

# *What our Clients are Saying...*

"We at US Netting are extremely satisfied with the expertise and services provided to us by the Northwest Commission PTAC. Their local Government Contracting Specialist successfully walked us through the bid process from initial registration to the submitting of the bid itself. Anyone considering doing business with the government would be well advised to avail themselves of their services."

-Ron Busse, Project Engineer, US Netting

"The Procurement Technical Assistance Center at the Northwest Commission has been an invaluable resource for us. With their help, we were able to get registered with the Wide Area Workflow (WAWF) and receive our payment. With their support and direction, it makes doing business with the government a lot easier!"

-Chuck Janicki, Elite Frogs Parachute Team

"Graham Tech, Inc., a HUBZone certified small business located in Crawford County, has worked with the Northwest Commission's PTAC program since 2006. We have had great success with sub-contracts in support of federal contracts. For the quarter April to June 2009, we have been awarded 3 sub- contracts worth over \$4,200 that support contractors working on Department of Defense contracts. The assistance we've received from the Northwest Commission's PTAC program in providing specs, training, and getting government contracting type questions answered in a timely manner have been an invaluable resource to the company. We have also benefited from the networking opportunities we have had when attending various events planned by the NW Commission."

-Lynette Graham, Graham Tech, Inc.

# Success Stories...

**Liberty Electronics, Inc.**, a small business located in Franklin (Venango County), Pennsylvania, has been enrolled in the Northwest Commission's Government Contracts Program since 1990. They specialize in electronics components manufacturing. Through their ability to provide superior products at competitive prices, Liberty Electronics has successfully been awarded over 20 contracts (primarily sub-contracts) this past year worth over \$16,000,000 in support of a variety of federal contracts.

**Optical Filters**, a small business located in Meadville (Crawford County), Pennsylvania, has been enrolled in the Northwest Commission's Government Contracts Program since 2008. They specialize in the design and manufacture of display enhancements for electronic displays. One such product is a complex optical laminate of a touch screen with emi shielding and a transparent heater. Through their ability to provide superior products at competitive prices, Optical Filters has successfully competed for and won sub-contracts in fiscal year 2009 worth over \$1,800,000. These contracts support such prime defense contractors as General Dynamics and L3 Communications, Miltope and 3M Optical Products Division. The Northwest Commission, through a number of their channels, has provided significant support to Optical Filters in the development of this business and is involved in supporting a significant development of new products and production processes.

**Quality Engineering Solutions, Inc.**, a small woman-owned business that is also HUBZone certified and located in Conneaut Lake (Crawford County), Pennsylvania, has been enrolled in the Northwest Commission's Government Contracts Program since November 2005. They specialize in the pavement research and design and have been active with government contracting on both the federal and state level. Per a representative from Quality Engineering Solutions, the assistance they have received from the Northwest Commission's PTAC program in providing specs and leads on government contracts have been an invaluable resource to the company. With this assistance, Quality Engineering Solutions was able to successfully compete for and win several prime contracts with the Federal Highway Administration and the Pennsylvania Department of Transportation worth over 3.3 million dollars.