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Conversation: North Carolina Businesses Secure 14 New State Contracts since January

Subject: [Gov.press.release] North Carolina Businesses Secure 14 New State Contracts since January

Beverly Eaves Perdue
Governor



State of North Carolina Office of the Governor

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North Carolina Businesses Secure 14 New State Contracts since January

Perdue's NC Business Preference program kept \$6.6 million in tax dollars in-state

RALEIGH – Thanks to Gov. Bev Perdue's North Carolina Business Preference program, North Carolina companies received 14 new state contracts worth more than \$3.6 million since the beginning of the year. Red Star Oil Company of Raleigh price-matched a bid worth more than \$2.7 million for fuel for the Division Purchasing and Contract. Their bid was within five percent of three companies from Georgia, Indiana and Michigan.

"That means those tax dollars were kept in-state and invested in North Carolina businesses, instead of being spent with out-of-state companies, said Gov. Bev Perdue. "As we pull out of this global economic recession, it's critical to do everything we can to support businesses and keep people on the payrolls across the state."

The total amount awarded since Executive Order 50 was issued is now more than \$6.6 million. As part of her effort to set government straight and grow jobs, Gov. Perdue signed Executive Order 50, which created the North Carolina Business Preference Program, a price-matching option for North Carolina businesses bidding on state contracts. Under the program, if a North Carolina-based business is not the low bidder on a state contract, but submits a bid within 5 percent or \$10,000 of the lowest bid, whichever is less, the North Carolina business will receive the opportunity to match the out-of-state bidder's price and secure the contract.

Gov. Perdue reminds North Carolina businesses bidding on contracts to follow the procedures for Executive Order No. 50, and check the box entitled Resident Bidder requests the price-matching preference.

"I strongly encourage North Carolina businesses to take advantage of this opportunity. For just 5 percent of the bid, you may be able to beat an out-of-state company," said Gov. Perdue. "That's good news for you, for your employees, and for the state – where we want to keep North Carolinians in good jobs today and in the future."

These 14 companies across the state have received contracts in varying amounts to provide goods and services, ranging from grass seed to medical equipment, metal detectors to overhead projectors, to a number of state agencies. These companies include:

- Red Star Oil Company, Inc. of Raleigh price-matched a bid worth \$2,739,589.10 for E-10 Transport for the Division of Purchase and Contract. The company's original bid was \$48,806.50 more than companies from Georgia, Indiana, and Michigan.
- Green Cycle Design Group of Winston Salem price-matched a bid worth \$8,975 for electric conversion kits for Alamance Community College. The company's original bid was only \$381 more than a company from New Hampshire.
- Ace Home and Building Center, Inc. of Yanceyville price-matched a bid worth \$1,418 for grounds maintenance equipment for the Department of Corrections. The company's original bid was only \$42 more than a company from Virginia.
- Potter Oil and Tire Company of Aurora price-matched a bid worth \$522,131.40 for B-20 transport quantities for the Division of Purchase and Contract. The company's original bid was \$5,208.66 more than a company from Indiana.
- Clark Powell of Winston Salem price-matched a bid worth \$33,132 for projectors and lenses for the University of North Carolina-Wilmington. The company's original bid was only \$825 more than a company from Nebraska.
- Pomona Supply Company of Greensboro price-matched a bid worth \$16,142.05 for pipe for the Department of Transportation. The company's original bid was only \$150.88 more than a company from Virginia.
- Green Resources, LLC of Colfax price-matched a bid worth \$73,568.80 for grass seed for the Department of Transportation. The company's original bid was only \$632.40 more than a company from Virginia.
- LifeServers, Inc. of Raleigh price-matched a bid worth \$35,927.30 for medical equipment to Guilford Technical Community College. The company's original bid was only \$1,200.80 more than a company from Washington.
- Whole Harvest Foods, LLC of Warsaw price-matched a bid worth \$124,939.20 for vegetable oil for the Department of Corrections. The company's original bid was only \$1,972.80 more than a company from Arkansas.
- Guaranteed Supply Company of Raleigh price-matched a bid worth \$11,461.12 for construction grout for the Department for Corrections-Maury Correctional Institute. The company's original bid was only \$236.80 more than a company from Virginia.
- Lawmen's Safety Supply, Inc. of Raleigh price-matched a bid worth \$19,924.04 for walk through and handheld metal detectors for the Department of Corrections-Tabor, Bertie, Maury, and Scotland Correctional Institutions. The company's original bid was only \$176.33 more than a company from Florida.

- Wotco Inc of Charlotte price-matched a bid worth \$11,790 for a Challenger and Post Lift for the Department of Transportation. The company's original bid was only \$1,383 more than a company from Missouri.
- Southeastern Emergency Equipment of Wake Forest price-matched a bid worth \$141.30 for medical supplies for Guilford Technical Community College. The company's original bid was a mere \$4.76 more than a company from Missouri.
- Thompson & Little of Fayetteville price-matched a bid worth \$48,386 for a Proofer/Heater for the Department of Corrections. The company's original bid was only \$485.94 more than a company from West Virginia.

Interested businesses can go to the Department of Administration's Purchasing and Contract's website www.doa.state.nc.us/pandc/index.htm <<http://www.doa.state.nc.us/pandc/index.htm>> for specific details on how to bid, and get answers to frequently asked questions. It is important that all bidders fully complete the affidavit and demonstrate their qualifications for the price-matching preference. Companies that do not follow the procedures and complete all the forms cannot be considered.

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Sincerely,

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