



We're very pleased to share with you a collection of recent success stories from our regional PTAC clients. From the team of PTACs in Southern Alleghenies, North Central, and Northern Tier regions, we are grateful for you, our hardworking business clients.

S
O
O
2
U
S
-



322
Brookville, PA 15825

R
e
m
i
n
g
t
o



n Road
Tunkhannock, PA 18657

Dartonya Manufacturing, Inc.
North Central PTAC

Due to some of the concerns stemming

**Superior Landscape
Management**
Northern Tier PTAC

from the COVID 19 Pandemic, Charles Shaffer from Dartonya Manufacturing, Inc. reached out to the PTAC. Chuck's business was established in 1997 so he has been in business for some years. His business was shut down because of the virus, he was in danger of losing a customer and business was slow because of the lack of snowfall. Chuck was extremely concerned about his manufacturing facility and how it was going to fare during the COVID 19 crisis. He was reaching out to North Central with these concerns of how to survive. As part of my position, I explained to him about possible government contracting work. At the beginning of April, we were able to schedule a meeting. We discovered Chuck needed to update his SAM registration with current information. He needed to change his entity administrator. A former employee set up his SAM registration years ago and made himself entity administrator. Chuck needed to write a letter with Dartonya Manufacturing, Inc. letterhead and have it notarized. Arrangements were made during the pandemic to get the letter to North Central to have it notarized. The Federal Service Desk (FSD) was contacted to help Chuck get the administrator entity changed, and within a few days it was changed. The FSD reached out to explain the administrative rights has been assigned to the designated user account. In the meantime, Chuck received a purchase order from a defense contractor to manufacture tank vehicle boarding ladders. Because of this, his organization was given the label of "Critical Essential" at the federal level by Homeland Security. By mid-April, we continued to work on updating his SAM with making all the necessary corrections. The FSD was again contacted and recommendations were made to delete the account and wait 24 hours and then create a new account. Chuck was able to update his SAM profile and had success with his registration. Chuck wanted to know how he can start looking at possible solicitations that he can bid on. Suggestions were made to search for solicitations in beta.sam.gov. In late May, Chuck was introduced to bidmatch services that the PTAC provides. The services were set up and he is currently looking at the solicitation matches that are being sent

Superior Landscape Management is a small business providing landscaping, hardscaping, lawn care and excavation services. The company has been in business for over 20 years and has grown from 2 employees to a full staff. As a result in the downturn of the gas industry in 2013, Dawn and Bill Ball decided to delve into the government marketplace. The client has been active with the PTAC since then and has been pursuing various federal and state contracts. Through the bid-match system, the client received notification of the solicitation for the PA State Police Barracks. The client contacted the PTAC for assistance with the solicitation. The client submitted their bid and was awarded the 5 year lawn maintenance contract totaling \$18,200 from DCNR. This was the first contract award for the company and it is a direct result of Dawn and Bill's persistence and hard work. The first contact with the client was during a joint meeting with the PTAC, client and Small Business Development Center. From there, the client attended an Introduction to Government Contracting workshop in June of 2013. After that, the PTAC has worked with the client to assist with registrations, prior award histories, answering questions regarding solicitations and attending pre-bid meetings. For this particular award, the PTAC assisted the client with prior contract award information and submitting their bid electronically through the Small Business Procurement portal. During the entire process there were several calls placed to the DGS help desk and to the purchasing agent at the Department of General Services. The PTAC will follow up with the client to answer additional questions regarding contract implementation and compliance. The company plans to re-bid for this contract when it opens up next year.

to him. Chuck is even going a step further by pursuing contracts with the Defense Logistics Agency (DLA). He created an account and wanted to seek bids with the DLA. He had an issue with his DIBBS card. Chuck needed to correct his mailing information on his DIBBS card to pursue these solicitations with the bid board. This was also successfully completed. As Chuck was trying to pursue his interests with the DLA and the bid board, he was unable to look at drawings for him to bid on solicitations. Again, he reached out to the PTAC and we were able to direct him on how to access drawings through the C-Folders within the DLA website homepage.

Currently, Dartonya Manufacturing, Inc. has been successfully set up to be a vendor and pursuing work with the federal government.



**hler Road
Fishertown, PA 15539**

1
6
3
E
i
C

Mother and Daughter Cleaning, LLC.

SAP&DC PTAC

The solicitation was released for bid in mid-March for janitorial services for PA State Police - Punsxutawney Headquarters and Ms. Imler, owner of Mother and Daughter Cleaning, LLC. contacted the PTAC to help submit the bid proposal. Then Governor Wolf issued a stay at home order for non-essential businesses. Ms. Imler's business was deemed an essential business and so this meant her clients wanting extra COVID 19 cleaning (using bleach & disinfectant) and additional cleanings.

The PTAC worked with Ms. Imler on her bid proposal remotely. Ms. Imler would call in between jobs for the next two weeks to compile the information that was needed in the proposal. The PTAC kept each information section needed on the computer until everything was

completed before submission. The PTAC while working remotely and Ms. Imler on the phone, we were able to login to the PA Supplier Portal to upload the documents and answer the questions for the bid submission. Internet service in Bedford County is very spotty; we normally do it through the PTAC office. However, due to work-from-home orders enacted in March of 2020, the PTAC used a VPN to connect with the servers at SAP&DC, so we could get the bid submitted on time. Mother and Daughter Cleaning, LLC. was awarded the 5 year contract totaling \$31,920.00 per year.

Another problem arose during this time, was the lack of cleaning supplies and need of additional employees. The PTAC organized a conference call with Southern Alleghenies Workforce Dept. and Business Development Director to discuss how Ms. Imler could find additional employees and network on obtaining cleaning supplies.

Susan Whisler, Southern Alleghenies Workforce Director, explained the inmate work release program and the OJT programs. Ms. Imler was interested in these and asked to be contacted by the PA Careerlink. Debbi Prosser, Southern Alleghenies Business Development Director, gave Ms. Imler several options on purchasing cleaning supplies.

SAP&DC PTAC - Gloria Brooks brooks@sapdc.org and James Gerraughty jgerraughty@sapdc.org - North Central PTAC - Barb Brennen bbrennen@exchange.ncentral.com - Northern Tier PTAC - Laurie Lentz lentz@northerntier.org



SAP&DC | 3 Sheraton Drive, Altoona, PA 16601

[Unsubscribe jgerraughty@sapdc.org](#)

[About our service provider](#)

Sent by brooks@sapdc.org powered by



Try email marketing for free today!