



## CT \$hops shows off Positively Connecticut

CT \$hops gets positively better.

Over 1,600 participants showed up at the third annual CT \$hops event produced by DAS' Procurement office. "Our attendance rises every year and things flow a little smoother each time," said program manager Maureen Friedman.

Over 215 booths were booked to cram the Connecticut Expo Center in Hartford along with special information sessions promoted by DAS. The sessions included *Ethics for State Employees*, *Diversity Awareness* and *Energy Star Products and Procurement*.

"I'm so proud of this team," said DAS Commissioner Barbara Waters. "Each year they never cease to amaze me on how much they do with such professional results in such a short amount of time. Kudos to all of you!"

Honorary guest speaker Diane Smith from WTIC 1080 AM and author of the popular *Positively Connecticut* book series said, "One hundred and twenty not-for-profit organizations are attending - an increase of 125 percent from last year's show. Ninety-six cities and towns are attending today, which is 57 percent of the state's municipalities, plus sixty-two school systems are attending - a 40 percent increase from than last year. A really remarkable achievement."

Not surprising to anyone, the program is working. John Tuozzo from Vanguard said, "Good exposure! I get to place faces with names that I have been speaking with on the phone. This has been really great for us and has ex-

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**CT Shops organizer Maureen Friedman and guest speaker Diane Smith from WTIC 1080 AM cut the ribbon at the opening ceremony.**



**Meg Yetishefsky and Cindy Shea get ready to greet vendors.**

SPECIAL EDITION  
All CT \$hops 2004



**Susanne Hawkins, Arlene Watson, Deb Hearl, Lori Coleman and Eva Merriman pose with basketball superstar Jen Rizzotti at CT \$hops.**

“ This is a good marketing tool for us – we have seen an increase in business from schools, municipalities, board of eds, and childcare centers.”

**Mike DeFranco**  
Lakeshore Learning Materials

*continued...*

-panded our contract. Great communication!”

And Andrew Darpino from Grainger said, “This is a great chance to communicate and promote new products. This is always a well-organized great event!”



Maureen Friedman DAS' organizer of CT \$hops said, “We've got proof this is working. New London schools saved \$47,320 for school year 2004 - 2005 by utilizing the state contract for milk and dairy products, and The Lutheran Home of Southbury, a not for profit organization, reported an annual savings of \$9,200 for propane and \$16,800 for fuel oil. That's a big deal considering fuel prices these days,” added Friedman. **DAS**

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“We are happy to participate. I get to meet the people I do business with on the phone. Many new contacts!”

Joe Colantonio  
The Idea Company



“Quite a lot of traffic already this morning – this is great!”

David Bennet  
AA OFFICE



“We have gotten work at various court houses and at the Capitol thanks to CT Shops. We are hoping to get some business from Municipalities too. This provides an opportunity to come in contact with people we never would see. It would take forever to meet with all these potential customers. Now we get to meet them in one day!”

Matt Dugray  
OFS Stone Fabrication

“Our training robot teaches school children about water conservation, safety etc. Kids love it – adults love it more!”

Bob Malouf  
Norwich Public Utilities



“This is our third year at CT SHOPS. We run into a lot of people who didn’t know that they could buy into state contracts.”

Rich Canzellarini GANO



“This absolutely helps business!”

Brett Olbrys  
GE Lighting

“CT SHOPS has definitely increased our sales since inception. Lots of exposure!”

CARRINGTON COMPANY



“A lot of vendors have been coming over to sign up for the small business set aside program. They have been co-mingling with other vendors and did not realize that they qualified for the program.”

Meg Yetishefsky, DAS

“I love the stuff the inmates are doing with Correctional Industries. I will definitely seek them out for projects we have and we will definitely be back next year!”

Jeanette Nadrizny  
City of Bridgeport



“We came looking for info on fire alarm systems – its amazing the savings on these contracts. We will be here next year”

Gwendolyn Brown and Desharma Martin  
Norwalk Community College

“There has been lots of traffic. I have leads from many agencies *and* from other vendors. I will definitely be here next year – everyone has been so helpful. You don’t always get this at trade shows”

Clyde Anderson  
LLE Communications

