

And they shopped till they dropped! Lt. Governor opens CT \$hops

By John McKay

There's a new "Greatest Show on Earth" these days. And it's in Hartford.

CT \$hops was in full swing with vendors and customers network- ing and perusing booths when Procurement Director Jim Passier addressed the throngs of bargain hunters at the Connecticut

SPECIAL EDITION

Expo Center.

"Our work is paying off," said Passier.

"We've been working on CT \$hops for months now, and we can see the fruit of our efforts. Today's vendors are more than pleased with the results and are already asking questions about next year's event. We're so proud of this accomplishment."

CT \$HOPS, the brain child of DAS' Procurement team, is the first-ever premier trade show with some 300 state vendors on hand to discuss how they can service towns, municipalities, schools, and not-for-profits, through the state contracts they have been awarded.

Deputy Commissioner Alan Mazzola then took the podium welcoming all state agencies, municipalities and not-for-profit organizations to the Expo Center.



Lydia Rosario, DAS Deputy Commissioner Alan Mazzola, Lt. Governor Jodi Rell, Jim Passier, and Maureen Friedman officially open the state's first "CT \$HOPS".

"You would never know this is the first time we've run an event of this size and magnitude," said Mazzola.

"Sponsors, vendors and attendees have all had really positive things to say about CT \$hops. I encourage all of you to network with one another, learn more about

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Order Link and our Set Aside programs, and discover how much you can save when doing business with the state.”

Mazzola then introduced Lt. Governor Jodi Rell who emphasized the benefits of the expo and the added benefits of being on state contracts.

“By leveraging the state’s massive collective buying power and its thousands of existing contracts, DAS’ e-procurement system can help political subdivisions and organizations save as much as 50 percent on purchases.”

Lt. Governor Rell went on to say, “And this is just the beginning. With a strong base of satisfied purchasers and suppliers we expect our system to grow at an annual rate of 30 percent. And we forecast that this expanded use will save Connecticut taxpayers \$61 - \$110 million per year. It’s just plain good business.” **DAS**

“Congratulations to the Procurement Staff for the vendor trade show that absolutely ‘wowed’ everyone who attended (most notably me!). As evidenced by the emails that are being sent in by the attended vendors, your months and months of hard work paid off with thrilled customers and repeat business! I cannot say enough about this wonderful event!”

Commissioner Barbara Waters



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Above: Ruthie Hatten and Sadie Branch

Right: Celeste Cashman, Betty Johnson and Lawrence Gore

“Congratulations to the Procurement Staff for a FANTASTIC trade show! This is the GREATEST total team effort I have witnessed in DAS. Thanks to all!”

**Roy Dion, Director
Business Enterprises**



Joe Giliberto



Maureen Friedman and Jim Passier

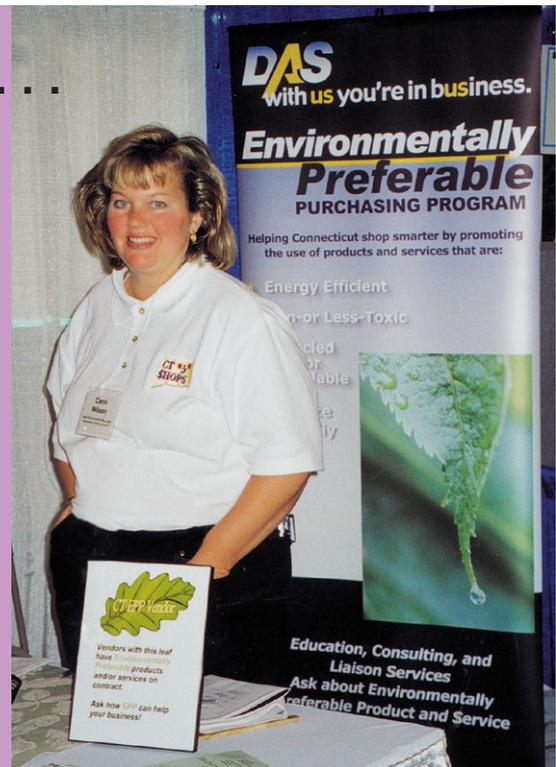
Kudos to the staff from attendees. . .

“ The organizers are to be commended for putting such a huge show together.

Excellent event! Loved it!



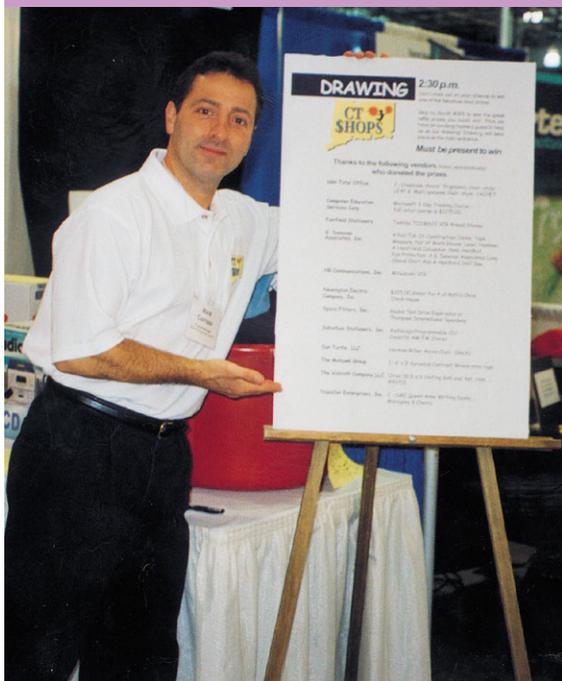
Pam Anderson



Carol Wilson



Kerry DeMatteo



Mark Carroza

Job very well done! It was wonderful being able to meet the vendors I use regularly! The committee members are to be highly commended.

Very much worth it. Next year you may have to rent the whole block around the Expo Center! See you next year!

Very good show. Lots of vendors and people. I talked with everyone. Hope there's a show next year. Keep up the good work!



Above: Celeste Cashman and Jim Gotta

Below: Joann McAllister and /Deb Frye-Mitchell



Barbara Moser

Everyone did a great job; it was hard to tell that this was the first time for this show.

It can't get any better! " Good job. Great idea!



and what the vendors are saying...



Bernie Blumenthal

It has enabled us to reach people never contacted before to share information about our contract items.

Joseph Jauss
Hajoca Corporation dba New Britain Supply

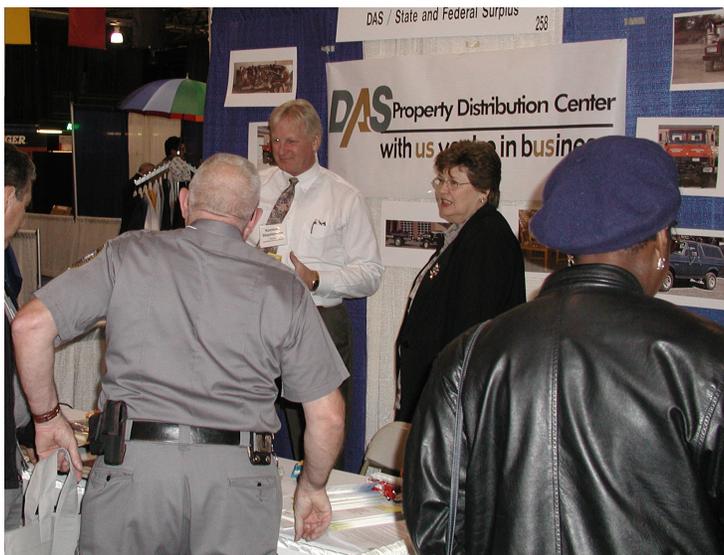


CT SHOPS was extremely well run – done as well as, in some instances better than, many professionally-managed shows with years of history. We were very pleased with the number of contacts that we made at our booth and we're ready to sign up today for next year's show! We had more leads from this show than we have from our National Postal Forum booth in Boston two months ago. And that's a major industry show. Thanks again for all your great work.

Vee Carrington, The Carrington Co.



Aimee Gagnon



Kenn Stephenson and Carolyn St. Paul



Sandra Byzdyra

DAS took this opportunity to showcase its other services as well. CT \$HOPS had something for everyone!

The show helped us out by new contacts and by being able to put a face with a name for many people we deal with. We also picked up some new business because some of the towns did not realize they can purchase products under the state contract.

Tony Gargano
Gano's Power Equipment

We have several excellent leads, and we have already received a new contract because of our exposure as an SBE.

Greg Gondek, Advanced Copy Technologies, Inc.

Met new contacts and some old who I just talked with on the phone. Already have a nice sale to the City of Hartford.



Patrick W. Quinn, Dawn Enterprises



Lynn Peccerillo and Mike Owsianko



Patsy McLaughlin

See you next year at

