

GUIDE FOR SEARCHING...



- **COSTARS-exclusive Contracts**
- **Statewide Agency Contracts**

COSTARS members have the option to purchase from COSTARS-exclusive contracts or from a large selection of statewide agency contracts for which suppliers have consented to participate.

Click on MEMBERS Button

Department of General Services - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address <http://www.portal.state.pa.us/portal/server.pt/community/costars/1272>

pennsylvania
DEPARTMENT OF GENERAL SERVICES

PA STATE AGENCIES ONLINE SERVICES --search PA-- go

Procurement | Real Estate | Construction and Public Works | Facilities

Home > Doing Business with the Commonwealth > Procurement > COSTARS

COSTARS

MEMBERS **SUPPLIERS**

CONTACT INFO:
Department of General Services
COSTARS Program
555 Walnut Street
6th Floor Forum Place
Harrisburg PA 17101
Fax: 717-783-6241
1-866-768-7827
gs-pacostars@state.pa.us

COSTARS QUICK LINKS:
BIDDING OPPORTUNITIES
COSTARS MEMBER BROCHURE
COSTARS NEWSLETTERS
LIST OF COSTARS MEMBERS
COSTARS MEMBER FAQ'S
CONTACT US

ABOUT COSTARS:
COSTARS is a new approach to the Cooperative Purchasing Program. **COSTARS** encourages the formulation of an interactive partnership between Local Public Procurement Units and the Commonwealth.

There are approximately 6,700 Local Public Procurement Units taking advantage of existing Commonwealth contracts. Our goal is to provide better contracts with competitive pricing, while increasing participation of eligible participants.

DGS requires Local Public Procurement Units and State Affiliated Entities to register as COSTARS Members, and only those entities registered with DGS may purchase from the Contract. Several thousand potential Purchasers are already registered with DGS as COSTARS Members. **THE CONTRACTOR AGREES TO SELL ITEMS OR SERVICES UNDER THIS CONTRACT TO DGS-REGISTERED COSTARS MEMBERS. THE CONTRACTOR IS NOT PERMITTED TO USE THIS CONTRACT TO SELL TO NON-COSTARS MEMBERS.**

Search
COSTARS-exclusive
Contracts

Click on “COSTARS Contracts”

COSTARS Members Area - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites

Address <http://www.dgsweb.state.pa.us/COSTARSReg/WelcomePage.aspx>

COSTARS™

Pennsylvania Department of General Services

- [COSTARS Home](#)
- [Update Profile](#)
- [Feedback Survey](#)
- [COSTARS Contracts](#)
- [View Statewide Contracts](#)

Login

Welcome to the COSTARS Members Area

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There are several thousand Local Public Procurement Units taking advantage of existing Commonwealth contracts. Our goal is to provide better contracts with excellent pricing, while increasing participation of eligible participants.

The COSTARS Program is intended for the exclusive use of member organizations. Individuals associated with the member organization are prohibited from using the contracts for personal purchases. Failure to abide by this may result in member organization being removed from the COSTARS Program and appropriate legal action being taken against the individual(s) who improperly used the COSTARS contract.

For more information regarding the COSTARS Program contact:

Department of General Services
Bureau of Procurement
555 Walnut St, 6th Floor Forum Place
Harrisburg, PA 17125
Fax: 717-783-6241
1-866-768-7827
e-mail: gs-pacostars@state.pa.us

NEWSFLASH

[How to Guide for Aggregates Contract](#)

[2010-2011 Sodium Chloride \(Road Salt\) Contract](#)

Search COSTARS Contracts



The Latest Version of Adobe Acrobat Reader is required to view these files, Get the latest version [here](#).

COSTARS Contract Search

| Search | |
|---------------|----------|
| Contract: | 00 - ALL |
| Category: | ALL |
| Supplier: | ALL |
| Manufacturer: | |
| Dealer: | ALL |

Warning: Clicking Search without choosing options will create a long delay

| Search Results | |
|----------------|----|
| Display | 10 |

Commodity Contracts Database Search

TO VIEW ENTIRE LIST OF COSTARS CONTRACTS OR TO SELECT A PARTICULAR CONTRACT, CLICK ON "CONTRACT" DROP-DOWN LIST

TO NARROW THE SEARCH TO A PARTICULAR CATEGORY OF PRODUCTS, CLICK ON "CATEGORY" DROP-DOWN LIST

Search COSTARS Contracts



The Latest Version of Adobe Acrobat Reader is required to view these files, Get the latest version [here](#).

COSTARS Contract Search

Search

Contract:

Category:

Supplier:

Manufacturer:

Dealer:

Warning: Clicking Search without choosing options will create a long delay

Search Results

Display entries per page.

Commodity Contracts Database Search

TO VIEW ENTIRE LIST OF COSTARS AUTHORIZED SUPPLIERS OR TO SEARCH FOR A PARTICULAR SUPPLIER, CLICK ON "SUPPLIER" DROP-DOWN LIST

TO SEARCH FOR A SPECIFIC MANUFACTURER, CLICK ON "MANUFACTURER" DROP-DOWN LIST

TO SEARCH FOR A SPECIFIC DEALER, CLICK ON "DEALER" DROP-DOWN LIST

Search COSTARS Contracts



The Latest Version of Adobe Acrobat Reader is required to view these files, Get the latest version [here](#).

COSTARS Contract Search

Search

Contract: 26 - Passenger Vehicles

Category: Fleet Cars

Supplier: ALL

Manufacturer: Ford

Dealer: ALL

Warning: Clicking Search without choosing options will create a long delay

Search Results

Display entries per page.

| Contract # | Contract Description | Supplier Name | Commodity Specialist | Supplier Contract # | Supplier Web Address | View Contract Overview |
|------------|----------------------|---|----------------------|-------------------------|---|------------------------|
| 26 | Passenger Vehicles | Apple Automotive Group, Inc., dba Apple Ford | Alfonzo Robinson | 026-004 | http://www.appleautomotive.com | |
| 26 | Passenger Vehicles | Beans-Class Ford, Mercury, Inc. db/a New Holland Auto Group | Alfonzo Robinson | 026-022 | http://www.newhollandauto.com | |
| 26 | Passenger Vehicles | Chapman Chevrolet, LLC | Alfonzo Robinson | 026-016 | http://www.chapmanautogroup.com | |
| 26 | Passenger Vehicles | Chas. S. Winner, Inc. | Alfonzo Robinson | 026-020 | http://www.winnerfordfleet.com | |
| 26 | Passenger Vehicles | Day Automotive Resources, Inc. dba Day Fleet Sales | Alfonzo Robinson | 026-032 | http://www.dayfleet.com | |
| 26 | Passenger Vehicles | Fred Beans Ford Lincoln Mercury of West Chester | Alfonzo Robinson | 026-006 | http://fbwestchester.com | |

TO VIEW THE CONTRACT OVERVIEW, SUPPLIER LIST, AND CONTRACT TERMS & CONDITIONS, CLICK HERE

TO VIEW A PARTICULAR SUPPLIER'S DATA, SERVICE AREA, PRICE SHEETS, LIST OF ANCILLARY SERVICES, ETC., CLICK ON SUPPLIER'S CONTRACT #

**Search
Statewide Agency
(STATE) Contracts**

Search STATE Contracts

COSTARS™
Pennsylvania Department of General Services

- ★ [COSTARS Home](#)
- ★ [Update Profile](#)
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- ★ [View Statewide Contracts](#)

[Login](#)

Welcome to the COSTARS Members Area

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NEWSFLASH

[How to Guide for Aggregates Contract](#)

[2010-2011 Sodium Chloride \(Road Salt\) Contract](#)

Click on “View Statewide Contracts”

OR

COSTARS™
Pennsylvania Department of General Services

The Latest Version of Adobe Acrobat Reader is required to view these files, Get the latest version [here](#).

COSTARS Contract Search

Search

Contract:

Category:

Supplier:

Manufacturer:

Dealer:

Warning: Clicking Search without choosing options will create a long delay

Search Results

Display entries per page.

[Commodity Contracts Database Search](#)

Click Here

Search STATE Contracts

Procurement: Bid Contracts - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Refresh Mail Print TV Home People

Address <http://www.emarketplace.state.pa.us/BidContracts.aspx>

PA Marketplace Supplier Service Center Bureau of Procurement

Search Contracts View COSTARS Contracts Tips & Tricks

< Back > View List of Contracts > B&W Mode

Search by All Items Search

All Items
Contract Number
Description
Supplier
Supplier Number
Category
Updated Since...
Agency
Commodity Specialist

Display Results Display entries per page.

To view Current the Both button.

Hover your mouse over the text to get more details. (Internet Explorer Only)

YOU CAN SEARCH BY:

- CONTRACT #
- DESCRIPTION
- SUPPLIER

ETC.

BY CLICKING ON THE DROP-DOWN LIST

Search STATE Contracts

REVIEW LIST OF STATEWIDE AGENCY CONTRACTS

The screenshot shows the PA e Marketplace interface. At the top, there is a blue header with the PA e Marketplace logo and the text "Supplier Service Center" and "Bureau of Procurement". Below this is a green navigation bar with three options: "Search Contracts", "View COSTARS Contracts", and "Tips & Tricks". The "View COSTARS Contracts" option is highlighted with a blue arrow pointing to it from the right. Below the navigation bar, there is a search section with a "Search Contracts" heading. It includes a "Search by" dropdown menu set to "All Items" and a "Search" button. Below the search bar are three radio buttons: "Open" (selected), "Archived", and "Both". A note below the radio buttons says "To view Current and Archived records, select the Both button." To the right of the search section is a "Display Results" section with a "Display" dropdown menu and the text "entries per page." Below the search section is an "Export All to Excel" button. At the bottom of the search section, there is a note: "Hover your mouse over the text to get more details. (Internet Explorer Only)".

TO VIEW ALPHABETICAL LISTING OF STATE CONTRACTS BY DESCRIPTION, CLICK "VIEW LIST OF CONTRACTS"

Search STATE Contracts

REVIEW LIST OF STATEWIDE AGENCY CONTRACTS

PA Marketplace

Supplier Registration Non Procurement Registration BOP Solicitation eAlerts

List of Contracts

< Back

Search Bid Contracts

Search by All Items Search Open Archived Both

Search Results

Export to Excel

Display ALL entries per page.

| Parent No. | Description | Ending Date |
|----------------------------|---|-------------|
| 561015 | Aggregates & Anti Skid | 12/31/2008 |
| CN00025552 | Aggregates & Anti Skid | 12/31/2008 |
| 4400001471 | Agricultural / Grounds Keeping Type Power Equipment | 09/30/2009 |
| CN00014159 | Aluminum Coil for License Plates | 06/30/2009 |
| CN00013225 | Aluminum Sign Blanks | 02/28/2009 |
| CN00029176 | Anthracite Coal | 06/30/2009 |
| 4400003350 | Anti-Icing Inserts | 05/31/2009 |
| 4400000916 | Audio Visual Production & Interactive Services | 09/30/2010 |
| 4400000733 | Automated Mail Processing Services | 05/08/2009 |
| CN00024902 | Automobile Inspection & Emission Stickers | 04/30/2009 |

CHANGE "10 ENTRIES PER PAGE" TO "ALL"

CLICK ON "DESCRIPTION" TWICE

ALPHABETIC LIST OF CONTRACTS WILL BE DISPLAYED

CLICK ON ANY PARENT (CONTRACT) NUMBER TO DISPLAY THAT CONTRACT

Search STATE Contracts

PA Marketplace Supplier Service Center Bureau of Procurement

Search Contracts View COSTARS Contracts Tips & Tricks

< Back > View List of Contracts > B&W Mode

Search Contracts

Search by Contract Number 561015

Search

Display Results









Display 10 entries per page.

Open Archived Both

To view Current and Archived records, select the Both button.

Export All to Excel

Hover your mouse over the text to get more details. (Internet Explorer Only)

| Contract No. | Description | Overview Change-Notice | Reason for Change | Category | Ending Date | Supplier | COSTARS | Commodity Specialist | Agency | Parent No. |
|--------------|------------------------|---|--|-------------------------|-------------|---|---------|----------------------|----------------|------------|
| 4600012043 | Aggregates & Anti Skid |   | Change #15: Data Change Form; updated... | Raw & Highway Materials | 12/31/2010 | 117702 - New Enterprise Stone & Lime Co Inc | Yes | Patrick Rosenella | Transportation | 561015 |
| 4600013054 | Aggregates & Anti Skid |   | Change #15: | Raw & Highway Materials | 12/31/2010 | 125770 - Amerikohl Mining Inc | Yes | Patrick Rosenella | Transportation | 561015 |
| 4600013055 | Aggregates & Anti Skid |   | | Raw & Highway Materials | 12/31/2010 | 150013 - Lakeland Sand & Gravel Inc | Yes | Patrick Rosenella | Transportation | 561015 |
| 4600012063 | Aggregates & Anti Skid |   | | Raw & Highway Materials | 12/31/2010 | 168571 - LaFarge North America | Yes | Patrick Rosenella | Transportation | 561015 |

EACH LISTING INCLUDES:

- EXPIRATION DATE
- WHETHER COSTARS MEMBERS CAN PIGGY-BACK
- CONTRACT ADMINISTRATOR

YOU CAN CLICK ON THE ICON TO VIEW THE CONTRACT OVERVIEW OR ANY CONTRACT # TO VIEW CONTRACT WITH TERMS & CONDITIONS

Search STATE Contracts

Bid Contract Details

[< Back](#)

Contract Details

| | | | |
|------------------------------|-------------------------------------|---------------------------------------|--|
| Contract #: | 4400002458 | Parent #: | 4400002458 |
| Description: | Universal Fleet Card Services | | |
| View Overview: | <input checked="" type="radio"/> | View Contract File: | <input checked="" type="radio"/> |
| View Change Notice: | <input checked="" type="checkbox"/> | Reason For Change: | Change #2 - Supplier Contact Updated; Updated Commodity Specialist Information; Updated Keywords; Updated Contract Overview and also Contract Transitioned From SAP to SRM - Fully Executed Contract Added; Updated Contract Overview added; Corrected Special |
| Category: | Specialty Services | | |
| Ending Date: | 06/04/2010 | | |
| Supplier Name: | Voyager Fleet Systems Inc | Supplier Number: | |
| Commodity Specialist: | Jennifer Habowski | | |
| Agency: | All Using Agencies | | |
| Last Updated: | 02/17/2009 | | |
| COSTARS: | Yes | MSCC: <input type="checkbox"/> | PCard: Non-P-Card Enabled |
| Solicitations: | N/A | Tab: N/A | Awards: N/A |

CLICK HERE TO VIEW ENTIRE CONTRACT

EXAMPLE – PICKUP TRUCK

Step 1

Is the product you are looking for
available under a
COSTARS-exclusive Contract?

Search COSTARS Contracts

Use the Drop-Down list under “Contract”

COSTARS Contract Search

File Edit View Favorites

Address: http://www.dgsw

00 - ALL
01 - Copiers
02 - Office Furniture
03 - IT Hardware
04 - Office Supplies
05 - Janitorial Supplies
06 - Software
07 - Foods -- CURRENTLY BEING REBID
08 - Maintenance, Repair, & Operation Equipment & Supplies ("MRO")
09 - Graphic & Printing Services
10 - Voting Systems
11 - Toiletries
12 - Emergency Responder Loose Supplies
13 - Emergency Responder Vehicles
14 - Recreational & Fitness Equipment
15 - Water & Waste-Water Treatment Consumables - CANCELLED 11/16/2009
16 - Waste & Waste Water Treatment Plants - Components/Equipment
17 - Waste, Recycling, & Materials Handling Containers
18 - LED Traffic Signal Modules and/or Housings -- CURRENTLY BEING REBID
19 - Medical Supplies
20 - Laboratory Supplies
21 - Pest Control Services - CANCELLED 11/16/2009
22 - Weatherization Materials
24 - Traffic Signs
25 - Municipal Work Vehicles
26 - Passenger Vehicles
27 - Stop-Loss & Voluntary Benefits Insurance
28 - Energy Conservation Management Supplies

Contract:
Category:
Supplier:
Manufacturer:
Dealer:

Warning: Clicking Search without choosing options will create a long delay

Search Results

Display entries per page.

Commodity Contracts Database Search

✓ YES ...

COSTARS-25 Municipal Work Vehicles

EXAMPLE – PICKUP TRUCK

Step 2

Use the Drop-Down list under
“Category” to see if you can
narrow your search

The Latest Version of Adobe Acrobat Reader is required to view these files, Get the latest version [here](#).

COSTARS Contract Search

| Search | |
|---------------|---|
| Contract: | 25 - Municipal Work Vehicles |
| Category: | ALL |
| Supplier: | ALL |
| Manufacturer: | Body upfit suppliers (Chassis suppliers are only authorized to sell items for which they are an authorized dealer. Body upfits must b |
| Dealer: | Bucket trucks |
| | Cab and chassis |
| | Crane suppliers (truck mounted) |
| | Garbage trucks |
| | Hydraulic system suppliers (truck mounted) |
| | Liftgate suppliers |
| | Liquid winter maintenance system suppliers (truck mounted) |
| | Pickup trucks and cargo vans |
| | Recycling trucks |
| | Salt/Sand spreader suppliers (truck mounted) |
| | Snowplow suppliers (truck mounted) |
| | Trailer suppliers |
| | Vacuum trucks |

In this case, there is a specific category
for pick-up trucks

EXAMPLE – PICKUP TRUCK

Step 3



The Latest Version of Adobe Acrobat Reader is required to view these files, [Get the latest version here.](#)

COSTARS Contract Search

| Search | |
|---------------|------------------------------|
| Contract: | 25 - Municipal Work Vehicles |
| Category: | Pickup trucks and cargo vans |
| Supplier: | ALL |
| Manufacturer: | ALL |
| Dealer: | ALL |

Warning: Clicking Search without choosing options will create a long delay

Search Results

Display 10 entries per page.

| Contract # | Contract Description | Supplier Name | Commodity Specialist | Supplier Contract # | Supplier Web Address | View Contract Overview |
|------------|-------------------------|--|----------------------|-------------------------|---|------------------------|
| 25 | Municipal Work Vehicles | A&H Equipment Company | Robert Isenberg | 025-044 | http://www.ahequipment.com | |
| 25 | Municipal Work Vehicles | Allegheny Trucks Inc. | Robert Isenberg | 025-038 | | |
| 25 | Municipal Work Vehicles | Allentown Mack Sales & Service, Inc dba TransEdge Truck Center | Robert Isenberg | 025-033 | http://www.transedgetruck.com | |
| 25 | Municipal Work Vehicles | Attec Industries, Inc. | Robert Isenberg | 025-091 | http://www.Attec.com | |
| 25 | Municipal Work Vehicles | Apple Automotive Group, Inc., dba Apple Ford | Robert Isenberg | 025-002 | http://www.appleautomotive.com | |
| 25 | Municipal Work Vehicles | B J Maurer Motor Company, Inc. | Robert Isenberg | 025-087 | http://www.bjmaureford.com | |
| 25 | Municipal Work Vehicles | Beans-Class Ford, Mercury, Inc. db/a New Holland Auto Group | Robert Isenberg | 025-054 | http://www.newhollandauto.com | |

CLICK ON ANY
“OVERVIEW”
ICON TO VIEW
SUMMARY OF
SUPPLIERS

COSTARS-25 Municipal Work Vehicles Awarded Suppliers

| COSTARS CONTRACT NUMBER | SUPPLIER NAME | SERVICE AREA | PRODUCTS CATEGORIES OFFERED | MANUFACTURERS OFFERED | AWARD DATE | EXPIRATION DATE |
|-------------------------|--|-------------------|---|--|------------|-----------------|
| 025-044 | A&H Equipment Company | | Body upfit suppliers (Chassis suppliers are only authorized to seGarbage trucks, Salt/Sand spreader suppliers (truck mounted), Vacuum trucks | Envirosight, Loadmaster, Inc., Epoke, Elgin, Vector, KEG Technologies | 4/21/2010 | 4/21/2011 |
| 025-038 | Allegheny Trucks Inc. | Multiple Counties | Cab and chassis | International | 4/21/2010 | 4/21/2011 |
| 025-033 | Allentown Mack Sales & Service, Inc dba TransEdge Truck Center | Multiple Counties | Cab and chassis | Mack Trucks, Volvo Trucks, Hino Trucks | 4/21/2010 | 4/21/2011 |
| 025-002 | Apple Automotive Group, Inc., dba Apple Ford | Statewide | Cab and chassis, Pickup trucks and cargo vans | Ford | 3/15/2010 | 3/15/2011 |
| 025-064 | Beans-Class Ford, Mercury, Inc. d/b/a New Holland Auto Group | Statewide | Cab and chassis, Pickup trucks and cargo vans | Ford, Dodge, Toyota | 4/21/2010 | 4/21/2011 |
| 025-068 | Bergey's GMC Inc. | Statewide | Cab and chassis, Pickup trucks and cargo vans | Volvo Trucks, Mack Trucks, GMC, Isuzu | 4/21/2010 | 4/21/2011 |
| 025-008 | Bucks County International Inc. | Statewide | Cab and chassis | International | 3/15/2010 | 3/15/2011 |
| 025-034 | Chapman Chevrolet, LLC | Statewide | Cab and chassis, Pickup trucks and cargo vans | Chevrolet, Ford, Dodge | 4/21/2010 | 4/21/2011 |
| 025-049 | Chas. S. Winner, Inc. | Statewide | Cab and chassis, Pickup trucks and cargo vans | Ford | 4/21/2010 | 4/21/2011 |
| 025-075 | Day Automotive Resources, Inc. dba Day Fleet Sales | Statewide | Pickup trucks and cargo vans, Cab and chassis | Ford, General Motors Company | 4/21/2010 | 4/21/2011 |
| 025-067 | Dejana Truck & Utility Equipment Co., Inc. | Statewide | Air Compressors and generator suppliers (truck mounted), Body upfit suppliers (Chassis suppliers are only authorized to seBucket trucks, Crane suppliers (truck mounted), Hydraulic system suppliers (truck mounted), Liftgate suppliers, Liquid winter maintenance system suppliers (truck mounted), Pickup trucks and cargo vans, Salt/Sand spreader suppliers (truck mounted), Snowplow suppliers (truck mounted), Trailer suppliers | Boss Products, VMAC, Rugby, Knapheide Manufacturing Company, Monroe, Dura Class / TBEI, Crysteel, Brand FX, Utem, Autocrane, Fascan, Force America, Buyers Products, Walco, Thieman, Tommy Gate, MAXON, Highway Equipment, Airflow, Leggett & Platt/MasterRack, Fisher, Western Products, Meyers Products, American Road Machinery, Felling Trailers | 4/21/2010 | 4/21/2011 |
| 025-011 | Del-Val International Trucks, Inc. | Multiple Counties | Cab and chassis | Navistar Inc. | 3/15/2010 | 3/15/2011 |

EXAMPLE – PICKUP TRUCK

Step 4

Choose a few suppliers that seem to have the product you need based on:

- Familiarity with company or brand
- Geography
- Other criteria

EXAMPLE – PICKUP TRUCK

Step 5

Check out each company's pricing and other details

COSTARS™ Pennsylvania Department of General Services

The Latest Version of Adobe Acrobat Reader is required to view these files, Get the latest version [here](#).

COSTARS Contract Search

Search

Contract: 25 - Municipal Work Vehicles
Category: Pickup trucks and cargo vans
Supplier: ALL
Manufacturer: ALL
Dealer: ALL

Warning: Clicking Search without choosing options will create a long delay

Search Results

Display 10 entries per page.

| Contract # | Contract Description | Supplier Name | Commodity Specialist | Supplier Contract # | Supplier Web Address | View Contract Overview |
|------------|-------------------------|--|----------------------|-------------------------|---|------------------------|
| 25 | Municipal Work Vehicles | A&H Equipment Company | Robert Isenberg | 025-044 | http://www.ahequipment.com | |
| 25 | Municipal Work Vehicles | Allegheny Trucks Inc. | Robert Isenberg | 025-038 | | |
| 25 | Municipal Work Vehicles | Allentown Mack Sales & Service, Inc dba TransEdge Truck Center | Robert Isenberg | 025-033 | http://www.transedgetruck.com | |
| 25 | Municipal Work Vehicles | Altec Industries, Inc. | Robert Isenberg | 025-091 | http://www.Altec.com | |
| 25 | Municipal Work Vehicles | Apple Automotive Group, Inc., dba Apple Ford | Robert Isenberg | 025-002 | http://www.appleautomotive.com | |

VIEW A PARTICULAR SUPPLIER'S DATA, SERVICE AREA, PRICE SHEETS, LIST OF ANCILLARY SERVICES, ETC., BY CLICKING ON THE SUPPLIER'S CONTRACT #

VIEW A PARTICULAR SUPPLIER'S DATA, SERVICE AREA, PRICE SHEETS, LIST OF ANCILLARY SERVICES, ETC. KNOWN AS THE "BID ITEM WORKBOOK"

BID ITEM WORKBOOK
COSTARS-25 Municipal Work Vehicles
BIDDER/CONTRACTOR DATA

| | |
|---|---|
| <i>BIDDER/CONTRACTOR'S LEGAL NAME:</i> | <u>COSTARS Contractor Legal Name</u> |
| D/B/A NAME, IF APPLICABLE: | <u>COSTARS Supplier Name</u> |
| BIDDER ADDRESS: | <u>Street Address</u> |
| | <u>City, State Zip</u> |
| COUNTY LOCATED IN: | <u>County</u> |
| VENDOR NUMBER: | <u>6-Digits</u> |
| Primary POC regarding IFB/Contract: | <u>Company Representative</u> |
| Secondary POC regarding IFB/Contract: | <u>Another Company Representative</u> |
| PHONE NUMBER: | <u>(123) 456-7890</u> |
| FAX NUMBER: | <u>(123) 456-7890</u> |
| EMAIL ADDRESS: | <u>Company Representative email address</u> |
| COMPANY'S GENERAL WEBSITE ADDRESS | <u>Supplier website address</u> |

| | |
|---|---|
| <i>SEND PURCHASE ORDER(S) TO NAME:</i> | <u>COSTARS Contractor Legal Name</u> |
| D/B/A NAME, IF APPLICABLE: | <u>COSTARS Supplier Name</u> |
| ADDRESS: | <u>Street Address</u> |
| | <u>City, State Zip</u> |
| COUNTY LOCATED IN: | <u>County</u> |
| HOURS OF OPERATION: | <u>Days of the Week and Business Hours</u> |
| POC regarding PURCHASE ORDER(S): | <u>Company Representative</u> |
| PHONE NUMBER: | <u>(123) 456-7890</u> |
| FAX NUMBER: | <u>(123) 456-7890</u> |
| EMAIL ADDRESS: | <u>Company Representative email address</u> |

| | |
|--|---|
| <i>SEND PAYMENT(S) TO NAME:</i> | <u>COSTARS Contractor Legal Name</u> |
| D/B/A NAME, IF APPLICABLE: | <u>COSTARS Supplier Name</u> |
| ADDRESS: | <u>Street Address</u> |
| | <u>City, State Zip</u> |
| POC regarding PAYMENT(S): | <u>Company Representative</u> |
| PHONE NUMBER: | <u>(123) 456-7890</u> |
| FAX NUMBER: | <u>(123) 456-7890</u> |
| EMAIL ADDRESS: | <u>Company Representative email address</u> |

MANUFACTURER NAME

BID ITEM WORKBOOK
COSTARS-25 Municipal Work Vehicles
BID ITEM SHEET
BIDDER/CONTRACTOR'S LEGAL NAME COSTARS Contractor Legal Name

PRICING
 The Bidder may offer any type of discount, mark-up, or other pricing alternative such as multiple discounts for different lines of products, or different price lists, or different classes of Products, or different prices for different quantities of products. Please reference Subsection 6.c. of the Special Terms and Conditions for further guidance.
 After Contract award, a Contractor may offer, either on its own initiative or at a Parakeer's request, additional discounts, reduced mark-ups, customized lists, or discounted prices for any parakeer within the scope of the Contract, even if such discounts, mark-ups, or discounted prices were not included in the bid prices.

The Bid Item Workbook should contain separate Bid Item Sheets for each manufacturer's price list or cost sheet.

MANUFACTURER: Manufacturer Offered

PRICING STANDARD: [Check that which is applicable.]
 Catalog or Manufacturer's/Distributor's Most Recently Published Price List Less X of Discount
 Supplier's Cost Plus X of Markup
 Supplier's Cost Plus Fixed % Amount
 Custom List including Net Prices

PRICE LIST IDENTIFICATION:
CATALOG OR PRICE LIST NAME: _____
IDENTIFICATION NO. (IF APPLICABLE): [i.e. Volume 5, Spring 2015] _____
EFFECTIVE DATE: _____
CLASS OF PURCHASER: _____
 [i.e. All Parakeers or specific lines for specific classes such as Educational Parakeers and Non-educational Parakeers.]

PRICING

| SAMPLE PRICING TEMPLATE <i>It is suggested, but not required, that the Bidder submit pricing using the template. The Bidder shall attach and submit any different format with its Bid Item Workbook.</i> | EXAMPLE - VOLUME PRICING | | |
|--|---|--|---|
| ITEM CATEGORY | VOLUME BAND I [SPECIFY QUANTITY] × DISCOUNT FROM LIST PRICE | VOLUME BAND II [SPECIFY QUANTITY] × DISCOUNT FROM LIST PRICE | VOLUME BAND III [SPECIFY QUANTITY] × DISCOUNT FROM LIST PRICE |
| <i>Sample 1 - Percent Discount(s) from identified Catalog or Manufacturer/Distributor's Price List. Discount shall remain firm for the entire contract period. (Reference Special Terms and</i> | _____% | _____% | _____% |
| <i>Sample 2 - Percent Mark-up above the Supplier's Specified Cost. Mark-ups shall remain firm for the entire contract period. (Reference Special Terms and Conditions, Subsection 6.c.)</i> | VOLUME BAND I [SPECIFY QUANTITY] × MARK-UP ABOVE COST SHEET _____% | VOLUME BAND II [SPECIFY QUANTITY] × MARK-UP ABOVE COST SHEET _____% | VOLUME BAND III [SPECIFY QUANTITY] × MARK-UP ABOVE COST SHEET _____% |
| <i>Sample 3 - Fixed Dollar Amount above the Supplier's Specified Cost. Mark-ups shall remain firm for the entire contract period. (Reference Special Terms and Conditions, Subsection</i> | VOLUME BAND I [SPECIFY QUANTITY] × MARK-UP ABOVE COST SHEET \$_____ | VOLUME BAND II [SPECIFY QUANTITY] × MARK-UP ABOVE COST SHEET \$_____ | VOLUME BAND III [SPECIFY QUANTITY] × MARK-UP ABOVE COST SHEET \$_____ |
| <i>Sample 4 - Customized List. A Contractor may update its Contract pricing information. (Reference Special Terms and Conditions, Subsection 6.c.)</i> | VOLUME BAND I [SPECIFY QUANTITY] NET PRICE \$_____ | VOLUME BAND II [SPECIFY QUANTITY] NET PRICE \$_____ | VOLUME BAND III [SPECIFY QUANTITY] NET PRICE \$_____ |

EXAMPLE – PICKUP TRUCK

Step 6

Call several suppliers...

- Introduce yourself as a COSTARS member
- Tell them you're calling several suppliers to compare prices
- Tell them what you need
- Ask for their best price
- Make notes

EXAMPLE – PICKUP TRUCK

Step 7

Is there an applicable statewide agency contract?

Search STATE Contracts

Step 8 – Search by description: “Pickup Truck”

Procurement: Bid Contracts - Microsoft Internet Explorer

Address: http://www.emarketplace.state.pa.us/BidContracts.aspx

PA Marketplace

Supplier Registration Non Procurement Registration BOP Solicitation eAlet

Search Contracts

< Back > View List of Contracts

Search Bid Contracts

Search by Description pickup truck

Search

Display Results

Display 10 entries per page

Open Archived Both

Export to Excel

Hover your mouse over the text to get more details.
Scroll right and left for more columns.

| Contract No. | Description | Overview | Change Notice | Reason for Change | Category | Ending Date | Supplier | COSTARS | Common Special |
|----------------------------|---------------------------|----------|---------------|-------------------|----------|-------------|---------------------|---------|----------------|
| 4400003029 | Light Duty Pickup Truc... | | | New Ove... | Vehicles | 08/31/2009 | 165683 - Hertrio... | Yes | Alfonzo. |
| 4400003030 | Light Duty Pickup Truc... | | | New Con... | Vehicles | 08/31/2009 | 137425 - Apple A... | Yes | Alfonzo. |
| 4400003031 | Light Duty Pickup Truc... | | | New Con... | Vehicles | 08/31/2009 | 209455 - Penske ... | Yes | Alfonzo. |
| 4400003032 | Light Duty Pickup | | | New Con... | Vehicles | 08/31/2009 | 118086 - | Yes | Alfonzo. |

Search by description

Type in “pickup truck”

Suppliers will be listed

Click on Overview

EXAMPLE – PICKUP TRUCK

Step 9

- View an overview
 - Review list of suppliers
 - Review index sheet
 - Review included options

LIST OF SUPPLIERS

FileDownload [Read-Only] [Compatibility Mode] - Microsoft Excel

Home Insert Page Layout Formulas Data Review View

Clipboard Font Alignment Number Styles Cells Editing

G5 AI Schock

| | A | B | C | D | E | F | G | H | I | J |
|----|--|---------------------|------------|--------------|---------------|--------------|----------------|--|---|---|
| 1 | Supplier Name & Address | COSTARS Participant | Vendor No. | Contract No. | Telephone No. | Fax # | Contact Person | E-Mail | | |
| 2 | Apple Automotive Group, Inc. dba Apple Ford, 3250 Cape Horn Rd., Red Lion, PA. 17356-9073 | Yes | 137425 | 4400006086 | 717-849-6527 | 717-848-3805 | Scott Morrow | smorrow449@yahoo.com | | |
| 3 | Beans Clsss Ford Mercury Inc., dba New Holland Auto Group, 508 W. Main Street, New Holland, PA. 17557-1121 | Yes | 124889 | 4400006087 | 800-642-8605 | 856-428-4718 | Rick McCord | rmccord@newhollandauto.com | | |
| 4 | Hertrich Fleet Services, Inc., 1427 Bay Rd., Milford, DE. 19963-6129 | Yes | 165683 | 4400006088 | 800-698-9825 | 302-839-0555 | Micheal Wright | mwright@hertrichfleet.com | | |
| 5 | Hoffman Ford Sales, Inc., 5200 Jonestown Rd., Harrisburg, PA. 17112-2925 | Yes | 118086 | 4400006089 | 717-657-1600 | 717-657-8329 | AI Schock | aaschock@aol.com | | |
| 6 | Warnock Automitove Inc., dba Warnock Fleet, 175 State Rte 10, East Hanover, NJ. 07936-2104 | Yes | 177405 | 4400006090 | 973-463-3068 | 973-884-2650 | Nate Seely | nseely@warnockauto.com | | |
| 7 | Westgate Chevrolet, Inc., dba Apple Chevrolet, 1200 Loucks Rd., York, PA. 17404-2219 | Yes | 302833 | 4400006085 | 717-849-6527 | 717-848-3805 | Scott Morrow | smorrow449@yahoo.com | | |
| 8 | Whiteside Chevrolet Olds, Inc., 50714 National Rd E, Sant Clairsville, OH. 43950-8512 | Yes | 161656 | 4400006091 | 740-695-0211 | 740-699-2473 | Brian McCuley | fleet@whitesidesides.com | | |
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Contract Overview **Supplier Listing** Index Sheet Spec M Spec N Spec O Spe

Ready 85%

INDEX SHEET

FileDownload [Read-Only] [Compatibility Mode] - Microsoft Excel

Home Insert Page Layout Formulas Data Review View

Clipboard Font Alignment Number Styles Cells Editing

B7 Small Pickup Extended Cab 4WD Short Bed

| Vehicle Specification | Vehicle Description | 2010 or latest model year Ford Vehicles | Unit Price | 2010 or latest model year GM Vehicles | Unit Price | 2010 or latest model year GM Vehicles |
|-------------------------------------|---|---|-------------|---|-------------|---------------------------------------|
| Small Pickup | | | | | | |
| Spec M | Small Pickup Reg Cab 2WD Short Bed | Ford Ranger - Hoffman Ford | \$11,441.00 | Chevrolet Colorado - Westgate Chevrolet | \$12,696.00 | |
| Spec M | Small Pickup Crew Cab 2WD Short Bed | | | Chevrolet Colorado - Westgate Chevrolet | \$16,439.00 | Dodge Dakota Crew Cab - H |
| Spec M | Small Pickup Extended Cab 4WD Short Bed | Ford Ranger - Hoffman Ford | \$16,766.00 | Chevrolet Colorado - Hertrich Fleet | \$17,243.00 | Dodge Dakota Ext Cab 4WD |
| Spec M | Small Pickup Crew Cab 4WD Short Bed | | | Chevrolet Colorado - Westgate Chevrolet | \$19,744.00 | Dodge Dakota - Hertrich File |
| Large Pickup 150/1500 Series | | | | | | |
| Spec O | Reg Cab 2WD Long Bed | Ford F-150 - Hoffman Ford | \$15,118.00 | Chevrolet Silverado CC10903 - Whiteside Chevrolet | \$16,659.00 | Dodge Ram 1500 ST - Hertr |
| Spec O | Extended Cab 2WD Long Bed | Ford F-150 SC SL - Beans Class Ford | \$20,013.00 | Chevrolet Silverado CC10953 - Whiteside Chevrolet | \$20,100.00 | |
| Spec O | Crew Cab 2WD Short Bed | Ford F-150 Super Crew XL - Hertrich Fleet | \$19,687.00 | Chevrolet Silverado 1500 - Hertrich Fleet | \$21,344.00 | Dodge Ram 1500 ST - Hertr |
| Spec O | Reg Cab 4WD Long Bed | Ford F-150 - Hoffman Ford | \$18,136.00 | Chevrolet Silverado 1500 - Hertrich Fleet | \$18,784.00 | Dodge Ram 1500 ST - Hertr |
| Spec O | Reg Cab 4WD Short Bed | Ford F150 - Apple Ford | \$17,897.00 | Chevrolet Silverado 1500 - Westgate Chevrolet | \$18,525.00 | Dodge Ram 1500 ST - Hertri |
| Spec O | Extended Cab 4WD Short Bed | Ford F150 - Apple Ford | \$20,136.00 | Chevrolet Silverado 1500 - Hertrich Fleet | \$21,758.00 | Dodge Ram 1500 ST - Hertri |
| Spec O | Crew Cab 4WD Short Bed | Ford F-150 - Warrock Automotive | \$23,107.00 | Chevrolet Silverado 1500 - Hertrich Fleet | \$23,726.00 | Dodge Ram 1500 ST - Bean |
| Cargo Van 150/1500 Series | | | | | | |
| Spec V | Cargo Van | Ford E-Online E150 - Apple Ford | \$16,388.00 | Chevrolet Express CG13405 - Whiteside Chevrolet | \$15,973.00 | |
| Cargo Van 250/2500 Series | | | | | | |
| Spec W | Cargo Van, Standard Length | Ford Econoline E-250 - Hoffman Ford | \$17,037.00 | Chevrolet Express 2500 - Westgate Chevrolet | \$16,485.00 | |
| Spec W | Cargo Van, Extended Length | Ford Econoline E-250 - Hoffman Ford | \$17,992.00 | Chevrolet Express 2500 - Westgate Chevrolet | \$18,160.00 | |

Contract Overview Supplier Listing **Index Sheet** Spec M Spec N Spec O Spell

Ready 100%

INCLUDED OPTIONS

The screenshot shows a Microsoft Excel window titled "FileDownload [Read-Only] [Compatibility Mode] - Microsoft Excel". The ribbon includes Home, Insert, Page Layout, Formulas, Data, Review, and View. The Home ribbon is active, showing options for Clipboard, Font, Alignment, Number, Styles, Cells, and Editing. The spreadsheet has columns A through F and rows 1 through 22. Cell A1 contains the text: "Large Pick Up 150/1500- Standard Vehicle. This is a Commonwealth of Pennsylvania Minimum Specification Sheet. Actual vehicle may have additional options and upgraded engine. Vehicle colors are available via the awarded supplier." Cell B1 contains a list of vehicle options: "AIR BAGS DRIVER & PASSENGER", "ANTI-LOCK BRAKES (4 WHEEL)", "AUTOMATIC TRANSMISSION", "ENGINE - Six (6) Cylinders Gasoline", "FRONT AIR CONDITIONING", "FRONT CUP HOLDER (1)", "MOUNTING LICENSE PLATE BRACKET FRONT AND REAR (Manufacturer's Standard Offering)", "POWER BRAKES", "POWER DOOR LOCKS", "POWER STEERING", "POWER WINDOWS", "RADIO (Manufacture's standard offering)", "SEATS (Manufacturer's Standard Offering)", "SPARE TIRE or (Manufacturer's Standard Offering)", and "TIRES - MANUFACTURE'S STANDARD SIZE STEEL BELTED RADIAL ALL SEASON". A black arrow points from the title "INCLUDED OPTIONS" to a cell in row 4, column B. The bottom status bar shows "Ready" and "85%".

| | A | B | C | D | E | F |
|----|---|--|---|---|---|---|
| 1 | Large Pick Up 150/1500- Standard Vehicle. <i>This is a Commonwealth of Pennsylvania Minimum Specification Sheet. Actual vehicle may have additional options and upgraded engine. Vehicle colors are available via the awarded supplier.</i> | AIR BAGS DRIVER & PASSENGER ANTI-LOCK BRAKES (4 WHEEL) AUTOMATIC TRANSMISSION ENGINE - Six (6) Cylinders Gasoline FRONT AIR CONDITIONING FRONT CUP HOLDER (1) MOUNTING LICENSE PLATE BRACKET FRONT AND REAR (Manufacturer's Standard Offering) POWER BRAKES POWER DOOR LOCKS POWER STEERING POWER WINDOWS RADIO (Manufacture's standard offering) SEATS (Manufacturer's Standard Offering) SPARE TIRE or (Manufacturer's Standard Offering) TIRES - MANUFACTURE'S STANDARD SIZE STEEL BELTED RADIAL ALL SEASON | | | | |
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EXAMPLE – PICKUP TRUCK

Step 10 – Compare with COSTARS quotes. Make sure you are comparing like products.

Step 11 – Call your finalists. Negotiate.

Step 12 – Finalize the deal. Prepare your purchase order.



AUDIT –READY SUGGESTION

- ✓ Reference the contract number on your purchase order.
- ✓ Print a Screen-Print page(s) showing the Contract number you're using, with the name of the supplier you're using, and their price/discount. Attach to your copy of your purchase order.