

# COSTARS Connection

The Commonwealth's Cooperative Purchasing Program

Passport to Business Opportunity and Procurement Savings



Tom Wolf, Governor  
Curt Topper, Secretary

Volume 13, Issue 2  
Spring 2019

## New Features at 2019 PA Procurement Expo & Forum - Register Today!

By Kim Bullivant, COSTARS Marketing Manager

Planning has begun for the 2019 PA Procurement Expo & Forum. A group of procurement professionals and 2017 Expo exhibitors recently met with the Planning Committee and Event Planner Katrina Harris from Bridge Consulting, Inc. to provide feedback about the 2017 Expo and offer new ideas for this year's event.

The Expo will be held on Sept. 4 and 5 at the Farm Show Complex in Harrisburg, offering public purchasing decision-makers, end-users and elected officials from across the state to join us for the opportunity to:

- ♦ Interact with hundreds of current and prospective vendors.
- ♦ Learn about the innovative products, services and trends in public procurement.
- ♦ Attend product demonstrations and more than 50 educational workshops.

If you are currently a Commonwealth of PA contracted or COSTARS-authorized supplier, or if your organization knows of a potential supplier who may be interested in becoming a commonwealth supplier, this event provides suppliers the opportunity to:

- ♦ Take part in the Expo as an exhibitor to showcase their products and services to public procurement professionals from agencies of state government and more than 9,000 invited COSTARS members including local governments, school districts, public authorities, educational and health non-profits, and more.
- ♦ Register as a PA vendor and Small or Diverse-small business (if applicable).
- ♦ Speak with buyers face-to-face at one of our Speed Networking sessions.
- ♦ Increase their exposure by taking advantage of a variety of Champion sponsor opportunities.

To learn more about the 2019 PA Procurement Expo & Forum and to register as an attendee or exhibitor, visit the Expo website at [www.paprocurementexpo.com](http://www.paprocurementexpo.com).

Stay tuned for ongoing updates via the Expo website, email, the next edition of the COSTARS Connection newsletter, and our COSTARS Twitter (<https://twitter.com/COSTARSNews>) and Facebook (<https://www.facebook.com/PAGovCostars/>) pages.

If you have any questions about the Expo, please send your inquiry to the 2019 PA Procurement Expo & Forum email address: [info@paprocurement.com](mailto:info@paprocurement.com). Your participation will help us make this year's Expo a great success!



### What's New This Year?

- ♦ New educational workshops and speakers.
- ♦ Supplier demonstration corner.
- ♦ Outdoor exhibit area for large equipment.
- ♦ Additional discounted spaces for small businesses.
- ♦ Networking event in the exhibit hall.
- ♦ Speed networking on same floor as exhibit hall.
- ♦ Job fair.
- ♦ Event app.
- ♦ And more!

# Sodium Chloride (Road Salt) Contract Update

The registration period for the 2019-2020 statewide COSTARS-participating Sodium Chloride (Road Salt) Contract closed on March 15 with a total of 1,674 (up from 1,653 last year at this time) COSTARS members requesting nearly 887,000 tons of road salt for the upcoming season.

Remember, your organization may order salt during the 2018-2019 season until July 31, 2019, and per contract requirements, must order a minimum of 60 percent of the quantity requested (except for customers of American Rock Salt (ARS), who recently waived the 60 percent minimum requirement).

Be sure to check the Newsflash/Current News section of the COSTARS Members Area on the COSTARS website after Aug. 1, 2019 for a link to the 2019-2020 Sodium Chloride (Road Salt) Contract. To view the awarded supplier and cost per ton for your county after Aug. 1, go to [www.costars.state.pa.us](http://www.costars.state.pa.us) > Member Information link > yellow Members button > Newsflash.

## Changes Ahead for First Energy Utilities

By Bruce Beardsley, COSTARS Marketing Manager

Beginning June 1, 2019, Penelec, Penn Power, Met-ed and West Penn Power will begin operating under a new service program, which includes a change to default service electric rates, or the “price to compare.” The changes will impact COSTARS members served by those electricity suppliers with electric demand between 100 and 400 kilowatts for the past 12 months. When the new program takes effect, COSTARS members that are not already shopping with a competitive electric generation supplier will be billed based on their hourly electric usage, at prices that reflect the hourly wholesale price for power.

“The bottom line is, effective June 1, some COSTARS members will be charged at a variable hourly rate, which means their pricing may increase up to \$1.00 per Kwh,” said Scott Harford, an energy engineer with Penn State Facilities Engineering Institute (PSFEI). “Since wholesale pricing is affected by things like weather, temperatures and electric demand, it will be difficult for organizations to budget and predict their costs under the new program.”

PSFEI has been saving money for COSTARS members since 2009 through their COSTARS-participating statewide electric procurement contract. “By working with the Department of General Services Bureau of Procurement, we have been able to save our clients an average of more than \$600 per month in utility costs.” said Harford.

To identify which accounts may be affected by the new service program and learn more about options for controlling costs, Harford encourages organizations to have their electric accounts reviewed. All COSTARS members qualify for a free review of electric accounts to determine if the accounts are subject to the June 1 changes.

For more information about PSFEI’s energy procurement services, visit <https://www.psfei.psu.edu/>. Members may also contact Harford directly via phone or email at 814-863-2090 or [srh18@psu.edu](mailto:srh18@psu.edu).



## New COSTARS Stormwater Contract

**COSTARS-41 Stormwater Management Products and Services** was posted for solicitation on Feb. 15, 2019. This new contract was created based on COSTARS member surveys requesting a contract that deals with stormwater systems. Increasing state and federal oversight and regulations have elevated the urgency for municipalities and public authorities to update their stormwater systems.

In addition to a wide range of products and equipment (see box below), the new contract includes relevant services within the main scope of the contract such as consulting and engineering services, preventative maintenance and repair, and monitoring services.

COSTARS members are reminded that, as with any new contract, it will take some time for vendors to submit bids and be approved. Interested members can get up-to-date information on new COSTARS-authorized suppliers through the COSTARS Contract Search function on the Members Area page of the COSTARS website, and via the weekly New Members/New Suppliers post on COSTARS Facebook and Twitter accounts every Friday.

Stormwater Management Products	
• Baffle Boxes	• Leak Detection Equipment
• Biofiltration System	• Line Inspection & Maintenance Equipment
• Catch Basin Inserts & Overflow	• Manhole Covers
• Concrete Washout Berms	• Meters
• Detention/Retention Systems	• Pipes & Pipe Socks
• Dewatering Bags & Sandbags	• Precast Concrete & Barriers
• Disinfection Systems	• Pumps
• Drain Covers & Plugs	• Sand, Coal Media and Gravel Support
• Drain Debris Filters & Guards	• Silt, Fence & Straw Wattles
• Drain Line, Valving & Components	• Tanks
• Filtering Components	• Tapping Sleeves
• Floating Skimmer & Box	• Tarps & Blankets
• Grass Pavers	• Ultraviolet Disinfection
• Grates & Inlets	• Valves
• Gutter Guards, Filter Mats & Screens	• Water Harvesting System
• Hydrodynamic Separator	• Water Test Kits
Stormwater Management Services	
• Consulting Services	• Engineering Services
• Preventative Maintenance and Repair	• Line Inspection Services
• Monitoring Services	• Waste Pumping Services

## Other Contract News

### COSTARS-33 Street Lighting, Parking Meters and Street Furniture

- Outdoor Seasonal Decorations have been added to the scope of the contract.

### COSTARS-14 Recreation & Fitness Equipment & Services *Coming Soon!*

- Hiking Trail Aggregates and Architectural & Design Services have been added to the scope of the contract.
- “Portable” has been removed from Stadium Lighting and Scoreboards.



# COSTARS IN THE NEWS



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!

- ☞ According to a March *Morrisons Cove Herald* article, Woodbury Twp. in Blair County awarded a contract to New Enterprise Stone & Lime for delivered asphalt via COSTARS.
- ☞ *The Titusville Herald* reported in March that the Titusville Area School District school board is considering the purchase of a 2018 Ford Transit van to make deliveries between school buildings. The purchase would be made from a Mercer County car dealership, a COSTARS supplier.
- ☞ In a February *New Castle News* article, the New Castle city council approved a new road salt contract participation agreement with the Pennsylvania Department of General Services COSTARS program for the 2019-2020 Road Salt contract season. Participation in the contract will allow the city to purchase road salt through COSTARS, the state's cooperative purchasing program from Aug. 1, 2019 through July 31, 2020. City officials said participation in the COSTARS program in the past has resulted in significant savings.
- ☞ Recently, The Kane Republican reported that Hamilton Township plans to purchase a 2020 International truck from Five Star International of Erie to replace a 2009 vehicle in the township road department. Additional equipment including a snowplow, truck bed, and salt spreader will be purchased from Seigworth Road Supply of Knox. Both the truck and equipment are being purchased under the state's COSTARS cooperative purchasing program, administered by the Department of General Services, Bureau of Procurement.
- ☞ According to the *Times Leader* and *The Citizen's Voice*, the city of Wilkes-Barre has added a new ambulance to its fleet of emergency vehicles. The Ford F-450 was delivered Feb. 7 and purchased with federal Community Development Block Grant funds through the city's Office of Economic & Community Development. The city bought the ambulance from Keystone Emergency Vehicles through the state's cooperative purchasing program, known as COSTARS. The purchase price includes an extended seven-year warranty. The ambulance is expected to be put into service in March after it is fully equipped and licensed by the Pennsylvania Department of Health's Bureau of Medical Services, according to city officials.



Wilkes-Barre Mayor Tony George, right, hands the keys to the city's new ambulance to Fire Chief Jay Delaney, center. Joining them is City Administrator Rick Gazenski, left.  
- Submitted photo in *Times Leader*

## 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/State%20Government/Vehicle-Management/Pages/Auto-Auction-Information.aspx>.

#### Upcoming 2019 Auction Dates:

April 23  
June 11  
Aug. 6  
Oct. 22  
Dec. 10

## 9,000<sup>th</sup> Member Joins COSTARS!

By Bruce Beardsley, COSTARS Marketing Manager

The York City General Authority became the 9,000<sup>th</sup> COSTARS member when it registered on March 13, 2019. It is also the 819<sup>th</sup> public authority member of COSTARS.

York City is a third-class city of more than 40,000 people in the heart of south-central Pennsylvania, just north of the Mason-Dixon Line. The city is the county seat for York County.

The York City General Authority operates the public parking system in the City. The system consists of three parking garages in the downtown business district, numerous surface parking lots throughout the City and over one thousand parking meters in the core business district and commercial districts surrounding the core district.

Parking Manager Kittrell Barnes registered the authority "because the authority wanted greater flexibility in making major purchases." Previously, the authority was using the city to make purchases through COSTARS and then reimbursing the cost to the city. Upcoming planned purchases include paint from COSTARS-8 Maintenance, Repair & Operation Equipment & Supplies and replacement parking kiosks and hand-held enforcement devices from COSTARS-33 Street Lighting, Parking Meters and Street Furniture.



## 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 #4400009775 *Commonwealth Fleet Card Program*, backed by unparalleled industry expertise.

**Any application for a new account received before June 30, 2019 will receive a total of \$0.12 savings on every gallon of Sunoco fuel purchased for their first 120 days!**

The *Commonwealth Fleet Card Program* will help keep your vehicles – and your department – moving with unmatched value, ease and control. And best of all, there are no transaction fees.

To complete a quick needs analysis, go to: <http://costarssunocofuel.com>.



## Spotted Lanternfly Carwash Rebate from WEX and Sunoco

Due to the continued Spotted Lanternfly crisis in Pennsylvania, WEX and Sunoco are once again offering 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 May, June, July and August, 2019.

In May of 2018, the Pennsylvania Department of Agriculture issued an Order of Quarantine for 13 counties (Berks, Bucks, Carbon, Chester, Delaware, Lancaster, Lebanon, Lehigh, Monroe, Montgomery, Northampton, Philadelphia and Schuylkill) to prevent the spread of this dangerous insect. Additionally, the quarantine has recently been extended to Dauphin County. While the Spotted Lanternfly does not directly affect human health, it is destructive to forests, fruit vines, shrubs, and some vegetables and garden plants, jeopardizing valuable Pennsylvania products.

The Spotted Lanternfly lays its eggs from September through December and hatching begins in May. Car washes can help to stop the spread of airborne Lanternflies from May through early September, but when they lay their eggs, the eggs are covered with a protective wax-like coating. Car washes are less effective during that period, and the eggs need to be scraped off.

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

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.costars.state.pa.us](http://www.costars.state.pa.us). From the home page, select the Member Information link and the yellow Members button.

## Supplier Evaluation

# PROCURATED

## Tool Coming Soon!

By Bruce Beardsley, COSTARS Marketing Manager

For several years, COSTARS staff has recognized the desirability of developing a more detailed supplier evaluation platform to assist our members in choosing a supplier among the many choices offered through the COSTARS multiple-award contracts. Indeed, many members, as well as suppliers, have made this suggestion. However, limited financial, personnel, and logistical resources have prevented us from moving forward on this project – until now!

During the past few months, COSTARS has been working with a third-party provider – **Procurated** ([www.procurated.com](http://www.procurated.com)) - to develop a simple and fair system where COSTARS members can rate the performance of a COSTARS supplier, as well as other suppliers COSTARS members may use. Those aggregated ratings will be accessible by COSTARS members as another factor to be considered, along with price, geography, etc., when deciding from which COSTARS supplier to purchase. As you would imagine, for the **Procurated** platform to have useful reviews, someone has to write them. COSTARS members will soon be receiving emails from **Procurated** asking you to review the suppliers with whom you have worked. The process only takes a couple of minutes, but it will help all of us ensure that we work with the best suppliers.

COSTARS has negotiated that the **Procurated** system will be free for all COSTARS members for an extended period of time. In return for access to this great system, the **Procurated** team has one simple request – give them feedback! As the platform is fine-tuned over the next few months, COSTARS members and suppliers may be contacted or surveyed by the **Procurated** team to get input and to test the application. COSTARS urges your cooperation and participation. While the program will be voluntary for COSTARS members, the greater the participation, the more useful the tool will be for all of us. In addition to collecting supplier reviews, the **Procurated** team will be looking for volunteers to provide feedback on early versions of their product.

If you're willing to share a few minutes of your time to help guide the development of this exciting platform, please contact the **Procurated** team at [COSTARS@procurated.com](mailto:COSTARS@procurated.com). This initiative supports Governor Wolf's ongoing policy commitment to foster *Government That Works!*

## Credit Card Program Webinar



To learn more about the features and benefits of the new COSTARS credit card program, don't forget to register for the April 29 webinar "Payment Solutions for COSTARS Members." The webinar will show COSTARS members how the program can help streamline your payables process while earning rebates. In addition, learn about:

- U.S. Bank Access® Online, our online card management system.
- Transaction reallocation.
- Reporting.
- Managing your card program.
- Integration into your ERP; and rebates under contract and the benefits - which includes aggregation of all members spend, so as more COSTARS members join, the rebates for all will continue to increase!

Register at: <http://www.cvent.com/events/payment-solutions-webinar-for-costars-members/event-summary-e8d42fd2d5f9426db1133a1bd8dc78de.aspx>

If you are unable to attend the webinar or would like to have a personal conversation, please feel free to reach out to Ryan Callaway at 704.243.3278 or by email at [ryan.callaway@usbank.com](mailto:ryan.callaway@usbank.com).



# 2019 PA Procurement Expo & Forum

A premier networking & educational event for public and private procurement decision-makers and suppliers

Event Information: ☎ 610.494.8044 | info@paprocurementexpo.com

**PA Procurement Expo & Forum**      HOME   AGENDA   FOR ATTENDEES   FOR EXHIBITORS

September 4-5, 2019

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

**Farm Show Complex, Harrisburg, PA**

[Attendee Registration](#)

[Exhibitor Registration](#)

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## 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;
- ✓ Attend Product Demonstrations and More Than 50 Educational Workshops.



## Who Should Exhibit?

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

- ✓ Suppliers Interested in Doing Business with Business Throughout Pennsylvania and the Regional Area
- ✓ Not Registered as a PA Vendor? Visit the On-Site State Supplier Services Hub and Get Registered while Exhibiting at the Expo!
- ✓ Booth Rates Start as Low as \$350 for Small Business and \$850 For Large Businesses.
- ✓ Champion Opportunities Available to Increase your Exposure.

## Need Directions?

Use the Maclay Street Lobby Entrance when you arrive.

[Click here for Directions from You](#)



Click on the screen to see highlights from the 2017 PA Procurement Expo and Forum and hear what attendees from 2017 had to say about the Expo.



# COSTARS On The Road

## Recent Events

- ♦ Feb. 13 Webinar sponsored by Eastern PA Water Pollution Control Operations Association - Reinholds
- ♦ Feb. 19 Prospective Suppliers Workshop sponsored by Southwest PA PTAC Exton
- ♦ March 6-7 PA Association of School Business Officials Annual Conference - Hershey

## Upcoming 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 Payments Solutions 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

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 Managers Bruce Beardsley and Kim Bullivant travel 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 Bruce or 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.



**SEPTMBER 4-5, 2019**

**SAVE THE DATE**

Government That Works!

**2019 PA PROCUREMENT EXPO & FORUM**

DEPARTMENT OF GENERAL SERVICES

FARM SHOW COMPLEX, HARRISBURG  
More than 350 exhibitors and 2,000 attendees expected!  
A premier networking and educational event for public procurement decision-makers and suppliers!

[www.paprocurementexpo.com](http://www.paprocurementexpo.com)  
[info@paprocurementexpo.com](mailto:info@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/department-of-general-services-costars-program/>

## COSTARS Connection

Curt Topper - Secretary, Department of General Services  
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Janice Pistor - Chief Procurement Officer  
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Kim Bullivant - 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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