

OBD&EO

News Alert

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

Celebrating Hispanic Heritage Month

September
2009

SPOTLIGHT

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U.S. INTERNATIONAL SERVICES Ltd., (USIS) is a growing engineering firm located in Voorhees, New Jersey. USIS offers multi disciplinary engineering, construction inspection, and construction management services. Founded in 1991, USIS has been serving many public sector, industrial, and private clients. USIS is a certified MBE/DBE/SBE engineering and construction management/construction inspection (CM/CI) firm approved by NJ State Department of Treasury, New Jersey Department of Transportation (NJDOT), Pennsylvania Department of Transportation (PennDOT), Maryland Department of Transportation, SEPTA, New Jersey Transit, New Jersey Turnpike, City of Philadelphia, Philadelphia School District, New Jersey Unified Certification Program (NJUCP), Pennsylvania Unified Certification Program (PAUCP), New Jersey Schools Development Authority (NJSDA), Port Authority of NY & NJ, and New Jersey Commerce and Economic Growth Commission.

USIS has been working with many of the leading engineering and CM/CI firms in the region on public sector projects. As a sub-consultant and project team member with Hill International, Urban Engineering, Gannett Fleming, URS, STV, Kupper Associates, Remington & Vernick, and Miller Remick, USIS has successfully completed many high visibility public sector projects, including projects for the New Jersey Turnpike, DRPA, City of Philadelphia, USGSA and other clients and performed construction/painting inspection services for various projects related to Ben Franklin, Walt Whitman, and Betsy Ross Bridges for the DRPA and many overpass bridges on New Jersey Turnpike and Garden State Parkway.

"WE VALUE DIVERSITY"

(continued from page 1)

USIS provided engineering services covering schedule and cost control, construction inspection, document control, field engineering, review of contractor-proposed substitutions and changes, conducting project meetings, contract document interpretation and issue resolution, change order processing, progress payment processing, determination of substantial and final completion, assistance with contractor claims resolutions. ENGINEERING SERVICES includes Civil/Structural, Mechanical, Electrical, Infrastructure, HVAC, Plumbing, Environmental, Geo-technical, Construction Management, Construction Inspection, Painting Inspection, Studies, Cost Estimating, Value Engineering, Planning and Scheduling, Manpower Support, Roofing Engineering, Real Estate Sub-division, etc.

U.S. International Services Ltd has the unparalleled technical ability to solve a wide range of engineering problems using state-of-the-art technology combined with sound engineering and scientific principles. USIS engineers the best solutions for our clients by not only meeting today's standards but also considering those of tomorrow. Because they are experts in their field, they are deeply involved with changes in the industry, technology, and changing regulations. USIS strives to be one-step ahead of these developments by incorporating future considerations in their current projects; so you not only get the best work today, but also you can have confidence in their work tomorrow. On USIS's project team, you will meet a group of experienced people who are

U.S. INTERNATIONAL SERVICES Ltd

truly dedicated to their profession and to find the best solutions for your needs. It is through the experience and expertise of these individuals that it constantly produces the highest quality and most cost-effective results for its clients. Its goal is to complete all projects safely with the highest standards of quality, personal attention to details, continuous improvement, on-time delivery, and complete customer satisfaction. USIS strives to meet or exceed all of its client's expectations.

USIS staff's relationship with its clients is the key for their success. Under the direction of Joseph Abraham, PE., USIS has proved its excellence and quality of work to all of its clients. Mr. Abraham has over three decades of engineering, design, and project and construction management experience. Mr. Abraham is a successful project manager with experience in progressive roles, program management and project management. He has demonstrated strong technical, leadership and management qualifications with strong communications, negotiations and liaison skills. He is well-respected among engineering and construction professionals with record of solid performance leveraging personnel and technology resources to facilitate start-up, turnaround and highly complex engineering consulting, design/build and construction management projects. His experience from Stone and Webster Engineering Corp. (Shaw Group), United Engineers (Raytheon Engineers), Henkels and McCoy, and USIS in various capacities, coupled with good leadership skills and excellent technical background allows him to tackle challenges that USIS faces in today's market economy. He can be reached at (856)-347-0747.

SBA LAUNCHES NEW ONLINE TRAINING COURSE: 'HOW TO WIN FEDERAL CONTRACTS'

Online Course Part of Federal Government-wide Initiative

The U.S. Small Business Administration launched a new online training course to help strengthen access to contracting opportunities for small businesses, including those owned by women, minorities, disadvantaged individuals and veterans.

The training course, "Recovery Act Opportunities: How to Win Federal Contracts," is part of a federal government-wide initiative announced last month by President Obama and being led by SBA and the Department of Commerce.

As part of the initiative, federal agency procurement officers are participating in more than 200 events over the next several weeks to help connect small businesses with contracting opportunities.

Additionally, SBA and Commerce are expanding their outreach to contracting officials across the federal government to ensure they have the tools to meet their annual contracting goals and increase opportunities to small businesses, including those owned by veterans, women and minorities, as well as those in designated HUBZones.

The U.S. Small Business Administration

As part of the outreach to small businesses, the comprehensive online course uses both audio and script to provide information about the federal marketplace, contract rules and, most importantly, how to sell to the government and where to find contract and Recovery Act opportunities. The new training portal is a free online training course designed to assist entrepreneurs during this period of economic recovery. This self-paced, instructional guide provides an overview of the federal procurement process.

The **Recovery Act Opportunities** course is available on SBA's Web site at www.sba.gov or directly at www.sba.gov/fedcontractingtraining. The course is indexed by subject matter to allow ease of use, and it includes multiple direct links to additional contracting resources.

The **Recovery Act Opportunities** course includes direct links that highlight the best contracting resources and engages small business owners in the contracting process. The course also includes practical and fundamental steps to engage business owners in the federal contracting arena. It is one of more than 24 online tutorials offered by the SBA, and is available 24/7. For more information please visit www.sba.gov.

THE DELAWARE RIVER PORT AUTHORITY & THE GRAHAM CO. HOST AN INFORMATIONAL WORKSHOP ON DRPA'S OWNER CONTROLLED INSURANCE PROGRAM (OCIP) WORKSHOP

On Wednesday, September 30, 2009, the Delaware River Port Authority co-hosted a free workshop with The Graham Company to educate both prime contractors and sub-contractors about the benefits of participating in our Owner Controlled Insurance Program (OCIP).

The DRPA covers its major capital improvement projects under an OCIP or "Wrap-Up" program. This program has been in place since 2000 and applies to all DRPA facilities and PATCO.

Under this type of program the Owner (DRPA) provides the key insurance coverages for all enrolled Contractors, while the contractors are instructed to keep their insurance costs out of their bids. This type of insurance allows the DRPA to negotiate lower fixed costs through bulk purchase over a four year period and avoid the negative impact on rates due to unfavorable market conditions. It also guarantees a high degree of control in managing costs as the DRPA oversees an aggressive, centralized safety and claims management program. OCIP participants benefit from the broad insurance coverage the owner provides. Contractors also enjoy the benefits of a comprehensive safety program designed to protect the loss experience of all participants.

NJ RETURN- TO- WORK PROGRAM

Governor Jon S. Corzine has announced a new program that makes it easier for employers to hire new workers.

RETURN-to-Work is designed to get long-term unemployed New Jerseyans back on the payroll. The workers eligible for this program have exhausted all available state and federal unemployment benefits. They are experienced members of the workforce who are ready to work.

Under the *RETURN-to-Work* program, private sector employers can be reimbursed for a portion of an eligible new employee's hourly wage rate for up to 12 weeks. Your company can receive a grant to reimburse costs up to \$5 per hour toward the pay of a newly-hired worker, to partially defray the extraordinary costs of on-the-job training. The maximum grant is \$2,400 for each new worker hired. To be eligible for a *RETURN-to-Work* grant, employers must pay new hires at least \$15 per hour and must retain new hires for at least six months.

RETURN-to-Work is a win-win program: employers gain an employee with work experience and a grant to help with the costs of on-the-job training; new hires gain a job and training for their new position. *RETURN-to-Work* also facilitates matches between employers and job seekers, by directing qualified applicants with the appropriate skill sets to employers' job postings.

If you are interested in taking part in this exciting new program, please visit the *RETURN-to-Work* Web site at www.nj.gov/labor/employer. Apply today — and the state will start locating suitable trainees for your job vacancies.

Governor Corzine's Administration is working hard every day to connect businesses with good workers. You can find more information about this and other programs online at www.nj.gov/labor.

\$ LIST OF ANNUAL CONTRACTS FOR DRPA \$

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.

2009 ANNUAL CONTRACTS FOR DRPA

<u>SERVICE PRODUCTS</u>	<u>CONTRACT STATUS</u>
Trash Removal (Solid, Non-Hazardous) for <u>DRPA</u>	DRPA may exercise its 3 rd year option in <i>May 2010</i> .
Emergency Generator Maintenance for <u>DRPA</u>	DRPA may exercise its 2 nd year option in <i>January 2010</i> .
Lubricants for Bulk Storage Dispensing System for <u>DRPA</u>	DRPA may exercise its 2 nd year option in <i>September 2009</i> .
Hazardous Waste Removal for <u>DRPA/PATCO</u>	DRPA may exercise its 2 nd year option in <i>May 2010</i> .
Office Supplies Products for <u>DRPA/PATCO</u>	DRPA may exercise its 2 nd year option in <i>August 2010</i> .
Unleaded Gasoline, Diesel Fuel, & #2 Heating Oil for <u>DRPA/PATCO</u>	DRPA may exercise its 2 nd year option in <i>June 2010</i> .
Fuel Tank Maintenance for <u>DRPA/PATCO</u>	DRPA may exercise its 2 nd year option in <i>June 2010</i> .
Traffic Cones for <u>DRPA</u>	DRPA may exercise its 3 rd year option in <i>June 2010</i> .
Moveable Maintenance Platform Maintenance	DRPA may exercise its 3 rd year option in <i>September 2010</i> .

LIST OF ANNUAL CONTRACTS FOR DRPA *(continued from page 5)*

<u>SERVICE PRODUCTS</u>	<u>CONTRACT STATUS</u>
Extermination Services for <u>DRPA</u>	Bid Process - This purchase will be up for bid in July 2010 .
Prescription Safety Glasses for <u>DRPA</u>	Bid Process - This purchase will be up for bid in July 2010 .
Made to Measure Police Uniforms for <u>DRPA/PATCO</u>	DRPA/PATCO may exercise its 3 rd year option in June 2009 .
One Year Supply Bottled Water for <u>DRPA/PATCO</u>	Bid Process - This purchase will be up for bid in December 2009 .
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.

<u>SERVICE PRODUCTS</u>	<u>EXPIRATION DATE</u>
Industrial Refuse Disposal Services for PATCO Lindenwold Maintenance Facility	July 2011
Landscaping Maintenance for PATCO	December 2009
Pest Control and Exterminating at PATCO	May 2010

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UPCOMING PURCHASES FOR 2009

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.

THE FOLLOWING EVENTS ARE BEING HOSTED BY THE WOMEN'S BUSINESS DEVELOPMENT CENTER (WBDC)

PRE-REGISTRATION IS REQUIRED FOR ALL EVENTS

Women's Business Development Center
1315 Walnut Street, Suite 1124
Philadelphia, PA

FastTrac New Venture – 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 15, 2009 through Tuesday, November 24, 2009, **Series Cost:** \$340, **Time:** 6:00pm – 9:30pm

Family Child Care Entrepreneur Program – An entrepreneurial training program designed to help you explore and understand the realities of running a profitable family child care business.
When: Mondays, September 28 through November 16, 2009, **Cost:** \$59, **Time:** 6:15pm – 9:00pm.

For more information please call:

(215)790-WBDC(9232) or Fax (215)790-9231 or visit the website www.womensbdc.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. 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, December 25, 2009
 - Friday, January 29, 2010
 - Friday, March 26, 2010

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

Produced by DRPA Printing Services