

# COSTARS Connection

Volume 9, Issue 2  
Spring 2015



Tom Wolf, Governor  
Curtis M. Topper, Acting Secretary



## What a Difference Ten Years Makes!

By Kim Bullivant, COSTARS Marketing Manager

The year was 2005; iPhones didn't exist; however, Palm Pilots and Blackberries were all the rage! There were 500 million less people in the world, and believe it or not, there was no Twitter, Instagram or Pinterest. MySpace anyone? Hurricane Katrina made landfall in August and the northeast was treated to the Blizzard of 2005.

In addition to these fond (and perhaps not so fond) memories of 2005, we'd like to recall one very important event that also happened that year - the COSTARS Program completed its first year serving Pennsylvania's local public procurement units (LPPUs) and suppliers in various locations.

The program was initiated in 2004, under the leadership of then-Deputy Secretary for Procurement, and now Department of General Services (DGS) acting Secretary Curt Topper. It began with five employees who ambitiously worked together to develop and promote new contracts exclusively for Pennsylvania's LPPUs.



The COSTARS Team in 2007

Tim Fulkerson, Dawn Eshenour,  
Bruce Beardsley, Taju Burden and Scott Cross

The first COSTARS-exclusive contracts created were:

- IT Hardware - awarded to 76 suppliers. This contract continues to be the highest volume contract, with more than 180 awarded suppliers and \$228 million in sales in FY2013.
- Voting Machines - awarded to 13 suppliers. This was the first contract created exclusively for LPPUs based upon perceived need.
- Food - awarded to seven suppliers.
- Office Supplies - awarded to six suppliers.

The program's success in its first year was truly noteworthy, as its awarded supplier base increased to 273 suppliers, and a remarkable 2,995 local public procurement units registered for the program! In the years to follow, the COSTARS team's ongoing outreach efforts continued to grow the program and expand the number of participants.

Continued on page 6

## COSTARS Program Milestones

- 2004** The passage of the Commonwealth Procurement Code, Act 57 of 1998 ("Code"), permitted eligible entities to engage in cooperative purchasing with the Commonwealth for the procurement of "any supplies, services or construction..." by "piggybacking" on DGS contracts. With the passage of Act 77, the COSTARS Program was created to increase the cooperative purchasing options, authorizing DGS to enter into contracts exclusively for the benefit of its members.
- 2005** The first COSTARS-exclusive contracts were solicited. The IT Hardware bid was released on April 12, 2005 and was subsequently awarded to 76 suppliers. A total of ten COSTARS-exclusive contracts were created in 2005 and four more were created in 2006.
- 2005** The DGS COSTARS program and logo was trademarked.
- 2007** The first COSTARS newsletter *COSTARS Connection* was published.
- 2008** For the first time, the COSTARS marketing team conducted a large-scale series of training workshops across the state for a group of 360 newly-elected township supervisors, in conjunction with the Pennsylvania State Association of Township Supervisors (PSATS).
- 2008** The first COSTARS webinar was held.



Continued on page 6



# New Leadership

By Bruce Beardsley, *COSTARS Marketing Manager*

The inauguration of Governor Tom Wolf in January brought new management to the Department of General Services (DGS) and its Bureau of Procurement (BOP).

Curtis M. Topper was appointed by Governor Wolf as the new Secretary of DGS. Topper is returning to DGS where he previously served as Manager of Supply Strategies and as Deputy Secretary for Procurement between 2003 and 2008 under the Rendell administration. He is credited with leading the consolidation of the procurement, warehousing and print production functions of state government, leading to greater effectiveness and substantial cost savings to Pennsylvania taxpayers.

Prior to joining the Wolf administration, Acting Secretary Topper led Georgetown University's purchasing and contracting functions. Topper holds a Bachelor of Arts in Political Science from Brown University and a Master's Degree in Public Policy and Management from Carnegie Mellon University.

In early March, Acting Secretary Topper appointed Ken Hess as Deputy Secretary for Procurement and Jenny Doherty as Chief Procurement Officer (CPO).

Hess previously served DGS as Director of the Bureau of Supplies and Surplus Operations between 2004 and 2011, where he managed the newly consolidated warehouse and surplus operations. His most recent position was Logistics Manager for TE Connectivity. In making the appointment, Acting Secretary Topper praised Hess: "Ken brings an entrepreneurial spirit and enthusiasm to bear on every problem he is asked to solve, and I am looking forward to his leadership." Deputy Secretary Hess has an undergraduate degree from Bloomsburg University and a Master's in Business Administration from Bucknell University.

As a Senior Consultant at Transpac Access, Doherty created customized purchasing programs for several Fortune 1,000 companies and is a co-holder of a patent for a method and system for conducting electronic auctions. In his appointment announcement, Acting Secretary Topper said, "Jenny is an exceptionally qualified, creative and energetic supply chain professional... She's a true innovator." CPO Doherty is a graduate of Franklin & Marshall College in Lancaster, PA.



Acting Secretary  
Curtis M. Topper



Deputy Secretary  
Ken Hess



Chief Procurement Officer  
Jenny Doherty

## 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.

The first workshop was held on March 17, with more than 15 companies represented.

The next Supplier Workshop will be held on June 16. 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.

## SUPPLIER Profile Updates

Please remember, if you need to make changes to your supplier profile, you must change it in both the COSTARS system and in the PA Supplier Portal. The profiles are separate and do not automatically update the other when changed.



## Contract News

### Scope Expansions

### Clarification

### Contract Updates

#### COSTARS-18 LED Traffic Signal Modules and/or Housings

The Pennsylvania Department of Transportation (PennDOT) specification(s) attached and incorporated into this contract have been updated and replaced.

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

The scope of this contract has been amended to include: Replacement Flag Poles, Flags and Accessories. In addition, Parking Enforcement Hardware, Software, Accessories and Supplies are clarified to include License Plate Recognition (LPR) Systems.

#### COSTARS-35 Furniture and Window Treatments

An addendum to this contract was issued on March 6 to clarify the difference between "Delivery in Place" and installation, which states:

*"Delivery in Place" shall consist of removal from truck, bringing to point of use, uncrating, assembly (for example, attach hutch to desk or credenza, attach a return, attach legs to tables or chairs, set shelves in bookcase and leveling), leaving ready for use and disposal of packaging. Delivery in Place is limited to setting the equipment in its final location with no permanent attachment to the real property. However, attaching it to other equipment, pre-existing electrical outlets, pre-existing fuel source connections, pre-existing ventilation ducts, and/or pre-existing plumbing connections that are outside of the walls is permitted. Any additional electrical, HVAC or plumbing work shall be defined as "installation."*

#### COSTARS- 37 Uniforms

The scope of this contract has expanded to include: Athletic and Cheerleading Uniforms and Accessories (such as Apparel, Footwear and Pom Poms) and Band, Guard and Majorette Uniforms and Warm Ups, Props and Accessories (such as Pants, Headwear, Plumes, Coats, Jumpsuits, Shoulder Drapes, Footwear, Gloves, Flags and Batons)

## Remanufactured Goods

By Claire Osborne, COSTARS Marketing Manager

Unless the COSTARS Contract Special Terms and Conditions specifically states otherwise, all products included in a COSTARS contract bid submission must be new or remanufactured. The definition of a new product, according to the Instructions to Bidders, is that which a Purchaser or COSTARS Member will be the first to use after the manufacturing of the product.

Remanufactured products are defined as products that are rebuilt with new or used parts that return the product to the original specifications for that product outlined by the manufacturer. It may not differ in appearance from the new product and must offer the same warranty. It is important to note that this does not stop bidders from including products with recycled content, as long as the product itself is new or remanufactured.

Detailed information can be found in the **COSTARS Instructions to Bidders** at the beginning of the bid packages in the COSTARS Bidding Opportunities Section of the COSTARS website. These instructions provide important information to bidders regarding their bid submissions. We strongly encourage that you read the **Instructions to Bidders** for COSTARS Contracts, as well as the remainder of the Bid Package completely, before submitting your bid.

## Sales Reporting

COSTARS Customer Service has been receiving numerous phone calls regarding the Reported Sales Journal, specifically that there is no **2015** in the drop down menu for the Reporting Year.

This drop down menu only reflects already reported sales, since it is primarily a search function. Simply scroll down to the bottom of your entries and select Add New Sale, No Sales To Report or Upload Sales Data.

Once you complete your new entry, **2015** will now permanently appear in the drop down.

Contract #	Customer Name	Count	Category	Sales Date	Entry Date	# of Sales Transactions	Total Amount \$	Edit	X
010	Allegheny	2010	Personal						

010 Authority Equipment...

1 2 3 4 5 6

Note:

- Use "Add New Sales" button to report transactions individually
- Use "No Sales to Report" button to indicate no sales
- Use "Upload Sales Data" button to upload a large number of transactions using spreadsheet
- To print sales journal, use "Export to Excel" button, then Print

Add New Sale No Sales To Report  
Upload Sales Data Export to Excel

# Road Salt Contract Update

By Bruce Beardsley, COSTARS Marketing Manager

The just completed winter was another tough one for local roads departments. While snowfall throughout the commonwealth was about average, the quantity of snow and/or ice events required greater use of road salt than expected and resulted in myriad shortages, delivery problems, and delays.

Many COSTARS members, whether “piggy-backing” off the state’s road salt contract or receiving salt through other contracts, did not receive timely deliveries. Several municipalities substantially exceeded their contracted order quantity (COSTARS members participating in the state’s salt contract may receive up to 140 percent of their ordered quantity). Some local governments were forced to use less effective alternative de-icing methods and some had to request assistance through their county’s Pennsylvania Emergency Management Agency office.

According to Ed Myslewicz, the commonwealth’s Bureau of Procurement’s (BOP) commodity manager in charge of the road salt contract, “We take our responsibility seriously to provide the highest-level of service for all users on the statewide Sodium Chloride contract. Over the last few weeks, we have met with each road salt supplier to discuss our concerns, and will be joined by our COSTARS partners, to ensure that the issues we experienced this past winter will be addressed and resolved going forward,” Myslewicz said. At the same time, he explained, Mother Nature took its toll on salt availability. He noted that all four of our state’s salt providers, as well as suppliers in neighboring states, experienced supply and delivery problems to some extent – for many of the same reasons. Among those were:

- Snowfall totals were at record or near-record levels throughout the nation’s northeast and Midwest, affecting salt supplies at a national level.
- Because of the weather, supply routes from the mines to the stockpiles, whether by rail, boat, or truck, were disrupted.
- Snow and ice events occurred in rapid succession, reducing the normal opportunity to replenish stockpiles. February, in particular, was relentless on Pennsylvania, with weekly back-to-back storms over a three-week period.
- Deliveries were diverted from the normal schedule to get salt to communities with public safety emergencies.
- Reduced weight limits on bridges requiring longer delivery times.

COSTARS representatives conducted a focus group on road salt at the April 19-21 annual conference of the Pennsylvania State Association of Township Supervisors to listen to members’ comments and concerns, respond to questions, and to offer and seek suggestions. Among the issues discussed were:

- Increasing local stockpile capacity, perhaps regionally or through Councils of Government or other cooperative groups of municipalities.
- Changes in the 2015-16 contract and suggested changes in future contracts.
- The Liquidated Damages clause of the state contract.
- Ordering early.
- Plan B emergency procedures.

A similar forum is scheduled at the April 26-29 meeting of the Pennsylvania State Association of Boroughs in Lancaster. These comments will be compiled and forwarded to the responsible authorities, along with COSTARS’ recommendations.

DGS plans to make a change to the 2015-16 Road Salt contract to better serve COSTARS members, especially those with smaller salt storage capacity. This improvement will allow all COSTARS members, regardless of stockpile capacity size, to place their orders starting Aug. 1 for a minimum 22 tons. Under the previous contract, only members with a stockpile capacity of 300 tons or greater were allowed to begin ordering on Aug. 1. Orders placed between Aug.1 and Oct. 31 are subject to 30-day delivery requirements. In addition, the bidding process for the coming winter will divide the state into different regions and will be changed from the usual sealed bid procedure to a reverse-auction method, which will allow BOP personnel to better consider a supplier’s capacity to fulfill the contract’s terms and to possibly reduce the expected increase in prices.

COSTARS members that did not reach their 140 percent maximum allowable tonnage under the current contract are urged to purchase their remaining balance of salt prior to the July 31 contract expiration and at the current pricing. In addition to potentially saving money, they will be better prepared for an early or severe winter. Members who did receive their maximum tonnage this past winter are strongly urged to order their salt as soon as possible after Aug. 1.

Despite of (or because of) the delivery issues, a record 1,655 COSTARS members signed up for the 2015-16 Road Salt program, an increase of 4.4 percent. Requested tonnage increased 9.8 percent to a record 909,951 tons, approaching PENNDOT’s 960,000 tons.



# 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.

These interactive communication platforms will assist COSTARS staff to address our members' and suppliers' issues and concerns with more immediate responses and allow us to move toward being more available for real-time consultation.

According to Marketing Manager Kim Bullivant, "This step into social media enhances our customer-focus by providing COSTARS staff the opportunity to develop and maintain stronger relationships with our suppliers and members, and to have consistent and direct interaction with them."

Our Twitter Page can be found at <https://twitter.com/COSTARSNews>. Our Facebook Page can be found at <https://www.facebook.com/pages/Costars-PA-Department-of-General-Services/904261462952351?ref=hl>

Like us on Facebook, and follow us on Twitter to begin receiving COSTARS updates! Of course, you can still contact us by phone (1-866-768-7827) and email us at ([GS-PACostars@pa.gov](mailto:GS-PACostars@pa.gov)).



Facebook



Twitter



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/iri/portal/login>

# Have You Seen Our Recent Displays for Attention?

By Kim Bullivant, COSTARS Marketing Manager

If you've been to an event recently where the COSTARS team was present, you may have noticed our freshly updated marketing displays. As the program is continually evolving, so are our marketing materials.

In addition to our revamped displays, we have also added new logos to our collection. COSTARS-authorized suppliers may use these logos in their marketing materials. If you are an authorized supplier and would like us to email you a copy of one of the new logos, please contact us at 1-866-768-7827 or email us at [GS-PACostars@pa.gov](mailto:GS-PACostars@pa.gov).

As a reminder, a high-resolution version of the current COSTARS logo is available for authorized suppliers to download on the COSTARS Supplier Information page of the COSTARS website. Look for the **Download COSTARS Logo** link at the bottom of the page.



## Current COSTARS Logo Available on the Supplier Information Page



## New COSTARS Logos



## What a Difference Ten Years Makes! Cont'd

Now in its 11<sup>th</sup> year, COSTARS has grown by leaps and bounds. Currently, more than 8,150 LPPUs are registered as COSTARS members and over 2,000 suppliers are participating in the program. Members now have the opportunity to purchase from 33 exclusive COSTARS contracts and piggyback off of more than 200 statewide contracts.



### Today's COSTARS Team

Bruce Beardsley, Roxann MacAvoy, Christine Acri, Tera Akpan, Emanuel Williams, Kathy Lewis, Stacey Logan-Kent, Dawn Eshenour, Claire Osborne, Kim Bullivant

Although many things have changed within the last 10 years, one thing remains the same - the core philosophy of the program. This philosophy is evident in an article from the first edition of the *COSTARS Connection* newsletter published in 2007. In the article, former DGS Secretary James Creedon said:

The COSTARS Program generates jobs, saves governments money and promotes economic development. The COSTARS program exemplifies what state government should be. It provides a valuable service to thousands of local public and non-profit entities, saving them and their local taxpayers millions of dollars by eliminating the expensive costs of public bidding procedures, while taking advantage of highly competitive pricing. Furthermore, it provides increased opportunities for hundreds of businesses of all sizes in all locations to compete for millions of dollars of government business.

COSTARS Program Manager Dawn Eshenour, who has been with COSTARS since its inception, mentioned that the program was well-received from the beginning and gained support from many areas including the National Federation of Independent Business (NFIB), who supported the legislation (Act 77) which made it easier for Pennsylvania's small businesses to sell goods and services to LPPUs.

"The COSTARS team looks forward to continued development of the program by considering the contractual needs of our members, and when appropriate creating new contracts that fulfill those needs, improving existing contracts, as well as looking for opportunities for new suppliers and supporting our current suppliers through outreach and marketing guidance," said Eshenour. "Through these efforts, the program will surely continue to thrive."

Thanks to all of our members and suppliers who have made the program what it is today, and here's to another 10 years of growth and success for the COSTARS Program!

## COSTARS Program Milestones Cont'd

- 2008** A Web-based COSTARS Suppliers Gateway was created to enable suppliers to electronically assemble and report quarterly sales.
- 2009** The program moved to continuous bidding, permitting prospective suppliers to submit a bid on a COSTARS contract at any time, instead of having to wait for a supplemental bidding opportunity.
- 2010** The Administrative Fee structure was modified to include two fee tiers, providing businesses of all sizes an opportunity to participate in the program with a reduced fee for small businesses, and to include statewide contract suppliers.
- 2010** The first Suppliers' Brochure was published.
- 2011** The COSTARS staff was expanded to include COSTARS-specific Commodity Specialists to meet the needs of and increase responsiveness to the growing number of COSTARS-exclusive contracts and program participants.
- 2011** The program surpassed \$500 million in spend.
- 2011** COSTARS marketing staff conducted the first series of supplier workshops for all those holding a COSTARS-exclusive contract.
- 2012** A new program participation milestone was reached with 7,500 registered Members and 1,000 suppliers on COSTARS-exclusive contracts.
- 2013** The new, Web-based COSTARS System was implemented, and all COSTARS Web pages were enhanced, making it faster and more secure to search contracts, report sales, look up member information, change profiles, pay administrative fee online with a credit card, and access instructional tutorials for COSTARS website and system procedures. In addition to these and other improvements for our external constituents, many of the new system's enhancements were behind the scenes, allowing the COSTARS staff to be more efficient and effective serving our members and suppliers.
- 2014** Two new marketing managers joined the COSTARS team and put their mark on the program by redesigning the COSTARS newsletter *COSTARS Connection* and creating new online COSTARS website training modules.
- 2015** COSTARS Facebook and Twitter accounts were established. The public can now connect with COSTARS via social media. Be sure to like us on Facebook and follow us on Twitter!

# 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.

## Upcoming Events

- April 26 - 29** PA State Association of Boroughs Annual Conference and Exhibition - Lancaster
- May 1** Cambria County Municipal Officials Convention Johnstown (5:45 p.m.)
- May 7** Grant Workshop sponsored by Representative Stephen Barrar Chadds Ford Township Building (6 p.m.)
- May 8** Delaware Public Purchasing Association Reverse Trade Show Hilton Christiana/Wilmington Newark, DE (8 a.m. to 3 p.m.)
- May 13** COSTARS Supplier Training sponsored by GACO/GCAC-PTAC Slippery Rock University (8:30 a.m.)
- May 15** Member and Supplier Workshops sponsored by Northern Tier Regional Planning and Development Commission - Towanda
- May 27** 10th Annual Equipment Show hosted by Moshannon Valley Council of Governments Clearfield (9 a.m. to 3 p.m.)
- May 29** Government Procurement Expo hosted by JARI PTAC at Cambria County War Memorial Arena (10 a.m to 2 p.m)

## Recent Events Attended By COSTARS Staff

- Feb. 20** COSTARS Training sponsored by Johnstown Area Regional Industries (JARI) PTAC Pennsylvania Highlands Community College - Johnstown
- Feb. 24** COSTARS Member Training for Harrisburg City Government - Harrisburg
- Feb. 27** COSTARS Member Training for Harrisburg City Government - Harrisburg
- March 12** PA Association of School Business Officials (PASBO) Annual Conference Hershey Lodge
- March 12** PA-AWWA NE District and WWOAP Eastern Section Joint Spring Meeting Lake Harmony
- March 22-24** Recreation and Park Society Annual Conference Lancaster Marriot
- March 25** Municipal Summit sponsored by Northern Tier Regional Planning and Development Commission - Wysox
- March 26** Jefferson County PennDOT/COSTARS Workshop - Jefferson County Conservation Office - Brookville
- April 7** Supplier Workshop sponsored by Kutztown University Small Business Development Center
- April 10-11** Allegheny League of Municipalities Conference Seven Springs
- April 15** COSTARS Training sponsored by Northwest Commission PTAC Clarion University
- April 19-21** PA Association of Township Supervisors (PSATS) Annual Conference Hershey Lodge
- April 23** Member Workshop sponsored by Mountain Council of Governments Luzerne County

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.

## COSTARS Connection

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

Further information on the COSTARS program is available by phone 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).

Published by the Pennsylvania Department of General Services  
Editor: Bruce Beardsley





## New Members

1st and 11th District Fire Police Association  
 Aces North America  
 Allegheny Joint Sewage Authority  
 Altoona Parking Authority  
 Arbutus Park Retirement Community  
 Bareville Fire Company  
 Bristol Riverside Theatre  
 Carbon Township  
 Central Chester County Recycling Authority  
 CHOR Youth and Family Services  
 City of Washington Transit Department  
 Clinton County Community Connections, Inc.  
 Coal Run McIntyre Volunteer Fire Department  
 Community Living and Support Services  
 Community Services for Sight  
 Down on the Farm  
 East Lackawannock Township  
 Eisenhower Exchange Fellowships, Inc.  
 Fairview Volunteer Fire Department  
 Geisinger Lewistown Hospital  
 Geisinger Marworth

Girl Scouts of Eastern PA  
 Good Shepherd Rehab Network  
 Homewood at Plum Creek  
 John F. Kennedy Center  
 Kiski Valley Water Pollution Control Authority  
 Lackawaxen EMS  
 Lancaster City Alliance  
 Longwood Fire Company  
 Luzerne County Redevelopment Authority  
 Marantha Christian Academy  
 Marcus Hook Trainer Fire Department  
 Media-Upper Providence Free Library  
 Moravian Manors, Inc.  
 North Penn United Way  
 Ohioville Borough Municipal Authority  
 Orbisonia Borough  
 PA Resources Council  
 Pennsylvania State Constable Allegheny County  
 Pittsburgh Aviation Animal Rescue Team  
 Portland Borough Authority

PSCE-Venango  
 Quarryville Presbyterian Retirement Community  
 Sacred Heart Villa  
 Saint Isidore School  
 Schoolyard Square  
 Seelyville Fire Company  
 Shrewsbury Volunteer Fire Co., Inc.  
 Southcentral Workforce Investment Board  
 Sugar Grove Township  
 The Phelps School  
 Tionesta Township  
 Tri-County HDC, Ltd.  
 Union Township  
 Weaverland Valley Fire Department  
 West Liberty Borough  
 West Shore Christian Academy  
 White Rose Lodge #15, Fraternal Order of Police  
 Wind Gap Municipal Authority  
 Women's Care Center of Erie County, Inc.  
 Yatesville Borough

As of April 24, 2015

## New Suppliers

### COSTARS Suppliers - COSTARS Exclusive Contracts

#### COSTARS-1

Sapphire Technology Group, Inc.

#### COSTARS-3

Brocade Communications Systems, Inc.

Comm-Tech AV, LLC

DakTech, Inc.

Data Recovery Services, LLC

MTM Technologies, Inc.

Reabah, Inc. dba Networking Technologies

Wireless Communications, Inc.

#### COSTARS-5

Erzen Associates, Inc.

Nittany Paper Mills, Inc.

#### COSTARS-6

Data Recovery Services, LLC

Digital Information Services, LLC

dba Comouter Intelligence Association

Global Data Consultants, LLC dba LAM Systems

MTM Technologies, Inc.

Prime Communications, Inc.

#### COSTARS-8

Abbey Carpet & Floor

Cam-Tek Systems, Inc.

CSI Communication Systems, Inc.

Franklin Electric Company

Hajoca Corporation Weinstein Supply

Homeland Industrial Supply

Keystone Fire Protection Co.

Mastercraft Sports Flooring, Inc.

Radio Maintenance, Inc.

Shaw Industries, Inc.

Vigor Consulting Group, LLC

dba Central State Door Service

#### COSTARS-8 cont'd

Western PA Properties, LLC

dba Patriot Contractors Equipment

Sales & Supply, LLC

#### COSTARS-9

Corporate Distribution Limited, Inc. (CDL)

Partners and Harrison, Inc.

#### COSTARS-12

FreCom, Inc.

Hensler Communication Consultants, LP

dba HC Global

Metropolitan Communications, Inc.

Seon Design USA Corp.

Tri-State Training and Safety Consulting, LLC

Tri Star Chrysler of Somerset, Inc.

Tri Star Ford of Somerset, Inc.

#### COSTARS-13

Berger Family Dealerships, Inc.

Chevrolet 21, Inc.

Tri Star Chrysler of Somerset, Inc.

Tri Star Ford of Somerset, Inc.

#### COSTARS-14

Horizon Structures, LLC

Mastercraft Sports Flooring, Inc.

#### COSTARS-16

Xylem Water Solutions USA, Inc.

Sewer Specialty Services, Co., Inc.

#### COSTARS-17

Al-Jon Manufacturing, LLC

Mid Atlantic Waste Systems

(THC Enterprises, Inc. t/a)

#### COSTARS-25

Apple 200 Eisenhower Inc. dba Apple Chrysler, Dodge, Jeep, Ram of Hanover, Inc.

Automotive Lift Specialist, Inc.

Chevrolet 21, Inc.

John Kennedy Ford Mazda of Pottstown

Lakeside Chevrolet Buick

Push-N-Pull, Inc.

Tri Star Chrysler of Somerset, Inc.

Tri Star Ford of Somerset, Inc.

Trius, Inc.

Trux, Inc.

Wolf Motor Company dba Chapman Ford of Lancaster

#### COSTARS-26

Apple 200 Eisenhower Inc. dba Apple Chrysler, Dodge, Jeep, Ram of Hanover, Inc.

Chevrolet 21, Inc.

Phil Fitts Ford, Inc.

Tri Star Chrysler of Somerset, Inc.

Tri Star Ford of Somerset, Inc.

#### COSTARS-29

Boulder Landscape, LLC

#### COSTARS-32

84 Lumber Company

C&C Lancaster dba Fast Signs Lancaster

#### COSTARS-33

Blair Companies

SecureWatch24, LLC

#### COSTARS-34

A/V Solutions, LLC

Sage Technology Solutions, Inc.

#### COSTARS-35

Longo Associates, Inc.

### New COSTARS Participating Statewide Contracts

4400008698 FP Mailing Solutions  
 4400009443 Library Interiors, Inc.  
 4400011574 Canon Solutions America, Inc.  
 4400012521 State Industrial  
 4400012531 Ecolab  
 4400013026 Atlantic Tactical  
 4400013643 Xpedx, LLC  
 4400014178 Washington Gas Energy Services  
 4400014190 Highway Equipment & Supply Co.  
 4400014228 TransAmerican Office Furniture, Inc.

4400014232 Cherryman Industries, Inc.  
 4400014405 Productivity Products and Services, Inc.  
 4400014407 Baker Tilly Virchow Krause, LLP  
 4400014412 Osterman Propane LLC  
 4400014414 W.W. Grainger, Inc.  
 4400014469 Knight Bros., Inc.  
 4400014520 ProAsys, Inc.  
 4400014528 Adler Tree Service, Inc.  
 4400014550 T&T Tree Service, Inc.  
 4400015511 Carmeuse Lime, Inc.

As of April 24, 2015

