

# COSTARS Connection

The Commonwealth's Cooperative Purchasing Program

Passport to Business Opportunity and Procurement Savings

Volume 13, Issue 3  
Summer 2019



Tom Wolf, Governor  
Curt Topper, Secretary

## See You at the 2019 PA Procurement Expo & Forum!

By Kim Bullivant, COSTARS Marketing Manager

### Members

Are you a procurement professional, decision-maker, or end-user who would like to improve upon your procurement knowledge? Want to learn more about new products and the latest cutting-edge technology? Join us for this exciting opportunity to:

- **Interact** with your peers throughout the commonwealth and hundreds of authorized and prospective vendors.
- **Learn** about and share the newest and most innovative ideas, products, and trends in public procurement.
- **Attend** product demonstrations and choose from more than 50 educational workshops.

Click [here](#) to view **Topper's Top 10** video for more reasons to attend!

### Suppliers

Are you searching for more opportunities to meet state agency and local public procurement professionals face-to-face to showcase your latest products and services? The 2019 PA Procurement Expo & Forum is the perfect venue for:

- **Current suppliers** interested in doing business or increasing sales with buyers throughout Pennsylvania.
- **New suppliers.** Visit the on-site staffed Supplier Services Hub and get registered as a vendor with the Commonwealth of PA while exhibiting at the Expo!
- **All types of exhibitors.** Booth rates start as low as \$400 for small businesses and \$1,050 for large businesses. Champion opportunities are also available to increase your exposure.

Click [here](#) to view a video about additional exhibitor benefits!

In a little less than one month, the 2019 PA Procurement Expo will be in full swing! The Expo Planning Committee has been working nonstop to ensure attendees and exhibitors get the full benefit from this event.

Don't miss this opportunity to join us at the opening General Session for an inspirational presentation from **Keynote Speaker Ron Jaworski**, CEO Quarterback. As an NFL veteran, successful entrepreneur, and acclaimed national football analyst, Ron knows exactly what it takes to drive for and achieve success. Learn how to achieve goals, lead by example, outperform bigger and more talented competitors, coach and lead the right people, and achieve success with integrity.

Take part in Speed Networking sessions (a hit in 2017!), Hackathon problem solving sessions, CEU classes, an Interactive Tabletop Exercise to learn more about stress testing your supply chain and a Job Fair, topped off with an after-hours Networking Reception in the Exhibit Hall on Wednesday evening. To learn more and to register for the 2019 PA Procurement Expo & Forum, visit the Expo website at [www.paprocurementexpo.com](http://www.paprocurementexpo.com). We hope to see you there!



## PROCURATED™

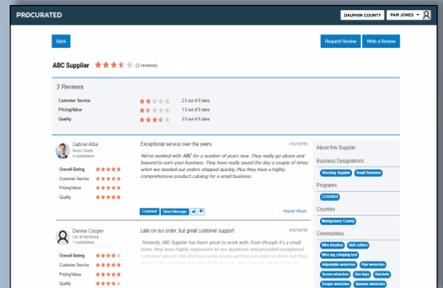
Because Every Decision Matters.

### Is Now Live!

COSTARS is excited to announce that *Procurated* ([www.procurated.com](http://www.procurated.com)) officially launched at the end of June. *Procurated's* supplier evaluation tool leverages peer reviews from you and other procurement officials in Pennsylvania to help you choose the best suppliers.

Registration on *Procurated's* peer review platform is now available, and the site is free for all COSTARS members! As a COSTARS member you can rate the performance of COSTARS suppliers, as well as other suppliers that may be of interest to fellow COSTARS members. Suppliers are given an overall rating on a scale of one to five stars, and are also rated on customer service, pricing and value, quality, and timeliness. Each review includes an additional written description that provides insight on past experiences when searching for the best supplier.

Please take two minutes of your time and write your first review on [Procurated.com](http://Procurated.com) to help your COSTARS peers across the commonwealth find great suppliers. This initiative supports Governor Wolf's continued commitment to fostering *Government That Works!*



Be sure to visit *Procurated* at booth #1114 at the Expo!

# Meet COSTARS New Program Manager!

By Kim Bullivant, COSTARS Marketing Manager



COSTARS is pleased to introduce the newest member of our team, Program Manager Patricia Smith! Patty comes to us with an extensive background in public, non-profit and private sector administration and management. She recently served for six years as Susquehanna Township Authority Manager responsible for all authority operations, including administering procurement operations through COSTARS. Patty has an educational background focused on management, business and public administration; has successfully completed the Pennsylvania Certified Public Manager Program from Millersville University; and is a Certified Grant Writer from the American Grant Writers' Association.

As program manager, Patty is looking forward to working with the team to transport the COSTARS Program into the future by uncovering and introducing the latest technology. "It's a great way to help our members operate more efficiently and save taxpayer dollars," said Patty. Having managed procurement for the township authority, Patty witnessed first-hand how difficult it can be to introduce new, different or innovative products and services to an organization. "Because COSTARS Program staff does extensive analysis of the effectiveness of current contracts, research into new contract requirements expressed by its membership, as well as the latest product advancements; members typically feel more confident purchasing from suppliers who are vetted and authorized to sell through the COSTARS Program."

In her spare time, Patty enjoys spending time with her three favorite men, her husband Brad and her two Weimaraners, Baxter and Bailey; traveling; and scuba diving around the world. A strong advocate for animal welfare, Patty volunteers with various animal rescue centers including the Humane Society of Harrisburg.

Join us in welcoming Patty to her new role as COSTARS Program Manager!

# Where is Bruce Beardsley?

By Kim Bullivant, COSTARS Marketing Manager

You may have noticed that one of the COSTARS Team's long-standing members is no longer answering your calls or presenting at COSTARS events throughout the commonwealth.

After 12 years with the COSTARS Team, Bruce has decided to move on from the cubicle to the golf course!

Bruce came to the commonwealth from private industry where he was well-versed in the art of sales and negotiation, making him a strong asset to the program. After all, the main goal of the COSTARS Program is for suppliers to grow their sales and for members to save taxpayer dollars by negotiating to get the best value! When Bruce was not in the office assisting members and suppliers with program or website questions, he was out on the road promoting the many benefits of the COSTARS Program.

As one of the early members of the COSTARS Team, Bruce saw COSTARS through its infancy, with only 3,000 members in the first year, to an impressive 9,000 today! And whether the team needed a statistical analysis, sales report or budget calculation, Bruce was our numbers guy!

Although Bruce will be greatly missed, we wish him all the best and will make sure the COSTARS Program will always be better than par for the course!



# Contract News

## COSTARS-16 Water & Wastewater Treatment Plants - Components/Equipment & Services

The following services have been added to the scope of this contract:

- Consulting Services; Design Services; Engineering Services; Line Inspection Services; Monitoring Services and Preventative Maintenance and Repair.

### Suppliers Needed!

Does your company sell streetscape holiday decorations or stormwater management products and services? Visit the COSTARS website at [www.dgs.pa.gov/COSTARS](http://www.dgs.pa.gov/COSTARS). Select the COSTARS Supplier Information button, then select the Bidding Opportunities link to learn more about the **COSTARS-33** Street Lighting, Parking Meters & Street Furniture and **COSTARS-41** Stormwater Management Products and Services contracts.



Elytus, LTD, in its pursuit of "Waste Nothing", will act as the Third-Party Administrator (TPA) for the Commonwealth of Pennsylvania and its Municipal Waste Services contract.

As TPA for the commonwealth, Elytus will serve as an extension of the commonwealth's internal operating departments (Procurement, Payables, Facilities/Operations, and Environmental) to manage all aspects of the using agency's waste and recycling programs from procurement to payment. Furthermore, it will be the responsibility of Elytus to use business intelligence derived from being a TPA to optimize the commonwealth's waste and recycling program creating increased competition, better overall efficiency and significantly reduced soft and hard costs.

This contract extends to all municipalities, and other COSTARS member organizations helping them to optimize the talent of their people, resources of our environment, and dollars in their budgets.

Elytus, LTD will be available for consultation at the 2019 PA Procurement Expo & Forum, booth #2245.



# 2019 PA Procurement Expo & Forum

## Who Should Attend?



State and local government procurement staff, decision-makers, end-users, elected officials and COSTARS members should join us for this exciting opportunity to:

- ✓ Interact with Hundreds of Authorized and Prospective Vendors;
- ✓ Learn About and Share the Newest and Most Innovative Ideas, Products, and Trends in Public Procurement;

## Who Should Exhibit?



Current and prospective suppliers wishing to showcase their products and services to state government agencies and to the more than 9,000 invited COSTARS members, including local governments, school districts, public authorities, educational and health non-profits, and more.

- ✓ Suppliers Interested in Doing Business with Buyers Throughout Pennsylvania and the Regional Area.

**View Topper's Top 10 Video**  
<https://www.youtube.com/watch?v=otiY5Oemb20&feature=youtu.be>

**View Exhibitor Benefits Video**  
<https://www.youtube.com/watch?v=7ojuGLeFEBE&feature=youtu.be>

## Networking Event/Reception

Make plans to attend the Wednesday Networking Event/Reception at the Farm Show Complex, 4 p.m. to 6 pm!

## COSTARS Awards Program

The COSTARS Program has introduced its new Awards Program and will be recognizing recipients at this year's Expo. Both suppliers and members will be recognized in the following categories:

### Supplier Awards

- Best Marketing Using COSTARS Name and/or Logo
- Highest Annual Percentage Growth in Sales (FY17 versus FY18)
- Top 1<sup>st</sup> Year Sales (during first full four quarters after initial contract award) for FY17 and FY18

### Member Awards

- Top COSTARS Program Users in FY18 (in each member category)
- COSTARS Members Who Used the Most COSTARS Contracts in FY18 (in each member category)
- COSTARS Members Who Saved the Most by Using COSTARS Program in FY18 (in each member category)

Recipients will be notified the week of August 5.

## Tour the Surplus Warehouse

One of the most useful procurement resources that you may have never heard of is the Federal Government Surplus program administered by Pennsylvania's own Bureau of Supplies and Surplus Operations (BSSO).

Do you ever wonder what happens to all the stuff that you "voluntarily" relinquish to the TSA to get on an airplane? You'll be fascinated at what's collected and we have it! Join a member from BSSO for a 45-minute guided tour of Pennsylvania's Surplus Warehouse, including the famous TSA Room.

You'll find an incredible variety of new and (mostly) slightly used furniture, office supplies, equipment, vehicles, computers, cameras and more--most available to COSTARS members for just a service fee! It's convenient and less than five minutes from the Farm Show Complex.

The tour schedule will be posted soon on the PA Procurement Expo website  
[www.paprocurementexpo.com](http://www.paprocurementexpo.com).



# Sodium Chloride (Road Salt) Contract Update

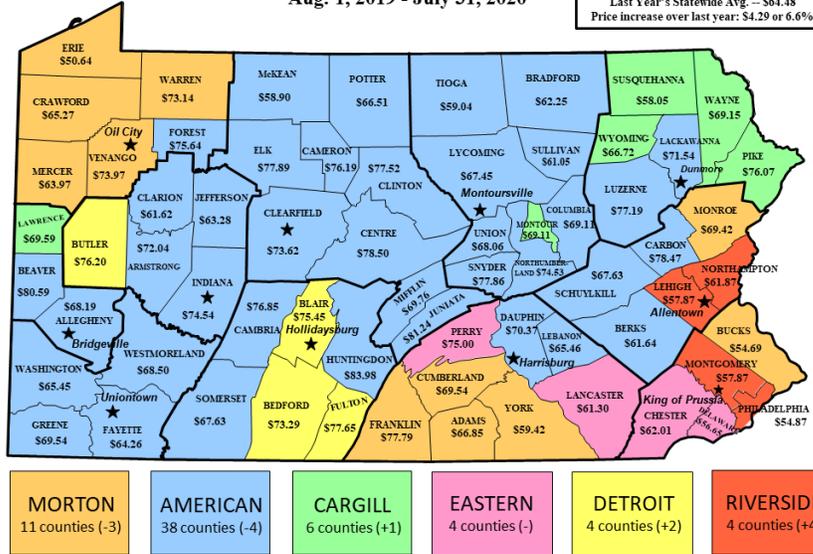
Be sure to check the Newsflash/Current News section of the COSTARS Members Area on the COSTARS website, for a link to the 2019-2020 Sodium Chloride (Road Salt) Contract.

To view the awarded supplier and cost per ton for your county, go to the Members Area page of the COSTARS website at [www.dgs.pa.gov/COSTARS](http://www.dgs.pa.gov/COSTARS) > Member Information link > yellow Members button > Newsflash.

**NOTE:** Riverside is the new supplier for Northampton, Lehigh, Montgomery and Philadelphia counties.

Department of General Services  
Sodium Chloride (Bulk Road Salt)  
Aug. 1, 2019 - July 31, 2020

*Quick Facts*  
Highest: Huntingdon \$83.98/ton  
Lowest: Erie \$50.64/ton  
Statewide Avg. - \$68.77/ton  
Last Year's Statewide Avg. - \$64.48  
Price increase over last year: \$4.29 or 6.6%



## New Account Offer from WEX and Sunoco



The Commonwealth of Pennsylvania's COSTARS Program is pleased to announce a great new offer from WEX and Sunoco through the statewide COSTARS-participating contract #4400020592 *Commonwealth Fleet Card Program*.

**Any application for a new account received before Sept. 30, 2019 will save 25¢ per gallon\* off Sunoco fuel purchased for the first 60 days!**

The *Commonwealth Fleet Card Program* simplifies fueling with purchase controls, spending limits, powerful online management tools and acceptance at 95% of fueling stations. If you oversee vehicles for a municipality in the Commonwealth of Pennsylvania or are a PA COSTARS member, your organization is eligible.

Participation is FREE, with no enrollment, setup or card fees. To learn more visit [wexinc.com/Pennsylvania/V5Y](http://wexinc.com/Pennsylvania/V5Y) or call 1-866-527-8870.

*\*Limited time offer for new accounts only; subject to credit approval. Must apply by the published "Apply By" date. Fuel rebate applies to gallons purchased at Sunoco-branded locations for the first 60 days with the State of PA Sunoco Universal Fleet Card. Standard fuel rebates will be applicable thereafter. Ask sales representative for complete details. Rebates are subject to change at any time without prior notice.*



Due to the continued Spotted Lanternfly crisis in Pennsylvania, WEX and Sunoco are continuing to offer COSTARS members who pay with the WEX/Sunoco card at participating car washes, a \$2 rebate for each car wash purchased during the months of July and August, 2019.

The rebate will be credited in the customers' August billing (for car washes in July) and September billing (for car washes in August).

During May and June 2019, COSTARS members were credited \$522.00 due to the \$2 per car wash promotion.

For a list of participating car washes, please go to the Newsflash/Current News section of the Members Area page on the COSTARS website at [www.dgs.pa.gov/COSTARS](http://www.dgs.pa.gov/COSTARS). From the home page, select the Member Information link and the yellow Members button.

Members and suppliers - we want to hear your feedback!

- What do you like about the newsletter? What can we do to make it better?
- Tell us how you saved money by using the COSTARS Program.
- Tell us more about how you helped a customer get the best value for their money.

Email us at [GS-PACostars@pa.gov](mailto:GS-PACostars@pa.gov) with your comments!



# COSTARS IN THE NEWS

- ☞ In an April *Reading Eagle* article, the Amity Township Board of Supervisors approved the purchase and installation of a belt-filter press for the wastewater treatment plant through COSTARS.
- ☞ *The Citizens Voice* reported in May that Rice Township acquired a new five-ton Ford dump truck for its public works department through the COSTARS Program. The township used liquid fuels funds and the sale of an old truck to fund the purchase.
- ☞ According to a recent edition of the *Gettysburg Times*, in May, the Adams County Commissioners unanimously approved the purchase of an Ameri-Shred AMS-1000 industrial paper shredder, from BE Equipment Inc., based in Quakertown. The purchase will be made through the COSTARS Program. Within five to seven years, Commissioner Chairman Randy Phiel said the shredder "is going to pay for itself."
- ☞ The *Meadville Tribune* recently reported that a new SUV is patrolling township streets. Township Supervisors ratified the purchase of a 2019 Ford Explorer police utility vehicle from McCandless Ford through the COSTARS Program
- ☞ In a July *New Castle News* article, the Lawrence County Airport Authority recently received an FAA grant that it supplemented for the purchase of a forestry machine to maintain the wooded areas surrounding the airport. The machine was purchased from Stephenson Equipment Co. through the COSTARS Program, and includes a snowblower attachment that will be used to keep runways and taxiways clear of snow.

The COSTARS Team is always looking for stories in the news about COSTARS members who are saving money by purchasing through the COSTARS Program. Tell us about your successful money-saving purchases and we will be sure to include them in our next edition of the *COSTARS Connection* newsletter!



Photo courtesy of *The Citizens Voice*

From left to right: Ron Miller, Bob Duffy, Road Master Bob Pipech, and Roger Duffy.



Lawrence County Airport Authority's longest-running member, Joe Hake, stands with a forestry machine purchased for the airport.

Photo courtesy of *New Castle News*

## Do Your Due Diligence!

By *Patty Smith, COSTARS Program Manager*

When making your purchase with a COSTARS vendor, take the time to ensure that the vendor has not applied any additional language or terms surrounding your purchase that are in conflict with the terms and conditions of the COSTARS contract through which you are purchasing.

From time to time, COSTARS is notified that a vendor has deviated from their COSTARS contract and/or Terms and Conditions when crafting a quote for you, our member.

There are many reasons this may happen, but nonetheless, these changes, no matter how small, are not allowed. For this reason, we must stress that it is imperative that you read the entire quote a COSTARS vendor gives you and compare it against the vendor's contract in the COSTARS system at <https://www.costars.state.pa.us/HomeMem.aspx>. It is up to you to be vigilant and to do your due diligence BEFORE you issue a PO against the contract. If you have any questions about the contract, please reach out to the COSTARS Commodity Specialist who handles that contract or call our toll free number 866-768-7827 and we will be happy to help you.

Thank you and happy purchasing!



## Commonwealth Auto Auction Save on Pre-Owned Fleet Vehicles

Every other month, the commonwealth holds an auction through Manheim Auto Auctions giving the public a chance to buy commonwealth-owned vehicles that are being taken out of fleet, including: fleet vehicles; police cars; seized vehicles; and some PennDOT vehicles. The auctions are held at Manheim's Grantville location (488 Firehouse Road, Grantville, PA 17028), starting at 10 a.m.

The public may register and view auction vehicles before the day of the sale (preferred). Registration and viewing can be done the Friday, Saturday, Sunday and Monday prior to each sale from 9 a.m. to 4 p.m.

For additional information, please visit:

<https://www.dgs.pa.gov/Vehicle-Management/Pages/Auto-Auction-Information.aspx>.

### Upcoming 2019 Auction Dates:

Oct. 22  
Dec. 10



# COSTARS On The Road

## Recent Events

- ♦ April 11 Firefighters' Event sponsored by Senator Tom Killion - Glen Mills
- ♦ April 14-16 PSATS 2019 Annual Educational Conference and Exhibit Show - Hershey
- ♦ April 26-27 PA Prison Wardens Association Annual Conference - Erie
- ♦ April 29 U.S. Bank Online Webinar For COSTARS Members
- ♦ April 30 Municipal Symposium - Erie
- ♦ May 23 COSTARS Connection Training Event for Members & Suppliers - Clarion

- ♦ May 30 NEPA Alliance PTAC's Government Contracting Showcase Wilkes-Barre
- ♦ June 6 Mid-State School Business Officials Meeting - Altoona
- ♦ June 9-10 PA State Association of Boroughs Annual Conference- Hershey
- ♦ Aug 4-5 County Commissioners Association of PA (CCAP) Annual Conference and Trade Show - Wyomissing

## Upcoming Events

- ♦ Sept. 4-5 2019 PA Procurement Expo & Forum Harrisburg
- ♦ Oct. 10 Coalition of Charter Schools Camp Hill
- ♦ Oct. 11 PA State Association of Boroughs Fall Leadership Conference State College
- ♦ Oct. 29 GACO Procurement Fair Monroeville

COSTARS Marketing Managers make it their mission to spread the message about the COSTARS Program, recruit new members and suppliers, and provide training about the program. Marketing Manager Kim Bullivant travels throughout the commonwealth speaking at conferences, workshops and seminars sponsored by associations, suppliers, universities, legislators, chambers of commerce and others.

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 Kim at toll free telephone number 1-866-768-7827 or email to [GS-PaCostars@pa.gov](mailto:GS-PaCostars@pa.gov). The COSTARS Marketing Team's Calendar of Events is also available on the COSTARS website on the [COSTARS Program Resources](#) page.



*A premier networking and educational event for public procurement decision-makers and suppliers!*

**SEPTEMBER 4-5, 2019**  
FARM SHOW COMPLEX, HARRISBURG  
[www.paprocurementexpo.com](http://www.paprocurementexpo.com)

## Remember to Keep Your COSTARS Profile Up To Date!

To ensure your organization or business continues to receive important program and contract information from the COSTARS Team, update your information online today! To access the online training module for step-by-step instructions visit:

**Members:** <https://www.copacustomhelp.state.pa.us/gm/folder-1.11.97278?originalContext=1.11.97211>.

**Suppliers:** <https://www.copacustomhelp.state.pa.us/gm/folder-1.11.97299?originalContext=1.11.97212>.



Like us on Facebook, follow us on Twitter, and connect with us on LinkedIn to begin receiving COSTARS updates!

Remember, this does not replace important updates we send to you via email, so please be sure to maintain your member and supplier information in the COSTARS system.

**Visit our Facebook page at:**  
<https://www.facebook.com/pages/Costars-PA-Department-of-General-Services/904261462952351?ref=hl>

**Visit our Twitter page at:**  
<https://twitter.com/COSTARSNews>.

**Visit our LinkedIn page at:**  
<https://www.linkedin.com/company/costarsnews>

## COSTARS Connection

Curt Topper - Secretary, Department of General Services  
Ken Hess - Deputy Secretary for Procurement  
Janice Pistor - Chief Procurement Officer  
Dawn Eshenour - Chief, Supplier Dev. & Support Div.  
Patty Smith - COSTARS Program Manager  
Kim Bullivant - Marketing Manager

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

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