

OBD&EO

News Alert



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

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Spotlight

BDF Industrial Fasteners

9th Street & Atlantic Avenue

Camden, NJ 08104

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BDF Industrial Fasteners is a fastener and industrial supply company located in Camden, NJ. Incorporated in 1982, BDF Industrial Fasteners' primary business is to supply commercial, construction, and military fasteners and hardware to these markets.

Headquartered in Camden, NJ makes BDF centrally located to serve many major markets in the east and other parts of the US. BDF Industrial Fasteners is located at 9th Street and Atlantic Avenue where it is housed in a 12,500 sq. ft. facility. Its inventory totals approximately 8,500 different items.

The company is a 100% Minority-owned Business Enterprise (MBE). It has a staff of four full-time employees and three part-time employees. Their customer list consists of governmental agencies such as SEPTA, PATCO, City of Philadelphia, State of Maryland, State of NJ, Department of Defense, US Coast Guard, Corps of Engineers, and others.

BDF Industrial Fasteners has been awarded two GSA Contracts by the federal government, one for construction and building materials and the other for hardware store items.

In addition to their MBE certification, BDF Industrial Fasteners is Hub-zone certified and also certified as a Disadvantaged Business Enterprise (DBE).

"WE VALUE DIVERSITY"

PUBLIC NOTICE **DBE GOAL**

The Delaware River Port Authority (DRPA) hereby announces a proposed overall goal of 10% for Disadvantaged Business Enterprise (DBE) participation on Federal Transit Administration (FTA) assisted projects for federal fiscal years 2011, 2012, and 2013. A description of the proposed DBE goal and how it was determined is available for inspection during regular business hours at the DRPA's offices, One Port Center, 2 Riverside Drive, Camden, New Jersey 08101-1949. Comments on the proposed DBE goal will be accepted by the DRPA until July 19, 2010.

DRPA Awarded the Women's Business Enterprise National Council 'Done Deals' Award

The Delaware River Port Authority was recently awarded the Women's Business Enterprise National Council (WBENC) 'Done Deals' Award. The award recognizes the highest number of contracts and/or purchase orders awarded to WBENC certified Women Business Enterprises (WBEs) from a single company or agency. During the reporting period of January 1, 2009 through December 31, 2009, the DRPA awarded over \$420,000.00 to 86 WBENC certified WBEs.

Quotes

"On behalf of the Delaware River Port Authority and our Board of Commissioners, I am proud to accept the Done Deals Award," says DRPA CEO John J. Matheussen (pictured below, left). "This award serves as a testament to the hard work done by our Office of Business Development and Equal Opportunity and their steadfast commitment to diversity."

"DRPA's Office of Business Development and Equal Opportunity works diligently to develop programs that provide women owned businesses with the resources they need to succeed," says DRPA CAO Toni Proffitt Brown (pictured below, right). "Through our efforts, in 2009, we marked a banner year, creating opportunities for 86 certified women business enterprises."



Pennsylvania Association of Public Service Agencies (*PAPSA*) Holds its' 1st Annual Vendor Expo

The Delaware River Port Authority (DRPA) participated in the PAPSA 1st Annual Vendor Expo held on Wednesday, June 2, 2010. PAPSA is a newly formed group consisting of the following public service agencies, Delaware River Port Authority, Pennsylvania Convention Center, Philadelphia Housing Authority, Philadelphia Parking Authority, Philadelphia Regional Port Authority, School District of Philadelphia, Temple University and SEPTA. PAPSA was formed in an effort to inform and educate disadvantaged, minority, small and women business owners on the procurement and contract processes for the member agencies. Approximately 400 people turned out for the event and everyone in attendance thought the expo was a huge success!!



LIST OF ANNUAL CONTRACTS



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.

(continued on page 5)

2010 Annual Contracts for DRPA

SERVICE PRODUCTS

CONTRACT STATUS

Trash Removal (Solid, Non-Hazardous) for <u>DRPA</u>	Bid Process - This purchase will be up for competitive bid in February 2011 .
Emergency Generator Maintenance for <u>DRPA</u>	DRPA may exercise its 2 nd year option in January 2010 .
Lubricants for Bulk Storage Dispensing System for <u>DRPA</u>	DRPA may exercise its 2 nd year option in December 2010 .
Hazardous Waste Removal for <u>DRPA / PATCO</u>	Bid Process - This purchase will be up for competitive bid in February 2011 .
Office Supplies Products for <u>DRPA / PATCO</u>	DRPA may exercise its 2 nd year option in August 2010 .
Unleaded Gasoline, Diesel Fuel, & #2 Heating Oil for <u>DRPA / PATCO</u>	Bid Process - This purchase will be up for competitive bid in February 2011 .
Fuel Tank Maintenance for <u>DRPA / PATCO</u>	DRPA may exercise its 2 nd year option in August 2010 .
Traffic Cones for <u>DRPA</u>	Bid Process - This purchase will be up for competitive bid in September 2010 .
Moveable Maintenance Platform Maintenance	DRPA may exercise its 3 rd year option in September 2010 .
Extermination Services for <u>DRPA</u>	Bid Process - This purchase will be up for competitive bid in July 2010 .
Prescription Safety Glasses for <u>DRPA</u>	Bid Process - This purchase will be up for competitive bid in July 2010 .
Made to Measure Police Uniforms for <u>DRPA / PATCO</u>	Bid Process - This purchase will be up for competitive bid in July 2010 .
One Year Supply Bottled Water for <u>DRPA / PATCO</u>	DRPA/PATCO may exercise its 2 nd year option in December 2010 .
Office Paper Products <u>DRPA / PATCO</u>	DRPA/PATCO may exercise its 2 nd year option in July 2010 .



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	July 2011
Landscaping Maintenance for PATCO	December 2011
Pest Control and Exterminating at PATCO.....	January 2012

Upcoming Purchases for 2010

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

New 24 Cubic Yard 130 Ton Ballast Car with Hydraulic Gate Control System

Prefabricated Building 28'L x 10'W for Lindenwold Crew Room

Fabricate and Deliver Three (3) Fiberglass Reinforced Plastic Stairway for Access Along Right-of-Way

Procurement and Delivery of PATCO Trailblazer Signs and 'U' Post Supports (FTA)

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.

The following events are being hosted by the Women's Business Development Center (WBDC). Please contact the WBDC directly for more information, Phone (215)790-9232 or Fax (215)790-9231 or on the web at www.womensbdc.org.

Pre-registration is required for all events listed.

Orientation and Business Assessment Workshop – This workshop is designed for women interested in starting or growing a business. **When:** Wednesday, July 7, 2010, Tuesday, August 3, 2010, Wednesday, September 1, 2010, **Time:** 6:00 – 7:30pm, **Cost:** Free

FastTrac Growth Venture – A 10-module entrepreneurial training program that helps established businesses boost profits and increase growth and develop a viable business plan and vision for success. **When:** Full and Half-day sessions on the following Thursdays – July 22, 2010, @ 9:30am – 1:00pm, July 29, August 12, August 26, 2010, @ 9:30am – 4:30pm, September 2, 2010, 9:30am – 1:00pm, September 9, 2010, @ 9:30am – 4:30pm **Cost:** Series \$425 – early registration discount: submit application by July 2, 2010 and pay only \$350.

Money Talks – It's never too late to learn how to manage personal and/or business money. Gain the knowledge and skills that are critical to personal and business success. **When:** Tuesday, July 27, 2010, **Time:** 6:00pm – 8:00pm, **Cost:** \$10

JumpStart: 'Before You Start' – The workshop will help participants assess their risks, financial issues, and commitment; evaluate their potential as entrepreneurs; and help them analyze their business skills and business ideas. **When:** Tuesday, August 24, 2010, **Time:** 5:30pm – 9:00pm, **Cost:** \$35

FastTrac NewVenture – A 10-module entrepreneurial training program designed to help you explore the profitability of your business idea through the development of a start-up business plan. **When:** Tuesday, September 14, 2010 through Tuesday November 16, 2010, **Time:** 6:00pm – 9:30pm, **Cost:** Series \$340 – early registration discount: submit application by August 24, 2010 and pay only \$275



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
 - September 30, 2010
 - December 30, 2010
 - March 30, 2011

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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