

COSTARS Connection

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Image provided courtesy of VisitHersheyHarrisburg.org

OUR LONG NATIONAL (WINTER) NIGHTMARE IS OVER!

Record 1,584 Members Sign Up for Next Year's Salt Contract

By Bruce Beardsley, COSTARS Marketing Manager

After one of the longest, snowiest and iciest winters on record, spring has arrived and public works personnel can turn their attention to repairing potholes, maintaining parks and cutting grass. The winter of 2013-14 will be remembered for its road salt shortages, delivery problems and discontent. Unfortunately, it was a nationwide problem and affected all of Pennsylvania's salt suppliers. Everyone in the supply chain from the salt mines, to the vendors, to the COSTARS members had become comfortable with just-in-time deliveries and the never-ending bad weather didn't provide time for catch-up.

COSTARS members do not want to be caught short again. This winter, some Pennsylvania municipalities reported having paid up to \$125 per ton, compared to the average \$58.36 per ton COSTARS members were paying under the statewide contract. Despite the problems (or because of them), a record 1,584 COSTARS members have signed on for the 2014-15 season requiring 828,857 tons. This represents an increase of 57 members and a 16 percent increase in tonnage. Participation in the program has grown by more than 140 members in the last two years.

This increase in demand among COSTARS members is consistent with PennDOT's current salt requirements, where supplies are half of what they normally are at this time, and throughout the country. After four years of price stability, Department of General Services (DGS) Transportation Team Manager Joel Shiffler warns that the harsh winter and depleted supplies have moved the environment from a "buyers' market" to a "sellers' market." As a result, DGS is weighing the state's options to rebid all or part of the contract or to negotiate new prices within the terms of the existing contract. Either way, COSTARS members are advised to expect "substantial increases" in the neighborhood of 5-10 percent.

COSTARS advised their members in an April 14 communication that if they had not reached their 140 percent maximum allowable tonnage under the current contract, they should consider purchasing the remaining balance prior to July 31 at the current pricing, if they have the stockpile and financial capacity. In addition to saving money, they will be prepared in the event we experience an early or severe winter.

As always, the new pricing and any changes in suppliers will be posted in the Members' section of the COSTARS website on Aug. 1, 2014.

SUPPLIER LISTING CENTERFOLD - STATEWIDE COSTARS SUPPLIERS

Editor's Note: This edition of the COSTARS CONNECTION includes a five-page centerfold that lists all statewide suppliers participating in the COSTARS Program in an easy pull-out section to maintain as a reference tool. Newly-awarded suppliers will be listed in future editions.

COSTARS Members Speak Out

By Kim Bullivant, COSTARS Marketing Manager

We recently spoke with COSTARS Members who purchased a considerable amount through the program in 2013 and asked them how COSTARS has made their procurement process a better experience.

Below are some of the responses we received.

Cydnee Baffa, Lower Merion Township

Why does your organization use the COSTARS Program?

"The Township of Lower Merion uses COSTARS because the advertising, bidding and awarding is already done for us which is a tremendous undertaking to begin with."

How has your organization saved money by using the program?

"The cost of advertising bids alone is a savings to the Township of Lower Merion. The competitive pricing from the COSTARS vendors versus outside COSTARS is advantageous."

What product/services does your organization purchase the most through COSTARS?

"The Township of Lower Merion purchases a lot of heavy equipment, vehicles, computers and TV equipment."

Why are you a fan of COSTARS?

"The Township of Lower Merion is a fan of COSTARS because there is a wide variety of vendors to purchase from. There is the opportunity to negotiate, all vendors that the Township of Lower Merion has dealt with have followed through with orders, deliveries and issues if any."

Randy Normand, Woods Services

Why does your organization use the COSTARS Program?

"We find value quite often in the things we purchase, we like the program's mission to serve non-profit institutions along with state agencies."

How has your organization saved money by using the program?

"The contracts negotiated do offer some rather significant savings – salt, vehicles, copiers."

What product/services does your organization purchase the most through COSTARS?

"Salt! Then copiers and vehicles."

Why are you a fan of COSTARS?

"There is a lot of information provided that allows me to benchmark other suppliers; what other customers are paying. I only wish I had more time to peruse through the variety of offerings. We could probably save even more!"

Is your organization a fan of the COSTARS Program? If so, we hope you'll share your story with us.

Just drop us a line at GS-PACostars@pa.gov and let us know how COSTARS makes your procurement process a better experience.

Making Your Best Deal Negotiating Is The Key

By Bruce Beardsley, COSTARS Marketing Manager

COSTARS members save money (\$140 million in 2012!) in two important ways. First, by not having to go through the formal bidding process (when they otherwise must under state procurement law), local public entities save taxpayers an average of \$3600 per bid. This includes required public advertising as well as administrative and legal costs. Second, through the artful use of negotiation, buyers often achieve greater long-term savings than might be achieved through formal bidding.

Purchasing through COSTARS allows local public officials to make their buying decisions based upon whatever "best value" criteria they deem important. Decisions can be made based upon geography, past performance, equipment compatibility, quality, service and other factors that may affect long-term efficiencies and which might be difficult or impermissible to include in formal bidding specifications.

All COSTARS- exclusive contracts are multiple vendor contracts and it is strongly recommended that buyers take advantage of the resulting competition by seeking several quotes. While authorized suppliers on COSTARS- exclusive contracts submit attractive and competitive pricing to encourage members to contact them, these prices are "ceiling" prices and virtually all COSTARS-authorized suppliers are willing to negotiate further in order to "get the sale." If sellers are willing to negotiate and buyers don't ask for lower pricing, taxpayers' money is "left on the table."

Members should check both statewide contracts and COSTARS-exclusive contracts to determine whether their desired product or service is available and its price. In many cases, there are parallel contracts, and the product/service is available on both types of contracts. In that case, don't be reluctant to remind COSTARS suppliers that their product is available to you on statewide contract (which is public information) and to get your business a better proposal must be offered. And, in many cases, you'll get that more attractive offer. Also, don't be reluctant to ask the state contract supplier for a better offer. **Note: Some statewide contracts are "fixed price" contracts, which do not allow price negotiation.**

The "best deal" is not only about price. Other factors open to your negotiation include length of warranty, delivery time or expense, free or discounted maintenance, training, payment terms, etc.

Smart sellers also welcome negotiation because they always want the opportunity to "get the sale" with better prices, better service, or better quality. They can't do that unless they know what they need to offer. They expect tough and fair negotiation.

If a supplier is having a slow month or has excess inventory, their primary need is to generate cash, with the profit margin of secondary importance. Approaching a vendor at this opportune time with a sound negotiating strategy will often produce great savings.

The bottom line is the buyer has the fiduciary responsibility to get the best long-term deal for their taxpayers, contributors, and organization. COSTARS is an important and highly effective tool (when used properly) to accomplish that goal.



Statewide COSTARS Participating Suppliers List

As of April 4, 2014

440001131 AED & Accessories

Rescue One Training for Life
V.E. Ralph & Sons
Zoll Medical Corporation

6100015189 Aftermarket Parts

FleetParts
NAPA Auto Parts

561015 Aggregates & Anti Skid ITQ

209 Enterprises
A.L. Blades
ABE Materials
ACA Sand & Gravel
Allegany Aggregates
Allegheny Mineral Corp.
American Asphalt Paving Co.
Amerikhil Aggregates
Barletta Materials & Construction
Beaver Valley Slag
Bedrock Mines
Bedrock Quarries
Bear Gap Stone Division
Belvidere Sand & Gravel
Buffalo Crushed Stone
Buffalo Limestone
City Slag
Conneaut Lake Sand & Gravel
Coolspring Stone Supply
Cooperstown Sand & Gravel
Corbett Hill Gravel
County Line Quarry
Cross Excavating
Dalrymple Gravel and Cont. Co.
Damascus 535 Quarry and Stone
Derry Stone and Lime Company
Dyer Quarry
E.R. Linde Construction Corp.
Earl F. Dean
Eastern Industries
Edward C. Griffith Quarrying
Erie Sand and Gravel
Eureka Stone Quarry
Frank Tucci
G.F. Edwards
Garrett Limestone Co.
Georgetown Sand and Gravel
Gernatt Asphalt Products
Girts Sand & Gravel
Glacial Sand & Gravel Co.
Glasgow
Glenn O. Hawbaker
Grannas Bros. Stone & Asphalt Co.
Greer Industries
Haines & Kibblehouse
Hanson Aggregates BMC
Hanson Aggregates Pennsylvania
Hasbrouck Sand & Gravel
Hazelton Materials
Highway Materials
Hillside Stone
Hilltop Quarry
HMMK
Hoover Sand & Gravel
Hunlock Sand & Gravel
I A Construction Corp.
Iddings Quarry
Independence Construction Materials
J.D. Diversified Services
Jay Fulkroad & Sons
Jigging Technologies
Johnson Quarries
Keller Crushing & Screening
Kent Sand & Gravel

Keystone Quarry
Kinsley Materials
LaFarge North America
Lake Land Sand & Gravel
Laurel Aggregates
Laurel Sand & Stone
Lehigh Asphalt Paving
Lopke Quarries
M&M Lime Company
Martin Limestone
Martin Stone Quarries
Meadville Redi-Mix Concrete
Meckleys Limestone Prod.
Miller & Son Paving
Montrose Materials
Naceville Materials
Neville Aggregates Co.
New Enterprise Stone & Lime Co.
Newport Aggregate
North Penn Supply
North Star Aggregates
Original Fuels Grange Lime & Stones Co.
P Stone
P & P Gravel
Pennsy Supply
Phoenix Services
Plumstead Materials
Popple Construction
Porters Concrete Service
Pottsville Materials
Raymond D. Showman & Sons
Reading Materials
Red Oak Sand & Gravel
Richard E. Pierson Corp.
Riverview Block
Saint Thomas Development
Sanatoga Quarry
Scranton Materials
Sokol Quarries
Stockerton Materials
Syonavec
Temple Portable Crushing
Terra Resources
Three Rivers Aggregates
T-M-T Gravel & Antiskid Materials
Tube City IMS
Union Quarries
Valley Quarries
Valley Stone Quarry
Vincent Excavating & Gravel
Vulcan Construction Materials
Waste Management & Processors
Wayne Gravel Products
West Ridge Gravel Co.
Wilkes-Barre Materials
York Building Products

4400011350 Agricultural/Grounds-keeping type Power Equipment

AG Industrial
Alamo Group TX
Altec Industries
Ariens Company
Bandit Industries
Best Line Powersports & Best Line Equipment
Bortek Industries
Briggs & Stratton Power Products Group
C.H. Waltz Sons
Cherry Valley Tractor Sales
Clark Equipment Co.
CNH America
Congdon Associates Distributing
Deere & Company
Dotterer Equipment
Finch Services
GranTurk Equipment Co.
Greenhill Farms Equipment
Hoover Tractor
Hustler Turf Equipment
KPM Exceptional
Kriger & Company
Lawn & Golf Supply
Lawn Equipment Parts Company
Messick Farm Equipment
MJR Equipment
Morbark
Mordige Manufacturing
Motrim
Old Dominion Brush
Powells Rental
Rayco Manufacturing
Schiller Grounds Care
Seigworth Road Supply
Steel City Mower and Plow
Stephenson Equipment
Tiger Corporation
Tractor Parts Company
Turf Equipment and Supply Co.
US Municipal Supply
Venture Products
Vermeer Sales & Service
W John Greenland Enterprises
Walsh Equipment

4400013024 Ammunition

Jerry's Sports

CN00038235 Bituminous Liquid Materials

Asphalt Maintenance Solutions
Midland Asphalt Materials
Suit-Kote Corporation
Vestal Asphalt

561036ITQ Bituminous Materials Plant Mix ITQ

ABE Materials
A.L. Blades
American Asphalt Paving Co.
Barletta Materials & Construction
Barrett Paving Materials
Bechtelsville Asphalt
Burkholder Paving
Coopersburg Asphalt
Cross Paving
Dalrymple Gravel & Contracting Co.
Derry Construction Co.
Dunmore Materials
Eastern Industries
Eckley Asphalt
EJB Paving & Materials Co.
Fayetteville Contractors
Glasgow
Glenn O. Hawbaker
H&K Materials
Handwerk Materials
Hanson Aggregate BMC
Hanson Aggregates Pennsylvania
Highway Materials
HRI
IA Construction Corporation
Independence Construction Materials
Jamestown Macadam
Jay Fulkroad & Sons
Joseph McCormick Construction Co.
Lebanon Materials
Leeward Quarry
Lehigh Asphalt
Locust Ridge Quarry
Mayer Bros Construction Co.
McMinns Asphalt
Meckley's Limestone Products
Miller & Son Paving
New Enterprise Stone & Lime Co.
P&W Excavating
Pennsy Supply
Riverlift Industries
Pikes Creek Asphalt Reading Materials
Pottsville Asphalt
Quaker Sales Corporation
Sanatoga Blacktop
Silver Hill Quarry
South Reading Blacktop
St. Thomas Development

DPDS Materials
The Lane Construction Corporation
Tresco Paving Corp.
Union Quarries
Valley Quarries
Wayco
Weist Asphalt Products Inc.
Wilkes-Barre Materials
Wilson Paving
York Materials Group

CN00034311 Bituminous Stockpile Patching Material (Cold Mix)

American Asphalt Paving Co.
Coopersburg Asphalt
Haines & Kibblehouse
Hei-way
Pottsville Materials
Reading Materials
Suit-Kote Corporation
Wilkes-Barre Materials

CN00030482 Bridge and Highway Maintenance Materials ITQ

Alton Steel
Armstrong Cement & Supply Co.
Bloomsburg Metal Company
Concrete Simplicity Consulting & Supply
Cooper Trading
Cox Industries
Crafco
Design Plastic Systems
Dover Roadway Products & Supply Co.
Dura Sales
George L Wilson & Co.
Grace Composites
Graymont (PA)
Gregory Industries
H&D Evans Corp
Insulation Corporation of America
Jilco
Maccaferri Gabions
McAsphalt Industries
Mintek Resources
New Enterprise Stone & Lime Co.
P&T Products
Quality Bridge & Fab
R.G. Steel Corp.
Rockford Bolt & Steel
Safety Guard Steel Fabricating Company
Splice Sleeve North America
Staar Distributing
Structural Fiberglass
Suit Kote Corporation
Tarco Steel
Tri Star Rebar Co.
Trinity Highway Products
Union Quarries
Vestal Asphalt
Ward Steel Services & Supply
Wine Concrete Products

CN00030575 Calcium Chloride, Rock Salt Bags #50

Flor-Dri Supply
Harvey Salt Company

4400004253 Carahsoft—GSA PA (Symantec Software)

Carahsoft Technology Corp.

4400011824 Carpet And It's Installation

Interface Americans
Mannington Mills
Mohawk Carpet Distribution
Shaw Industries
Tandus



4400009327 Commercial Furniture

Affordable Interior Systems
 Agati
 Allsteel
 Blockhouse Company
 Bush Industries
 Cramer
 Datum Filing Systems
 Diversified Woodcrafts
 Enwork
 Furniture Concepts
 Global Industries
 Grand Rapids Chair Company
 Indiana Desk
 Integra
 Mayline Company
 Moduform AG & W Industry
 National Office Furniture
 PS Furniture
 Palmer Hamilton
 Paoli
 Sitonit Seating
 Smith System Manufacturing Co.
 Stylex
 The Hon Company
 Teknion
 Trans American Office Furniture
 Transformations Furniture
 Workrite Ergonomics

4400011918 Commercial Grade Food Service Equipment

Advance Tabco
 Bally Refrigerated Boxes
 Blodgett Oven Company
 Brysco Foodservice
 Captive Aire Systems
 Clark Associates
 Crescent Metal Products
 Hatco Corporation
 National Refrigeration & A/C
 Nordon
 TMP Manufacturing Co.
 Todd Devin Food Equipment

4400004270 Commercial Laundry Equipment

FMB Laundry
 PAC Industries

4400009775 Commonwealth Fleet Card Program

Wright Express Financial Services Corporation

4400003645 Comprehensive Time/Data Collection Solution

Timelink International Corp.

4400011411 Construction/Heavy-Duty Type Power Equipment

A&H Equipment Company
 Altec Industries
 Best Line
 Bortek Industries
 Briggs & Stratton Power Products Group
 C.H. Waltz Sons
 Cherry Valley Tractor Sales
 Clark Equipment Co.
 Cleveland Brothers Equipment Co.
 CNH America
 Dotterer Equipment Corp.
 Eagle Power and Equipment Corp.

Giles & Ransome
 Golden Equipment Co.
 Groff Tractor & Equipment
 H.A. Dehart & Son
 JCB
 John Deere Construction Retail Sales
 Old Dominion Brush Co.
 Plasterer Equipment Co.
 Powells Rental
 Rudd Equipment Company
 Schiller Grounds Care
 Seigworth Road Supply
 Stephenson Equipment
 Stewart Amos Equipment Company
 Tracy Road Equipment
 Traffix Devices
 US Municipal Supply
 Vermeer Sales & Service
 W. John Greenland Enterprises
 Walsh Equipment

4400008504 Construction Equipment—PA DOT Spec'ed

Highway Equipment Company

998001 Correctional Industries Products

PA Correctional Industries

4400008677 Creative Advertising and Audio Visual - Interactive Production Services ITQ

Partnership of Packer Oesterling & Smith Pavone
 Red House Communications

CN00035265 Delineators

Garden State Highway Products

6100024368 Digital MFD's

Canon USA
 Hewlett Packard Company
 Sharp Electronics Corporation
 Xerox Corporation

4400012521 Dilution Control

State Industrial Products

4400012531 Dishwashing Chemicals

Ecolab

4400009187 Document Shredding Services

Business Records Management

4400010439 Drug & Alcohol Laboratory Testing and/or On-site Screening Devices

Redwood Toxicology Laboratory

4400010259 Dump Trucks

Five Star International

4400008938 Electricity PJM Demand Response

Hess Corporation

4400004844 Electronic Monitoring

3M Electronic Monitoring
 BI
 Corrisoft

Satellite Tracking of People
 Sentinel Offender Services

4400009722 Electronic Waste Recycling

Commonwealth Computer Recycling

4400007511 Elevators/Escalator Maintenance & Repair Services

Quality Elevator Sales and Service
 ThyssenKrupp Elevator Co.
 Tristate Elevator

4400002702 Energy Supply & Related Services

3Degrees Group
 BlueStar Energy Services
 Centerpoint Energy Services
 Community Energy
 Constellation NewEnergy
 Dominion Retail
 Glacial Energy
 Hess Corporation
 Liberty Power Holdings
 National Fuel Resources
 Nexant
 Open Flow Energy
 Reliant Energy
 Stand Energy Corporation

6100014920 Enterprise IT Staff Augmentation Services

Computer Aid

6100012054 Enterprise Software

Dell Marketing

4400009541 Equipment Maintenance Program

HT Results

CN00033953 Evaporated Salt (Solar Salt)

Harvey Salt Company

4400013079 Forklifts and Aerial Lifts

Eastern Lift Truck Co.
 Key Equipment Sales & Rental

4400009725 Fuel Tank Cleaning and Fuel Purification Services

Clean Fuels Associates

4400009565 8512Genetic Parentage Testing

DNA Diagnostics

4400004760 GIS Software and Services

ESRI

CN00036886 Herbicides

Crop Production Services
 CWC Chemical
 Vetcorp

4400009743 High Density Filing Equipment

Datum Filing Systems
 Montel Aetnastak
 Storagetek

5019 Ice Cream

Bee Line Wholesalers
 Hershey Creamery Co.
 Simco Sales Service of PA

4600014871 Incontinent Care Products

Seneca Medical

4400012427 Indoor Floor Cleaning Machines & Accessories

Bortek Industries
 Minuteman International
 Quaker City Paper Co.
 Tennant Sales & Service Co.

4400011641 Integrated Pest Management

AAA Enviro-Pest Mgmt.

4400006936 Internet Based News and Information Related Services

Govnet PA

4400004225 IPAM—Xtec Participating Addendum

Xtec Corporation

4400005723 IT Cable/Satellite Services

Skyline Communications
 Weintraub Telecomm

4400008418 IT Communication Equipment Services

Association of Public Safety
 Frequency Finder
 Wireless Applications, Corporation

1805057960IT Peripherals

ePlus Technology

4400007410 ITQ Consulting Services

1Source Safety and Health
 A6A Associates
 Accenture
 Administrative Associates
 Advanced Facility Management
 Advanced Process Optimization
 Advantage Engineers
 All Hazards Consortium
 Alvarez & Marsal PSS
 American Management Association
 ASR Analytics
 Asterion
 A-T Solutions
 Atex Petros Holdings
 Avysion
 Bailit Health Purchasing
 Berks County Intermediate Unit 14
 Betty Duroseau
 Boyer & Ritter
 Brandt Information Services
 Callan Associates
 Capital Area IU 15
 Caten McGuire
 CDM Smith
 Center for Workforce Learning
 Cheiron
 Clifton Gunderson
 CliftonLarsonAllen
 Cocciardi & Associates
 Cognosante
 CRA
 Critical Connections Consulting
 Dahab Associates
 Deloitte Consulting
 Delta Development Group
 Detica Solutions
 Elko & Associates
 eVectis Technologies
 Experian Information Solutions
 Filler Security Strategies
 Gaming Laboratories International
 Gannett Fleming
 Global
 Grant Thornton

Statewide COSTARS Participating Suppliers List

Greenawalt & Co.
Hagerty Consulting
Hay Group
Herbein & Co.
HLN Consulting
Hornby Zeller Associates
Huber and Associates
Hunt Guillot & Associates
IHS Global Insight (USA)
Info Matrix Corporation
INS Consultants
Integrated Strategies
Intelligent Education
Intertek Testing Services NA
Jama Enterprises
Jeffrey L. Blood
Julie Zumas
Keystone Research Center
KIZ Consulting
Koryak Consulting
KPMG
Lancaster Lebanon Intermediate
Laser Supply
LED Company International
Lincoln Intermediate Unit 12
Logistics Management Institute
Luzerne Intermediate Unit 18
Management Science Associates
Mark Wolfgang
Maximus
McKonley & Asbury
Mercer Health & Benefits
Michael Baker
Milliman
Momentum
MS2—Midwestern Software Solutions
Nancy Dering
National Auto RSCH Div.
Northeastern Pennsylvania
Parentebeard
Parsons Brinkerhoff
Policy Studies
Practical Government Solutions
Public Consulting Group
Pure Green Consultations
Raymond C. Zema
Rhinebeck Enterprises
Robert J. Cooke
RSM Consulting
Schuylkill Intermediate Unit 29
Shawn J Farr
Solutran
Standard Offset Printing Co.
Steward Cluck
Straight-Forward Consulting
Strategic Contracting
Streetmarc Advertising and Marketing
Talson Solutions
Tax Credit Brokerage and Sales
Teradata Government Systems
Tetra Tech Em
The Rushmore Group
Thomson Reuters Healthcare
Trecom Systems Group
Trustees of the University of Pennsylvania
Urban Affairs Coalition
Various
WayPoint
Weber Business Services
Wessel & Company PC
Wilbur E. Wolf III
Worldgate
Yale New Haven Health Services Corp.
Zelenskofske Axelrod

4400011318 ITQ Helicopters

Bell Helicopter Textron
Paradigm Aviation

4400009863 ITQ - Temporary Rented Power and HVAC Equipment

Powerhouse Equipment & Engineering Co.

4400008567 ITQ Training Services

Bucks County Community College
KLS Engineering
Momentum
NTM Engineering
Optimo Information Technology
Springhouse Computer School
Trecom Systems Group

4400006436 ITQ Tree Trimming & Stump Cutting Services

Adler Tree Service
Allegheny
All Seasons Landscaping Co.
Asplundh Tree Expert Co.
Beeghly Tree Service
Bustleton Services
Bartlett Tree Experts
Edens Corporation
Hazlett Tree Service
Independence Contractors
Jon Mowris Tree Care
K.W. Reese
Knight Bros.
Lewis Tree Service
Montgomery Urban Forestry
Mowris Tree Service & Landscaping
Penn Line Service
Promark Landscaping
Richardson Tree and Landscaping Service
Sajak Tree
Townscapes
Tri-County Tree Service
V-Tech Services
Vaughans Tree Service

4400006208 Lab Services/Lot 2

Center for Disease Detection

4400009324 Laboratory Supplies and Equipment

B&B Microscope
Hach Company
Labrepc
Leeds Precisions Instruments
Nikon Instruments
Premier Safety & Service
Restek
Scientific Equipment
Thermo Electron N. America
Thomas Scientific

4400011851 Light Duty Pickup Trucks & Cargo Vans

Hertrich Fleet Services

4400004254 Live Scan Booking Station

Identix

4400008696 Mailroom Equipment and Maintenance

Hasler
Pitney Bowes



4400004480 Master IT Services ITQ

22nd Century Technologies
6079857 Canada
911 Security Cameras
Accenture
Acclaim Systems
ACD Telecom
Adept Consulting Services
Advanced Technologies Group
Advanced Facility Management SVCS
Advanced Technology Solutions
Aero-Metric
Affion Public
Agate Software
AgileAssets
Ajilon Consulting
Aklero Process Solutions
Alicare
AlignSync
Allfon
Alliance Technology Group
Alpine Technology Group
Aluise and Associated
American Personnel Managers
AMO Environmental Decisions
Anexinet
Appalachia Technologies
AppDev Products
ARINC
AT&T Corp
Azavea
B Three Solutions
Battaglia Electric
BDH Information Technology
Biztech Solutions
Black Consulting Services
Bold Planning Solutions
Bradley S. Barrett
Brandt Information Services
Cadre Computer Resources Co.
Capgemini Government Solutions
Caten McGuire
CC Intelligent Solutions
CDI-Infrastructure
CDMS
CGI Technologies and Solutions
Celerity IT of PA
Centre Communications
Centre Tower Services
CentreLearn Solutions
Christ Woappi
Ciber
Cirdan Group
Clarizen
Clifton Gunderson
Cognosante
Collaborative Fusion
Collective Intelligence
Column Technologies
Colyar Consulting Group
Communication Technologies Group
Computer Aid
Computer CenterLine
Computer Development Systems
Computer Sciences Corp.
Conestoga Data Services
Connect Pennsylvania
Connect Tek
Contemporary Software Concepts
Core BTS
Core Solutions
Coriendo
Corl Communications
Cornerstone OnDemand
Corporate Executive Board
Cosmic Software Technology
Creative Enterprise Solutions
Credo Technology Solutions
Cross Current Corporation
CSA Central
CSB Technology Partners
CSG Government Solutions
Currier McCabe & Associates
Cybrid

D&E Networks
Dagostino Electronic Services
Data
Data Networks of America
Data-quest
Deborah Y. Wood
Dell Marketing
Dellicker Strategies
Deloitte Consulting
Delta Developmental Group
Development Faction
DiagnosisONE
Diebold Enterprise Security Sys.
Distributed Systems Services
Diverse Technologies Corp.
Diversified Data Services
Diversified Information Technologies
Dobil Laboratories
Domino Technologies
DPT Consulting Group
Dragline Silk
Dyntek Services
E&E IT Consulting Services
Earthlink Managed Services
Eastern Telephone & Telecom
Economic Modeling
eData Experts
Edwards Business Systems
EMC Corp
eScholar
ESI International
ESP Solutions Group
Essential Management Solutions
eStrategy Solutions
Explore Information Services
EZAPPT
Federal Engineering
Fileone
First Data Government Solutions
First Telecom Services
FluidEdge Consulting
Ford Business Machines
Frontier Technologies
FTS Solutions
Gaming Laboratories
Gannett Fleming
Gantech
GBWH
General Dynamics IT
Genesis Systems
Gettle
Global Computers and Networks
Global Data Consultants
Global Secure Systems Corp.
GovernmentJobs.com
Granicus
Grant Thornton
Guidesoft
Gypsy Lane Technologies
Halifax Corporation
Harrisburg University of Science & Technology
Health Monitoring Systems
Healthier Resources
Henkels & McCoy
Hitachi Data Systems Corp.
HLN Consulting
Hornby Zeller Associates
HP Enterprise Services
IBM Corporation
iBusiness Solutions
Idea Integration
Image API
ImageNet Ventures
Imagetech Systems
iMapData
IMR Limited
Indus Consultancy Services
Info Matrix Corporation
Info Tech
Informa Systems
Information Builders
Information Systems of Florida
Information Technology Services
Innotas



Statewide COSTARS Participating Suppliers List

Innovate!
 Innovative Business Concepts
 INS Services
 Instant Web
 Integrity Consulting Solutions
 IPR International
 IT Professional Solutions
 ITSM Specialties
 JAG Consultancy
 JANUS Software
 Jim Mountain Consulting
 Johnson Mirmiran & Thompson
 Josef G. Oberneir
 JPL Productions
 JRW Service Corp.
 JV Kelly Group
 Kalkomey Enterprises
 KCI Technologies
 Keyser Consulting Group
 KIT Network Cabling
 Kit Solutions
 Knowledge Key Associates
 Koryak Consulting
 KPMG
 KSYS
 L.R. Wechsler
 L-1 Secure Credentialing
 Lapis Software Associates
 Laser Supply
 LDP
 Learning Tree International
 Let's Think Wireless
 Level 3 Communications
 Lexington Technology
 Lexmark International
 Lincoln Lectronics
 Linktech
 Liquidhub
 Liquid Spoke
 Lobar
 Logistics Management Institute
 Logisys
 LS Digital Solutions
 LunaMetrics
 Management Science Associates
 Mansai Corporation
 Marine Information Resources
 Markant Corporation
 Mathtech
 Maximus
 McGladrey & Pullen
 McKonly & Asbury
 MCM Consulting Group
 Message4U Pty. Ltd.
 Michael Baker Jr.
 Millennium Consulting
 Mindteck
 Miria Systems
 Modis
 Momentum
 Morrison Consulting
 MTG Management Consultants
 MWF Enterprises
 Myesha Oueraogo
 Natus Medical
 Navteq North America
 Neo Technologies
 NetComm Solutions
 Netlan Technology Center
 NetServe 365/Innovations Tech.
 New Horizons Computer Learning
 New Line Communications
 NextStep Technology Advisors
 NIIT Technologies
 North Central Pennsylvania Regional
 Planning and Development
 North Highland Company
 NTT Data

NuVision Technologies
 Nystec
 Oaktree Systems
 Omega Systems
 OpenArc
 OPTiMO Information Technology
 Orbit Technologies
 OrderPad Software
 PC Network
 Peak Solutions
 Pennsylvania Networks
 Pennsylvania State University
 Phillips Office Products
 Pierson Computing Connection
 Pink Frog Interactive
 Plan B Technologies
 Planet Technologies
 Plus Consulting
 Policy Studies
 Pomeroy IT Solutions Sales Company
 PPT Consulting
 Prequel Solutions
 Protech Professional Technical Services
 Public Consulting Group
 Quality Enhanced Management Systems
 QuantumMark
 R&R Networks
 R.W. Communications
 Randstad North America
 RCC Consultants
 Reclamere
 Rego Consulting Corporation
 Revenue Solutions
 Ricoh Americas Corporation
 Rightstar
 River Point Technology
 Riverhead Training
 Robert J. Heath
 Rodata
 Sabre Systems
 Sage Technology Systems
 SDLC Partners
 Secco
 Sentinel Technology Group
 Sierra w/o Wireless
 Sigma Resources
 Signature Systems
 Skelly & Loy
 SkillNet Solutions
 Skyline Advanced Technology
 SLI Global Solutions
 Smart Business Advisory & Counseling
 Social Solutions Global
 Solutions4networks
 Solutran
 Sona Networks
 South Hills Secretarial School
 Spectra Systems Corporation
 Springhouse Computer School
 SRC Solutions
 Strategic BCP
 Statix Systems
 Sungard Availability Services
 Suss Consulting
 Swain Online
 SymbioSys Solutions
 Synergis Technologies
 synergIT
 Synergy Media Group
 Syscom
 System Automation Corporation
 System Edge (USA)
 Target Media Mid Atlantic
 Tata America International
 Technical Svcs Association
 Technisource
 TechnoDyne
 Technology Blue
 Techwave Consulting
 Teksystems
 Telesage
 Telvent USA Holdings
 Tetra Tech EM
 The Akanksha

The Judge Group
 The Presidio Corp
 TJL Holding
 TreCom Systems Group
 Tribridge Holdings
 Tri-Force Consulting Services
 TriLogic
 Triplett & Adams Enterprises
 Tripod Technologies
 TriVir
 Unicorn International
 Unified Solution Group
 Unisis Corporation
 V Group
 Various
 Veris Associates
 Veritec Solutions
 Verizon Select Services
 Versatile Systems
 VION Corporation
 Vision Information Technologies
 Visionary Integration Professionals
 VitalChek Network
 Vsolvit
 Waterfront Technologies
 Weidenhammer Systems Corp.
 Weintraub Telecom
 Wendel Duchscherer Architects & Engineers PC
 Windsor Solutions
 Worldgate
 WorldView Solutions
 Xerox State & Local Solutions
 Xtium
 Young Enterprise Systems

**4400009632 Matching Existing
Systems Furniture**

The HON Company

**4400008473 Media Display Systems,
Accessories and Services**

Purpose 1

4400011539 Media Planning Services

Harmelin Media

**4400007953 Microfilm Equipment,
Services and Supplies**

Reynolds Business Systems

**4400000452 Microsoft Premier
Services**

Microsoft Corporation

**4400011212 Motor Oil, Lubricants,
Antifreeze and DEF**

PPC Lubricants
 Tri County Petroleum

4400006249 Moving Services

Debo Moving & Storage
 George Weaver & Son
 Matheson Transfer
 O'Briens Moving & Storage
 Parks Moving & Storage
 Weleski Transfer

**4400007622 MRO (Maintenance,
Repair and Operations) Lot 1B and 2B**

Grainger Industrial Supply

**4400007623 MRO (Maintenance,
Repair and Operations) Lot 1A and 2A**

Schaedler Yesco Distribution

**4400010893 MRO (Maintenance,
Repair and Operations)**

Fastenal
 MSC Industrial Supply
 W.W. Grainger

**6100024938 Networking Equipment
& Related Services**

PC Solutions & Integration

**9012 Non-English Interpretation,
Translation & Authentication Services
(Interpretation)**

Language Services Associates

**8211 Non-English Interpretation,
Translation & Authentication Services
(Translation)**

Exact Communication
 Language Services Associates

**4400005290 OEM Heavy Duty Parts &
Engines**

Fire & Rescue Products
 Sunbury Motor Company

251702 OEM Parts

Brenner Chrysler Jeep

4400010098 Off-site Storage

Adaptive Data Storage

**4400004713 Oracle Software Products
& Services**

DLT Solutions

4400011830 Passenger Vehicles

Hertrich Fleet Services

**6100022456 PBX & Key Telephone
Systems Equipment and Other
Related Services**

Altura Communication Solutions
 Black Box Network
 Eastern Telecommunication
 NEC Corporation of America
 PhoneAmerica Corporation
 Sage Technology Solutions
 Third Generation of Pennsylvania

8510 Per Diem Nursing

Adara Healthcare Staffing
 Advantage On Call
 All About Staffing
 ATC Healthcare Services
 Bayada Nurses
 CHG Medical Staffing
 Delta T-Group
 Favorite Staffing
 General Healthcare Resources
 JayKay
 Maxim Staffing Solutions
 Medical Staffing Network Healthcare
 MileStone Healthcare
 Nationwide Medical Staffing
 Onward Healthcare
 Premier Staffing Network
 Professional Healthcare Associates
 Quality Care Options
 Star Nursing
 Vision Healthcare Services

**6100026342 Personal Computing
Devices, Monitors and Services**

Hewlett Packard Company

4400004561 Pharmaceuticals

McKesson Drug Company

**3830-01 Plow Maintenance and
Repair Parts**

Equipment Express
 Kueper North America
 Valk Manufacturing Company
 Winter Equipment Co.



4400008917 Police and Specialty Vehicles

Hertrich Fleet Services

CN00030243 Posts and Accessories

Garden State Highway Products
South Penn Delta

4400008522 Recreation & Fitness Equipment—ITQ

Recreation Resource USA

CN00034776 Reinforced Concrete Pipe

Hydro Conduit

4400006908 Relocation Consulting Services

Facilities Relocation Consultants
SMC Consulting
Titan Construction & Maintenance

251703 Re-Tread Tires

Michelin North America

61000014052 Revenue RFQ Independent Verification and Validation

Capgemini Government Solutions

4400012018 Road Surface Patching Equipment

A&H Patching Equipment
Crafco

4400009664 Sign Language Interpreting and Transliterating

360 Translations

CN00036615 Sign Sheeting

3M Traffic Safety & Security Division

6100025112 Small Network Printers

Edwards Business Systems
Konica Minolta Business Solutions
Lexmark International
Ricoh USA

4400010547 Small Package Delivery

United Parcel Service

4400011038 Snow Plows

A&H Equipment
Patrick S. Hawkins
Valk Manufacturing Company

CN00037341 Sodium Chloride (Rock Salt)

American Rock Salt
Cargill
International Salt Company
Morton Salt
North American Salt Company
Oceanport

CN00028442 Statewide Radio Maintenance

Transcore Holdings

4400006990 Statewide Radio System Network

Alcatel-Lucent USA
Harris Corporation

998002 Supplies Manufactured & Services Performed by Persons with Disabilities

UniqueSource Products & Services

6350 Surveillance, Security & Fire Systems

App Techs
Bettwy Security
Choice Security
Honeywell International
Intertech Security
Kinetix
Kint
Kistler
Probitas Technology
Security and Data Technologies
TYCO
Vector Security Systems

4400006842 Surveying Instruments and GPS

Topcon Positioning Systems

4400009616 Systems - Metal & Wood/Veneer Case Goods

Teknion
The HON Company

4400006326 Telecommunications Managed Services

MCI Worldcom

4400004924 Third Party IT Hardware Maintenance

Pomeroy IT Solutions Sales Company

251701 Tires, Auto, Truck, OTR & Farm

Goodyear Commercial Tire
Michelin North America

CN00037241 Traffic Counters

International Road Dynamics

CN00036368 Traffic Safety, Cones & Drums

Lightle Enterprises of Ohio

5610-49 Truck Mix Cement, Concrete and Cemenent ITQ

Baycrete
Beaver Concrete & Gravel Co.
Berks Products Corporation
Big Valley Concrete Builders Supply Co.
Castle Builders Supply
Central Builders Supply
Centre Concrete Company
Ceratech
Concrete Services Corporation
Conewago Enterprises
Coons Industries
Cooperstown Sand & Gravel
Cumberland Concrete Corp
Dan-Ber Concrete & Supply
DuBrook
E.E. Austin & Son
Fi-Hoff Concrete Products
George Wilson & Co.

Glenn Sand & Gravel
Grannas Bros. Stone & Asphalt Co.
Green Building Solutions & Supplies
Hanover Concrete Co.
Hess Redy Mix
JJ Kennedy
J&F Ready Mix Concrete
James W. Quandel & Sons
Jepco Sales
Juniata Concrete Co.
MEM Investments
Marion Center Supply
Marstellar Concrete
Meadville Redi Mix Concrete
New Enterprise Stone & Lime Co.
Pennsy Supply
Pocono Transcrete
Porter's Concrete Service
STAAR Distributing
T&M Dubrook
Walter W. Zeiglers Sons
Wayne Concrete
Wild Rose
Wine Concrete Products

4400010945 Truck Mounted Salt Spreader Units

Somerset Welding & Steel

4400009076 Truck Tractors & Trailers

Perkins TP Trailers

4400012045 Truck, Medium Duty

Kovatch Mobile Equipment
Nicholas Wyoming Valley Truck Sales

6100017908 Two Way Radio Communications Equipment and Accessories

Alcatel-Lucent USA
Aviat Networks
Butler Mechanical Services
Communications Electronics
Communications Marketing Associates
CR Solutions
Icom America
Motorola
Procom Corporation
RF Design & Integration
Tessco
TuWay Wireless
Zetron

9212 Un-Armed & Armed Security Guards Security Guard Services

Pond Security Service
Roman Sentry Security Systems
Security Guards

CN00037047 Various Fuel Types, Truck Transport and Limited Tank Wagon

Superior Plus Energy Services

4400011997 Various Fuels, Tank Wagon Delivery

Affordable Holdings
Bayless Fuel
Glassmere
IsoBunkers
Klasen McQuiston Energy Corporation
Luther P. Miiler
Naughton Energy Corporation
Superior Plus Energy Services
Talley Petroleum Enterprises

4400002105 Vehicle Lifts and Garage Equipment WSCA 06405

Ari-Hetra
Mohawk Resources
Steril-Koni USA

4810 Water Bottled Water

Crystal & Hinckley Springs
Deer Park Spring Water
Endless Mountain Water Co.
H&H Fleet Beverage
Wada Water

4400011261 Water Treatment Chemicals

General Products & Supply
Grignard
Hercules
MTEK
Guardian Chemical Specialties
The Keeler Co.

CN00034786 Waterborne Traffic Line Paint

Ennis Paint

4400008412 Wheelchair Vehicles

Rohrer Bus Sales

4400010315 Wireless Communication Services—Voice and Data

ATT Corp.
T Mobile USA
Sprint Solutions
Verizon

4400009759 Wireless Paging Services

Schuykill Mobile Fone

NOTE: The terms and conditions of these contracts are subject to change. Please review the contracts on PA e-Marketplace for updates.



COSTARS On The Road

The COSTARS Marketing Team makes it their mission to spread the message about the COSTARS Program as well as to recruit and train members and suppliers about COSTARS.

Marketing Managers Bruce Beardsley, Kim Bullivant and Claire Osborne travel throughout the commonwealth speaking at conferences, workshops and seminars sponsored by associations, suppliers, universities, legislators, chambers of commerce and others.

In February and March, the COSTARS Marketing team conducted workshops for newly elected township supervisors at training sessions sponsored by the Pennsylvania Association of Township Supervisors (PSATS) at various locations. The team provided important procurement law information and COSTARS program updates to more than 200 new supervisors.

Recent Sponsors of Events Attended by COSTARS Staff

- SYMCO Inc. Philadelphia Technology Showcase
- Phillips Education Technology Fair
- Delaware Co. Transportation Management Association Conference and Trade Show
- Allegheny League of Municipalities Annual Conference
- Singer Food Service Equipment Trade Show
- PSATS 92nd Annual Education and Technology Conference
- Presentations & Workshops sponsored by Representative Ryan Bizzarro, Rep. Schreiber, Rep. Toohil & Senator Folmer
- COSTARS Connections Seminar presented by Clarion University Small Business Development Center, North Central Procurement Technical Assistance Center (PTAC) and Northwest PTAC
- Municipal & Industrial Tradeshow presented by RAM Industrial Services
- Pennsylvania Municipal League
- Pa Boroughs Association Annual Conference
- UniqueSource (Formerly PIBH) Conference
- Mon Valley Intermunicipal Meeting
- SEDA-COG Suppliers Workshop
- PASBO Conference

Upcoming Events

- Members' Workshops sponsored by Xpedx - May 6 in Wilkes-Barre and May 14 in State College
- Grant Workshop sponsored by Senator Folmer - May 7 in Lewisberry
- SE PA PTAC/SEDA-COG Workshop for Prospective Suppliers - May 8 in Harrisburg
- Members' Workshop sponsored by Senator Alloway - May 9 in Ortanna
- Doing Business with PHA - Sponsored by Philadelphia Housing Authority - May 22 in Philadelphia
- Moshannon Valley Council of Government Equipment Show and Training Day - May 28 in Clearfield County
- PTAC Government Procurement Expo - May 30 in Johnstown
- Opening Doors Reverse Trade Show sponsored by Greater Reading Chamber of Commerce - June 5 in Reading

If you would like to attend one of the above-mentioned events, please contact the sponsoring organization. To submit a request for a COSTARS representative to speak or conduct a training session for members or suppliers at an upcoming event, please contact Bruce Beardsley at 717-214-3432 or bbeardsley@pa.gov Kim Bullivant at 717-346-2678 or kbullivant@pa.gov or Claire Osborne at 717-346-3838 or cosborne@pa.gov.

COSTARS Connection

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

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Editor: Bruce Beardsley

Further information on the COSTARS program is available by phone at 866-768-7827 or by visiting the [COSTARS](#) website.

These Faces Have Names!



By Claire Osborne, COSTARS Marketing Manager

Meet Your COSTARS Commodity Specialists

The COSTARS Team congratulates Tera Akpan on her promotion to the position of Commodity Specialist, with the responsibility for the COSTARS-8 MRO (Maintenance, Repair and Operations Equipment and Supplies) contract. COSTARS-8 has the second-highest supplier participation of all COSTARS exclusive contracts, with 171 suppliers. In addition, Tera is also responsible for the COSTARS-28 Energy Conservation Management Supplies contract and the COSTARS-30 Energy Consulting Services contract. COSTARS members and suppliers may be familiar with Tera, as she previously held the position of COSTARS Management Technician for three years.

Tera started with the Commonwealth of Pennsylvania at the Museum Commission in 1994, after graduating from William Penn High School in 1994 with a major in Business Administration. After four years with the commonwealth, she took time off to successfully open and run her own business. In 2006, she returned to the commonwealth, in the Department of Corrections, as a Clerk Typist. She joined the Department of General Services the next year, and in 2011, assumed the position of Management Technician for COSTARS. As a COSTARS Management Technician, she helped members and suppliers with many different situations and promoted the COSTARS Program.

Tera's background as a COSTARS Management Technician will give her a great advantage as she begins her new role as COSTARS Commodity Specialist. She looks forward to learning the "ins" and "outs" of her contracts, while developing a strong working relationship with her suppliers. Tera has also been tasked with researching the need and benefits to writing a new COSTARS-exclusive contract for surveillance and security equipment. She enjoys helping people, and takes pride in treating others as she would like to be treated.

Tera loves to spend time with her family, especially her husband, whom she refers to as her best friend. She has four children that keep her strong and active and who she loves dearly. Tera is a very spiritual person and is an active member of her congregation. She enjoys going on vacations, shopping and attending Zumba and dance classes with her friends.

If you would like to speak to Tera about her COSTARS contracts or to provide input regarding the potential COSTARS-exclusive contract for surveillance and security equipment, you may contact her at 717-783-5368 or takpan@pa.gov.



Meet Your New COSTARS Management Technician



COSTARS welcomes our newest addition to the team, Management Technician Christine Acri. Christine began her career with the Commonwealth of Pennsylvania 12 years ago, serving in the Department of Labor and Industry as a Clerk Typist 2. After taking time off to take care of her young daughter, she was reinstated two years later at the Department of Education where she assisted veterans with their GI Bills.

Christine comes to COSTARS from the State Museum of Pennsylvania where she served in the Exhibit Department as an Administrative Assistant. As the new Management Technician, Christine is looking forward to using her strong background in customer service to assist existing and prospective COSTARS members and suppliers.

Christine enjoys spending time with her family and friends (and her two dogs Prince and Sam). An interesting fact about Christine is she is an identical twin! She also enjoys hiking, walking and decorating. You might see her in line at the movie theatre waiting to watch a psychological thriller.

You may contact Christine at 717-346-2673 or chracri@pa.gov.



New Members

ABWE NORTH AMERICA
Alcohol and Drug Abuse Services, Inc.
Belleville Fire Company No. 1
Buena Vista Volunteer Fire Company
Career Technology Center of Lackawanna County
Children's Surgical Associates, LTD
Clintonville Sewer and Water Authority
Colonial House, Inc.
Columbia County Redevelopment Authority
Delano Township
Delta Foundation of Pittsburgh
East Side Borough
First Judicial District of Pennsylvania
First Presbyterian Church of Bethlehem Preschool & Extended Care
Gallagher Township Supervisors
Geisinger Bloomsburg Hospital
Indiana County Head Start, Inc.
John Paul II Center for Special Learning
Kennett Area Community Service
Key Charter School of Harrisburg
Key Charter School of Reading
Lancaster Museum
Little Meadows Borough
Melmark, Inc.
Mocanaqua Volunteer Fire Company
Nativity of Our Lord
New Galilee Community Volunteer Fire Department
No. 1 Emergency & Rescue
Oakdale Borough
Office of State Constable, Deer Lake Borough
Office of the Constable, Bedminster Township
Penn State New Kensington
PA Association of Conservation Districts, Inc.
Pittsburgh Botanic Garden
Service Coordination of South Central PA, Inc.
Sewickley Township Fire Company No. 1
Sharon Hill Fire Company
Somerset Conservation District
St. Anthony School Programs
Unionville Volunteer Fire Company
UPMC Altoona
Western Clinton County Municipal Authority

New Suppliers

COSTARS - 3 American Personnel Managers & Consultants, Inc.
DVS Direct
FireFly Computers, Inc.
KIT Network Cabling, Inc.
Lenovo (United States), Inc.
PremierComm, LLC
COSTARS - 5 503 Corporation
National Chemical Laboratories of Pennsylvania, Inc.
PESTCO Professional Services
COSTARS - 7 Karetas Foods, Inc.
COSTARS - 8 DGF Products, Inc.
Sage Technology Solutions, Inc.
Suburban Wholesale Lighting
Tint-Pro
Triple "R" Truck Parts, Inc.
COSTARS - 9 Nupp Printing
COSTARS - 11 Charm-Tex, Inc.
COSTARS - 12 Centre Communications, Inc.
MediaSolv Solutions Corp.
Uniform Gear, Inc.
Fire & Rescue Products
Wireless Electronics, Inc.
COSTARS - 13 Kenny Ross Chevrolet, Inc.
Mobile Concepts by Scotty, Inc.
Swab Wagon Company, Inc.
COSTARS - 16 Clean Fuels Associates, Inc.
ES2 Environmental Systems and
Equipment Service, Inc.
North East Technical Sales
COSTARS - 20 North East Technical Sales
OraSure Technologies, Inc.
Tescan USA, Inc.
COSTARS - 25 Davies Ford, Inc.
Keith's Truck Service, Inc.
Morocco Welding, LLC
Pacifico Ford, Inc.
COSTARS - 26 Hondru Chrysler, Dodge, Jeep, Ram
Hondru Chevrolet
COSTARS - 30 Oxford Development Company
Tibiri Energy Group, LLC
COSTARS - 32 Signature Sign, Inc.
COSTARS - 33 Richard N. Best Associates, Inc.
COSTARS - 34 Starlight Productions International, Inc.
COSTARS - 35 Stylex, Inc.
WESCO Distribution, Inc.
COSTARS - 37 Concept Uniform Co.

**As of April 8, 2014*