



Is to ask your local PTACs for help



We're very pleased to share with you a collection of recent success stories from our regional PTAC clients. From the team of James Gerraughty and Gloria Brooks at Southern Alleghenies, Donna Hottel/Barb Brennen at North Central, and Laurie Lentz at Northern Tier PTACs, we are grateful for you, our hardworking business clients.



US Route 6
Troy, PA 16947

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Industrial Park Rd
Kersey, PA 15846

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S&B Flooring & Tile Inc. **Northern Tier PTAC**

S&B Flooring & Tile Inc. started in May of 2019. The client contacted the Small Business Development Center, and the SBDC made a referral to the PTAC. As a result of working with the PTAC, the client was made aware of an upcoming procurement. The client was able to submit a bid for a flooring contract for the Pennsylvania Liquor Control Board. The client was not awarded the contract, however gained experience through the process.

The PTAC's assistance included the following:

- Called Dun & Bradstreet to get a DUNS number assigned to the company.
- Set up a profile for construction reports and bid-matches.
- Assisted with SAM registration.
- Assisted with PA Supplier Portal registration.
- Reviewed COSTARS program, Govology training & Capability Statements.
- Emailed solicitation for PA Liquor Control Board and assisted through the bidding process.
- Researched several construction projects.

SinterFire **North Central PTAC**

SinterFire is the most utilized frangible bullet manufacturer in the world addressing the growing needs of a "green" (lead-free) and frangible (safer) projectile. Their exclusive blend of metal composites add to their performance characteristics of controlled frangibility; reduced hazard; no ricochet; inherent accuracy; increased velocity; decreased wear; and reduced chamber pressure. SinterFire's state of the art manufacturing facility covers 22,000 square feet and includes an indoor and outdoor firing range.

The PTAC was notified of a change in SinterFire's Chief Operating Officer position through North Central's export department. This prompted the PTAC to reach out to SinterFire's new point of contact, Mike had four years of market research being provided.

Mike's first call to the PTAC set his mind spinning. Already a client of the PTAC, SinterFire was receiving bid match services. However, it was the access to market research that had Mike in overdrive. Mike fully took advantage of this service. The PTAC provided market research based on NAICS, by competitors, and by agencies buying for the last four years.

SinterFire now has a history of what was bought and sold, by whom, and at what cost. This research undoubtedly will be utilized by SinterFire in the development of procurement strategies.

The PTAC commends SinterFire in their quest for market research. Available to all clients, it is seldom utilized. The PTAC anxiously awaits results....



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Dugan Pest Control SAP&DC PTAC

Southern Alleghenies PTAC first met Mr. Jeff Dugan in January 2018 to discuss getting his business set-up with doing government contracting. After getting a DUNS number and registered in SAM, the PTAC staff assisted Mr. Dugan with getting on a COSTARS 21 contract which we were successful in obtaining in October.

Since that time Mr. Dugan has been able to obtain accounts for various section 8 housing throughout Blair County, a food pantry, daycare, and community action in Bedford County. He also was able to obtain accounts for four school districts in the Southern Alleghenies six-county region.

The PTAC assisted in getting the proper numbers and registrations needed to do business with the government. The PTAC also assisted in navigating the COSTARS contract and made sure all of the necessary paperwork was pulled together before submission. The PTAC created a database of contact information together to be used as a marketing tool for email blasts.

Mr. Dugan is looking forward to future growth of his company.

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