

James F. Gerraughty

From: Gloria Brooks at Southern Alleghenies PTAC <brooks@sapdc.org>
Sent: Monday, May 9, 2022 2:19 PM
To: James F. Gerraughty
Subject: PTAC Success Stories



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.

4 R FUELS & LUBRICANTS, LLC.

180 Fairview Rd.
Kersey, PA 15846
(814) 885-6094



21186 Route 187
Towanda, PA 18848
(607) 857-0144

North Central PTAC

4 R Fuels and Lubricants, LLC. is distributor of fuels and lubricants. It is located in north central Pennsylvania's Elk County. Early this year, 4 R Fuels and Lubricants, LLC. contacted North Central PTAC. Having just most recently started up, they were looking to expand into other markets. The PTAC enrolled them as an active client.

Since the beginning of the year, 4 R Fuels and Lubricants, LLC. has been highly active in working with the PTAC to pursue their goal of pursuing government contracting. In order to do this, they have persisted in accomplishing many goals. A non-exhaustive list follows:

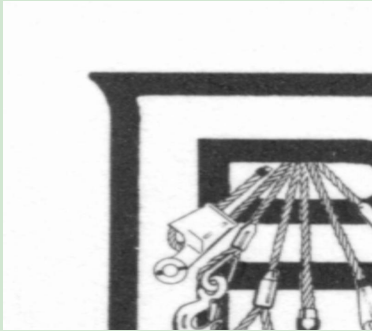
- Becoming a client of the PTAC
- Acquiring a DUNS number
- Introduced to NAICS and PSCs
- Proceeded with the necessary steps for SAM registration
- Obtaining a PA Supplier Vendor Number
- Registering in the State of PA as a self-certified small business
- Obtaining a DLA Cage Code

Much progress has been made; however, work continues. Most recently, work has begun on gathering information for Woman Owned Small Business Certification along with the Economically Disabled Woman Owned Small Business Certification. In the future 4 R Fuels and Lubricants, LLC. wants to work towards obtaining their HUBzone Certification, script their Capabilities Statement and enroll in the Bidmatch Program. This will continue in preparation for soliciting government contracting and government sub-contracting work.

M.R. Dirt, Inc. Northern Tier PTAC

M.R. Dirt Inc. is a highly successful contractor in Bradford County. During the first quarter of 2022, M.R. Dirt needed help renewing their SAM registration to continue to be able to bid on government contracts.

The PTAC assisted the client with obtaining their renewal, with this renewal coming after the changes made to SAM.gov which required some added assistance. The renewal was successful and allowed M.R. Dirt, Inc. to continue business as usual. During this meeting the PTAC also provided some training and techniques to the client regarding the ConstructConnect construction report database including how to search for projects and how to customize their client profile.



Platt and Son, Inc.

2190 Teaberry Road
Bedford, PA 15522
(814) 623-8183

SAP&DC PTAC

Platt and Son, Inc. is a small manufacturer of cables, hitches, and other hard goods and metal fabrication located in Bedford, PA. Over the past several months, the company had reached out to the PTAC staff for different aspects of assistance one being specification purchases.

SAP&DC PTAC has helped with specifications and past-pricing information for Platt and Son in their bid process previously. What made this situation different was that DLA Aviation had an old, out-of-use specification in the solicitation. Amanda Cornman Engle at Platt and Son, Inc. reached out to Gloria Brooks for assistance. While the specification was in fact out of date, the fact that it was in the solicitation required adherence to it. Gloria was able to get the archived specification from our resource, and send it on to Platt and Son.

Platt and Son, Inc. put in a bid on the hoist, and won the said bid. Award was announced at the beginning of January, 2022.

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