

# COSTARS Connection

Volume 9, Issue 3  
Summer 2015



Tom Wolf, Governor  
Curtis M. Topper, Secretary



## New Leadership Discusses COSTARS Deputy Secretary and Chief Procurement Officer Share Views

By Claire Osborne, COSTARS Marketing Manager

We recently sat down with the new administration's Deputy Secretary for Procurement Ken Hess and Bureau of Procurement Chief Procurement Officer (CPO) Jenny Doherty to discuss COSTARS and the role that it plays in the Bureau of Procurement and the larger community. Both emphasized Governor Tom Wolf's vision of a **GOVERNMENT THAT WORKS** and cited COSTARS as an example of a program that is entrepreneurial, professional, collaborative, action-oriented and customer service focused – attributes that should to be shared by all government agencies.

As the former Director of the Bureau of Supplies and Surplus Operations (BSSO) (from 2004-11), Hess frequently traveled the commonwealth and attended local government meetings with the COSTARS marketing staff. He says it was easy to tell by the reactions of the attendees that the COSTARS program was greatly valued for the cost savings and making the procurement process simpler. Hess notes that interest and participation in the COSTARS Program has greatly increased through the years due to its marketing and training efforts, including its workshops with newly elected municipal officials. He also cited the increased availability, utilization, and improvement of Internet service to smaller municipalities. CPO Doherty also hears the "buzz" about COSTARS. "We have attended meetings where people have sung the praises of COSTARS. I think the general impression is very positive and favorable about the program," she said.

One of Deputy Secretary Hess' top priorities is to work toward forging a stronger, more cohesive partnership between the COSTARS Program, BSSO, which makes state and federal surplus property available to local organizations, and the Bureau of Vehicle Management (BVM), which sells used state vehicles, in order to provide more value and greater cost-savings to the Local Public Procurement Units and taxpayers. He stressed the importance for government officials to use all the tools available to save taxpayer dollars. "COSTARS and BSSO are often trying to offer their services or their products to the same audience. It really should be looked at as a buffet; which meal or food appeals to me today, or which best suits my needs? Sometimes, it's going to be COSTARS and new products, other times it may be surplus property at a lower cost. So the two should complement one another and not compete. This is why the partnership between COSTARS, BSSO, and BVM is so important," he said.

*Continued on pg. 4*



Deputy Secretary for  
Procurement Ken Hess

An updated COSTARS-Exclusive Contract Supplier List pull-out section is included in this newsletter. Look for an updated Statewide COSTARS-participating Supplier List pull-out section in a future issue of the *COSTARS Connection* newsletter.



# Contract News

## Scope Expansions

## Clarification

## Contract Updates

By Bruce Beardsley, COSTARS Marketing Manager

### COSTARS-38 Heavy Equipment Rental

In response to member and supplier feedback, including our latest Member Survey findings where 58 percent of respondents indicated possible usage, a new Heavy Equipment Rental COSTARS-exclusive contract bid solicitation was released on May 1, and has been posted to the COSTARS website under Bidding Opportunities. As with all COSTARS contracts, there is continuous bidding and potential suppliers are invited to submit their bids. Midland Asphalt Materials became the first awarded supplier on June 9. The scope of the contract includes short-term rental of:

- Aerial Equipment
- Air Equipment
- Compaction Equipment
- Concrete Equipment
- Earthmoving Equipment - including excavators, dozers, loaders and graders
- Forest/Landscaping Equipment
- Power Generation
- Pump Equipment
- Street Sweepers
- Miscellaneous Equipment - such as heaters, light towers and utility trailers
- Dump Trucks
- Highway/Road Maintenance Equipment

Commodity Specialist Stacey Logan-Kent, 717-787-2355, [slogankent@pa.gov](mailto:slogankent@pa.gov), administers this contract.

### COSTARS-34 Theater (Auditorium) Furniture, Fixtures, Audio/Visual Equipment, & Musical Instruments

Previously, some audio visual (A/V) equipment could be found in COSTARS-3 IT Hardware and COSTARS-4 Office Supplies. In an effort to make it easier for our members to find and our suppliers to sell, we have consolidated and expanded A/V equipment within the COSTARS-34 contract. Responding to many requests over the years, we have also added musical instruments to the scope of this contract. Additional product categories include:

- Audio Equipment and Accessories: microphones, equalizers, mixers, speakers, amplifiers, sound systems, racks-multimedia, antennas, assisted listening devices, audio cassette players/recorders, CD players/recorders.
- Monitor Equipment and Accessories: A/V, DVD, TV/DVD combo, LCD, plasma, Symposium writing tablet, TV monitors and television. All monitors must be flat panels, LCD, LED or plasma TVs.
- Camera Equipment and Accessories: camcorders, digital cameras, digital video cameras, camera support equipment, document camera, camera digital still, camera lenses, still digital cameras, tripods, monopods, lighting.
- Videoconferencing Equipment: Web-casting and capturing equipment, audio conferencing equipment.
- Presentation Equipment and Accessories: multimedia control systems, easels, screens-projection, whiteboards-electronic and copy boards, carts-A/V and stands-A/V, stage/event lighting, presentation and training aids, laser pointers, PowerPoint advancers and teaching stations.
- Projectors and Accessories.
- Video Recorders/Receivers, Video Editing Equipment and Accessories.
- Musical Instruments (Buy/Rent/Lease).

Existing A/V suppliers should transition to COSTARS-34 as their contracts renew during the next twelve months, at which time the scopes of COSTARS-3 and COSTARS-4 will be amended. Additional questions and concerns should be addressed to Commodity Specialists Emanuel Williams, 717-703-2946, [emwilliams@pa.gov](mailto:emwilliams@pa.gov) (COSTARS-4, 34) or Roxann MacAvoy, 717-346-2680, [rmacavoy@pa.gov](mailto:rmacavoy@pa.gov) (COSTARS-3).

### COSTARS-4 Office, School, and Library Supplies

The title of the contract has been changed to reflect the broader scope, which now includes **Library Books or Print Materials, Library Non-Print Materials and Library Supplies (refer to the contract online for a complete description)**. In addition, a contractor may choose to offer **Library Services** (such as cataloging and processing, machine readable cataloging, customized reports, bibliographic reports, security tape, Dewey order and bar codes) as ancillary services in conjunction with the products it provides to a purchaser.

### COSTARS-12 Emergency Responder Loose Supplies

In recognition of the increased use of body and mobile cameras by law enforcement and other public safety services, the category of Public Safety Equipment and Supplies has been expanded to include **Mobile Cameras and Video Recording Equipment for In-vehicle or Body-worn Use**.



# Road Paving Materials and Equipment Contracts Available to COSTARS Members

By Kim Bullivant, COSTARS Marketing Manager

*Sometimes the road less traveled is less traveled for a reason. ~ Jerry Seinfeld*

With the road construction season in full swing, did you know that COSTARS Members can piggyback off of a number of statewide asphalt paving material and construction/heavy-duty type power equipment contracts?

In fiscal year 2014-2015, COSTARS members spent nearly \$40 million on roadway maintenance materials and equipment including:

- \$23 million on the Construction Heavy-Duty Type Power Equipment contract (#4400011411).
- \$11.9 million on Bituminous Materials contracts (#561036ITQ, #5710-01 and #5610-37).
- \$2.5 million on the Aggregates and Anti-Skid Materials contract (#5610-15).
- And more than \$600,000 on the Bridge and Highway Maintenance Materials ITQ contract (CN00030482).

Additionally, COSTARS members saved nearly \$2 million in process costs (i.e., costs associated with administration, bid advertising, and contract award) and approximately \$5 million in discounted prices from suppliers, by purchasing from these COSTARS-participating contracts.

A number of asphalt paving-related contract suppliers who participate in the COSTARS Program had great things to say about the program.

*"COSTARS has been a blessing from the equipment distributor side. Discount levels are published and made aware to both supplier and purchaser up front. Government entities that Groff Tractor & Equipment, Inc. has not done business with in the past, can find us through COSTARS, helping us to establish the introduction of our products and services to this market segment." ~ Groff Tractor & Equipment, Inc.*

*"The COSTARS contract is a great tool for the municipalities because they can build the equipment specific to their needs. We demonstrate the products and options that are needed to get the job done. The municipality is saving money, time and getting exactly what is needed by using the COSTARS contract. The contract is easy to use and well accepted throughout the state, making it our first choice for the customer." ~ U.S. Municipal Supply, Inc.*

*"Asphalt Maintenance Solutions, LLC views the COSTARS Program as time, money and aggravation saving; eliminating watching for bid advertisements, filling out bidding documents, waiting on award letter, waiting on bonding, etc., which can amount to three weeks of time, when the project normally is only a one-day job. COSTARS is excellent for small projects mainly due to the savings in time and money for all concerned."*

*~ Asphalt Maintenance Solutions, LLC.*

**Continued on page 5**

## Asphalt Paving

*An Excerpt from American Association of Motor Vehicle Administrators (AAMVA) Regional News*

Summer—it's that time of year when many of us are hitting the roads with the family. No matter how well you plan out your trip, it is almost inevitable that somewhere along the way we will all groan when we see the dreaded "Road Construction" signs. But without those paved roads, we'd be hard-pressed to get to where we want to go as quickly, or as cheaply, as we do.

Below are some interesting facts about asphalt you might want to think about next time you're stuck in road construction traffic:

- **4.1 million** - Approximate number of miles of public roads in the U.S. according to the Federal Highway Administration (FHWA). More than 253,000 of those miles are located in Pennsylvania, the state with the 11th highest number of lane miles in the U.S.
  - More than 1.3 million miles are unpaved.
  - About 1.8 million miles are paved local roads for which FHWA does not track pavement type.
  - Of the remaining 953,000 miles of paved roads, about 796,000 miles are asphalt and 158,000 miles are concrete.
- **18 billion** tons of asphalt pavements in American roads, all of which could be mined for reuse in new asphalt pavements.
  - Currently, the asphalt pavement industry reclaims more than 99 percent of asphalt pavement removed from projects for reuse in future projects.
- **65 percent** of the asphalt pavement market is identified in publically funded highway projects.
- **80 million** tons of asphalt pavements are recycled annually – the most recycled material in the United States—more than glass, metal, tires, paper or any other material.
- **\$1** The FHWA estimates that each dollar spent on road, highway and bridge improvements results in a payback of \$5.20 in reduced vehicle, road and bridge maintenance costs, reduced delays, reduced fuel consumption, improved safety and reduced emissions.
- **\$300 million** per year is saved by American taxpayers through asphalt recycling. Asphalt cuts road construction time.\*

\* These facts and more can be found online at:

[Market Facts](#) (National Asphalt Pavement Association)

[Fast Facts](#) (MyAsphaltPavingProject.com)

[Asphalt Paving Facts](#) (Falcon Industries)

[Asphalt Pavements Increase Use of Recycled Materials](#)

(AsphaltFacts.com)



# New Leadership Discusses COSTARS *(continued from page 1)*

## Deputy Secretary and Chief Procurement Officer Share Views

Hess reminds us that a downside to today's technology is that many buyers are reliant on the Amazon.com® model, where they can go to one place and find everything, and that may not necessarily be the best value approach. COSTARS, BSSO, and BVM require the buyers to be more engaged and search in several places on the Department of General Services website. These programs must continue to provide outreach through online educational training modules, workshops, and webinars while ensuring their tools are simple and easy to use, Hess says. He also stressed the importance of using technology to deliver information and training, such as social media and YouTube. The COSTARS Program has introduced training simulations on the COSTARS website and is looking to expand the training materials available to our members and suppliers, including webinars. Earlier this year, COSTARS joined Facebook and Twitter.

CPO Doherty also discussed the need for internal education within state agencies about these programs. She said there is still some confusion in exactly how COSTARS works. "I think if you said to someone in state government 'what is COSTARS?', they would tell you it is the commonwealth's cooperative purchasing program, but may not be able to tell you how it works specifically," Doherty said. She applauded a recent workshop presented by COSTARS, BSSO, and BVM to associates of the Bureau of Procurement. "It was terrific. I think doing some workshops like this with different state agencies would be a great internal marketing opportunity. This would help the program to grow in popularity and understanding. I know COSTARS is getting out to the communities and marketing, but even just marketing internally to the different state agencies would be good to spread the word so they can start talking about it at the local level," she said.

Doherty also emphasized the dual nature of COSTARS' cost savings. "The COSTARS Program helps the state to leverage and increase the volume of our statewide contracts and achieve greater cost-savings, and municipalities also are able to leverage that buying power. It also provides great business opportunities for the small business community to be able to either compete on a statewide contract or bid on a COSTARS-exclusive contract. Members have the option to use a statewide contract or keep their tax dollars in their local economy with a COSTARS-exclusive contract. It's a terrific program. COSTARS is just an actual extension of what we are all working toward. It helps to contribute to the notion of having a government that works and provides value to the local governments, our suppliers, the state government, and taxpayers," Doherty said.

Hess urged authorized suppliers to use COSTARS tools to proactively market their companies to differentiate themselves among their competitors, such as implementing promotions or "sales". "Perhaps, we'll look at advertising opportunities on the COSTARS website," he suggested.

"COSTARS is a great program," Hess added. "I think it is highly valued and I can only predict really good things, assuming we stay attuned to the needs of our respective markets and customers, employ the technology that's available to us, and employ 'out of the box' thinking."



Chief Procurement Officer  
Jenny Doherty

## Connect With COSTARS

By Claire Osborne, COSTARS Marketing Manager

COSTARS Members and Suppliers can now interact with COSTARS staff via social media on Facebook and Twitter. Through these sites, COSTARS will conduct outreach and distribute useful and important information to our COSTARS constituency on a daily basis, such as urgent news and postings regarding contracts and policy updates and changes, as well as announcing and publicizing COSTARS-participating marketing events, presentations, workshops and conferences.



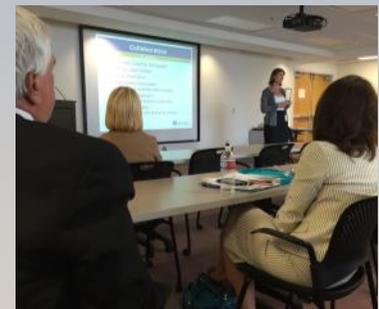
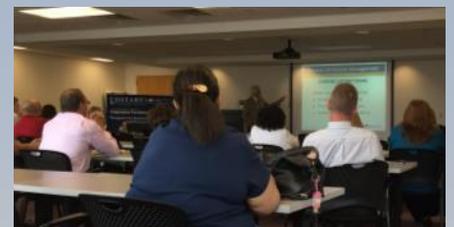
Follow us at <https://twitter.com/COSTARSNews>.



Like us at <https://www.facebook.com/pages/Costars-PA-Department-of-General-Services/904261462952351?ref=hl>

Connect with COSTARS now to begin receiving updates and information!

Of course, you can still contact us by phone at 1-866-768-7827 or email at [GS-PACostars@pa.gov](mailto:GS-PACostars@pa.gov).



Bureau of Procurement associates attend a recent workshop presented by COSTARS, BSSO, and BVM.



# 2015-16 Road Salt Contract Awarded

By Bruce Beardsley, COSTARS Marketing Manger

The Department of General Services (DGS) has announced most of the awarded suppliers for the commonwealth's Sodium Chloride road salt contract for 2015-2016. At press time, the award for nine counties remains under review.

This year, DGS used a "reverse auction," which reduced prices by \$10 million, compared to the suppliers' original bids. With this more aggressive methodology, the average price to PennDOT and COSTARS members is approximately 12 percent more than last year, due to increased market pricing.

"The current market of supply and demand dictates the pricing," said Ed Myslewicz, the DGS Bureau of Procurement commodity manager in charge of the road salt contract. "Last year's severe winter has pinched national stockpiles and depleted inventories, resulting in higher prices for consumers this year," he added.

There is a notable customer service improvement to this year's contract. Unlike last year, all COSTARS members, regardless of stockpile capacity, will be able to place their orders starting Aug. 1 (with the exception of the nine counties under review as of press time. They include McKean, Potter, Tioga, Bradford, Lycoming, Sullivan, Montour, Columbia and Northumberland).

Orders placed between Aug. 1 and Oct. 31 are subject to a 30-day delivery requirement. **COSTARS members are strongly urged to order their salt as soon as possible after Aug. 1.**

A record 1,655 COSTARS members are participating in this year's road salt contract (71 more than the previous year). COSTARS members' requested tonnage increased 9.8 percent to a record 909,951 tons.

The contract will be posted on or about Aug. 1 to the COSTARS website and available for viewing at the **Members** page under **Current News**.

## Road Paving Materials and Equipment Contracts Available to COSTARS Members *(continued from page 3)*

*"As a supplier who prides our self on having good people, quality products and honest service, at Vestal Asphalt we know that 'cheapest' does not always mean 'best'. The COSTARS program has empowered municipalities in Pennsylvania to procure goods and services in a way that provides the best value. Using COSTARS, our customers can purchase from reputable contractors and suppliers to obtain quality workmanship, take advantage of competitive pricing, and avoid costly and cumbersome bidding procedures. It truly is a win-win-win situation."*

*~ Vestal Asphalt, Inc.*

*"H&K Group has been a COSTARS Supplier for a number of years and consistently encourages our municipalities to use the COSTARS Program." ~ H&K Group, Inc.*

In addition to the above-mentioned statewide contracts, members may also rent heavy equipment for all of their roadway maintenance needs from a new COSTARS-exclusive contract - COSTARS-38 Heavy Equipment Rental. Equipment available to rent through this contract includes: aerial equipment; earthmoving equipment; highway/road maintenance equipment; power generation equipment; dump trucks; etc.

Members should consider COSTARS-38 and statewide COSTARS-participating asphalt paving material and construction heavy-duty type power equipment contracts for future roadway maintenance projects. To view these contracts, visit [www.costars.state.pa.us](http://www.costars.state.pa.us) and select Local Government & Schools /COSTARS (Cooperative Purchasing)/Member Information/yellow Members button. Then select COSTARS or Statewide Contract search via the Search Contracts link on the left-hand side of the page.



The Pennsylvania Department of Transportation's (PennDOT) Municipal Fuels Program funds a range of projects to support municipalities' construction, reconstruction, maintenance and repair of public roads or streets. The amount of a municipality's allocation is based on its population and miles of roads on their approved Liquid Fuels Inventory.

Municipalities may use liquid fuels funds to purchase commodities essential to completing these projects; such as aggregates, guard rails, highway support vehicles, sodium chloride, etc., via the COSTARS Program.

Although the Municipal Fuels Program and COSTARS are not related and are administered by different agencies, they complement each other by providing a means for municipalities to save money on road or street construction projects.

To learn more, visit the [Municipal Liquid Fuels Program](#) page on the PennDOT website.



## COSTARS Supplier Workshops

Throughout 2015, COSTARS Marketing Managers will be conducting free quarterly COSTARS Supplier Workshops at the Department of General Services Harrisburg offices at 555 Walnut Street.

The purpose of these workshops is to assist prospective and current suppliers with COSTARS and statewide contract opportunities, navigating the COSTARS website, performing online administrative functions, marketing tips for suppliers, and most importantly, to answer questions prospective and current suppliers may have about the program.

Workshops were held on March 17 and June 16, with more than 34 companies represented.

The next Supplier Workshop will be held on Tuesday, Sept. 15. RSVP at [GS-PACostars@pa.gov](mailto:GS-PACostars@pa.gov) or call 1-866-768-7827 if you are interested in attending a workshop.

## Sales Reporting

The COSTARS Program requires participating suppliers to report their COSTARS member sales on a quarterly basis. To electronically report your sales follow the steps below:



1. Go to the Supplier Portal
2. Select Log On in the upper right-hand corner
3. Select the Bidder tab at the top of the page.
4. Select the Enterprise Applications link on the left-hand side of the page.
5. If a Security Warning pop-up box appears, select No or Show All Content.
6. Select the COSTARS link at the top of the page to access your Vendor Dashboard.
7. Select the Report Sales link that corresponds to the contract for which you would like to submit a report.

### Troubleshooting Tips

Below are some helpful troubleshooting tips to try if you are not able to access the Enterprise Applications page with the COSTARS link.

1. Ensure you're using Internet Explorer version 8 through 11.
2. Go back one page, then re-enter and select the Bidder tab and Enterprise Applications link again.
3. Delete your browsing history by selecting Internet Explorer Tools/Internet Options, then select Delete under the Browsing History heading.
4. Ensure your pop-up blocker is turned off.

## Procurement Technical Assistance Center (PTAC) Helps Prospective Suppliers

Did you know there is a free, one-stop government-sponsored service that can answer questions and provide detailed assistance to companies that are trying to sell their goods/services to federal, state, and local government agencies?

Visit [www.seda-cog.org/ptac](http://www.seda-cog.org/ptac) for all the details.



## Website Hints Links to Favorites

Below are links to frequently used Web-pages on the COSTARS website. Save these links to your favorites to easily and quickly go to your most frequently used pages on the website.

### Member Information Page

<http://www.dgs.pa.gov/Local%20Government%20and%20Schools/COSTARS/Member-Information/Pages/default.aspx>

**Members Area** <http://www.costars.state.pa.us/HomeMem.aspx>

**Members Login Page** <http://www.costars.state.pa.us/Login.aspx>

### Supplier Information Page

<http://www.dgs.pa.gov/Businesses/Materials%20and%20Services%20Procurement/Supplier-Information/Pages/default.aspx>

### COSTARS Bidding Opportunities Page

[http://www.dgs.pa.gov/Businesses/Materials%20and%20Services%20Procurement/Supplier-Information/Pages/CostarsBiddingOpportunities.aspx#.VSV\\_cWXD-Uk](http://www.dgs.pa.gov/Businesses/Materials%20and%20Services%20Procurement/Supplier-Information/Pages/CostarsBiddingOpportunities.aspx#.VSV_cWXD-Uk)

### PA Supplier Portal Login page

<https://pasupplierportal.state.pa.us/irj/portal/login>

**COSTARS often communicates to our members and suppliers through mass emails which can be mistaken by your computer's SPAM protection as junk mail. To ensure that you are not missing important information from COSTARS, make sure your system allows emails from [GS-PACostars@pa.gov](mailto:GS-PACostars@pa.gov).**

# 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.

## Recent Events Attended By COSTARS Staff

<b>April 26-29</b>	PA State Association of Boroughs Annual Conference and Exhibition Lancaster
<b>May 1</b>	Cambria County Municipal Officials Convention Johnstown
<b>May 7</b>	Grant Workshop sponsored by Representative Stephen Barrar Chadds Ford
<b>May 8</b>	Delaware Public Purchasing Association Reverse Trade Show Hilton Christiana/Wilmington Newark, DE
<b>May 13</b>	COSTARS Supplier Training sponsored by GACO/GCAC-PTAC Slippery Rock University
<b>May 15</b>	Member and Supplier Workshops sponsored by Northern Tier Regional Planning and Development Commission Towanda
<b>May 27</b>	10th Annual Equipment Show hosted by Moshannon Valley Council of Governments Clearfield
<b>May 29</b>	Government Procurement Expo hosted by JARI PTAC Cambria County War Memorial Arena
<b>June 4</b>	Doing Business with PHA sponsored by the Philadelphia Housing Authority Philadelphia
<b>June 11</b>	Reading Chamber of Commerce Reverse Trade Show Reading
<b>June 16</b>	COSTARS Supplier Workshop Harrisburg
<b>June 18-19</b>	PA State Association of Township Commissioners (PSATC) Annual Conference Pocono Manor
<b>July 9</b>	PTAC/SEDA COG Prospective Suppliers' Workshop Harrisburg

If you would like to attend an event, please contact the sponsoring organization. To request a COSTARS representative to speak or conduct a training session for members or suppliers at an upcoming event, please call us at 1-866-768-7827.

## Upcoming Events

<b>Aug 7</b>	Lehigh County Association of Township Officials Convention Schnecksville 9 a.m. to 3:30 p.m.
<b>Aug. 24 - 25</b>	PA Municipal Authorities Lancaster
<b>Aug. 26</b>	Capital Region Council of Governments Hershey 8 a.m. to 9:30 a.m.
<b>Aug. 26</b>	PTAC Prospective Suppliers' Workshop Clarion
<b>Aug. 27</b>	Senator Vogel's Local Government Workshop New Castle 10 a.m. to noon
<b>Sept. 11 - 12</b>	PA Statewide EMS Annual Conference sponsored by PA Emergency Health Services Council (PEHSC) Lancaster
<b>Sept. 15</b>	COSTARS Supplier Workshop Harrisburg 2 p.m. to 4 p.m.
<b>Sept. 17</b>	Central PA Public Works Symposium Windsor
<b>Sept. 20 - 21</b>	PA Association of Councils of Government Annual Conference Harrisburg
<b>Sept. 25</b>	Allegheny County & Western PA Association of Township Commissioners Annual Joint Fall Conference Seven Springs
<b>Sept. 26</b>	PA Statewide EMS Annual Conference sponsored by PA Emergency Health Services Council (PEHSC) Altoona

## COSTARS Connection

Curtis M. Topper - Secretary, Department of General Services  
Ken Hess - Deputy Secretary for Procurement  
Jenny Doherty - Chief Procurement Officer  
Dawn Eshenour - Chief, Programs and System Division  
Bruce Beardsley - Marketing Manager  
Kim Bullivant - Marketing Manager  
Claire Osborne - Marketing Manager

Further information on the COSTARS program is available by phone at 1-866-768-7827 or by visiting the [COSTARS](http://www.costars.state.pa.us) website at [www.costars.state.pa.us](http://www.costars.state.pa.us).

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Editor: Bruce Beardsley





## New Members

Adams Regional Emergency Medical Services, Inc.  
 AGREM, Inc.  
 Barlow Volunteer Fire Company Inc.  
 Berks County Emergency Response Team  
 Bike Share Pittsburgh, Inc.  
 Boy Scout Troop #173  
 Boyertown Community Library  
 Boys & Girls Club of Somerset County, Inc.  
 Chambersburg Hospital  
 Child Development and Family Council of Centre County, Inc.  
 City Charter High School  
 City of Washington Parking Authority  
 Corry Area Chamber of Commerce  
 Crystal Fire Company No. 1  
 Educational Opportunity Centers, Inc.  
 Emsworth Volunteer Fire Company  
 Evergreen Elm, Inc.  
 Fair Oaks Volunteer Fire Protective Assn.  
 Family Service Association of NEPA  
 Friendship Firemens Relief Association  
 G'Town Restoration CDC  
 Geneva College  
 Glen Rock EMS, Inc.

Greater Johnstown Y.M.C.A.  
 Habitat for Humanity of Bucks County  
 Hanover Area Fire District, Inc.  
 Imler Area Volunteer Fire Company  
 Kearsarge Fire Department  
 Kentucky Avenue School  
 Lake City Municipal Sewer Authority  
 Landisburg Volunteer Fire Company  
 Marklesburg Authority  
 McIntyre Township  
 Mid-Atlantic Regional Archives Conference  
 Miller-Keystone Blood Center  
 Municipal Authority City of Monongahela  
 New Milford Municipal Authority  
 Northampton Borough Municipal Authority  
 Pathways of Southwestern PA  
 Pendle Hill  
 Pennsylvania Chapter of Children's Advocacy Centers & Multidisciplinary Teams  
 Pioneer Fire Company No. 1  
 Potential, Inc.  
 Rail-Trail Council of Northeastern Pennsylvania, Inc.  
 Reilly Township Constable  
 Rose Valley Borough

Saint Louise de Marillac  
 Schaefferstown Volunteer Fire Department  
 Scott Township Public Library  
 Seven Generations Charter School  
 Slovan Volunteer Fire Department  
 South Central Transit Authority  
 Special Unit 66  
 Support Center for Child Advocates  
 The Philadelphia School  
 Turtle Creek Valley, Inc.  
 Typical Life Corporation  
 Urban Pathways K-5 College Charter  
 Utility Emergency Services Fund  
 Victims Resource Center  
 Village Library of Morgantown, Pa.  
 Vision Academy Charter School  
 Washington County Habitat for Humanity  
 Waverly Community House  
 Wesbury UM Community  
 Whitmarsh Municipal Authority  
 Windham Township

As of July 24, 2015

## New Suppliers

### COSTARS Suppliers - COSTARS Exclusive Contracts

Please refer to the **COSTARS-exclusive Contract Authorized Suppliers List** insert for a complete listing.

### New COSTARS Participating Statewide Contracts

4400012597	Design Plastic Systems, Inc.	4400014301	Anthracite Auto Exchange, Inc.
4400012598	George L. Wilson & Co., Inc.	4400014302	Brookman Auto Parts, Inc.
4400012600	Insulation Corporation of America	4400014325	The Remi Group, LLC
4400012602	Grace Composites, Inc.	4400014361	All Seasons Landscaping Co, Inc.
4400012604	Suit Kote Corp.	4400014426	Corl Grove Services, Inc.
4400012608	Splice Sleeve North America, Inc.	4400014459	Mowris Tree Service & Landscaping
4400012610	Wine Concrete Products, Inc.	4400014461	Beeghly Tree Service, LLC
4400012611	Vestal Asphalt, Inc.	4400014516	PBS Learning Institute, Inc.
4400012612	Safety Guard Steel Fabricating Company, Inc.	4400014518	KLD Engineering, P.C.
4400012613	Meyer Acquisition Corp. DBA Mintek Resources, Inc.	4400014532	Dincher & Dincher Tree Surgeons, Inc.
4400012614	Cooper Trading, Inc.	4400014535	Townscapes, Inc.
4400012616	Cox Industries	4400014544	Tri County Petroleum, Inc. DBA Petro Choice
4400012617	Alton Steel, Inc.	4400014545	PPC Lubricants, Inc.
4400012627	Structural Fiberglass, Inc.	4400014577	Montgomery Urban Forestry
4400012628	Ward Steel Services & Supply	4400014588	Smart Devine Advisors, P.C.
4400012629	Concrete Simplicity Consulting & Supply, LLC	4400014596	Hewitt Ennisknupp, Inc.
4400012636	Gregory Industries, Inc.	4400014638	Fisher Auto Parts, Inc.
4400012637	R.G. Steel Corp.	4400014713	Erik R. Pages
4400012638	Trinity Highway Products, LLC	4400014748	Knight Educational Services, LLC
4400012642	Tri State Rebar Co.	4400014759	Executive Security & Protection
4400012644	New Enterprise Stone & Lime Co., Inc.	4400014761	North Highland Company
4400012648	Bloomsburg Metal Company, LLC	4400014793	Tom Brown, Inc.
4400012653	Dover Roadway Products & Supply Co., LLC	4400014834	Transpac Access, Inc.
4400012655	Quality Bridge & Fab, Inc.	4600015537	H&K Group, Inc.
4400012657	Maccaferri Gabions, Inc.	4600015538	H&K Group, Inc.
4400014229	Group Lacasse, LLC	4600015547	Harvey Salt
4400014287	Full Circle Computing, Inc.		

As of July 24, 2015



**1- COPIERS**

Advanced Office Systems  
 Axis Business Consultants  
 Brothers Lazer Service  
 Canon Solutions America  
 Canon USA  
 Colony Business Systems  
 Edwards Business Machines  
 Ford Business Machines  
 Fraser Advanced Information Systems  
 Golden Business Machines  
 Heritage Business Systems  
 Konica Minolta Business Solutions-USA  
 Kyocera Mita America  
 Nellcom Technologies  
 North Central Digital Systems  
 Phillips Office Solutions  
 Richter Drafting & Office Supply  
 Ricoh USA  
 Sapphire Technology Group  
 Sharp Electronics Corporation  
 Toshiba America Business Solutions  
 Xerox Corporation  
 XSE Group of Pennsylvania

**3- IT HARDWARE**

12:34 Micro Technologies  
 2K Networking  
 Aastra USA  
 Access IT Group  
 Advanced Audio Visual Sales  
 Advanced Office Systems  
 Advanticom  
 Advent Communications  
 AEC Group  
 All Lines Technology  
 Anixter  
 Applied Video Technology  
 Arraya Solutions  
 ATS Technical Services  
 Audio Visual Innovations  
 Automated Card Systems  
 B&B Communications  
 Berkshire Systems Group  
 BigVAR  
 Biz Communications  
 Black Consulting Services  
 Black Rock Technology Group  
 Brite Computers  
 Brocade Communications Systems  
 Brothers Lazer Service  
 BT Conferencing Video  
 Business Information Group  
 Cambridge Computer Services  
 Camcor  
 Candoris Technologies  
 Carahsoft Technology Corporation  
 Carousel Industries of North America  
 CBM Business Machines  
 CCL Technologies  
 CDI Computers  
 CDW  
 CENERO  
 Clair Brothers Audio Systems  
 CNI Sales  
 Collins Business Systems  
 Comm Solutions Company  
 Comm-Tech AV  
 Communications Consulting  
 Computer Connections  
 Computer Visionaries  
 Comstar Technologies  
 Connectivity Communications  
 CORE BTs  
 Corl Communications  
 Cross IT Services & Solutions  
 CRUX  
 CS Technologies Plus/Computer Showcase  
 CSI Technology  
 Custom Computer.com  
 Dagonstino Electronic Services  
 DakTech  
 Data Networks of America  
 Data Recovery Services  
 Data 911  
 Datalux Corporation  
 DataMatrix Systems  
 Dauphin Data/Dauphin Electric  
 DayOne Systems

Delco Solutions  
 Dell Marketing  
 Design Data Corporation  
 DVS Direct  
 EarthWalk Communications  
 Empire Communication Systems  
 En-Net Services  
 Enabling Technologies Corporation  
 Enterasys Networks  
 Entertainment Services Group  
 ePlus Technology  
 Essex Technology Group  
 ET&T  
 Exelos  
 Extron Electronics  
 FireFly Computers  
 Fitch Electronics  
 Forerunner Technologies  
 Freedom Systems  
 Frontier Technologies  
 Full Circle Solutions Group  
 GovConnection  
 Graffen Business Systems  
 Hagan Business Machines of Meadville  
 Haverford Systems  
 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  
 Informative Technologies  
 Information Technologies Services  
 Infradap  
 IntegraONE  
 Integration Partners  
 Intermedia Group  
 Iron-Tree Data Networks  
 Island Tech Services  
 J.P. Lilley and Son  
 Juniper Networks (US)  
 K&C Communications  
 Keyser Consulting Group  
 Keystone Communications Service  
 KIT Network Cabling  
 LAM Systems A Division of GDC IT  
 Solutions  
 LANConnect  
 Lenovo (United States)  
 Lerro Corporation  
 Lightspeed Technologies  
 Link Computer Corporation  
 Logical Front  
 LPS Associates  
 LYNX Computer Technologies  
 MCPe  
 Micro Technology Group  
 Micro-One Computer Center  
 Microapex Computer Systems  
 Morefield Communications  
 MTM Technologies  
 Nellcom Technologies  
 Netech Corporation  
 Networking Technologies  
 Nolan and Rogers  
 NORSTAR Telecommunications  
 Office Technology  
 Omega Systems Consultants  
 Optech  
 PhillyCom  
 Pierson Computing Connection  
 Pomeroy IT Solutions Sales Company  
 Presidio Networked Solutions  
 Prime Communications  
 PSX  
 Questeq  
 Razor Technology  
 Reynolds Business Systems  
 RF Design & Integration  
 Ricoh USA  
 RPC Video  
 Sage Technology Solutions  
 SBM Electronics  
 Schaedler Yesco Distribution  
 SCW-Southern Computer Warehouse  
 Seneca Data  
 SHI International  
 Sidium Solutions  
 Sirius Computer Solutions

Softmart  
 solutions4Networks  
 Solutionz Video Conferencing  
 Springboard Media  
 Staley Communication  
 Star Audio/Visual Repair  
 Star Tech  
 Starlite Productions International  
 Summit Technology Consulting Group  
 Sun Management  
 Sunrise Computers, digitalSunrise  
 synergIT  
 Systems Management Planning  
 Szymanski Consulting  
 Texolve Digital  
 Total Video Products  
 Tri-State Video Services  
 Troxell Communications  
 Two Technologies  
 Unisys Corporation  
 Vector USA  
 Velocity Network  
 Video Visions  
 VION Corporation  
 Vision Business Products  
 Vistacom  
 Visual Sound  
 Weidenhammer Systems  
 Wireless Communications  
 Wolfington Body  
 Worldgate  
 Zones

Erzen Associates  
 Fagan Sanitary Supply  
 Franklin Cleaning Equipment and Supply  
 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  
 National Chemical Laboratories of Pennsylvania  
 Nittany Paper Mills  
 Paper Products  
 Penn Valley Chemical  
 Pennsylvania Paper & Supply Company  
 PESTCO Professional Services  
 Phillip Rosenau  
 Pitt Chemical & Sanitary Supply  
 Pro-Link  
 Quaker City Paper Company  
 Randall Industries  
 Sanford Company  
 Singer Equipment Company  
 State Industrial Products  
 The Hearn Paper Company  
 Triple S  
 W.W. Grainger  
 Xpedx

**6-SOFTWARE**

AEC Group  
 Applied Voice & Speech Technologies  
 Arraya Solutions  
 Automated Card Systems  
 Black Consulting Services  
 Cambridge Computer Services  
 Cartegraph Systems  
 CDW  
 Comm Solutions Company  
 Computer Intelligence Association  
 Computing Systems Innovations  
 Cross IT Services & Solutions  
 D&E Networks  
 Dallas Data Systems & Programming  
 Data Networks of America  
 Data Recovery Services  
 Dell Marketing  
 Delta Development Group  
 eDocs Technologies  
 Edwards Business Systems  
 En-Net Services  
 ePlus Technology  
 Essex Technology Group  
 Extract Systems  
 Ford Business Machines  
 Freedom Systems  
 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  
 LAM Systems  
 Logical Front  
 Lucity  
 MTM Technologies  
 Municipal Software  
 NextStep Technology  
 NextStep Technology Advisors  
 Plan B Technologies  
 Presidio Networked Solutions  
 Prime Communications  
 RBA Professional Data Systems  
 Reynolds Business Systems  
 SBM Electronics  
 SHI International  
 Softmart  
 Summit Technology Consulting Group  
 Sunrise Computers, digitalSunrise  
 synergIT  
 Worldgate



**4-OFFICE, SCHOOL & LIBRARY SUPPLIES**

Aaron Solutions  
 Bulldog Office Products  
 Datastuff  
 Guernsey Office Products  
 Hampton Office Products  
 Impact Office  
 Indoff  
 IPS Global  
 Kurtz Bros.  
 Lakeshore Learning Materials  
 Laser Lab  
 Office Basics  
 Office Depot  
 OfficeMax  
 Office Service Company  
 One Point  
 School Specialty  
 Staples Advantage  
 Stotz & Fatzinger Office Supply  
 Supply Saver Corporation  
 Systematic Filing Products  
 Vision Business Products  
 Way Office  
 WB Mason Company  
 Weaver Associates

**5-JANITORIAL SUPPLIES**

503 Corporation  
 A-Z Janitorial Services  
 Accommodation Mollen  
 Allegheny Supply  
 Amano Pioneer Eclipse  
 Americhem International  
 Apex Cleaning Supply  
 Apter Industries  
 Bortek Industries  
 Buckeye International  
 Clarkson Chemical  
 Clearfield Wholesale Paper  
 DeSantis Janitor Supply Company  
 Direct Service  
 Envirox  
 Erie Cotton Products

**7-FOODS**

Feesers  
 Galliker Dairy Company  
 Karetas Foods  
 US Foodservice/Altoona

## 8-MRO (Maintenance, Repair & Operation Equipment and Supplies)

2 Krew Security & Surveillance  
3B Services  
84 Lumber Company  
A&K Industrial  
A1 Energy  
AB Specialties  
Abbey Carpet & Floor  
ABE Fence  
Access Lock Technologies  
Air Cleaning Systems  
Airborne Contamination Identification Associates  
Anixter  
APR Supply  
Batteries Plus #187  
Batteries Plus Pittsburgh  
Berkshire Systems Group  
Billows Electric Supply  
Bloom LED Lighting  
Blue Sky International  
Bonfitto  
Breneman Company  
Builders Hardware and Specialty Company  
Builders Specialty Service  
Building Systems Integrators  
C.M. Eichenlaub  
Cam-Tek Systems  
CapitalTristate  
Cash & Carry Electrical Supply  
Central PA Dock & Door  
Central State Door Service  
Ciro Electrical Supplies  
City Lighting Products  
Cleveland Brothers Equipment  
Colonial Electric Supply Company  
Combustion Service & Equipment  
Contract Hardware and Supply  
Control Dynamics Corporation  
Cooper Electric Supply Company  
Cope Floor & Wall Covering  
Cramer's Cashway  
Crystalline Technology  
CSI Communication Systems  
Dagostino Electronic Services  
DataMatrix Systems  
Dauphin Electric Supply Company  
Denny's Carpet  
DGF Products  
Dobil Laboratories  
Dynatech Industries  
E.A. Waetjen  
Edwin L. Heim Company  
eLock Security Specialists  
Emergency Systems Service Company  
Enginity  
Excel Communications Worldwide  
Fastenal Company  
FSI Industries  
Filtech  
Fink Brothers Supply  
Forbo Flooring  
Franklin Electric Company  
Franklin Flooring  
Frey Lutz  
Friedman Electric Supply  
Frigo Design  
Fromm Electric Supply Corporation  
G.R. Sponaugle & Sons  
General Products & Supply  
George M. Brobeck  
Getz Fire Protection  
Global Access Control Systems  
Griffith Electric Supply  
H.C. Nye  
Hajoca Corporation Weinstein Supply  
Hardware Specialties of State College  
HAAS Factory Outlet  
HC HoodCo  
HD Supply Facilities Maintenance  
HD Supply Power Solution  
Heffner Holdings  
Hilti  
Hilton's Lock Service  
Homeland Industrial Supply  
Hornung's True Value  
Huckestein Mechanical Service  
Hunter and Lomison  
HVAC Distributors  
Hydraulic Solutions  
I.V.R.I.  
IDN Hardware Sales  
IIS Group

Industrial Piping Systems  
Integrated Security & Communications of Eastern PA  
Integrated Security Systems  
James R. Gross  
Johnson Controls  
Johnstone Supply Downingtown  
Johnstone Supply Easton  
Johnstone Supply Pittsburgh  
Jordan's Paint & Glass  
Kensington  
Keystone Fire Protection  
Keystone Floor Products  
KIT Network Cabling  
Kleppers Security Source  
Knickerbocker Russell  
Levco Communications  
Lezzer Lumber  
LowV Systems  
Maintenance USA  
Manna Supply  
Mardinly Industrial Power  
Mariel USA  
Mastercraft Sports Flooring  
Meadow Valley Electric  
Montour Industrial Supply  
MSC Industrial Supply  
MUSCO Sports Lighting  
MYS Security Services  
Orlando Diefenderfer Electrical Contractors  
P2 ABC Controls  
Patriot Contractors Equipment Sales & Supply  
Pecora Flooring  
Penn Power Systems  
Penn State Electric Mechanical Supply  
Pittsburgh Air Systems  
PPG Architectural Finishes  
Production Express  
PSX  
R.F. Fager  
Radio Maintenance  
RAM Industrial Services  
Rampart Service of West Moreland County  
RE Michel Company  
RF Design & Integration  
Rumsey Electric Company  
Sage Technology Solutions  
Schaedler Yesco Distribution  
Schneider Electric Buildings Americas  
Scott Electric Company  
Security Fence Company  
Select Security  
Service Supply  
Shaw Industries  
Sherwin Williams Company  
Siemens Industry Building Technologies Division  
Smart Start Lighting  
Stanford Home Centers  
Stanley Security Solutions  
Stouch Lighting  
Stough Contracting  
Suburban Wholesale Lighting  
SVB Associates  
Sycamore Mechanical Contractors  
The A.G. Mauro Company  
The Hite Company  
The Protection Bureau  
The Tri-M Group  
The Wire Guys  
Titan LED  
Trane US  
Tri-County Electrical Supply  
Tri-Dim Filter Corp.  
Tri-State Supply  
Triangle Communications  
Triple "R" Truck Parts  
Turiks Electric  
TuWay Mobile Communications  
United Electric Supply Company  
Valley Power  
Vector USA  
Voneto  
W.C. Weil Company



W.W. Grainger  
Wacor Electronic Systems  
Warehouse Battery Outlet  
Water Heater Distributors  
Watson Supply  
WESCO Distribution  
Williams Service Company  
Winter Engine-Generator Service  
X-Pert Communications  
Yesco New Castle

## 9-GRAPHIC & PRINTING SERVICES, EQUIPMENT AND SUPPLIES

84 Lumber Company  
Blake Barancik Design Group  
Corporate Distribution LTD  
E. Thomas Brett Business Machines  
FotoRecord Print Center  
George Hill Systems  
Howard Industries  
ITP of USA  
K-B Offset Printing  
Partners and Harrison  
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

10-8 Emergency Vehicle Service  
3 Rivers Fire Equipment  
911 Rapid Response  
911 Safety Equipment  
Abe Bernstein Clothing  
Airpower International  
All Traffic Solutions  
Atlantic Tactical  
Bob Barker Company  
Brico Technologies  
Cardiac Science Corporation  
Centre Communications  
Coban Technologies  
Compressed Air Systems  
CPR HeartStarters Safety Training  
CreateSafety  
Digital Ally  
Emergency Vehicle Product Group  
Enforcement Video  
ESI Equipment  
Force One Body Armor  
FreCom  
HC Global  
Hess Embroidery & Uniforms  
Ibis Tek  
Island Tech Services  
J-Tech Emergency Lighting  
K&C Communications  
Kair  
Kaza Fire Equipment  
Keystone Communication Service  
Keystone Fire Apparatus  
KPI Tactical  
Kustom Signals  
L-3 Communications Mobile-Vision  
Lawmen Supply Company of New Jersey  
Major Police Supply  
Mannion Enterprises  
Markl Supply  
McDonald Uniform  
Metropolitan Communications  
Mid Atlantic Fire and Air Corporation  
Mine Safety Appliances Company  
MES  
Modern Group Power Systems  
Night Vision Depot  
PA Public Safety  
Palco Sales  
Pelican Mobile, Tactical Solution Partners  
Physio-Control  
Premier Safety & Service  
Pro-Am Safety



R.F. Design & Integration  
Radio Maintenance  
Rogers Uniforms  
Rogue Elite  
Samzie's Uniforms  
School Health  
Seon Design USA  
Smiley's Fire Equipment  
Staley Communications  
Starr Uniform Center  
Susquehanna Fire Equipment Company  
Tactical Wear Online  
Team Force  
The Fire Store and OfficerStore  
Think Safe  
Tri-State Training and Safety Consulting  
Triangle Communications  
TRM Emergency Vehicles  
TuWay Mobile Communications  
Uniform Gear  
Universal Industrial Supply  
V.E. Ralph & Son  
Wireless Communications  
W.L. Snook & Associates

## 13-EMERGENCY RESPONDER VEHICLES

10-8 Emergency Vehicle Service  
Apple Chevrolet  
Apple Ford  
Berger Family Dealerships  
Beyer Ford  
Beyer of Morristown  
Campbell Supply of PA  
Chapman Chevrolet  
Chevrolet 21  
Custom Fire Apparatus  
Day Chevrolet  
Day Ford  
E-ONE  
Emergency Equipment Sales  
Ferrara Fire Apparatus  
Ford of Uniontown  
Four Guys Stainless Tank & Equipment  
Fred Beans Ford of West Chester  
Glick Fire Equipment  
HME Ahrens-Fox  
Hoffman Ford Sales  
Hondru Chevrolet  
Hondru Ford  
Horrocks Fire and Rescue Apparatus  
Jim Shorkey Chrysler Dodge Jeep  
John Meegan Ford  
Kaza Fire Equipment  
Kenny Ross Chevrolet  
Kenny Ross Ford  
Keystone Emergency Vehicles  
Keystone Ford  
KME Fire Apparatus  
Lake Ford Lincoln-Mercury  
Lancaster County Motors  
Lansdale Auto Group  
Laurel Ford Lincoln Mercury  
LDV  
Manderbach Ford  
Marion Body Works  
Matthews Paoli Ford  
McCafferty Ford of Mechanicsburg  
Micro Fire Apparatus  
Milham Ford  
MJR Equipment  
Mobile Concepts by Scotty  
New Holland Auto Group  
Pfund Superior Sales  
Pierce Manufacturing  
Precision Industries  
Reagle Dodge  
Sabre Equipment  
Scranton Dodge Chrysler Jeep  
Shults Ford Lincoln  
Smeal Fire Apparatus  
Spartan ERV  
Speclin Emergency Vehicle Sales & Service

**13-EMERGENCY RESPONDER VEHICLES (cont.)**

Splitler  
 Sunbury Motor Company  
 Susquehanna Chrysler Dodge Jeep Ram  
 Sutliff Chevrolet Company  
 Sutphen Corporation  
 SVI Trucks  
 Swab Wagon Company  
 Tom Masano Ford  
 Toyne  
 Tri Star Chrysler of Somerset  
 Tri-Star Ford of Somerset  
 VCI Emergency Vehicle Specialists  
 Videon Chrysler Dodge Jeep Ram  
 Whitmoyer Buick Chevrolet  
 Whitmoyer Ford  
 Winner Ford  
 Woltz & Wind Ford  
 Zook Motors

**14-RECREATIONAL & FITNESS EQUIPMENT**

Advantage Sport & Fitness  
 Aluminum Athletic Equipment  
 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  
 CXT  
 Cybex International  
 Daktronics  
 Degler-Whiting  
 Design Systems  
 G2 Industries  
 G&G Fitness  
 General Recreation  
 George Ely Associates  
 Gym Source  
 H&L Team Sales  
 Heartline Fitness Products  
 Horizon Structures  
 Institutional Specialties  
 Keystone Ridge Designs  
 Knight Athletics  
 Kompan  
 KwikRink Synthetic Ice  
 Liberty Parks and Playgrounds  
 Life Fitness, a Division of Brunswick Corporation  
 Mastercraft Sports Flooring  
 Nevco  
 Oldcastle Precast  
 PEMCo  
 Pete Jeffrey & Associates  
 Play and Park Structures  
 Playground Concepts of Western PA  
 Playpower LT-Farmington  
 Recreation Resource USA  
 Riddell-All American  
 River Valley Recreation  
 Robinson Steel Company  
 Romtec  
 Rubbercycle  
 S & S  
 Snider & Associates  
 SoSURFACES  
 Sport Floors  
 Sports and Recreation Associates  
 Sportmans  
 The Fibar Goup  
 The Fitness Headquarters  
 Third Dimension Specialties  
 VIS Signs  
 Wausau Tile  
 Webster's Fitness Products

**15-WATER & WASTE WATER TREATMENT – CONSUMABLES**

Aqua Chemical Supply  
 Environmental Operating Solutions  
 General Products & Supply

Guardian Chemical Specialties  
 Pollu-Tech  
 Smith Water Technologies

**16-WATER & WASTE WATER TREATMENT – COMPONENTS/EQUIPMENT**

Abel Recon  
 Catalone Pipe & Supply Company  
 Chemway  
 Control Systems 21/Process Control Specialists  
 Cooney Brothers  
 DRV  
 EAP Industries  
 Edwin Elliott  
 EnQuip Company  
 Envirep  
 ES2 Environmental Systems and Equipment  
 Service  
 Exeter Supply  
 Ferguson Waterworks  
 FloWav  
 Godwin Pumps of America  
 Golden Equipment  
 Granturk Equipment  
 Guardian Chemical Specialties  
 HD Supply Waterworks  
 If It's Water  
 Industrial Piping Systems  
 Insight Pipe Contracting  
 Jack Doheny Companies  
 KELSO Solutions  
 L/B Water Service  
 Longo Electrical Mechanical  
 MeterPro Services  
 Mid-Atlantic Pump & Equipment Company  
 Mid-Atlantic Waste Systems  
 Mr. Rehab  
 Mueller  
 National Road Utility Supply  
 North East Technical Sales  
 Nutech Control Products  
 Optical Robotics  
 Penn Valley Pump  
 Perma-Liner Industries  
 Pipelines of PA  
 Process Wastewater Technologies  
 Progressive Pipeline Management  
 RedZone Robotics  
 Rio Supply of PA  
 Romtec Utilities  
 Schaedler Yesco Distribution  
 Sewer Specialty Services  
 Technical Devices  
 Teledyne Isco  
 Telog Instruments  
 Trenchless Pipe Solutions  
 Utility Service  
 Vacuum Sales  
 W.C. Weil Company  
 Xylem Water Solutions USA

**17-WASTE, RECYCLING & MATERIAL HANDLING CONTAINERS**

Advanced Equipment Sales  
 Al-Jon Manufacturing  
 BE Equipment  
 Busch Systems International  
 Eagle Equipment Corporation  
 Eagle Truck Equipment  
 Merkin Equipment Services  
 Mid Atlantic Waste Systems  
 Orbis  
 Peter Pepper Products  
 Recycling Equipment Corporation  
 Rehrig Pacific Company  
 Schaefer Systems International  
 T.M. Fitzgerald & Associates  
 Toter  
 Windsor Barrel Works

**19-MEDICAL SUPPLIES**

Best Quality Medical  
 Bound Tree Medical  
 Direct Sell Group  
 First Choice Medical Supply  
 Manheim Medical Supply  
 McKesson Medical-Surgical Minnesota Supply  
 MedCare Equipment Company  
 Medline Industries  
 School Health Corp  
 Specialty Medical Products

**20-LABORATORY SUPPLIES**

Agilent Technologies  
 B&B Microscopes  
 Carolina Biological Supply Company  
 Fisher Scientific Company  
 Hach Company  
 Metrohm USA  
 North East Technical Sales  
 OraSure Technologies  
 PASCO Scientific  
 PerkinElmer Health Sciences

**22-WEATHERIZATION MATERIALS**

84 Lumbar Company  
 Houck Services  
 Windows Doors and More

**24-TRAFFIC SIGNS**

Custom Products  
 U.S. Municipal Supply

**25-MUNICIPAL WORK VEHICLES**

A&H Equipment Company  
 Abeloff Buick-GMC-Nissan-Kia  
 AJ's Truck and Trailer Center  
 Allegheny Ford Truck Sales  
 Allegheny Trucks  
 Altec Industries  
 Anjer  
 Apple Chevrolet  
 Apple Chrysler, Dodge, Jeep, Ram of Hanover  
 Apple Ford  
 Automotive Lift Specialist  
 AutoPort  
 Baierl Chevrolet  
 Baierl Ford  
 Bayshore Ford Truck Sales  
 Beasley Ford Lincoln  
 Berger Family Dealerships  
 Bergery's Ford  
 Bergey's GMC  
 Berman Freightliner  
 Beyer Ford  
 Bob Fisher Chevrolet  
 Bradco Supply  
 Bressler's  
 Brian Hoskins Ford  
 Brown Daub Chevrolet of Nazareth  
 Bucks County International  
 Chapman Chrysler Jeep Dodge  
 Chapman Ford of Lancaster  
 Chevrolet 21  
 Cleveland Brothers Equipment  
 Daniel B. Krieg  
 Dave Hallman Chevrolet  
 Davies Ford  
 Day Chevrolet  
 Day Ford  
 Dejana Truck & Utility Equipment of Greater Philadelphia  
 Del-Val International Trucks  
 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  
 Five Star International  
 Ford of Uniontown  
 Fred Beans Ford Lincoln Mitsubishi Isuzu  
 Fred Beans Ford of West Chester  
 Frederick Auto Sales  
 Fyda Freightliner, Pittsburgh  
 Gary Schmidt's Garage  
 G.L. Sayre  
 GapVax  
 Gibbons Ford  
 Golden Equipment Company

Granturk Equipment  
 GreenGo Tek  
 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 Chrysler Dodge Jeep Ram  
 Hondru Ford  
 Horwith Trucks  
 Hostetler Truck Bodies and Trailers  
 Hunter Keystone Peterbilt  
 Hunter Truck Sales & Service  
 Intercon Truck Equipment  
 J&J Truck Equipment  
 J-Tech Emergency Lighting  
 Jennings Chevrolet Buick GMC  
 John Bonham Road Equipment & Supply  
 John Kennedy Ford Mazda of Pottstown  
 John Meegan Ford  
 JW Fleming  
 Keith's Truck Service  
 Ken Pollack Nissan  
 Kenny Ross Chevrolet  
 Kenny Ross Ford  
 Kenworth of Pennsylvania  
 Keystone Ford  
 Kightlinger Motors  
 KME Fire Apparatus  
 Kovatch Ford  
 Lake Chevrolet  
 Lake Ford Lincoln Mercury  
 Lakeside Chevrolet Buick  
 Lancaster Truck Bodies  
 Laurel Ford Lincoln-Mercury  
 LB Smith Ford Lincoln  
 Legacy Truck Centers  
 Levan Machine & Truck Equipment  
 Lowe and Moyer Garage  
 Manderbach Ford  
 Maxwell Truck & Equipment  
 McCafferty Ford of Mechanicsburg  
 McCall Motors  
 McCoy Equipment and Sales  
 McNeilus Financial  
 Merkin Equipment Service  
 Mid-Atlantic Waste Systems  
 Milham Ford  
 MJR Equipment  
 Mobile Lifts  
 Morrocco Welding  
 Motorworld Automotive Group  
 Murray's Ford  
 Nicholas Wyoming Valley Truck Sales  
 New Holland Auto Group  
 Noerr's Garage  
 PA Public Works Equipment  
 Pacifico Ford  
 Pennsylvania Truck Centers  
 Penske Buick GMC Trucks  
 Piechota Group  
 Pocono Peterbilt  
 Powell's Sales and Service  
 Push-N-Pull  
 R.J. Twitchell & Company  
 Reading Equipment & Distribution  
 Reagle Dodge  
 Red Hill Garage  
 River's Truck Center  
 Rotary Lift  
 Sabre Equipment  
 Salandro Equipment Sales  
 Sands Chrysler Jeep Dodge  
 Seigworth Road Supply  
 Sherwood Chevrolet  
 Sherwood Freightliner, Sterling & Western Star  
 Shively Motors  
 Shults Ford Lincoln  
 Smail Company  
 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  
 Susquehanna Chrysler Dodge Jeep Ram  
 Susquehanna Motor



## 25-MUNICIPAL WORK VEHICLES

(cont.)

Sutliff Chevrolet Company  
Swab Wagon Company  
T.P. Trailers  
The American Road Machinery Company  
The New Harrisburg Truck Body  
Tom Masano Ford  
TransEdge Truck Center  
Transteck  
Tri Star Chrysler of Somerset  
Tri Star Ford of Somerset  
Tri-County Motor Sales  
Tri-County Truck Center  
Triad Truck Equipment  
Triple Cities Mack Sales & Service  
Trius  
Truck Mounts Unlimited  
Trux  
U.S. Municipal Supply  
Vacuum Sales  
Valley Fab & Equipment  
Versa Lift East  
Viper Lift  
Walker Motor  
Walsh Equipment  
Watson Diesel  
Watt's Truck Center  
Whitmoyer Buick-Chevrolet  
Whitmoyer Ford  
Williams Ford Lincoln  
Woltz & Wind Ford  
Zacherl Motor Sales  
Zimmerman Enterprises  
Zook Motors  
Zoresco Equipment Company

## 26-PASSENGER VEHICLES

Abeloff Buick-GMC-Nissan-Kia  
Apple Chevrolet  
Apple Chrysler, Dodge, Jeep, Ram of Hanover  
Apple Ford  
Berger Family Dealerships  
Beyer Ford  
Bob Fisher Chevrolet  
Brown Daub Chevrolet of Nazareth  
Clarion Ford  
Clarion Chrysler Dodge Jeep  
Chevrolet 21  
Dave Hallman Chevrolet  
Fairway Motors  
Faulkner Chevrolet  
Faulkner Pontiac Buick GMC  
Ford of Uniontown  
Fred Beans Ford Lincoln Mitsubishi Izuzu  
Fred Beans Ford of West Chester  
Hoffman Ford Sales  
Hondru Chevrolet  
Hondru Chrysler Dodge Jeep Ram  
Hondru Ford  
Jennings Chevrolet Buick GMC  
John Meegan Ford  
Kenny Ross Chevrolet  
Keystone Ford  
Kightlinger Motors  
Kovatch Ford  
Lake Chevrolet  
Lake Ford Lincoln Mercury  
Laurel Ford Lincoln-Mercury  
Manderbach Ford  
McCafferty Ford of Mechanicsburg  
McCall Motors  
Milham Ford  
New Holland Auto Group  
Pacifico Marple Ford  
Penske Buick GMC Trucks  
Phil Fitts Ford  
Red Hill Garage  
Riverside Motor Sales  
Sands Chrysler Jeep Dodge  
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 Chrysler of Somerset  
Tri Star Ford of Somerset  
Videon Chrysler Dodge Jeep Ram  
Walker Motor  
Whitmoyer Buick-Chevrolet

## 26-PASSENGER VEHICLES (cont.)

Whitmoyer Ford  
Williams Ford Lincoln  
Wind Gap Chevrolet Buick  
Woltz & Wind Ford  
Zimmerman Enterprises  
Zook Motors

## 28-ENERGY CONSERVATION MANAGEMENT SUPPLIES

Automated Logic  
Dynatech Controls  
Pittsburgh Air Systems  
Radius Systems

## 29-GROUNDSKEEPING (Grounds/ Turf Maintenance)

A&S Asphalt Sealing  
Boulder Landscape  
Coventry Property Services  
Four Seasons Sports Turf  
Genesis Turfgrass  
Hummer Turfgrass Systems  
Joseph's Nursery & Garden Center  
S&S Processing  
Tomlinson Bomberger Lawn Care & Landscape  
Total Asphalt Maintenance

## 30-ENERGY CONSULTING SERVICES

ECG Engineering  
Encentiv Energy  
FTBA  
Grant Captial Management  
Mondre Energy  
Tibiri Energy Group  
United Electric Supply Company

## 32-SIGNAGE

84 Lumber Comapany  
Advanced Graphix  
Advantage LED Signs  
DeMans Team Sports  
Fast Signs Lancaster  
Leading Edge Signs & Imaging  
Scholar Promotions  
Signature Sign  
Takeform  
W.J Strickler Signs

## 33-STREET LIGHTING, PARKING METERS & STREET

FURNITURE  
Blair Companies  
Boyce Associates  
Cale America  
Dauphin Data/Dauphin Electric  
EnergySherlock  
Forms and Surfaces  
Global Parking Solutions USA  
IPS Group  
Keystone Solutions & Integrations  
POM  
PSX  
Richard N Best Associates  
SecureWatch24  
United Electric Supply  
United Public Safety

## 34-THEATRE (AUDITORIUM) FURNITURE, FIXTURES, AUDIO/ VISUAL EQUIPMENT & MUSICAL INSTRUMENTS

A/V Solutions  
C.M. Eichenlaub  
Degler-Whiting  
Educational Furniture Solutions  
Integrated Theatre Systems  
Janson Industries  
Maffei Strayer Furnishings  
Newkirk and Associates  
Parlights  
Perpetual Enterprises  
Pittsburgh Stage  
Premier Production Services  
Sage Technology Solutions  
Sico America  
Starlight Productions International  
Wenger Corporation

## 35-FURNITURE & WINDOW TREATMENTS

9 to 5 Seating

Adelphia Steel Equipment Company  
Affordable Office Furniture  
Allsteel  
ATD- American  
AvinED Technical Furnishings  
Bulldog Office Products  
C.M. Eichenlaub  
Caldwells Windoware  
COE Distributing  
Colecraft Commercial Furnishings  
Community, a Jasper Group Brand  
Corbett  
Datum Filing Systems  
Educational Furniture Solutions  
ESI Ergonomic Solutions  
Great Openings  
Groupe Lacasse  
HighMark  
Humanscale Corporation  
Hunsberger Office Supply  
Inline Systems, Division of Fluid Concepts  
Design  
J.P. Jay Associates  
Jasper Seating Company, JSI a Jasper Group  
Brand Division of Jasper Company  
Keilhauer  
Kimball Office  
Kurtz Bros  
Lakeshore Learning Materials  
LIAT  
Longo Associates  
National Office Furniture  
Neutral Posture  
Nickerson New Jersey  
Nightingale  
Nova Solutions  
Office Furniture Outlet  
Office Service Company  
OFM  
One Point  
PEMCo  
Peter Pepper Products  
Phillips Office Solutions  
Procom Systems  
PS Furniture  
Radio Maintenance  
Reynolds Business Systems  
RFM Preferred Seating  
School Outfitters  
Sico America  
Source International  
Staples Contract & Commercial  
Steelcase  
Stotz & Fatzinger Office Supply  
Stylex  
Supply Source Office Interiors  
Tab Products  
Tanner School and Office Furniture  
Teknion  
The Brill Company  
The Gunlocke Company  
The HON Company  
Toledo Furniture  
TransAmerican Office Furniture  
Trendway Corporation  
Versteel/Ditto Sales  
Watson Furniture Group  
XYBIX Systems

## 36-APPLIANCES, CAFETERIA EQUIPMENT & SUPPLIES

Curran Taylor  
Houston Starr Company  
Jackson WWS  
Singer Equipment Company  
Xpedx

## 37-UNIFORMS

Bob Barker Company  
Charm-Tex  
Concept Uniform  
Riddell- All American  
Stanbury Uniforms

## 38- HEAVY EQUIPMENT RENTAL

Midland Asphalt Materials



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