



COSTARS Connection

Volume 9, Issue 1
Winter 2015



Tom Wolf, Governor
Curtis M. Topper, Acting Secretary



COSTARS Reaches \$934 Million in Sales More Than \$200 million Saved

By Bruce Beardsley, COSTARS Marketing Manager

Since its inception in 2005, the growth of the COSTARS program has exceeded all expectations. On Dec. 31, 2005, there were 3,045 COSTARS members. Currently, there are more than 8,090. The total reported COSTARS spend for CY 2006 was \$152.5 million. In FY2013, ending June 30, 2014, more than \$934 million was spent by COSTARS members through the program! In 2005, schools (including public and non-profit private schools) represented 48.1 percent of the total spend, municipal governments represented 23.5 percent, and county governments accounted for 13.7 percent. In FY2013, schools still led membership categories with 28.2 percent, followed by municipal governments at 26.5 percent, and colleges at 16.7 percent.

FY2013 was another year of substantial program growth. Sales among COSTARS-exclusive contracts increased by 17.8 percent, the largest growth since 2010. COSTARS-3 IT Hardware remains the highest spend contract at \$228.9 million, a 20.6 percent increase over FY2012. Other selected COSTARS contracts are listed in the table below.

CONTRACT	FY2013 SPEND	CHANGE	AVE. SALES/SUPPLIER
Municipal Work Vehicles	\$100,147,984	+27.5%	\$559,486
Signage	\$257,805	+1469.7%	\$32,136
Furniture & Window Treatments	\$13,548,623	-21.4%	\$173,700
Maintenance, Repair & Operations Equipment & Supplies	\$35,400,238	+23%	\$181,540
Street Lights, Parking Meters & Street Furniture	\$402,163	+277.7%	\$44,685
Software	\$14,854,836	-15.3%	\$260,611
Emergency Responder Vehicles	\$33,716,251	+9.4%	\$455,625

Allegheny County has the most COSTARS members (663) and the most COSTARS spend (\$66.6 million). Montour County has the highest spend per member (\$358,587) and Fulton County has the lowest (\$11,853). The average COSTARS member spent \$92,099 through the program in FY2013, an increase of 37.6 percent. Also, in FY2013, 62.1 percent of registered COSTARS members purchased through the program.

Continued on page 4



The Survey Results Are In!

By Kim Bullivant, COSTARS Marketing Manager

The results of the 2014 COSTARS Membership Survey are in! The survey measured respondents' interest in possible new COSTARS-exclusive contracts and asked for suggestions for other contracts that may benefit a large segment of COSTARS members. Additionally, members told us what they think of the COSTARS Program and the service they receive from COSTARS staff as well as COSTARS-authorized suppliers.

There were more than 230 respondents; the majority of them consisting of townships, boroughs and fire and ambulance organizations. Thank you to all who participated in this year's survey; your feedback is important to us because it helps us determine which contracts and services are relevant to our members and enables us to make ongoing improvements to the program.

One of the most interesting findings of the survey was that a large percentage of new contract items suggested by members are already covered by existing COSTARS-exclusive or statewide contracts. In the "Where Do I Find..." column on page 3 of this issue of **COSTARS Connection**, we list those items, and the contracts in which they can be found. Obviously, this points to the need for more training and awareness about the vast variety of goods and services already included in the program. Along with other survey findings, it emphasizes the need to continue to improve our website search capabilities. A few months ago, COSTARS added a Keyword search to assist members in finding specific contracts.

Members are urged to call COSTARS at 1-866-768-7827 or check the State Contract Search at eMarketplace if they can't find a product or service they would like to purchase.

Below is a summary of survey results and actions the COSTARS team plans to implement within the next year.

COSTARS-Authorized Supplier Assessment

- **56%** of respondents said they were very satisfied with the vendors they've purchased from through the program.
- **38%** were usually satisfied.
- The remaining **6%** said they had a few problems or they have not used the program.
- **Action:** Post-purchase surveys will be developed to help determine specific causes for dissatisfaction. Quarterly supplier forums will be held to address any concerns members may have.

COSTARS Staff Assessment

- **66%** of respondents have been satisfied with the service they have received from the COSTARS staff.
- **30%** have not needed assistance
- The remaining **4%** said they had a few problems.
- **Action:** Post-assistance surveys will be developed to help determine specific causes for dissatisfaction.

COSTARS Training

- **53%** of respondents expressed an interest in attending a COSTARS training program. More information regarding COSTARS training program sessions will be sent to members in the near future.
- **Action:** A Calendar of Events section was added to the website, noting COSTARS training events. If any member would like to sponsor a training event for multiple members, please contact a COSTARS Marketing Manager at 1-866-768-7827. Additionally, the team is considering the possibility of hosting training webinars.



Possible New Contracts

- **73%** of respondents said they would use a **Surveillance, Security and Fire Alarm Equipment, Parts and Services** contract.
- **Action:** A COSTARS-participating Invitation to Qualify (ITQ) state-wide contract covering these items is currently being developed.
- **72%** of respondents said they would use a **Flags, Poles and Accessories** contract.
- **Action:** This category has been added to the current COSTARS-33 Street Lighting, Parking Meters and Street Furniture contract.
- **66%** of respondents said they would use a **Highway Safety and Maintenance Materials** contract.
- **Action:** The COSTARS Team is considering a new COSTARS-exclusive contract. Stay tuned for more information in the near future.
- **58%** of respondents said they would use a **Heavy Equipment Rental** contract. Top equipment rental requests include pavers, sealers, loaders, street sweepers, chippers, rollers, lifts, airport runway snow removal equipment, postage meters, mowers, mini excavators, jack hammers and pumps.
- **Action:** The COSTARS Team is considering a new COSTARS-exclusive contract. Stay tuned for more information in the near future.

COSTARS Program Assessment

- **95%** of respondents have used the program within the past two years. The factors most important to members who have used the program are: lower purchase costs; reduced administrative costs/staff time and good contract terms and conditions. The majority of members who have not used the program within the last two years said they don't because they believe the website/program is too difficult and there are not enough vendor choices.
- **95%** of those respondents who use the program say that it's an excellent program.
 - A small percentage of members who believe the program needs improvement said they would like to see enhancements made to the COSTARS website including improved search capabilities.
- **Action:** The COSTARS website was improved in 2013, adding additional search criteria such as category, manufacturer, county and keyword. Extensive training simulations were developed and posted to assist members, and website search training will be further emphasized in our workshops. We are considering quarterly supplier forums to increase supplier awareness and participation.
- **73%** of respondents have no preference between COSTARS-exclusive and statewide contracts.
 - Those who prefer to use COSTARS-exclusive contracts do so because the program is easy to use, saves time and money, offers more product and supplier choice and allows for negotiation to get the best price. In addition, they feel that contractors have been thoroughly vetted and will perform as advertised.
 - Some members prefer to use statewide COSTARS-participating contracts due to easy website search capabilities, set pricing and personal preference.



Where Do I Find....

Ammunition	COSTARS-12 - Emergency Responder Loose Supplies State Contract 4400013024 - Ammunition	Plumbing Supplies	COSTARS-8 - MRO COSTARS-16 - Water and Wastewater Treatment Plant Components and Equipment COSTARS-22 - Weatherization Materials State Contract 4400007622 - MRO
Anti-skid Material	State Contract 561015 - Aggregates and Anti-skid ITQ	Postage Meters	State Contract 4400008696 - Mailroom Equipment and Maintenance
Batteries	COSTARS-8 - MRO COSTARS-12 - Emergency Responder Loose Supplies COSTARS-28 - Energy Conservation Management Supplies	Replacement Chassis	COSTARS-25 - Municipal Work Vehicles
Building Material	COSTARS-8 - MRO COSTARS-22 - Weatherization Materials State Contract CN0030482 - Bridge and Highway Maintenance Materials State Contract 4400007622 - MRO	Self-contained Breathing Apparatus	COSTARS-12 - Emergency Responder Loose Supplies
Fencing	COSTARS-8 - MRO	Signs, Decals for Vehicles and Trailers	COSTARS-32 - Signage
Fertilizer/Weed Control	COSTARS-29 - Grounds Keeping (Grounds/Turf Maintenance)	Snow Plowing (not on roadways)	COSTARS-29 - Grounds Keeping (Grounds/Turf Maintenance)
Emergency Equipment and Clothing	COSTARS-12 - Emergency Responder Loose Supplies	Stretchers	COSTARS-12 - Emergency Responder Loose Supplies
Grounds Maintenance Supplies	COSTARS-29 - Grounds Keeping (Grounds/Turf Maintenance)	Street Lighting Poles	COSTARS-33 - Street Lighting, Parking Meters and Streetscapes
Heavy Equipment (Loaders)	State Contract 4400011411 - Construction/Heavy-duty Type Power Equipment	Traffic Control Equipment	COSTARS-12 - Emergency Responder Loose Supplies COSTARS-18 - LED Traffic Signal Modules and/or Housings State Contract 4400010323 - Traffic Control Equipment State Contract CN00036368 - Traffic Safety Cones and Drums
Janitorial Supplies	COSTARS-5 - Janitorial Supplies State Contract 4400012521 - Dilution Control	Two Way Radio Communications	State Contract 6100017908 - Two Way Radio Communications Equipment and Accessories
Lawn Care	COSTARS-29 - Grounds Keeping (Grounds/Turf Maintenance)	Vehicles (including Trucks)	COSTARS-13 - Emergency Responder Vehicles COSTARS-25 - Municipal Work Vehicles COSTARS-26 - Passenger Vehicles State Contract 4400013672 - Passenger Vehicles State Contract 4400013799 - Police and Specialty Vehicles State Contract 4400008412 - Wheelchair Vehicles
Marketing Services	State Contract 4400008677 - Creative Advertising and Audio Visual Interactive Production Services	Vending Machines	COSTARS-36 - Appliances, Cafeteria Equipment and Supplies
Plastic Pipe	COSTARS-8 - MRO COSTARS-16 - Water and Wastewater Treatment Plant Components and Equipment	Water And Wastewater Chemicals	COSTARS-15 - Water and Wastewater Treatment Consumables State Contract 4400011261 - Water Treatment Chemicals

Please Note: The state contract number listed is the parent contract number. When searching in eMarketplace, remember to confirm the "YES" in the COSTARS column.

New UniqueSource Website

UniqueSource Products & Services launched a new website on Friday, Jan. 16, dedicated to commonwealth agencies, state-affiliated entities and COSTARS members. UniqueSource is the sole contractor to the commonwealth for supplies manufactured and services performed by persons with disabilities. This program provides meaningful employment for individuals who would not otherwise have the opportunity.

The new website includes items that are under state contract (which are available to COSTARS members), as well as non-contract items. Contract items will be identified with a "CWOPA Contract" logo. At this time, COSTARS members may only order directly from the website if they are paying with a purchasing card.

Additional information about the new website will be available in the Newsflash section of the COSTARS Members Area Web-page in the near future.



Scott Cross Retirement

By Bruce Beardsley,
COSTARS Marketing
Manager



After 39 years of dedicated service to the Commonwealth of Pennsylvania, Scott Cross retired as of Friday, Jan. 2, 2015. As Director of the Programs & Systems Divisions within the Department of General Service's (DGS) Bureau of Procurement (BOP), Scott supervised several programs including Disaster/Emergency Procurement, Applications Development, Supplier Development & Support, UniqueSource (formerly PIBH) procurement, as well as the COSTARS program since its inception in late 2004.

Scott's mother was a long-time District Justice, and public service was a value instilled in him by his parents and grandparents. So, shortly upon graduation from Penn State, Scott began his career in 1976 at the Pennsylvania Department of Transportation (PennDOT). In November of 2001, Scott transferred from PennDOT to DGS/BOP.

At PennDOT, Scott served as Business Manager for the five state-owned airports, which, at that time, included Harrisburg International Airport. He also oversaw the divestiture of these airports by the state, transferring ownership to locally-owned and operated public authorities.

In 2001, the state's cooperative purchasing program consisted of approximately 1,200 local government members who were allowed to "piggy-back" off of some state contracts. The program had a staff of one. Immediately recognizing the untapped potential for local governments to save local tax dollars, Scott suggested an expansion of the program. Several years later, former DGS Deputy Secretary David Yarkin, also recognizing the benefits to local governments and suppliers, proposed legislation that was adopted in 2004 and COSTARS was born, with an expanded mandate and open to additional members. Scott supervised the implementation of the program and hired a staff of five, including a marketing manager. The program has grown dramatically, reinforced by perennial legislative endorsements at budget hearings and constituent testimonials. Today, the program serves more than 8,000 members, with over 2,500 participating suppliers, an annual spend of close to \$1 billion, and an annual savings to local taxpayers of more than \$200 million! Scott considers it his proudest achievement at DGS and says "the program has served more citizens and saved as much money as any commonwealth program. The magnitude of the program is understood by very few."

Scott believes that "meeting the needs of those we serve within the parameters of policy and law" has been the most significant ongoing challenge of serving in government and the most important task facing the COSTARS program in the future. His secret of success within that environment is to recognize that change is incremental, to appreciate and accept the small victories, and to pass that lesson on to those who work with him.

Scott looks forward to retirement with "...relief. It feels like a great weight off my shoulders. I no longer have to worry about communities obtaining road salt, setting my alarm, or executing the tremendous responsibilities to the people we're serving." His retirement plans include travel, working on home improvement projects, and attending family functions, particularly sporting events. He is even considering resuming playing golf "...if my back holds up."

The COSTARS team wishes Scott all the best in his retirement!

COSTARS Reaches \$934 Million in Sales More Than \$200 million Saved (cont. from pg. 1)

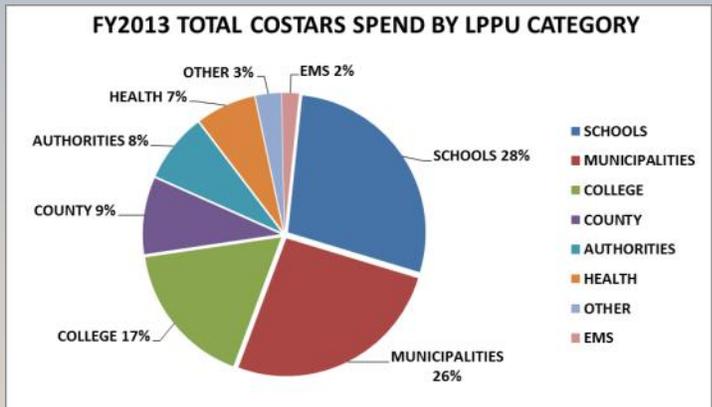
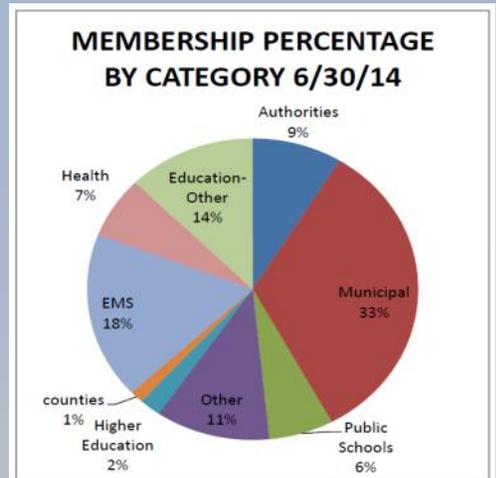
The state agency contracts on which COSTARS members spend the most are:

- Wireless Communication
- Sodium Chloride (road salt)
- Heavy-Duty Construction and Agriculture Power Equipment
- Software
- Surveillance & Security Systems
- Two-Way Radio Communications Equipment
- Bituminous Products
- Tires
- Small Package Delivery

The number of suppliers participating on COSTARS-exclusive contracts increased by 5.8 percent to 1,201. More than 55 percent were certified small businesses. The renewal rate among suppliers was 81.3 percent. The average COSTARS-authorized supplier reported COSTARS sales of \$420,711, an increase of 3.9 percent.

It is estimated that COSTARS members saved more than \$200 million using COSTARS in 2013. Local governmental entities, which represent 90 percent of the total membership, saved more than \$49 million of local taxpayer money by not having to bear the costs of a formal bidding process, since the state provided that service. Another \$152 million was saved by all members in discounted goods and services that the competitive nature of the program generates.

Eighty-six percent of all COSTARS transactions were below the public bidding threshold of \$19,100, reflecting that many COSTARS members use the program routinely even when public bidding would not be required because of their confidence in the suppliers and the ease of the program.



Bituminous Liquid Materials Pricing Update Voluntary Discounts Permitted

By Bruce Beardsley, COSTARS Marketing Manager

Pennsylvania's statewide contract for Bituminous Liquid Materials was written for the primary use by the Pennsylvania Department of Transportation (PennDOT), which spends more than \$28 million annually on this contract. This contract is also open to COSTARS participation and members spent \$10.6 million through this contract in FY2013. For PennDOT, the contract is a "fixed price" contract, with monthly price adjustments based on market price fluctuations.

Previously, suppliers with COSTARS participation had been advised that they must sell to COSTARS members at that "fixed" contracted price with no additional discounts.

Department of General Services' legal department has determined that it is acceptable for an awarded supplier in that region to offer a voluntary discount from the contract price as long as the scope of the purchase is consistent with the scope of the contract (e.g. material only).

This ability to negotiate makes this contract consistent with most other COSTARS and state contracts and should allow a greater degree of competition among suppliers and lower prices for COSTARS members.

Time to Sign Up for Road Salt

By Claire Osborne
COSTARS Marketing Manager



It's that time of year again. Time to reserve your Road Salt for the 2015-2016 Winter Season!

Enrollment for participation in the Pennsylvania State Sodium Chloride Contract for 2015-16 is now open for COSTARS Members. Please take a moment to review the participation guidelines including step-by-step instructions published as the Newsflash, "Participation Guidelines 2015-2016 Statewide Contract for Sodium Chloride (Road Salt)", in the COSTARS Members Area. To sign up, members must complete the 2015-16 Salt Participation Agreement which can be accessed by selecting the orange bar at the top of the COSTARS Members Page (www.costars.state.pa.us/HomeMem.aspx).

If you have not accessed your COSTARS Membership account since July 2013, you must create a new User ID and Password to complete the Salt Participation Agreement. Please note, the COSTARS system uses a shared login portal with other Pennsylvania state government systems. If you have accessed other state government functions using the Pennsylvania Login, those same credentials should log you into the COSTARS system. If necessary, you can select the link to User Registration on the left side of the Members page and follow the instructions provided to create a new User ID and Password.

The Salt Participation Agreement can be completed and submitted online. **The deadline to submit your agreement is March 16, 2015.** A member can review and/or edit their Agreement once it is submitted anytime up to the deadline. After March 16, 2015, the Department of General Services will put the Sodium Chloride Contract out to bid, and the awarded contract will be posted in early August.

This year, there will be no 300 ton minimum for COSTARS members to participate in the Initial Fill period; however, the order cannot exceed the stockpile capacity listed on the agreement. Please note that because contracts are awarded by county, members who request Road Salt for different delivery locations in multiple counties will have to complete a User Registration and Salt Participation Agreement for each county. The salt is guaranteed to meet PennDOT requirements which allows municipalities to use Liquid Fuel Funds.

AEDs in PA Schools!

By Claire Osborne, COSTARS Marketing Manager

Act 35 (also known as Aidan's Law), signed into law in April, 2014, established an Automatic External Defibrillator (AED) program within the Pennsylvania Department of Education (PDE) to assist schools in making AED's available in school buildings. As noted on the PDE website, school entities and nonpublic schools may purchase

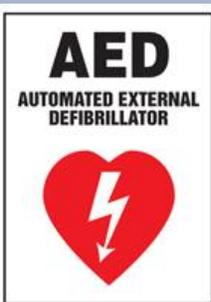
AEDs under the program through the COSTARS program. AED's have been available through the COSTARS program since, at least, 2007.

Schools receiving funding by the Pennsylvania Accountability Grants and the Educational Improvement Tax Credit Program are permitted to use these funds to purchase one or more AEDs. In addition, the Act provides that PDE may purchase AEDs for distribution to school entities and nonpublic schools subject to the appropriation of funds by the General Assembly. According to PDE, "the General Assembly has not provided any funds for the purchase of AED units and ... don't anticipate that funding will be provided in the 2015-16 fiscal or school year."

Act 35 requires that "no later than June 30, 2014, and each year thereafter, each school entity shall make a report to the department detailing the number, condition, age and placement of automatic external defibrillators in each school building" Non-public schools that participate in the program by using COSTARS for their AED purchase or receive state aid to make their purchase are also subject to the annual reporting requirement.

AEDs are included in the scope of COSTARS – 12 Emergency Responder Loose Supplies and are also available through state contract #4400011331.

For additional information, please contact PDE's School Services Office at 717-787-4860 or via email at ra-pde-schoolservice@pa.gov or the PDE website at: http://www.education.state.pa.us/portal/server.pt/community/school_services_office/9153/aed_program/1832311.





As a part of the COSTARS Program, members are required to provide their organization's contact information upon registration. We use this information to keep members informed about program and contract updates; and to distribute the COSTARS Connection quarterly newsletter.

Additionally, providing contact information allows COSTARS-authorized suppliers to send correspondence to members regarding their company information, available products or services, and potential sales or discounts on products and services.

When voluntarily registering to become a COSTARS member, eligible local public procurement units make their contact information available to COSTARS suppliers; however, they have the opportunity to choose which contact information is not made available (i.e., address, phone number, fax number and/or email address) and they may change their options at any time.

To ensure that **member** organizations continue to receive important COSTARS information, it is the members' responsibility to keep their contact information current in

Members - Update Profile

To update your organization's membership profile, simply log into the COSTARS system by visiting www.costars.state.pa.us, and select the **Local Governments & Schools** link at the top of the page, select the **COSTARS/Cooperative Purchasing/Member Information** link and then select the yellow **Members** button on the right-hand side of the page.

On the Members Area page, select the **COSTARS Membership** link on the left-hand side and log in using the username and password you created when you registered. Once you're logged in, select your organization from the drop-down box under **Existing COSTARS Membership** and click on the **Update Membership Details** button.

If you have not created a new username and password to log into the system since July 2013, please select the **User Registration** link on the left-hand side of the page to create one.

To access COSTARS training modules with step-by-step instructions for any of the above processes, select the **Resource/Training Center** link on the left-hand side of the Members Area page.

their Member Profile using our Web-based system.

Because we rely on members to maintain their profile, and since this information is constantly changing, the membership list available to the public and to COSTARS-authorized suppliers via the Suppliers Gateway is provided "as-is." This list is reviewed periodically to determine if physical and/or email addresses are "undeliverable" and the appropriate updates/deletions are made through commonwealth IT resources.

Note to COSTARS-authorized Suppliers: The **List of COSTARS Members** currently found on the [COSTARS Supplier Information](#) page of the COSTARS website is a list (without contact information) made available to the public. To access the complete list of COSTARS members, which includes contact information, please log into the Suppliers Gateway by following the step-by-step directions on the COSTARS Supplier Information page under **Manage COSTARS Participation**.

Suppliers - Marketing Tips

Because COSTARS-exclusive contracts are multiple-vendor contracts, and there is no requirement for COSTARS members to purchase from any particular awarded supplier, the Department of General Services does not guarantee volume of contract sales. It is the sole responsibility of the awarded supplier to promote their offered products and services to registered COSTARS members. Nonetheless, one of the benefits of being a COSTARS-authorized supplier is access to a list of thousands of member organizations' contact information.

Additionally, suppliers are permitted to use the official COSTARS brand and logo on their marketing materials. Below are some ways suppliers can promote their company to COSTARS members:

- Email blasts
- Direct mail
- Direct sales calls
- Association conferences
- Advertise in association publications using the COSTARS logo
- Business cards w/ COSTARS logo
- Create events or sales for COSTARS members
- Press Releases

NOTE: The COSTARS Program yearly administrative fee is not a membership fee, nor is it a fee paid for marketing services. Suppliers pay an administrative fee to receive a contract award and annually thereafter, to sell to third party purchasers who have registered with DGS as COSTARS members. Should your company have questions regarding marketing to COSTARS members, please feel free to contact us at 1-866-768-7827 or GS-PACostars@pa.gov.



New Pennsylvania Department of General Services Website

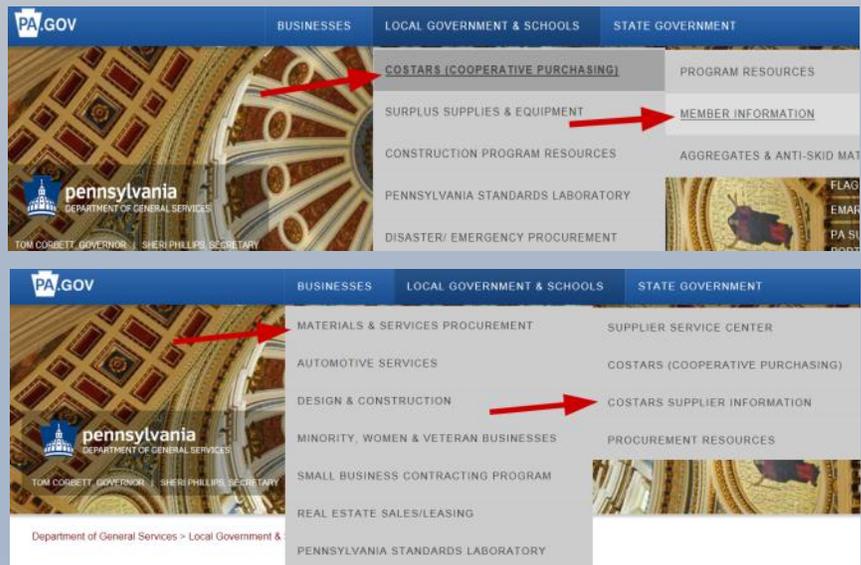
Effective Dec. 19, 2014, the Department of General Services (DGS) migrated its website to a new, mobile responsive platform. This change is part of the commonwealth's eGovernment initiative, which will give all commonwealth agency websites a similar look and feel, and offer a better online experience for our customers. When fully implemented, all commonwealth websites will be designed to work on PC and Apple computers, tablets and smart phones. Future enhancements to the website will enable some of DGS's most popular online applications for mobile use.

Users who navigate to DGS's former website address will be automatically redirected to the new website address www.dgs.pa.gov. If you have bookmarked regularly used pages on the old DGS website, you will need to reset those bookmarks. **Please note: You will still be able to access the COSTARS website via URL www.costars.state.pa.us; however, the look and feel of the new website is different.**

We look forward to working with you during this transition and thank you for your patience as we move forward in our effort to offer new and improved levels of service through the eGovernment initiative. If you have any questions about the new website, please contact us at 1-866-768-7827 or GS-PACostars@pa.gov.

MEMBERS: To access the Member Information page, please select the **Learn more about COSTARS participation for Member entities** link in the center of the home page. Or, you can select the **COSTARS (Cooperative Purchasing)** link at the top of the page under the **Local Government and Schools** link, then select **Member Information**.

SUPPLIERS: To access the Supplier Information page, please select the **Learn more about COSTARS participation for Suppliers** link at the bottom of the last paragraph on the home page. Or, you can select the **Businesses** link at the top of the home page, then select **Materials and Services Procurement/COSTARS Supplier Information**.



Bidding Thresholds Increase Effective Jan. 1, 2015

Pennsylvania Department of Labor & Industry published the authority and municipal bidding thresholds for 2015 under Act 90 of 2011. Under Act 90, the Municipality Authorities Act was amended to raise the bidding thresholds and provide for an annual inflation adjustment based on the Consumer Price Index for All Urban Consumers.

The percentage change for the 12-month period ending Sept. 30, 2014, is 1.7%. Therefore, beginning on Jan. 1, 2015, the bidding thresholds for municipal authorities will be as follows:

- Purchases and contracts below \$10,500 require no formal bidding or written/telephonic quotations.
- Purchases and contracts between \$10,500 and \$19,400 require three written/telephonic quotations.
- Purchases and contracts over \$19,400 require formal bidding.

COSTARS Connection

- Curtis M. Topper - Acting Secretary, Department of General Services
- Michael Richart - Deputy Secretary for Procurement
- 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.

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





New Members

- Advocates for Homeless & Those in Need
- Allegheny Christian Ministries dba Laurel View Village
- American Board of Internal Medicine
- Applegold Borough
- Bais Menachem Youth Development Program
- Blacklick Valley Municipal Authority
- Boyertown Museum of Historic Vehicles
- Bucks County Sheriff's Office
- Burn Prevention Network
- Burrell Township Sewer Authority
- Central Catholic High School
- Clinton County Recreational Authority
- Comhar, Incorporated
- Corpus Christi School
- Crawford County Constables Association
- Dimmick Memorial Library
- East Prospect Borough
- Ellwood City Area Public Library
- Elverson Borough Office of Constable
- Futures Community Support Services Inc.
- Garden City Fire Company
- Grace Christian School
- Green Lane-Marlborough Joint Authority
- HMS SCHOOL
- Holland Elementary PTO
- Lawrenceville Corporation
- Lebanon Valley Family YMCA
- Lock Haven Area YMCA
- Mount Zion Community Fire Company
- Mt. Pleasant EMS
- Mt. Oliver Hook & Ladder Company
- Northeast Ministry
- Our Town Foundation
- Partnership for Better Health
- Pennsylvania Association for Middle Level Education
- Pennsylvania Council of Children, Youth & Family Services
- Pennsylvania State Constable Krebs
- St. Marys Area Ambulance Service, Inc.
- Summit Hose Company
- Sunshine Preschool
- Tri-County Regional Planning Commission
- Union Fire Company
- Uniontown Hospital
- Villa Maria Academy
- Whitehall Township Public Library
- Wyoming Valley Montessori School

As of Jan. 14, 2015

New Suppliers

COSTARS SUPPLIERS - COSTARS EXCLUSIVE CONTRACTS

- | | | | |
|-------------------|---|-------------------|---|
| COSTARS-1 | Richter Drafting & Office Supply Co., Inc. | COSTARS-16 | Edwin Elliot Co., Inc. |
| COSTARS-3 | Forerunner Technologies, Inc.
Integration Partners Corp.
Optech
Prime Communications, Inc.
Star Tech, Inc.
System Management Planning, Inc. (SMP) | | Envirep, Inc.
Guardian Chemical Specialties Corporation
Longo Electrical Mechanical, Inc.
Perma-Liner Industries, LLC
Pipelines of PA
Process Wastewater Technologies, LLC
Telog Instruments, Inc.
Utility Service Co., Inc. |
| COSTARS-4 | Office Basics, Inc. | COSTARS-17 | Schaefer Systems International, Inc. |
| COSTARS-5 | Paper Products, Inc. | COSTARS-19 | Medline Industries |
| COSTARS-8 | A&K Industrial Corp.
Hunter and Lomison, Inc.
Meadow Valley Electric, Inc.
Penn State Electric Mechanical Supply Co., Inc.
Phillips Corporation dba HAAS Factory Outlet
Tri-County Electrical Supply | COSTARS-25 | Bergey's Ford, Inc.
Daniel B. Krieg, Inc.
Gibbons Ford
Joseph C. Reagle, Inc. dba Reagle Dodge
L.B. Smith Ford Lincoln
Springfield Ford, Inc.
Uniontown Automotive Group, LLC dba Ford of Uniontown
Williams Auto Plaza VI, Inc. dba Williams Ford Lincoln
Brown Daub Buick Pontiac Chevrolet, Inc.
dba Wind Gap Chevrolet Buick
Uniontown Automotive Group, LLC dba Ford of Uniontown
Williams Auto Plaza VI, Inc. dba Williams Ford Lincoln
Dynatech Controls, Inc. |
| COSTARS-12 | All Traffic Solutions (Inuitive Controls Ltd. dba) Kair, Inc.
Tactical Wear dba Tactical Wear Online
The Traffic Safety Store dba W.L. Snook & Associates | COSTARS-26 | FTBA, LLC
James D. Boyce Associates, Inc. dba Boyce Associates
United Public Safety, Inc. |
| COSTARS-13 | Joseph C. Reagle, Inc. dba Reagle Dodge
Philadelphia Motors, LLC dba Matthews Paoli Ford
Uniontown Automotive Group, LLC dba Ford of Uniontown | COSTARS-28 | HighMark Smart, Reliable Seating, Inc. dba Highmark Supply Source, Inc.
dba Supply Source Office Interiors, Inc. |
| COSTARS-14 | Heartline Fitness Products, Inc.
KwikRink Synthetic Ice, LLC
S&S, Inc. | COSTARS-30 | |
| COSTARS-15 | Guardian Chemical Specialties Corporation
Pollu-Tech, Inc. | COSTARS-33 | |

NEW COSTARS PARTICIPATING STATEWIDE CONTRACTS

- | | | | |
|------------|-----------------------------------|------------|---|
| 4400004760 | ESRI | 4400013925 | NCH Corporation dba Certified Laboratories Division |
| 4400007198 | Computer Aid, Inc. | 4400014072 | GAI Consultants, Inc. |
| 4400007199 | Dell Marketing, L.P. | 4400014076 | ShIPLEY Energy Company |
| 4400007639 | Markl Supply Company | 4400014183 | Environmental Standards, Inc. |
| 4400011531 | Klenzoid, Inc. | 4600015465 | HEI-WAY, LLC |
| 4400011645 | Terminex International Co. | 4600015467 | Reading Materials, LLC |
| 4400012881 | Dell Marketing, L.P. | 4600015468 | American Asphalt Paving Co. |
| 4400012882 | Hitachi Data Systems Corporation | 4600015469 | New Enterprise Stone & Lime Co., Inc. |
| 4400012883 | IBM Corporation | 4600015470 | Haines & Kibblehouse, Inc. |
| 4400013084 | Modern Handling Equipment Co. | 4600015475 | Coopersburg Asphalt, Div. of Naceville Materials |
| 4400013167 | Motorola Solutions, Inc. | 4600015477 | Pottsville Materials, LLC |
| 4400013396 | PAC Industries, Inc. | 4600015480 | Suit-Kote Corporation |
| 4400013443 | Satellite Tracking of People, LLC | 4600015481 | Wilkes-Barre Materials, LLC |
| 4400013622 | United Parcel Service | 4600015493 | Pioneer Aggregates, Inc. |
| 4400013898 | Weleski Transfer, Inc. | 4600015498 | Marcus Cole Construction, Inc. |

As of Jan. 14, 2015

