

OBD&EO News Alert

A Delaware River Port Authority/Port Authority Transit Corporation
Office of Business Development & Equal Opportunity Publication

“Celebrating Religious Differences Awareness Month”

DECEMBER
2007



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www.drpa.org/obdeo

“SPOTLIGHT”



Northeast Motors & Controls is a “**WBENC Certified Women Business Enterprise (WBE)**” and is located in NE Philadelphia, in Holmesburg section of the city (8301 Torresdale Avenue, Section 16, Philadelphia, PA 19136), just minutes away from Rt. 1 & I-95. This great location gives them the advantage and opportunity to better serve their customers.

As a **diversified supplier**, they provide electrical and mechanical sales and repairs, along with a wide variety of controls. Northeast Motors & Controls can help customers not only with electric motors and parts, but also with gear reducers, pumps, fans & blowers, and motor controls from starters to frequency inverters. Electrical and mechanical repairs and solenoid coils fabrication are also available.

What Northeast says differentiates them from their competitors is that they provide solutions to customer’s problems along with real twenty-four (24) hour technical support.

Some of their biggest accounts are Exelon Power & Peco Energy, Smurfit Stone Container, Einstein Hospital, University of Science, Mushroom Farms and building managements.

For additional information contact Florine Frangulea, she can be reached by phone - 215-331-9003, or fax - 215-331-4390. In case of an emergency, please call 215-519-7089.

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“WE VALUE DIVERSITY”

U.S. Department of Labor offers free Prevailing Wage Conference

Sessions to be held Jan. 8 through 10 in New Orleans

WASHINGTON — Since the Gulf Coast hurricanes of 2005, government-funded construction and service projects in the region have increased significantly. The U.S. Department of Labor's Wage and Hour Division has added staff, sponsored outreach events, and conducted investigations in the region to promote and achieve compliance with all federal labor laws, including the prevailing wage statutes. To ensure that the federal contractor community is aware of these labor standards requirements, the division will host a Prevailing Wage Conference from Jan. 8 to 10, 2008, in New Orleans.

The conference, which is open to the public, will provide compliance assistance information on the labor standards requirements of the Davis-Bacon Act (DBA), the McNamara-O'Hara Service Contract Act (SCA) and the Fair Labor Standards Act (FLSA).

Federal compliance specialists will conduct the seminars — with special emphasis on DBA, SCA and FLSA compliance principles; the process of obtaining wage determinations and adding classifications; the compliance and enforcement processes; and the process for appealing wage rate, coverage and compliance determinations.

Members of the federal contractor community, including contractors, employees and employee representatives, are encouraged to attend. To register, each interested party should send an e-mail containing his/her name, title, organization, e-mail address and telephone number to pwc2008@dol.gov. The conference is free; however, space is limited.

For additional information on the conference, call the Wage and Hour Division's toll-free helpline at 866-4US-WAGE (487-9243) or visit the Labor Department's Web site at www.wdol.gov.

Following is a summary of purchase orders with M/WBE vendors during the 3rd quarter of 2007. Congratulations to all the companies having done business with the DRPA so far. The Office of Business Development & Equal Opportunity wishes you continued success!!

DRPA 3rd Quarter 2007 - Summary of Purchase Orders

503 Corp (MBE)

Janitorial Supplies/Misc. Hardware
\$5,075.94

A & A Glove & Safety Co (MBE)

Janitorial Supplies
\$9,275.00

Advanced Staffing, Inc. (MBE)

Data Entry Test/Call Center Simulators
\$250.00

Al Dia Newspaper Inc. (MBE)

Public Notice of DBE Goal
\$168.00

Atlas Flasher and Supply Co., Inc. (MBE/WBE)

Safety Supplies
\$1,662.70

BDF Industrial Fasteners (MBE)

Fasteners
\$693.14

Camden Computers Inc. (MBE)

Computer Repairs
\$2,500.00

Campbell Engineering Support Service (WBE)

Rental of Aerial Lift
\$39,795.00

Coburn-Myers Fastening Systems, Inc. (WBE)

Fasteners
\$3,041.50

East Coast Flag & Banner Co. (WBE)

Flags
\$5,002.30

Garden State Highway Products (WBE)

Galvanized Post & Misc. Property Signs
\$2,966.50

Graves Uniforms (WBE)

Uniforms
\$3,575.33

Ideas Unlimited Corp (MBE)

Office Supplies
\$7,283.42

Jan Communications Inc. (WBE)

Office Supplies
\$1,357.25

Joan Stevens (WBE)

Advertising Specialties
\$332.40

Landsman Uniform (WBE)

Uniforms
\$8,550.50

Lindley Electric Supply Co., Inc. (WBE)

Electrical Supplies
\$588.00

Multifacet, Inc. (MBE)

Automotive Supplies
\$2,408.80

Natural Pest Control (MBE)

Exterminating Services
\$5,150.00

Philadelphia Tribune (MBE)

Legal Advertising/Public Notice of DBE Goal
\$13,453.11

Red the Uniform Tailor (WBE)

Uniforms
\$12,168.75

S & S Electrical Supply (MBE)

Electrical Supplies
\$1,994.70

Selecto-Flash Safety, Inc. (MBE)

Electrical Supplies
\$1,463.93

Software House International (MBE)

Computer Equipment
\$97,616.31

Standard Office System (WBE)

Fax Machine
\$2,178.00

Sterling Computers (MBE/WBE)

Computer Equipment/Digital Flatbed Scanner
\$3,974.78

T. Frank McCall Inc. (WBE)

Plaza Trash Container
\$2,295.00

This and That Uniforms (WBE)

Uniforms
\$3,286.83

Watts Window Cleaning & Janitorial (MBE/WBE)

Vacuum Cleaner
\$280.00

\$ UPCOMING PURCHASES \$

Most annual procurement for goods (non-professional services) at the **DRPA** are usually for periods of one (1) year with an option to renew for an additional year. At the end of the first year, assuming the vendor's performance has been satisfactory, a **DRPA** Purchasing staff member will contact the vendor to request pricing information for the second year. If all conditions are in the best interest of the DRPA, the DRPA will exercise its option for a second year renewal with the vendor. At the end of the second year, the contract will be rebid on a competitive basis. If you are interested in pursuing any of the contracts identified below, please call Susan Squillace, Purchasing Agent, at (856) 968-2163.

2008 Annual Contracts for DRPA

Service Products

Contract Status

| | |
|--|---|
| Trash Removal (Solid, Non-Hazardous) for DRPA | DRPA may exercise its 2 nd year option in March 2008 . |
| Emergency Generator Maintenance for DRPA | Bid Process - This purchase will be up for competitive bid in April 2008 . |
| Lubricants for Bulk Storage Dispensing System for DRPA | Bid Process - This purchase will be up for competitive bid in May 2008 . |
| Hazardous Waste Removal for DRPA/PATCO | DRPA may exercise its 2 nd year option in May 2008 . |
| Office Supplies Products for DRPA/PATCO | DRPA may exercise its 2 nd year option in May 2008 . |
| Unleaded Gasoline, Diesel Fuel, & #2 Heating Oil for DRPA/PATCO | DRPA may exercise its 2 nd year option in June 2008 . |
| Fuel Tank Maintenance for DRPA/PATCO | DRPA may exercise its 2 nd year option in June 2008 . |
| Traffic Cones for DRPA | Bid Process - This purchase will be up for competitive bid in June 2008 . |
| Moveable Maintenance Platform Maintenance | Bid Process - This purchase will be up for competitive bid in June 2008 . |

List of Annual Contracts for DRPA *(continued from page 6)*

| Service Products | Contract Status |
|---|---|
| Extermination Services for DRPA | Bid Process - This purchase will be up for competitive bid in July 2008 . |
| Prescription Safety Glasses for DRPA | Bid Process - This purchase will be up for competitive bid in September 2008 . |
| Made to Measure Police Uniforms for DRPA/PATCO | DRPA/PATCO may exercise its 3 rd year option in September 2009 . |
| One Year Supply Bottled Water for DRPA/PATCO | DRPA/PATCO may exercise its 2 nd year option in November 2007 . |
| Office Paper Products for DRPA/PATCO | Bid Process - This purchase will be up for competitive bid in November 2008 . |



List of Annual Contracts for PATCO

For your information, we are providing you with a list of annual contracts for **PATCO**, along with their expiration dates. If you are interested in pursuing any of these contracts, please contact Thomas J. Zamorski, Purchasing Agent, **PATCO** at (856) 772-6914 or Stephen Suder, Manager, Procurement, Records and Stores at (856) 968-2142.

| Service Products | Expiration Date |
|--|-----------------|
| Industrial Refuse Disposal Services for PATCO Lindenwold Maintenance Facility | April 2008 |
| Snow Removal Services for PATCO | December 2007 |
| Landscaping Maintenance for PATCO | December 2008 |
| Pest Control and Exterminating at PATCO | April 2008 |

Upcoming Purchases for January - March 2008

for DRPA

Nothing to Report



Questions regarding these or any other **DRPA** Purchases should be directed to Susan Squillace (DRPA Purchasing) at (856) 968-2163 or (215) 218-3750 ext. 2163.

for PATCO

Remediate Existing Transformer Sparks
Traction Substation Rehabilitation



Questions regarding these or any other **PATCO** Purchases should be directed to Thomas J. Zamorski (PATCO Purchasing) at (856) 772-6914 or (215) 992-4600 ext. 6914.



2008 Upcoming Events

Governor Jon S. Corzine's
LATINO ECONOMIC GROWTH EXPO
Rutgers University- Camden Campus
Saturday, January 12, 2008
10 AM – 2 PM
Free and Open to the Public
(reservation requested)

Small business owners and entrepreneurs are invited to meet with representatives from New Jersey State agencies & departments regarding opportunities to start or grow your business. Learn the “Ins & Outs” on how to register for bidding opportunities, training, and to obtain other services with the State of New Jersey.

The Camden Campus Center, 326 Penn Street, Camden, NJ 08102
Located one block north of Third & Cooper Streets
(Third Street between Cooper Street and the Ben Franklin Bridge)

Space is Limited. To RSVP call (609) 777-0994; or Email: DMWBE@oeg.state.nj.us

NJ 3rd Annual Competitive Purchases
“AVENUES OF OPPORTUNITY FOR SMALL BUSINESSES”

Public & Private Sector Purchasing Fair

Friday, April 25, 2008 8:30 am – 2:00 pm
Atlantic City Convention Center
2314 Pacific Ave, Atlantic City, NJ 08401

Don't miss our 3rd Annual Competitive Purchases “Avenues of Opportunities” where small, women, and minority business owners will be able to submit “on-the-spot” competitive quotes to vie for commodity purchasing opportunities with over 16 public and private sector entities. The sponsors are NJ TRANSIT, NJ Sports and Exposition Authority, The Port Authority of NY&NJ, South Jersey Transportation Authority, Delaware River Port Authority, Rutgers The State University, NJ Turnpike Authority, Hudson County OMWBE, UMDNJ and the Delaware River Joint Toll Bridge Commission.

“WE VALUE DIVERSITY”

In addition to purchasing opportunities, information will be available about certification, vendor registration, and pre-qualification with many public and private organizations in the state. This information will be provided by NJ Commerce & Tourism Commission, Newark Public Schools, County of Essex, Prudential, The Minority Supplier Development Council of NY&NJ, NJ Small Business Development Centers, NJ Department of Transportation, Atlantic City Convention & Visitors' Authority and Wachovia Bank.

This is an "invitation" only event!! To be added to the Vendor Registration List, please Email your inquiries to Lorraine Holston at njpurchfair@njsbdc.com

To submit a quote, firms must possess one of the following:

- **Small Business Enterprise (SBE) Registration**
- **Disadvantaged Business Enterprise (DBE) Certification**
- **Minority/Women Business Enterprise (M/WBE) Certification**

On-the-spot bidding opportunities will be available only for Vendors who attend the 3rd Annual NJ Competitive Purchases "Avenues of Opportunities for Small Businesses" Event



Women's Leadership Retreat... Power of Positive Engagement

*Take a break to the Jersey shore and
participate in this extraordinary Women's Leadership Retreat
January 27-29, 2008*

Do you want to expand yourself as a leader...in the business world...in your community...in your many other life roles? If you do, then take advantage of this unique opportunity to discover the power of positive engagement in yourself and others. Influential and engaging individuals focus their energy to build dynamic relationships and achieve successful outcomes. Come awaken your strengths, share your ideas, and chart the course for your professional and personal endeavors. Leave with inventive approaches to your work, responsibilities, relationships, and self.

***Nourish your mind* with the following sessions:**

- Positive Engagement – *Making Connections*
- Approachability Factors – *Understanding Styles*
- Team Dynamics – *Moving Forward*
- Difficult People – *Managing Interactions*
- Law of Attraction – *Creating Outcomes*

Nourish your spirit with this gift of learning by winter's calming sea. Enjoy an energizing discussion around the best-selling book, *The Secret*. *Nourish your body* with a selection of wellness options for personal renewal.





Please join Diane Allen and Claudia Monte, two entrepreneurial women who are committed to helping individuals realize success. Bring a friend. Learn, relax, and embrace the power within you!

Arrival: Sunday, January 27, 2008 3:00 – 3:30 p.m.
Departure: Tuesday, January 29, 2008 4:00 p.m.
Location: Stella Maris Retreat Center, Elberon, NJ (near Long Branch)

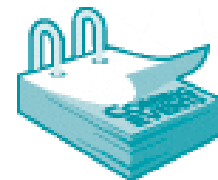
*For more information, please contact Claudia Monte or Diane Allen at
CAM Consulting Group LLC 609-291-1937 • www.cam4consulting.com*



OBD&EO Information Corner

-  All interested subcontractors, subconsultants and suppliers are welcome to attend Pre-Bid and Pre-Proposal Meetings for DRPA projects, and briefly introduce yourselves to the contractors and consultants present. Information pertaining to these meetings is made available on our website at www.drpa.org/obdeo. Information on the project planholders and short-listed firms, can be found on the Bids and Contracts section at www.drpa.org. For more information call OBD&EO at (856) 968-2270.
-  Don't forget to visit OBD&EO's web site at www.drpa.org/obdeo for contract opportunities and other important information.
-  For upcoming events visit the **Other Events of Interest** section of our website.
-  Our next edition of *News Alert* will be published on or about

- Friday, March 28, 2008
- Friday, June 27, 2008
- Friday, September 26, 2008



Office of Business Development & Equal Opportunity

Mission Statement:

A group of committed individuals dedicated to pursuing equal employment and contracting opportunities for everyone.

Questions or comments concerning OBD&EO's *News Alert* may be directed to:
(856) 968-2266 or (215) 218-3750 ext. 2266

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