

# OBD&EO **News Alert**

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

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2008**



**Editor -in- Chief  
Urselle M. Garnett  
EEO Specialist**

**You can reach  
OBD&EO**

**by telephone at:**

**(856) 968.2266  
or  
(215) 218.3750,  
ext. 2266  
or  
(856) 968.2270**

**[www.drpa.org/obdeo](http://www.drpa.org/obdeo)**

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*Celebrating Hispanic Heritage Month*

## **SPOTLIGHT**

**Perfect Image Cartridge Solutions, Inc.**

901 Kingston Drive  
Cherry Hill, N.J. 08034

Ph: 856-321-1300 – EMAIL: SALES@PICS.COM - Website – PICS.COM



**P**erfect Image Cartridge Solutions (P.I.C.S.I.) is a Woman Owned Business (WBE) celebrating their 12<sup>th</sup> year in business. They have been a member of WBENC for the past 7 years and are certified with the Office of Minority and Women Business Enterprise in Dover, DE and with the Department of General Services in Pennsylvania. Anita Schultz, owner, is an active member of the Cherry Hill Regional Chamber of Commerce and was Chairman of the Board of Directors during 2000-2001.

P.I.C.S.I. is a leading supplier of toner cartridges for all brands and models of laser printers, inkjets and fax machines. They specialize in selling Hewlett Packard (HP) products. Additionally, they sell developers, fusers, maintenance kits and copy cartridges. If you are looking for that “off brand” or discontinued cartridge, P.I.C.S.I. can find it for you!

If you are looking to purchase a new printer or upgrade your old printer, call them to find out if there are any rebates, or special programs when you upgrade to an HP printer. HP changes their rebate and upgrade programs on a monthly basis. Their pricing is very competitive and they have the ability to direct you towards the proper printer for your specific printing needs. Don't be caught in the trap of buying a printer that may not fit your specific needs.

Need repair of your laser printer? — look no further. They offer next day on-site repair and a free loaner printer if they have to take your printer off the premises. Look for very competitive pricing structure on all repairs.

P.I.C.S.I. is a “green company.” They recycle all spent cartridges so that the cartridges do not end up in land fills. They are currently partnering with Cherry Hill (Sustainable Cherry Hill)

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*(continued on page 2)*

*(continued from page 1)*

in their effort to make businesses, religious organizations, schools, individuals, etc. more aware of ways in which we can help keep our world a cleaner, safer place to live.

Anita Schultz can be contacted at: 856-321-1300 – email: [sales@picsi.com](mailto:sales@picsi.com) - website – [picsi.com](http://picsi.com)

## **19,000 Veterans to Benefit from nearly \$30 million in Job Training Grants from U.S. Department of Labor**

*(reprinted with permission from the Dept. of Labor)*

Secretary of Labor Elaine L. Chao announced 103 grants, totaling nearly \$30 million, to provide approximately 19,000 veterans with job training to help them succeed in civilian careers. The grants are being awarded under the U.S. Department of Labor's Homeless Veterans Reintegration Program (HVRP) and Veterans' Workforce Investment Program (VWIP).

Funds are being awarded on a competitive basis to state and local workforce investment boards, local public agencies and nonprofit organizations, including faith-based and community organizations. These agencies are familiar with the areas and populations to be served and have demonstrated that they can administer effective programs.

To assist homeless veterans with reintegration into America's workforce, the Labor Department is awarding almost \$23 million in 91 HVRP grants. These funds are being distributed nationwide through 16 newly competed grants and 75 current grants receiving second- and third-year funding. Homeless veterans may receive occupational, classroom and on-the-job training, as well as job search and placement assistance, including follow-up services. The department's Veterans' Employment and Training Service (VETS) expects the funds to help more than 15,000 veterans. HVRP is recognized as an extraordinarily efficient and effective program, and is the only federal program that focuses exclusively on employment of veterans who are homeless.

The HVRP grants include two cooperative agreements that will continue to assist HVRP grantees through the HVRP National Technical Assistance Center. The center provides technical assistance to current grantees, potential applicants and the public; gathers grantee best practices; conducts employment-related research on homeless veterans; conducts regional grantee training sessions and self-employment boot camps; and performs outreach to the employer community to increase job opportunities for veterans.

More than \$6.8 million will support 12 VWIP grants to help veterans from targeted groups overcome employment barriers and ease their transition into unsubsidized jobs. Through this program, veterans receive skills assessments, individual job counseling, labor market information, classroom or on-the-job training, skills upgrading and retraining, placement assistance and crucial follow-up services. VETS expects these grants to provide training for more than 4,000 veterans, who may also be eligible for services through other Workforce Investment Act programs for economically disadvantaged or dislocated workers.

Grantees under both programs network and coordinate their efforts with various local, state and federal social service providers. More information on the Department of Labor's unemployment and re-employment programs for veterans can be found at [www.dol.gov/vets](http://www.dol.gov/vets).

## **Mark Your Calendars!**

Drug-Free Work Week 2008

**October 20-26**

*(reprinted with permission from the Dept. of Labor)*

**Drug-Free Work Week** is a dedicated time each year to highlight the benefits that drug-free workplace programs bring to employers, workers and communities. And, it's a time to work toward making every week a drug-free work week!

It spreads the word that **working drug free works** to...

- Prevent accidents and make workplaces safer
- Improve productivity and reduce costs
- Encourage people with alcohol and drug problems to seek help

**According to recent research, it's a message that many workers need to hear.**

👉 75 percent of the nation's current illegal drug users are employed—and 3.1 percent say they have actually used illegal drugs before or during work hours.

👉 79 percent of the nation's heavy alcohol users are employed—and 7.1 percent say they have actually consumed alcohol during the workday.

Drug-free workplace programs help protect employers and employees alike from the potentially devastating consequences of worker alcohol or drug abuse. Establishing policies, educating about the dangers of alcohol and drug use, deterring and detecting use, and urging people to seek help for alcohol and drug problems are smart safety strategies. They're also smart business strategies.

*Drug-Free Work Week* is a time to reinforce the importance of working drug free in positive, proactive ways. To get *Drug-Free Work Week* resources or learn more about how your organization can participate, please visit [www.dol.gov](http://www.dol.gov)

## \$ 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 <b>DRPA</b>	DRPA may exercise its 3 <sup>rd</sup> year option in <b>May 2010</b> .
Emergency Generator Maintenance for <b>DRPA</b>	DRPA may exercise its 2 <sup>nd</sup> year option in <b>March 2009</b> .
Lubricants for Bulk Storage Dispensing System for <b>DRPA</b>	DRPA may exercise its 2 <sup>nd</sup> year option in <b>September 2009</b> .
Hazardous Waste Removal for <b>DRPA/PATCO</b>	DRPA may exercise its 2 <sup>nd</sup> year option in <b>March 2009</b> .
Office Supplies Products for <b>DRPA/PATCO</b>	DRPA may exercise its 2 <sup>nd</sup> year option in <b>April 2009</b> .
Unleaded Gasoline, Diesel Fuel, & #2 Heating Oil for <b>DRPA/PATCO</b>	DRPA may exercise its 2 <sup>nd</sup> year option in <b>January 2009</b> .
Fuel Tank Maintenance for <b>DRPA/PATCO</b>	Bid Process - This purchase will be up for competitive bid in <b>May 2009</b> .
Traffic Cones for <b>DRPA</b>	DRPA may exercise its 3 <sup>rd</sup> year option in <b>June 2010</b> .
Moveable Maintenance Platform Maintenance	DRPA may exercise its 3 <sup>rd</sup> year option in <b>September 2009</b> .

**List of Annual Contracts for DRPA** *(continued from page 4)*

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



**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.

<u>Service Products</u>	<u>Expiration Date</u>
Industrial Refuse Disposal Services for PATCO ..... Lindenwold Maintenance Facility	April 2009
Landscaping Maintenance for PATCO .....	December 2008
Pest Control and Exterminating at PATCO .....	May 2010

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# Upcoming Purchases

## for September - December 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.



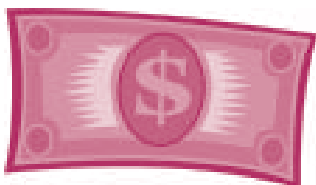
### for PATCO

2007 or Newer Unused Flatbed Truck w/Knuckleboom Loader and Hi-Rail Gear

Screw Spikes for Rail Replacement



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.



# DRPA's First Annual Vendor Expo is a Success!!

The Delaware River Port Authority held its' first annual MBE/WBE Vendor P-Card Expo on Wednesday, August 13, 2008, at the Philadelphia Cruise Terminal. There were 50 registered exhibitors for the event which was held from 8:30am – 1:00pm. There were also over 30 companies registered as attendees. Exhibitors were given the opportunity to showcase their products and meet one on one with DRPA personnel. Other participating agencies attending were: NJ Transit, Women's Business Enterprise Council (PA-DE-sNJ), and the Greater Philadelphia Minority Business Strategic Alliance. The expo was lauded by everyone in attendance and many who attended asked us to consider making the Expo an annual event!



DRPA MBE/WBE P-Card Expo Stephen Suder, Purchasing Mgr., foreground



Toni P. Brown, DRPA Deputy Chief, Ernie Williams, NJ Transit & Urselle Garnett, DRPA EEO Specialist



Steffi Miller, SNM Advertising & DRPA staff



Sovereign Consulting Inc. and DRPA Print Shop staff, Mike DiGiamberardino



Bob Malkin & Anita Schultz, P.I.C.S.I. DRPA Staff member, Larry Walton



Patricia Steinberg, Hardware & Supply of Chester, with DRPA staff

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## **Veterans and Service Disabled Veterans Government Procurement Fair**

On Wednesday, August 20, 2008, the Delaware River Port Authority participated in the Veterans and Service Disabled Veterans Government Procurement Fair held in Mountain Lakes, NJ. Approximately 100 Veteran and Service Disabled Veteran Owned Business owners attended the event. DRPA personnel were able to meet one-on-one with vendors to discuss procurement opportunities at the Authority, our bidding process, and how to register to do business with the DRPA and PATCO.

Some of the other agencies attending the event were NJ Transit, NJ Turnpike Authority, and the NJ Small Business Development Center.

## **Upcoming Events**

*CAM Consulting Group LLC presents **Women's Leadership Retreat...The Power of Personal Change** at the Jersey shore from October 12-14, 2008. Give yourself the gift of learning sessions, wellness activities, calm reflection, and fun by autumn's magnificent sea. For more information, please contact Claudia Monte or Diane Allen at CAM Consulting Group LLC, 609-291-1937 or [www.cam4consulting.com](http://www.cam4consulting.com).*

### **The following events are being hosted by the Women's Business Development Center:**

**Finding Your Funding** – Thursday, October 2, 2008, Time: 6:00 – 8:00pm,

Where: 1315 Walnut St., Suite 1124, Phila. PA, **Cost: \$10** – Provides valuable information on financing options for your business.

**Orientation and Business Assessment** – Tuesday, October 7, & Thursday, November 6, & Thursday, December 4, 2008, Time: 6:00 – 7:30pm, Where: 1315 Walnut St., Suite 1124, Phila., PA, **Cost: FREE** – This workshop is designed for women interested in starting or growing a business.

**Family Child Care Entrepreneur Program** – Saturdays, October 11 – November 22, 2008, Time: 9:00 – 4:00pm, Where: 1315 Walnut St., Suite 1124, Phila., PA, **Cost: \$59** – An entrepreneurial training program designed to help you explore and understand the realities of running a profitable family child care business.

**Before You Start** – Wednesday, October 15, 2008, Time: 5:30 – 9:00pm, Where: 1315 Walnut St., Suite 1124, Phila., PA, **Cost: \$35** – 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. 'Before You Start' can be taken individually or as part of the JumpStart workshop series.

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***Break Through Breakfast/Business Opportunity Fair – “Access to New Markets”***

***Friday, October 17, 2008, Time: 8:00am – 1:00pm, Philadelphia Marriott Downtown, 1201 Market St., Phila., PA, Cost: \$55 – WBENC Certified Women Business Enterprise’s, \$65 – All others – Fortune 500 corporations and Women Business Enterprises share their strategies. Network with corporations, the government and WBENC certified women business enterprises and learn how to gain access to these markets.***

**Market Research** – Wednesday, October 22, 2008, Time: 6:00 – 9:00pm, Where: 1315 Walnut St., Suite 1124, Phila., PA, **Cost: \$35** – The workshop will teach participants what market research is and how to use it to assess the potential of their business idea and how to do their own market research. “Market Research” can be taken individually or as part of the JumpStart workshop series.

**Financial Analysis** – Wednesday, October 29, 2008, Where: 1315 Walnut St., Suite 1124, Phila., PA, **Cost: \$35** – The workshop will teach participants how to determine start-up costs and how to project sales, cash flow and profit. “Financial Analysis” can be taken individually or as part of the JumpStart workshop series.

**The Business Plan** – Wednesday, November 5, 2008, Where: 1315 Walnut St., Suite 1124, Phila., PA, **Cost: \$35** – This workshop will teach participants the elements, applications, and contents of a good business plan.

**Business Launch** – Wednesday, November 19, 2008, Where: 1315 Walnut St., Suite 1124, Phila., PA, **Cost: \$35** – This workshop will help you understand the legal, financial, insurance, employment and tax issues of starting a business.

**Family Child Care Business Forum** – Monday, December 8, 2008, Time: 6:30 – 8:30pm, Where: 1315 Walnut St., Suite 1124, Phila., PA, **Cost: \$5** – This Business Forum is designed for family child care providers who want to continue to strengthen their business and their professional development. Participants will network with other family child care professionals, discuss specific issues impacting their business, and receive pertinent information related to the child care field.

**Pre-registration is required for all Women’s Business Development Center events.**

## **Statewide Hispanic Chamber of Commerce of New Jersey 18<sup>th</sup> Annual Convention Expo & Career Fair**

**When:** Friday, October 17, 2008

**Where:** New Jersey Institute of Technology, Campus Center, 150 Bleeker St., Newark, NJ 07102

Free Admission to Workshops, Career Fair, & Expo; Free Parking for Convention Attendees and Exhibitors

For more information contact the Statewide Hispanic Chamber of Commerce of NJ via email: [shccnj@att.net](mailto:shccnj@att.net) or web: [www.shccnj.org](http://www.shccnj.org)

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## 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](http://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](http://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](http://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, December 26, 2008**
- **Friday, January 30, 2009**
- **Friday, March 27, 2009**

### 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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