Sutcliffe Supply, LLC is a contractor and industrial supply company originally established as M.B. Sutcliffe, Corp. in 1940. Since 1974, they have been a family-owned operation. Bonnie Gindele purchased the company from her father, Harry, in 2007 and renamed the company Sutcliffe Supply, LLC. Bonnie grew up in the business and her father has enjoyed watching her expand Sutcliffe Supply, LLC by establishing additional product lines and customer bases. She knows Philadelphia’s industrial and construction needs and is constantly updating their inventory to meet additional demands.

Sutcliffe Supply, LLC is a certified disadvantaged-business enterprise (DBE) in Pennsylvania and a certified woman-owned business enterprise (WBE) with Pennsylvania Department of General Services and the City of Philadelphia.

Sutcliffe Supply, LLC has had a well-known commitment to their clients for more than 35 years. Bonnie is proud to say that she and her staff will work as long and as hard as it takes for her customers to get what they need on the same day with no delivery charges.

**Sutcliffe’s product line includes:**

- Pneumatic Tools and Accessories: new and used tool sales, service and rentals including breakers, rivet busters, chipping hammers, rock drills and impact wrenches
- Contractor Supplies: shovels, rakes, brooms, sledge hammers, axes, wheel barrows, safety gas, cans, tarps, poly sheeting, water coolers, hose, hand tools, hydrant fittings and marking paint
- Safety Equipment: safety vests, safety glasses, hard hats, gloves, respirators, earplugs, Tyvek suits, rain suits, slush boots, traffic cones and caution tape
- Hose and Connectors: air, mill/fire, suction, discharge, hydrant adapters, hydrant wrenches, backflow preventer
- Spill Containment: oil dry, oil absorbent pads and brooms, PVC gloves and sweeping compound
- Heavy Hardware: shackles, wire rope, cable clips, nylon slings, lifting equipment
- Automotive and Industrial Lubricants and Cleaners: starting fluid, diesel pep, brake cleaner, electric clean, open gear lube, penetrating oil, multi-purpose grease and high-temperature grease
- Janitorial and Cleaning Supplies: mops, brooms, brushes, cleaners, variety of tapes, rags, wipers and ropes
US Labor Department announces guidance to state Unemployment Insurance agencies on implementing short-time compensation or ‘work sharing’

(Reprinted with permission from the Dept. of Labor)

The U.S. Department of Labor announced guidance to state agencies responsible for Unemployment Insurance regarding short-time compensation, commonly referred to as “work sharing.” The announcement is the latest in a series of innovative reforms to the UI program made possible by the Middle Class Tax Relief and Job Creation Act of 2012 signed by President Obama in February.

Work sharing allows employees to keep their jobs and helps employers to avoid laying off their trained workforces during economic downturns by reducing the hours of work for an entire group of affected workers. Workers affected by reduced hours can have their wages compensated with a portion of their weekly unemployment compensation payments.

The guidance issued provides detailed information about a new federal definition of short-time compensation — which includes more worker protections such as maintenance of health insurance and retirement benefits — as well as how states currently operating short-time compensation programs can transition to the new definition. The guidance also provides information to states that already have permanent short-time compensation programs on how to begin receiving 100 percent federal reimbursement of payments made by state programs.

The Labor Department will issue additional guidance to address other aspects of short-time compensation found in the Middle Class Tax Relief and Job Creation Act of 2012, including a two-year federal initiative to enable states to quickly implement and try out short-time compensation programs; and the provision of approximately $100 million in grants to states for the implementation or improved administration of, or for promotion of and enrollment in, a short-time compensation program. The department also is developing model legislative language, to be provided in the near future, that will assist states in amending their laws so they can adopt short-time compensation programs.

The Federal Deposit Insurance Corporation and U.S. Small Business Administration announced new resources to support small businesses across the nation. Acting Chairman Gruenberg and SBAs Associate Administrator for Entrepreneurial Development Michael Chodos released Money Smart for Small Business, a training curriculum for new and aspiring business owners.

Developed in partnership between both agencies, this curriculum is the latest offering in the FDIC’s award-winning Money Smart program.

Money Smart for Small Business provides an introduction to day-to-day business organization and planning and is written for entrepreneurs with limited or no prior formal business training. It offers practical information that can be applied immediately, while also preparing participants for more advanced training. FDIC and SBA will form a Training Alliance for organizations that support small businesses through training, technical assistance or mentoring.

Gruenberg and Chodos were joined by Training Alliance partners at the launch of Money Smart for Small Business, hosted by the District of Columbia’s Affinity Lab, a small business incubator. Each of the 10 instructor-led modules in Money Smart for Small Business provides financial and business management for business owners and includes a scripted instructor guide, participant guide and overhead slides. The FDIC will host an online “town hall” for potential Training Alliance partners in the months ahead.

More than 10 years after the original release of the award-winning Money Smart adult curriculum, Money Smart for Small Business builds on the proven results in finance management for those who complete the curriculum. The Money Smart for Small Business curriculum is free and available at http://www.fdic.gov/consumers/consumer/moneysmart/index.html.
**ANNUAL CONTRACT LISTINGS**

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, Manager, Procurement & Stores, DRPA/PATCO at (856) 968-2163.

| 1) | Trash Removal *(Solid, Non-Hazardous)* for DRPA | DRPA may exercise its 3rd year option in **July 2013**. |
| 2) | Emergency Generator Maintenance for DRPA | DRPA may exercise its 3rd year option in **June 2012**. |
| 3) | Lubricants for Bulk Storage Dispensing System for DRPA | DRPA may exercise its 2nd year option in **November 2012**. |
| 4) | Hazardous Waste Removal for DRPA / PATCO | DRPA may exercise its 3rd year option in **March 2013**. |
| 5) | Office Supplies Products for DRPA / PATCO | Bid Process - This purchase will be up for competitive bid in **October 2012**. |
| 6) | Unleaded Gasoline, Diesel Fuel, & #2 Heating Oil for DRPA / PATCO | Bid Process - This purchase will be up for competitive bid in **March 2013**. |
| 7) | Fuel Tank Maintenance for DRPA / PATCO | DRPA may exercise its 3rd year option in **January 2014**. |
| 8) | Traffic Cones for DRPA | Bid Process - This purchase will be up for competitive bid in **October 2012**. |
| 9) | Moveable Maintenance Platform Maintenance for DRPA / PATCO | DRPA may exercise its 2nd year option in **December 2012**. |
| 10) | Extermination Services for DRPA | Bid Process - This purchase will be up for competitive bid in **April 2013**. |
| 11) | Prescription Safety Glasses for DRPA | Bid Process - This purchase will be up for competitive bid in **October 2012**. |
| 12) | Measure to Fit Police Uniforms for DRPA / PATCO | Bid Process - This purchase will be up for competitive bid in **August 2012**. |
| 13) | One Year Supply Bottled Water for DRPA / PATCO | DRPA may exercise its 2nd year option in **March 2013**. |
| 14) | Office Paper Products for DRPA / PATCO | Bid Process - This purchase will be up for competitive bid in **October 2012**. |
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 Susan Squillace, Acting Manager, Procurement, Records and Stores at (856) 968-2163.

### Service Products

<table>
<thead>
<tr>
<th>Service Products</th>
<th>Expiration Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rental of Uniforms, Uniform Lockers</td>
<td>June 2012</td>
</tr>
<tr>
<td>Door &amp; Floor Mats, Laundry and Cleaning</td>
<td></td>
</tr>
<tr>
<td>Industrial Refuse Disposal Services for PATCO</td>
<td>September 2013</td>
</tr>
<tr>
<td>Lindenwold Maintenance Facility</td>
<td></td>
</tr>
<tr>
<td>Pest Control and Exterminating at PATCO</td>
<td>May 2012</td>
</tr>
</tbody>
</table>

### Upcoming Purchases for 2012

**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 - (Nothing to Report)** 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.

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### List of Annual Contracts for PATCO

The following events are being hosted by the Women’s Business Development Center (WBDC), 1315 Walnut Street, Suite 1116, Phila., PA 19107-4711.

*Pre-registration is required for all events listed, for more information please call (215)790-WBDC (9232) or fax (215)790-9231 or visit them on the web at [www.womensbdc.org](http://www.womensbdc.org)*.

- **Orientation and Business Assessment Workshop** – When: Tuesdays, July 10, August 7, 2012, and Thursday, September 6, 2012, Time: 6:00 to 7:30 pm, Cost: Free - This workshop is designed for women interested in starting or growing a business. Participants will complete a business development survey tool, discuss their business needs, learn about WBDC resources, and meet other women business owners.

- **Listening to Your Business** – When: Thursday, July 26, 2012, Time: 9:30 am to 4:30 pm, Cost: $75 – This workshop will take you through a series of activities to discover where your business is today and where you want it to be in three years. This workshop is targeted to business owners who have three or more years of experience running their business.

- **JumpStart: BEFORE YOU START** – When: Thursday, August 16, 2012, Time: 5:45 to 9:00 pm, Cost: $35.00 - 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.

- **Finding Your Funding** - When: Tuesday, August 21, 2012, Time: 6:00 to 8:00 pm, Cost: $10.00 - Provides valuable information on financing options for your business.

- **NxLevel. for Business Start-ups** – When: Thursdays, September 13, 2012 through November 15, 2012, Time: 6:00pm – 9:30pm, Cost: $340 – A 10-module educational program designed for people who want to start a business, need the skills to test the feasibility of their business concept and create a business plan which acts as a blueprint for their start-up venture.

- **Family Child Care Entrepreneur Program** – When: Mondays, October 1 through November 26, 2012, Time: 6:15 pm – 9 pm, Cost: $59 - An entrepreneurial training program designed to help you explore and understand the realities of running a profitable family child care business.

*“WE VALUE DIVERSITY”*
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 28, 2012
- December 28, 2012
- March 30, 2013

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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