password they received from the Supplier portal when they registered and received their six-digit Vendor Number. Entry into the easier-to-read Suppliers' Gateway is required to report sales, to view and edit contract details, and to submit the annual administrative fee. Time-saving enhancements include paying by credit card (if desired) and the ability to upload a sales spread-sheet, instead of entering each sale individually, for suppliers with a large number of transactions. The “No Sales This Quarter” function is also made simpler and quicker, and the Gateway reminds suppliers which contracts need sales reporting and/or fee payment.

Searching the Member Listing database has also been made more functional, allowing one to search by entity name, member category, and/or county. Downloading the search results into an Excel spreadsheet is now much easier.

Instructional tutorials for members and suppliers are available at the Resource Center link in the left margin of the COSTARS Home page (www.costars.state.pa.us).

In addition to these and other improvements for our external constituents, many of the new system's 100-plus enhancements are behind the scenes, allowing the COSTARS staff to be more efficient and effective serving our members and suppliers.

SUPPLIER LISTING CENTERFOLD

Handy Pullout COSTARS Exclusive Contracts

This edition of the COSTARS CONNECTION includes a four-page centerfold that lists all 1,100-plus suppliers that are holders of COSTARS-exclusive contracts as of October 24, 2013 in an easy pull-out section to maintain as a reference tool.

Future editions will announce newly-awarded suppliers.

2013–2014 ROAD SALT AGREEMENT UPDATE

Pennsylvania's Snow Fighters Prepare to Tackle 67,000 Miles of Roadway This Winter

"A lot of people like snow. I find it to be an unnecessary freezing of water." ~ Carl Reiner

According to early winter weather predictions, Pennsylvania will experience average temperatures and normal snowfall amounts for the 2013–2014 winter season. However, whether you agree with Carl Reiner's philosophy on snow or not, it's important to be prepared when it arrives!

Hopefully, your community is signed on to Pennsylvania's 2013–2014 Road Salt Contract to ensure your local government has its stockpile of road salt ready to go for snow fighting this season.

As reported in a recent **Salt Institute** fact sheet, *Road Salt Saves Lives and Protects Commerce*, every winter, more than 116,000 Americans are injured and more than 1,300 are killed on snowy, slushy, or icy pavement. A Marquette University study examined highway accidents in snow. Road salt reduced:

- ☞ Crashes by 88 percent.
- ☞ Injuries by 85 percent.
- ☞ Accident costs by 85 percent.

Battling snow and ice comes at a price, but the study's cost-benefit analysis indicates that it's well worth the investment. De-icing pays for itself merely 25 minutes after salt is spread.

A study of 16 U.S. states and two Canadian provinces conducted by IHS Global Insight for the American Highway Users Alliance found that:

- * Snowstorms cost states as much as \$700 million per day in both direct and indirect costs if roads are impassable.
- * Snow-related shutdowns harm hourly workers the most.
- * The negative economic impact of road closures far exceeds the cost of snow and ice removal.

Although it may be too early in the season to predict a major blizzard or monster snowstorm, COSTARS members are preparing for whatever Old Man Winter has in store.

"Due to the return of typical East Coast winter weather over the last two years, the number of COSTARS participants on our state contract has remained consistent; however, the amount of road salt required has increased by more than 6,000 tons this year," state Bureau of Procurement Commodity Specialist Jean Halbleib said.

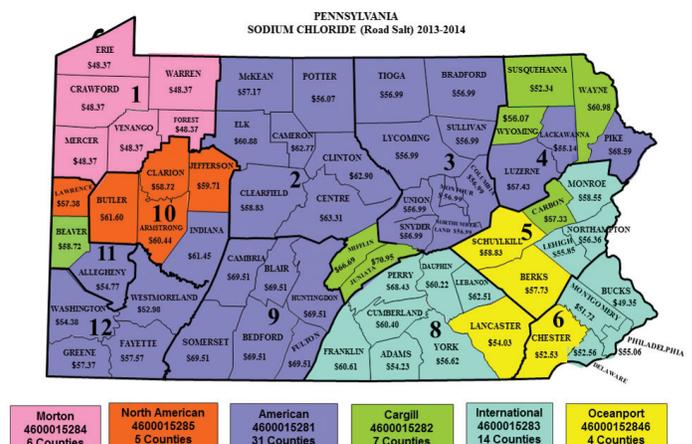
At the time of this publication, 1,508 COSTARS members are participating in the Road Salt contract for 2013–2014 with a total of 708,887 tons required. Also, the statewide average price per ton has dropped significantly to \$58.36, nearly a 5 percent decrease from last year's price of \$61.32 per ton.



Commodity Specialist Halbleib mentioned that this year, the Commonwealth requested fixed pricing for the Road Salt contract. However, recognizing the volatility of fossil fuels, in the event the fuel price increases or decreases by \$1 per gallon from a base price of \$2.8113 per gallon in the months of October through April during the contract period, the Commonwealth will entertain a negotiated price adjustment. The negotiated price adjustment increase/decrease will be considered upon the request of the supplier or the Commonwealth. In previous years, the supplier's bid price for the Road Salt contract was adjusted monthly based on the Oil Price Information Service (OPIS) index cost of diesel fuel.

Additionally, the Department of General Services is pleased to welcome two new suppliers to the Road Salt contract this year, North American Salt Company and Oceanport, LLC.

The current pricing for 2013–2014 can be seen below on the *Pennsylvania Sodium Chloride 2013–2014* county-by-county map. To check price adjustments, please visit the COSTARS Website and select the yellow **Members** button. Then select the **2013–2014 Sodium Chloride (Road Salt) Contract** on the right-hand side of the page.





1 • COPIERS

Advanced Office Systems
Axis Business Consultants
Canon Solutions America
Colony Business Systems
Davis Business Machines
Ford Business Machines
Fraser Advanced Information Systems
Golden Business Machines
Heritage Business Systems
Hicks Office Equipment
Konica Minolta Business Solutions-USA
Kyocera Mita America
Multiscope Document Solutions
Muratec America
Nellcom Technologies
North Central Digital Systems
Phillips Office Solutions
Ricoh USA
Sharp Electronics Corporation
Xerox Corporation
XSE Group of Pennsylvania

3 • IT HARDWARE

12:34 Micro Technologies
2K Networking
3rd Street Services
Aastra USA
Accent Electronic Systems Integrators
Advanced Audio Visual Sales
Advanced Office Systems
Advantacom
Advent Communications
Advizex Technologies
AEC Group
Alcatel-Lucent
All Lines Technology
Advanced Laser Printer Service and Supplies
Anixter
App-Techs Corporation
Applied Video Technology
Arraya Solutions
ASCC
ATS Technical Services
Audio Visual Innovations
Automated Card Systems
B&B Communications
Berkshire Systems Group
BIG Wireless
Biz Communications
Black Consulting Services
Black Rock Tech Group
Brite Computers
BT Conferencing
Cambridge Computer Services
Camcor
Candoris Technologies
Carahsoft Technology Corporation
Carousel Industries of North America
CBM Business Machines
CCL Technologies

CDI Computer Dealers
CDW Government
CENERO
Clair Brothers Audio Systems
CNI Sales
CNT Microsystems
Collins Business Systems
Comm Solutions Company
Communications Supply Corp.
Computer Connections
Computer Visionaries
Comstar Technologies
Connectivity Communications
Contour Data Solutions
CORE BTs
Corl Communications
Cross IT Services & Solutions
CRUX CS Technologies Plus/Computer Showcase
CSI Technology Corp.
CTI Corp.
Data Networks of America
Data 911
Datalux Corporation
Dauphin Data/Dauphin Electric
Delco Solutions
Dell Marketing
Empire Communication Systems
Enabling Technologies Corporation
Enterasys Networks
Enterprise Video Systems
Entertainment Services Group
ePlus Technology
Essex Technology Group
ET&T
Extron Electronics
Fitch Electronics
Freedom Systems Corp.
Frontier Technologies
Full Circle Solutions Group
GovConnection
Graffen Business Systems
Hagan Business Machines of Meadville
Haverford Systems
Heavy Water, LTD
Hewlett-Packard Company
Higher Information Group
Hitachi Data Systems
Horizon Information Services
Horizon Information Systems
Ideal Integrations
IIS Group
Imported Brands of Canada
IMR Limited
IMS Audio Visual
Information Technologies Services
Infradp
Innovative Business Concepts
IntegraONE
Intermedia Group
IPLogic
Iron-Tree Data Networks
Island Tech Services
IT Savvy Computer Products
J.P. Lilley and Son
Juniper Networks (US)
K&C Communications
Keyser Consulting Group
Keystone Communications Service
LAM Systems
LANConnect
Lantek Computer Service
Lerro Corporation
Lightspeed Technologies
Lincoln Lectronics
Link Computer Corporation
LPS Associates
LYNX Computer Technologies
MCPc
MicroTechnology Croupe
Micro-One Computer Center
Morefield Communications
MTM Technologies
MTS Software Solutions
Myers Computer Service
Nellcom Technologies
Netech Corporation
Nexstara
Nolan and Rogers
NORSTAR Telecommunications

CDI Computer Dealers
CDW Government
CENERO
Clair Brothers Audio Systems
CNI Sales
CNT Microsystems
Collins Business Systems
Comm Solutions Company
Communications Supply Corp.
Computer Connections
Computer Visionaries
Comstar Technologies
Connectivity Communications
Contour Data Solutions
CORE BTs
Corl Communications
Cross IT Services & Solutions
CRUX CS Technologies Plus/Computer Showcase
CSI Technology Corp.
CTI Corp.
Data Networks of America
Data 911
Datalux Corporation
Dauphin Data/Dauphin Electric
Delco Solutions
Dell Marketing
Empire Communication Systems
Enabling Technologies Corporation
Enterasys Networks
Enterprise Video Systems
Entertainment Services Group
ePlus Technology
Essex Technology Group
ET&T
Extron Electronics
Fitch Electronics
Freedom Systems Corp.
Frontier Technologies
Full Circle Solutions Group
GovConnection
Graffen Business Systems
Hagan Business Machines of Meadville
Haverford Systems
Heavy Water, LTD
Hewlett-Packard Company
Higher Information Group
Hitachi Data Systems
Horizon Information Services
Horizon Information Systems
Ideal Integrations
IIS Group
Imported Brands of Canada
IMR Limited
IMS Audio Visual
Information Technologies Services
Infradp
Innovative Business Concepts
IntegraONE
Intermedia Group
IPLogic
Iron-Tree Data Networks
Island Tech Services
IT Savvy Computer Products
J.P. Lilley and Son
Juniper Networks (US)
K&C Communications
Keyser Consulting Group
Keystone Communications Service
LAM Systems
LANConnect
Lantek Computer Service
Lerro Corporation
Lightspeed Technologies
Lincoln Lectronics
Link Computer Corporation
LPS Associates
LYNX Computer Technologies
MCPc
MicroTechnology Croupe
Micro-One Computer Center
Morefield Communications
MTM Technologies
MTS Software Solutions
Myers Computer Service
Nellcom Technologies
Netech Corporation
Nexstara
Nolan and Rogers
NORSTAR Telecommunications

NWN Corporation
Omega Systems Consultants
OMSS
OPENARC
PC Age
PhillyCom
Pierson Computing Connection
Plan B Technologies
Pomeroy IT Solutions Sales Company
Presidio Networked Solutions
PSX
Questeq
Razor Technology
Reynolds Business Systems
RF Design & Integration
Ricoh USA
RKO Media
RoData
RPC Video
Sage Technology Solutions
SBM Electronics
Schaedler Yesco Distribution
SCW
Seneca Data
Service Express
SHI International Corp.
Sidium Solutions
Sierra w/o Wires
Sirius Computer Solutions
Softmart
solutions4Networks
Solutionz Video Conferencing
Springboard Media
Staley Communication
Star Audio/Visual Repair
Starlite Productions International
Statimate Systems
STC Services
Stenograph
Sun Management
Sunrise Computers, digitalSunrise
Sure Technology
synergIT
Szymanski Consulting
Texolve Digital
The Wire Guys
Toshiba America Business Solutions
Tri-State Video Services
Troxell Communications
Two Technologies
Unisys Corporation
Vector Resources
Versatile Systems
Video Corporation of America
Video Visions
VION Corporation
Vision Business Products Vistacom
Visual Sound
Weidenhammer Systems Corp.
Wolffington Body Co.
Worldgate
Xerox Audio Visual Solutions
Zones

4 • OFFICE SUPPLIES

Aaron Solutions
Bulldog Office Products
DATASTUFF
Guernsey Office Products
Hagan Business Machines of Meadville
Hampton Office Products
Impact Office
IPS Laser Express
Kurtz Bros.
Lakeshore Learning Materials
Laser Lab
Office Basics
OfficeMax
Office Service Company
One Point
School Specialty
Staples Contract & Commercial
Stotz & Fatzinger Office Supply
Supply Saver Corporation
Systematic Filing Products
Target Office Products

Vision Business Products
WB Mason Company
Weaver Associates

5 • JANITORIAL SUPPLIES

Acomodation Mollen
Airgas East
Allegheny Supply
Allied Cleaning Technologies
American Janitor & Paper Supply
AmSan
Americchem International
Amerisan
Apter Industries
Bortek Industries
Buckeye International
Clarkson Chemical Co.
Clearfield Wholesale Paper Co.
DeSantis Janitor Supply Company
Direct Service
Dougherty's Central Distributors Co.
Envirox
Fagan Sanitary Supply
Franklin Cleaning Equipment and Supply Co.
General Products & Supply
Griffin Maintenance Supply
Hillyard
Janitorial Supply House
Janitors Supply Company
Kinzua Environmental
L.M. Colker Company
McManus Merchants of Morgantown
MON-D-AID & CLEANIT CO.
Paper Products
Penn Valley Chemical
Pennsylvania Paper & Supply Company
Phillip Rosenau Co.
Pitt Chemical & Sanitary Supply
Pro-Link
Quaker City Paper Company
Singer Equipment Company
State Industrial Products
T. Frank McCalls
W.W. Grainger
Xpedx

6 • SOFTWARE

AEC Group
Applied Voice & Speech Technologies
Arraya Solutions
Automated Card Systems
Cambridge Computer Services
Cartograph Systems
CDW Government
Computing Systems Innovations
Contour Data Solutions
Cross IT Services & Solutions
CTI Corp.
D&E Networks
Dallas Sata Systems & Programming
Data Networks of America
Data Recovery Services
Dell Marketing
Delta Development Group
eDocs Technologies
ePlus Technology
Essex Technology Group
Extract Systems
Ford Business Machines
Freedom Systems Corp.
Full Circle Solutions Group
Gannett Fleming
General Code
GovConnection
Horizon Information Systems
Hyland Software
IMR Limited
In-Synch Systems
IntegraONE
Island Tech Services
KVS Information Systems
Lucity
MTM Technologies
MTS Software Solutions
Municipal Software

NextStep Technology
NextStep Technology Advisors
Plan B Technologies
Presidio Networked Solutions
Reynolds Business Systems
SBM Electronics
Softmart
Summit Technology Consulting Group
Sunrise Computers, digitalSunrise
Sure Technology
synergIT
Worldgate

7 • FOODS

Feesers
Galliker Dairy Company
Sysco Food Services of Pittsburgh
US Foodservice Allentown
US Foodservice Western PA

8 • MRO

84 Lumber Company
A&K Industrial Corp.
A&L Doors and Specialties
A1 Energy AB Specialties
About All Floors
Access Lock Technologies
Air Cleaning Systems
Airborne Contamination Identification Associates
Altoona Pipe and Steel Supply Co.
American Green Technology
Anixter
APR Supply Co.
Batteries Plus
Batteries Plus Pittsburgh
Beca Electrical Contractors
Berkshire Systems Group
Billows Electric Supply
Black Consulting Services
Bloom LED Lighting
Bonfitto
Breneman Company
Builders Hardware and Specialty Company
Builders Specialty Service
Building Systems Integrators
C.H. Reed
C.M. Eichenlaub Co.
Cade Security
Calhoun Associates
Canova Electrical Contracting
Capitaltristate
Cash & Carry Electrical Supply
Ciro Electrical Supplies
City Lighting Products Co.
Cleveland Brothers Equipment Co.
CM3 Building Solutions
Colonial Electric Supply Company
Colt Plumbing Company
Combustion Service & Equipment Co.
Contract Hardware and Supply
Cooper Electric Supply Company
Corter's Flooring America
County Electric Supply Company
Cramer's Cashway
CSI Services
Dauphin Data/Dauphin Electric
Dennis Liberoni
Dobil Laboratories
Drivekore
Dynatech Industries
E.A. Waetjen
Edwin L. Heim Company
eLock Security Specialists
Emergency Systems Service Company
Energy Equipment & Control
Energy Technologies
Enginity
Fastenal Company
Filtech
Fink Brothers Supply
Franklin Flooring
Friedman Electric
Fromm Electric Supply Corporation
FSI Industries
G.R. Sponaugle & Sons



8 • MRO continued

Gateway Paint & Chemical Co.
 GBG of PA
 Generation System Integrators
 George M. Brobeck Co.
 Getz Fire Protection
 Global Access Control Systems
 Griffith Electric Supply Co.
 H.C. Nye Co.
 Harwood Specialties of State College
 HC Hood Co.
 HD Supply Facilities Maintenance
 Hilti
 Hilton's Lock Service
 Horizon Information Services
 Hornung's True Value
 Houston Starr Company
 Huckestein Mechanical Service I.V.R.I.
 IDN Hardware Sales
 Imbue Technology Solutions
 InnoGreen USA
 Irwin Builders Supply
 Janson Industries
 JKB Services
 Johnson Controls
 Johnstone Supply
 Johnstone Supply Downingtown
 Johnstone Supply Easton
 Johnstone Supply Pittsburgh
 Jordan's Paint & Glass
 Keener
 Kensington
 Keystone Floor Products
 Kleppers Security Source
 Lezzer Lumber
 LowV Systems
 Maintenance USA
 Manna Supply
 McCarty & Son
 Montour Industrial Supply
 Motion Industries
 MSC Industrial Supply Co.
 MUSCO Sports Lighting
 MVS Security Services
 Oliver Fire Protection
 Orlando Diefenderfer Electrical Contractors
 Pecora Flooring
 P2 ABC Controls
 Pittsburgh Air Systems
 PPG Architectural Finishes
 Production Express
 R.A. Michel Company
 RAM Industrial Services
 Rampart Service of West Moreland County
 Rumsey Electric Company
 S&S Flooring Company
 S&S Trees
 Schaedler Yesco Distribution
 Schauer Electric
 Schneider Electric Buildings Americas
 Scott Electric Company

Secco
 Security Fence Company
 Select Security
 Service Supply Corp.
 Sherwin Williams Company
 Siemens Industry
 SSL Energy Solutions
 Stanford Home Centers
 Stanley Security Solutions
 Stouch Lighting
 Stough Contracting
 SVB Associates
 Sycamore Mechanical Contractors
 TempCheck Mechanical Services
 The A.G. Mauro Company
 The Hite Company
 The Protection Bureau
 The Traffic Safety Store
 The Tri-M Group
 Trane US
 Tri State Supply
 Tri-Dim Filter Corp.
 Triangle Communications
 Turiks Electric
 United Electric Supply Company
 Valley Power
 Voneto
 W.C. Weil Company
 W.G. Balph Co.
 W.W. Grainger
 Wacor Electronic Systems
 Warehouse Battery Outlet
 Water Heater Distributors
 Watson Irrigation and Contractor Supply
 WESCO Distribution
 Williams Service Company
 Winter Engine-Generator Service
 Wolf Gordon
 Worden-Shewell
 X-Perit Communications
 Yesco New Castle

9 • GRAPHIC & PRINTING SERVICES

84 Lumber Company
 Corporate Distribution LTD
 Five Thousand Forms
 FotoRecord Print Center
 George Hill Systems
 Howard Industries
 ITP of USA
 K-B Offset Printing
 Prestige Color
 Printing Concepts
 Rowes Print Shop
 Triangle Press
 Vanguard Direct
 Waveline Direct

10 • VOTING SYSTEMS

ELECTEC
 Election Systems and Software
 Hart InterCivic
 RBM Consulting

11 • TOILETRIES

Bob Barker Company

12 • EMERGENCY RESPONDER LOOSE SUPPLIES

3 Rivers Fire Equipment
 911 Rapid Response
 911 Safety Equipment
 Abe Bernstein Clothing
 Airpower International
 Arnold Fire Equipment
 Atlantic Tactical
 Baker Ballistics
 Beyer Fleet
 Bob Barker Company
 Brekford International Corp.
 Brico Technologies
 Cardiac Science Corporation
 Code 3
 Compressed Air Systems
 Concours Automotive
 CPR HeartStarters Safety Training
 Digital Ally
 Emergency Vehicle Product Group
 Enforcement Video

ESI Equipment
 Force One
 Galls
 General Highway Products
 Havis
 Hess Embroidery & Uniforms
 Ibis Tek
 J-Tech Emergency Lighting
 K&C Communications
 Kaza Fire Equipment Co.
 Keystone Communication Service
 Keystone Fire Apparatus
 Kustom Signals
 L-3 Communications Mobile-Vision
 Lawmen Supply Company of New Jersey
 Mannion Enterprises
 Markl Supply Co.
 McDonald Uniform
 Mid Atlantic Fire and Air Corporation
 Mine Safety Appliances Company
 MES
 Night Vision Depot
 P&G Emergency Equipment
 PA Public Safety
 Palco Sales Corp.
 Patriot Workwear
 Physio-Control
 Premier Safety & Service
 Pro-Am Safety
 R.F. Design & Integration
 Radio Maintenance
 Reading Fire Equipment
 Rogers Uniforms
 Samzie's Uniforms
 School Health Corp.
 Smiley's Fire Equipment
 Southern Precision Armory
 Staley Communications
 Starr Uniform Center
 Susquehanna Fire Equipment Company
 Team Force
 The Fire Store
 Trapuzzano's Uniforms
 TRM Emergency Vehicles
 TuWay Mobile Communications
 V.E. Ralph & Son

13 • EMERGENCY RESPONDER VEHICLES

10-8 Emergency Vehicle Service
 Apple Chevrolet
 Apple Ford
 Beyer Ford
 Brown Daub Chevrolet of Nazareth
 Celebrity of Morristown
 Chapman Chevrolet
 Chas. S. Winner
 Crimson Fire
 Custom Fire Apparatus
 Day Chevrolet
 Day Ford
 E-ONE
 Ferrara Fire Apparatus
 Four Guys Stainless Tank & Equipment
 Fred Beans Ford of West Chester
 Gene Latta Ford
 Glick Fire Equipment Co.
 HME
 Hoffman Ford Sales
 Hondru Chevrolet Oldsmobile
 Pontiac of E-town
 Hondru Ford
 Horrocks Fire and Rescue Apparatus
 IMApparatus
 Joseph C. Reagle
 Kaza Fire Equipment
 Kenny Ross Ford
 KME Fire Apparatus
 Lake Ford Lincoln Mercury
 Manchester County Motors
 Lansdale Auto Group
 Laurel Ford Lincoln Mercury
 LDV
 Manderbach Ford

Marion Body Works
 McCafferty Ford of Mechanicsburg
 Micro Fire Apparatus Co.
 Milham Ford
 New Holland Auto Group
 Pfund Superior Sales
 Pierce Manufacturing
 Precision Industries
 Sabre Equipment
 Scott Chevrolet
 Scranton Dodge Chrysler Jeep
 Shults Ford Lincoln
 Smeal Fire Apparatus Co.
 Speclin Emergency Vehicle Sales
 Spitler
 Sunbury Motor Company
 Susquehanna Chrysler Dodge Jeep Ram
 Suttill Chevrolet Company
 Sutphen Corporation
 SVI Trucks
 Tom Masano Ford
 Toyne
 Tri Star Connellsville
 Tri-Star Ford McKeesport
 VCI Emergency Vehicle Specialists
 Videon Chrysler Dodge Jeep Ram
 VT Hackney
 Whitmoyer Buick Chevrolet
 Whitmoyer Ford
 Woltz & Wind Ford
 Zook Motors

14 • RECREATIONAL & FITNESS EQUIPMENT

Advantage Sport & Fitness
 Aluminum Athletic Equipment Co.
 American Ramp Company
 Anthony F. Ramondo & Son
 B.Y.O. Playground
 B&R Pools and Swim Shop
 Biting Recreation
 Boyce Associates
 BSN Sports
 Builders Specialty Service
 C.M. Eichenlaub Co.
 Classic Displays
 CXT
 Cybex International
 Daktronics
 Dave York Sports
 Degler-Whiting
 Design Systems
 Elephant Play
 G2 Industries
 G&G Fitness
 General Recreation
 George Ely Associates
 Gym Source Atlantic Coast
 H&L Team Sales
 Institutional Specialties
 Ken J. Barrick & Associates
 Keystone Ridge Designs
 Knight Athletics
 Liberty Parks and Playgrounds
 Life Fitness
 Marco Designs
 Nevco
 Oldcastle Precast
 PEMCo
 Pete Jeffrey & Associates
 PlayCore
 Playground Concepts of Western Pennsylvania
 Playpower LT-Farmington
 Progressive Products & Materials Distributors
 Rain Drop Products
 Recreation Resources
 Riddell-All American
 River Valley Landscapes
 Romtec
 Rubbercycle
 Snider & Associates
 SoFiSURFACES
 Spohn Ranch
 Sport Floors
 Sports and Recreation Associates
 Sportmans
 Stadium Solutions
 The Fibar Group

The Fitness Headquarters
 Third Dimension Specialties
 United Canvas and Sling
 VIS Signs
 Wausau Tile
 Webster's Fitness Products

15 • WATER & WASTE WATER TREATMENT—CONSUMABLES

General Products & Supply

16 • WATER & WASTE WATER TREATMENT—COMPONENTS/EQUIPMENT

Abel Recon
 BakerCorp
 Catalone Pipe & Supply Company
 Chemway
 Control Systems 21
 Cooney Brothers
 DRV
 EAP Industries
 EnQuip Company
 Exeter Supply Co.
 Ferguson Waterworks
 FloWav
 George Kelso Co.
 Godwin Pumps of America
 Golden Equipment Co.
 Granturk Equipment Co.
 If It's Water
 Insight Pipe Contracting
 Insituform Technologies
 Jack Doheny Companies
 James M. Cox Company
 L/B Water Service
 Mid-Atlantic Waste Systems
 Mr. Manhole
 Mr. Rehab
 Mueller Co.
 National Road Utility Supply
 Nutech Control Products
 Penn Valley Pump Co.
 Process Wastewater Technologies
 RedZone Robotics
 Rio Supply of PA
 Romtec Utilities
 Schaedler Yesco Distribution
 Technical Devices
 Tledyne Isco
 Telog Instruments
 Thermal Pipe Systems
 Thermoflo Equipment Company
 Today's Distributor
 W.C. Weil Company
 Xylem Water Solutions USA

17 • WASTE, RECYCLING, AND MATERIAL HANDLING CONTAINERS

Advanced Equipment Sales
 BE Equipment
 Busch Systems International
 Eagle Equipment Corporation
 Eagle Truck Equipment
 Merkin Equipment Services
 Mid Atlantic Waste Systems
 Orbis Corp.
 PCA Industrial & Paper Supplies
 Peter Pepper Products
 Recycling Equipment Corporation
 Rehrg Pacific Company
 T.M. Fitzgerald & Associates
 Toter
 Windsor Barrel Works
 Xpedx

18 • LED TRAFFIC SIGNAL MODULES AND/OR HOUSINGS

General Highway Products
 The Hite Company

19 • MEDICAL SUPPLIES

American Bio Medica Corporation
 Bound Tree Medical
 Direct Sell Group
 First Choice Medical Supply
 Gulf South Medical Supply
 Manheim Medical Supply



19 • MEDICAL SUPPLIES

continued

McKesson Medical-Surgical
Minnesota Supply
Medical Supply
Performance Biomedical
School Health Corp.
Specialty Medical Products

20 • LABORATORY SUPPLIES

Agilent Technologies
B&B Microscopes Ltd.
Carolina Biological Supply Company
Fisher Scientific Company
Hach Company
Metrohm USA
PASCO Scientific
PerkinElmer Health Sciences
Shimadzu Scientific Instruments
W.E.L. Instrument Company

22 • WEATHERIZATION MATERIALS

84 Lumber Company
AM Conservation Group
Houck Services
Houston Starr Company
Windows Doors and More

24 • TRAFFIC SIGNS

Custom Products Corp.
H.A. Weigand
U.S. Municipal Supply

25 • MUNICIPAL WORK VEHICLES

A&H Equipment Company
AJ's Truck and Trailer Center
Allegheny Ford Truck Sales
Allegheny Trucks
Altec Industries
Anjer
Apple Chevrolet
Apple Ford
AutoPort
Baierl Chevrolet
Baierl Ford
Bayshore Ford Truck Sales
Beasley Ford Lincoln
Bergey's GMC
Berman Freightliner
Beyer Ford
Bob Fisher Chevrolet
Bradco Supply Co.
Brian Hoskins Ford
Brown Daub Chevrolet of Nazareth
Bucks County International
BZ Motors Chrysler
Chapman Chrysler Jeep Dodge
Cleveland Brothers Equipment Co.
Cover Chevrolet
D'Ambrosio Dodge
Dave Hallman Chevrolet
Day Chevrolet
Day Ford

Dejana Truck & Utility Equipment Co.
Del-Val International Trucks
DK Hostetler
Dueco
E.M. Kutz
Eagle Truck Equipment
East Penn Carrier & Wrecker Sales
Eck's Garage
Elizabeth Truck Center
Fairway Motors
Faulkner Chevrolet
Faulkner Pontiac Buick GMC
Fire & Rescue Products
Five Star International
Fred Beans Ford Lincoln
Mitsubishi Isuzu
Fred Beans Ford of West Chester
Frederick Auto Sales
Fyda Freightliner, Pittsburgh
G.L. Sayre
GapVax
Gene Latta Ford
Golden Equipment Co.
Granturk Equipment Co.
GreenGo Tek
Griffin Motors Company
GSP Marketing
H.A. DeHart & Sons
Hale Trailer Brake & Wheel
Heritage Truck Equipment
Hill International Trucks
Hoffman Ford Sales
Hondru Chevrolet Oldsmobile
Pontiac of E-town
Hondru Dodge of E-town
Hondru Ford
Horwith Trucks
Hunter Keystone Peterbilt
Hunter Truck Sales & Service
Intercon Truck Equipment
ITI Trailers and Truck Bodies
J-Tech Emergency Lighting
Jennings Chevrolet Buick GMC
John Bonham Road Equipment & Supply
JW Fleming
Kenny Ross Chevrolet
Kenny Ross Ford
Kenworth of Pennsylvania
Keystone Ford
Kightlinger Motors
KME Fire Apparatus
Kovatch Ford
Lake Chevrolet
Lake Ford Lincoln Mercury
Lancaster County Motors
Lancaster Truck Bodies
Laurel Ford Lincoln-Mercury
Levan Machine Co.
Lowe and Moyer Garage
Manderbach Ford
Maxwell Truck & Equipment
McCafferty Ford of Mechanicsburg
McCall Motors
McNeilus Financial
Merkin Equipment
Milham Ford
MJR Equipment
Mobile Lifts
Murray's Ford
Nicholas Wyoming Valley Truck Sales
New Holland Auto Group
Noerr's Garage
PA Public Works Equipment Co.
Pennsylvania Truck Centers
Penske Buick GMC Trucks
Pocono Peterbilt
Powell's Sales and Service
R.J. Twitchell & Co.
Ransome International
Reading Equipment & Distribution
Red Hill Garage
River's Truck Center
Rotary Lift
Sabre Equipment
Salandro Equipment Sales
Sands Chrysler Jeep Dodge
Scott Chevrolet
Sherwood Chevrolet

Sherwood Freightliner, Sterling & Western Star
Shively Motors
Shults Ford Lincoln
Smail Company
Somerset Welding & Steel
Springfield Ford
Star Buick GMC Cadillac
Steel City Mower and Plow
Stoltz Ford of St. Marys
Storks Auto
Structural Metal Fabricators
Stuckey Ford
Sunbury Motor Company
Suppes Motor Sales
Supreme Mid-Atlantic Corp.
Susquehanna Chrysler Dodge Jeep Ram
Susquehanna Motor Co.
Sutliff Chevrolet Company
Swab Wagon Company
T.P. Trailers
The American Road Machinery Company
The New Harrisburg Truck Body
Telford Fifty-Five Enterprises
Tom Masano Ford
TransEdge Truck Center
Transtek
Tri Star Connellsville
Tri-County Motor Sales
Tri-County Truck Center
Tri-Star Ford McKeesport
Triad Truck Equipment
Triple Cities Mack Sales & Service
Truck Mounts Unlimited
U.S. Municipal Supply
Valley Fab. & Equipment
Versa Lift East
Viper Lift
Walker Motor Co.
Walsh Equipment
Watson Diesel
Watt's Truck Center
Wayne's Welding
Whitmoyer Buick-Chevrolet
Whitmoyer Ford
Woltz & Wind Ford
Zacherl Motor Sales
Zimmerman Enterprises
Zook Motors
Zoresco Equipment Company

26 • PASSENGER VEHICLES

Apple Chevrolet
Apple Ford
Beyer Ford
Bob Fisher Chevrolet
Brown Daub Chevrolet of Nazareth
BZ Motors Chrysler
Clarion Ford
Clarion Chrysler Dodge Jeep
Dave Hallman Chevrolet
Fairway Motors
Faulkner Chevrolet
Faulkner Pontiac Buick GMC
Fred Beans Ford Lincoln
Mitsubishi Isuzu
Fred Beans Ford of West Chester
Hoffman Ford Sales
Hondru Chevrolet Oldsmobile
Pontiac of E-town
Hondru Dodge of E-town
Hondru Ford
Jennings Chevrolet Buick GMC
Kenny Ross Chevrolet
Keystone Ford
Kightlinger Motors
Kovatch Ford
Lake Chevrolet
Lake Ford Lincoln Mercury
Lancaster County Motors
Laurel Ford Lincoln-Mercury
Manderbach Ford
McCafferty Ford of Mechanicsburg
McCall Motors
Milham Ford
New Holland Auto Group

Pacifico Marple Ford
Patriot Buick GMC
Penske Buick GMC Trucks
Red Hill Garage
Sands Chrysler Jeep Dodge
Scott Chevrolet
Smail Company
Star Buick GMC Cadillac
Stoltz Ford of St. Marys
Stuckey Ford
Sunbury Motor Company
Suppes Motor Sales
Sutliff Chevrolet Company
Tom Masano Ford
Tri Star Connellsville
Tri-Star Ford McKeesport
Walker Motor Co.
Whitmoyer Buick-Chevrolet
Whitmoyer Ford
Woltz & Wind Ford
Zimmerman Enterprises
Zook Motors

28 • ENERGY CONSERVATION MANAGEMENT SUPPLIES

Automated Logic
Conexus
Energy Controls Group
Ezenergy
G.G.E.
General Highway Products
Pittsburgh Air Systems
Radius Systems

29 • GROUNDSKEEPING

A&S Asphalt Sealing
Coventry Property Services
Four Seasons Sports Turf
Genesis Turfgrass
Hummer Turfgrass Systems
Joseph's Nursery & Garden Center
S&S Trees
Strauser Nature's Helpers
Tomlinson Bomberger Lawn Care & Landscape

30 • ENERGY CONSULTING SERVICES

Affilities Energy Group
County Electric Supply Company
ECG Engineering P.C.
Mondre Energy
Practical Energy Solutions
Pure Green Consultants
Sebesta Blomberg & Associates

32 • SIGNAGE

DeMans Team Sports
J.M. Stewart Corporation
Scholar Promotions
School Essentials
Takeform

33 • STREET LIGHTING, PARKING METERS, AND STREET FURNITURE

American Green Technology
IPS Group
POM
PSX

34 • THEATRE (AUDITORIUM) FURNITURE, FIXTURES, AND EQUIPMENT

C.M. Eichenlaub Co.
Educational Furniture Solutions
Integrated Theatre Systems
Maffei Strayer Furnishings
Parlights
Perpetual Enterprises
Pittsburgh Stage

Sico America
Wenger Corporation

35 • FURNITURE AND WINDOW TREATMENTS

9 to 5 Seating
Adelphia Steel Equipment Company
Affordable Office Furniture
Allsteel
ATD-American Co.
AvinED Technical Furnishings
Bulldog Office Products
C.M. Eichenlaub Co.
Caldwells Windoware
Colecraft Commercial Furnishings
Corbett
Datum Filing Systems
Educational Furniture Solutions
ESI Ergonomic Solutions
Great Openings
Groupe Lacasse
Hertz Furniture Systems
HighMark
Humanscale Corporation
Hunsberger Office Supply
Inline Systems
J.P. Jay Associates
JAL Associates
Jasper Library Furniture
Jasper Seating Company
Community

JSI
Keilhauer LTD
Kimball Office
Kurtz Bros.
Lakeshore Learning Materials
Light Corporation of MI
National Office Furniture
Neutral Posture
Nickerson New Jersey
Nova Solutions
Office Furniture Outlet
OFM
One Point
PEMCo
Peter Pepper Products
Phillips Office Solutions
PS Furniture
Reynolds Business Systems
School Essentials
School Outfitters
School Specialty
Sico America
Source International
Spectrum-A Herman Miller Dealer
Staples Contract & Commercial
Steelcase
Stotz & Fatzinger Office Supply
Stylex
Supply Source
Tab Products Co.
Tanner of Pennsylvania
Teknion
Tesco Industries
The Conrax Group
The Gunlocke Company
The HON Company
Toledo Furniture
TransAmerican Office Furniture
Trendway Corporation
Trinity Furniture
Versteel/Ditto Sales
Woodcraft Furniture
XYBIX Systems

36 • APPLIANCES, CAFETERIA EQUIPMENT AND SUPPLIES

Houston Starr Company
Xpedx



CONTRACT NEWS

26: Passenger Vehicles



The terms and conditions of COSTARS–26 Passenger Vehicles Contract have been amended to allow for leasing and installment purchases. This language is standard in most COSTARS contracts and has now been extended to COSTARS–26. See the contract’s Special Terms and Conditions for the exact language.

Passenger vans have always been an allowable product category within the scope of COSTARS–26. However, it was unclear whether this category applied to school transport vehicles. A clarification has been issued allowing vehicles designed for no more than 10 passengers, including the driver, and used for the transportation of pre-primary, primary, or secondary school students. The vehicle must meet all Commonwealth standards relating to school vehicle equipment and the Pennsylvania Vehicle Code, and must have semiannual state safety inspections.

For additional information, contact Commodity Specialist Stacey Logan-Kent at 717-787-2355.

REASSIGNMENTS

Due to the retirement of Commodity Specialist Georgina Baltimore (see page 8), several COSTARS contracts have been reassigned:

COSTARS–8 Maintenance, Repair, and Operations
to Kathy Lewis

COSTARS–18 LED Traffic Signal Modules

COSTARS–22 Weatherization Materials

COSTARS–24 Traffic Signs

COSTARS–28 Energy Conservation Management
Supplies

COSTARS–30 Energy Consulting Services
to Emanuel Williams

www.costars.state.pa.us

E-mail GS-PACostars@pa.gov

Toll-Free Telephone 1-866-768-7827

Local Telephone 717-346-9009

Fax 717-783-6241

COSTARS MARKETING MANAGERS

Bruce Beardsley
bbeardsley@pa.gov 717-214-3432

Claire Osborne
cosborne@pa.gov 717-346-3838

Kim Bullivant
kbullivant@pa.gov 717-346-2678

COSTARS COMMODITY SPECIALISTS

Emanuel Williams
emwilliams@pa.gov 717-703-2946
COSTARS 4,5,9,10,17,18,21,22,24,28,30,32,34,35

Kathy Lewis
kalewis@pa.gov 717-346-4056
COSTARS 7,8,11,12,14,15,16,19,20,29,37

Roxann MacAvoy
rmacavoy@pa.gov 717-346-2680
COSTARS 1,3,6

Stacey Logan-Kent
slogankent@pa.gov 717-787-2355
COSTARS 13,25,26,33,36

COSTARS CONNECTION

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Editor: Bruce Beardsley

Michael Richart – *Deputy Secretary for Procurement*
Dawn Eshenour – *Acting Director, Programs & Systems/COSTARS Program Manager*
Bruce Beardsley – *Marketing Manager*
Kim Bullivant – *Marketing Manager*
Claire Osborne – *Marketing Manager*

Further information on the COSTARS program is available by phone 866-768-7827 or by visiting the **COSTARS** Website.

UPS SAVINGS

An Additional Way to Cut Costs

The Department of General Services (DGS), with the help of United Parcel Service (UPS), has identified ways to reduce overall shipping costs for COSTARS members by eliminating several accessorial fees. UPS is the COSTARS-participating, single-source supplier for Small Package Delivery (up to 150 lbs.)—State Contract #4400010547.

In an effort to cut costs associated with this contract, the following accessorial services will no longer be available under the state contract after January 6, 2014:

- **Document Processing**—Saving the \$5 fee charged every time an agency uses a paper shipping document for shipping via ground or three-day select.
- **Account Maintenance/Schedule Pick Up**—Saving the \$10 weekly fee charged when an agency receives daily pick up stops. Replaced by UPS Smart Pick Up (see below).
- **On Call Pick Up Same Day and Future Day**—Saving the \$.50 fee when an Internet Shipper used the phone or Web to call for pick up. Replaced by UPS Smart Pick Up (see below).
- **Proof of Delivery**—Saving the \$3 charge per package in addition to the freight charge for requesting a delivery confirmation signature, as well as the \$1.50 charge for an automatic e-mail or written confirmation response to verify the package was delivered. May be accessed through UPS Web-based Shipping Applications (see below).
- **Late Payment Fee/Import Late Payment Fee**—This fee is not applicable to the statewide contract or COSTARS and should not be paid.
- **Return Label**—Saving the \$1.50 charge to create and print a return label. The package should be scheduled as a new shipment.
- **UPS Carbon Neutral Shipping Fee.**
- **Adult Signature Required.**

Members will now be required to use the following UPS Web-based Shipping Applications, enabling them to access most of these services at no charge:

- **UPS Internet Shipping**—You must register at www.ups.com and have a copy of a recent invoice with the Control ID number. Once you are registered, you will receive a USER ID and Password. Using Internet Shipping you will be able to compare UPS discount shipping rates and delivery times, create shipping labels, track shipments, save your shipping preferences, store addresses, retrieve shipping history, receive e-mail notifications to track shipments, and order UPS supplies.
- **UPS Campus Ship**—This is ideal for decentralized user environments that want more control and visibility over UPS services and charges. Campus Ship enables



multiple users within your organization to ship packages and track costs from any computer connected to the Internet. If you decide on this option, you must contact your local UPS account representative or call UPS Enterprise Support at 800-877-1497 to set up an Administrator Account.

- **UPS Worldship Software**—This powerful Windows-based software is for high volume shippers. It offers advanced functions that can be down-loaded at www.ups.com.

UPS Smart Pick Up is available once you have signed up for one of the Web-based shipping applications. A UPS driver will automatically pick up your shipment when it is processed electronically before a designated time. Smart Pick Up is free-of-charge under the Commonwealth contract. You can change your account to Smart Pick Up under Maintain Your Account on www.ups.com or by calling UPS Enterprise Support at 800-877-1497.

There are added benefits—beyond cost-savings—to the Web-based shipping applications. When you ship a package using these applications, the system automatically saves the information into an address book for future use and gives you the ability to create labels and access previous shipments. You can also easily re-route packages online as well as track shipments with e-mail notifications and electronic proof of delivery with signature image.

For a complete overview of the changes to this contract, please visit the DGS **e-Marketplace** Website.

COSTARS members' individual small savings add up to LARGE savings! In 2012, COSTARS members saved \$12.9 million by using this contract!

WHERE DO I FIND ...

- ✓ **WEATHERSTRIPPING** | COSTARS–22 Weatherization Materials
- ✓ **LEAF CONTROL** | COSTARS–29 Groundskeeping (Grounds/Turf Maintenance)
- ✓ **IMAGING SOFTWARE** | COSTARS–6 Software
- ✓ **DIGITAL, ELECTRIC, AND LED SIGNS** | COSTARS–32 Signage
- ✓ **APPAREL (Medical)** | COSTARS–19 Medical Supplies and COSTARS–37 Uniforms
- ✓ **HAND AND POWER TOOLS** | COSTARS–8 Maintenance, Repair & Operations Equipment & Supplies and state contract 4400007622
- ✓ **SNOWPLOWS (Truck Mounted)** | COSTARS–25 Municipal Work Vehicles and state contract 4400011038
- ✓ **DEMOUNTABLE WALLS** | COSTARS–35 Furniture and Window Treatments
- ✓ **VENTILATION SYSTEMS** | COSTARS–8

THESE NAMES HAVE FACES

Meet Your COSTARS Commodity Specialists

EDITOR'S NOTE:
We continue our series on profiling the COSTARS Commodity Specialists.

For the past two years, Georgina Baltimore has been the Commodity Specialist for multiple COSTARS contracts: COSTARS 8–Maintenance, Repair, and Operations Equipment and Supplies (MRO), COSTARS 18–LED Traffic Signal Modules and Housings, COSTARS 22–Weatherization Materials, COSTARS 28–Energy Conservation Management Supplies, and COSTARS 30–Energy Consulting Services). COSTARS 8–MRO has the second-highest supplier participation of all COSTARS exclusive contracts, with 167 suppliers. With all her contracts, Georgina has handled 197 suppliers with more than \$30 million in total spend.

When Georgina began her career with the Commonwealth 35 years ago, Governor Milton Shapp held office. The Bureau of Procurement was known as the Bureau of Purchasing, documents were processed using Selectric II typewriters, and the Xerox operating system with keypunch operators inputting data through the Honeywell Purchasing System was still being used. Proof-readers were on hand to make sure Contracts, Field Limited Purchase Orders, and Purchase Requisitions were sent out accurately. In addition, many hours were spent developing new employee training presentations, as well as vendor training and demonstrations.

Georgina continued moving in a new direction when she became a Commodity Specialist for the Bureau in the Operational Services Division. Times were hectic. She needed complete knowledge of the Procurement Handbook. She handled Sole Source and Emergency Purchases, Requests for Delegations from other state agencies, Request for Proposals, Request for Quotes, Request for Information, and Invitation to Bids, along with bid evaluations and contract awards. Cost savings, strategic commodity plans, and timelines were implemented. Fair Market Reviews were conducted.

Georgina will never forget the many hours spent obtaining certification as a Procurement Commodity Specialist to further develop her skills and maintain state contracts. For several years, Georgina also served as Vice-President and Chief Steward for her local union. Through it all, she remained professional and dedicated to her work. Despite being known as the Queen (due to her majestic bearing) by the COSTARS staff, she was committed to providing superior customer service. On October 25, Georgina retired from her service with the Commonwealth.

“As my work is shared by my remaining team members and co-workers here at the Department of General Services,



I'm sure they will continue to let their light shine brightly for COSTARS and the Bureau of Procurement. So long for now and thanks for the memories, which I will forever cherish,” Georgina said.

Although she will be missed, she will have more time to travel, paint, volunteer her time in the church and her community, and tend to her garden. She can continue to seek out amusement parks and ride many roller coasters with her husband, son, and four grandchildren. Georgina loves football and rooting for her Pittsburgh Steelers. The COSTARS team formally thanks her and wishes her the best in her retirement.

COSTARS MARKETING MANAGERS

Meet the Newest Team Members

COSTARS welcomes our newest additions to the Marketing Team: Claire Osborne and Kim Bullivant.

Claire comes to us from the Pennsylvania Lottery where she served as a Drawing Official for the past five years. As a Drawing Official, she became proficient in presenting information to the public and assisting people in understanding the programs and benefits of the Pennsylvania Lottery to the senior community.

As a dual citizen of the USA and United Kingdom, Claire has been fortunate to travel many places in the world, including Europe, Australia, and Africa. She now enjoys spending time with her two daughters and volunteering her time at her church.

Kim is the newest member of the COSTARS marketing team, joining us from the Department of Transportation where she served as Internal Communications Manager for the past five years. Although she is a native Pennsylvanian, Kim has seen her share of the country, having lived in Texas, Connecticut, California, and New Jersey!

When she wasn't sampling the local fare, spending time with her children, or checking out the shopping scene, Kim was gaining valuable marketing and communications experience through her work at a number of electronics manufacturing companies and distributors. The next time you talk to Kim, be sure to ask her which one of those states she thinks ranks the highest in the food category!

Claire and Kim are looking forward to meeting existing and prospective COSTARS members and suppliers, sharing with them the latest and greatest news about the program, and meeting their training needs so all can reap the full benefits of COSTARS!



Claire Osborne



Kim Bullivant