



We're very pleased to share with you a collection of recent success stories from our regional APEX Accelerators clients. From the team of the APEX Accelerators in Southern Alleghenies, North Central, Northern Tier and JARI regions, we are grateful for you, our hardworking business clients.



Mersen USA GS Corp.

215 Stackpole St.
Saint Marys, PA 15847
(814) 781-8538



Penn-Troy Machine Co.

182 Railroad St.
Troy, PA 16947
(570) 297-2125

North Central APEX Accelerator

Barbara Brennen (North Center APEX Accelerator) and James Gerraughty (Southern Alleghenies APEX Accelerator) worked with Kiel Nissel, Sales Manager, at Mersen on this proposal starting in April, 2025. Topics included assisting with contracting questions, and determination of delivery. The bid was due in April.

After a few delays, Mersen was awarded the contract in October, 2025 after being deemed the lowest price, technically acceptable offeror. This is a firm-fixed price (FFP) three-year with no optional periods contract with a maximum award of

Northern Tier APEX Accelerator

Penn-Troy Machine Co., a regional manufacturer with the capability to serve government markets, recently required assistance to renew its registration in the System for Award Management (SAM.gov). Maintaining an active SAM registration is essential for businesses seeking to compete for and perform on federal contracts.

As the APEX Accelerator serving the Northern Tier region, I worked directly with Penn-Troy Machine Co. to guide them through the SAM renewal process. This included verifying entity information,

\$9,993,945 for isa-statically molded synthetic graphite.

This award has some significant impacts on the Defense Industrial Base as well as, the region. The final product produced will be used by the U.S. Army, Navy, Air Force, Marine Corps and Space Force in various applications. The region will benefit by the contract's economic impact on the workforce and secondary industries.



Tri-State APEX Accelerator Mega Matchmaker

The Southern Alleghenies APEX was a sponsor of the event and also marketed the event to clients and other related contacts in the months preceding the event. SA APEX also helped on day-of-show administration of speakers, matchmaking one-on-one events, and related behind the scenes tech items. At the end of the day, 523 people signed up for the event (some only attending one day), 823 one-on-one meetings, and 8 presentations through the 2 day event.

Production and administration of a successful 2-day virtual matchmaker targeting businesses (suppliers/vendors), prime contractors, and gov't agencies with operations in OH, NY, and PA. This was the 6th year of conducting the event.

ensuring compliance with current federal requirements, reviewing representations and certifications for accuracy, and addressing systems updates that can often create confusion for small businesses navigating the platform independently.

Through this technical assistance, Penn-Troy Machine Co.'s SAM registration was successfully renewed, preserving their eligibility to pursue federal contracting opportunities.

In addition to completing the renewal, Penn-Troy Machine Co. reenrolled as an active APEX Accelerator client. This also the company to receive continued support in areas such as federal market research, bid matching, certifications, and strategic contracting guidance.

The Southern Alleghenies APEX is proud of our clients and their successes in government contracting. Not only are we proud for the clients, but we use their successes as case study/best practices for other clients. Our door is open and we are happy to assist your company with its government contracting needs!



Sky Point Crane, LLC.
188 Wren St.
Indiana, PA 15701
(724) 471-5710



Helping Solutions, LLC.
3499 Kettle Rd.
Altoona, PA 16601
814-934-0905

The SAP&DC and JARI APEX Accelerators had contacted Mr. Brocius and scheduled a virtual meeting for February 2026. Where we discussed further avenues where he could promote his business. SAP&DC APEX suggested doing a capability statement, where a blank template was emailed.

Next, discussed getting added to the PSU contractor vendors list where a download of current contractors for PSU was completed so the business could email them and include their capability statement. Sky Point Crane had some previous contracts with U.S. Army Corps of Engineers, and was looking to increase their work with them too. The business also wanted to know how to become a supplier for First Energy/Penelec - APEX asked their contact for instructions and sent them onto the business.

We then moved onto updating their Neoserra profile with additional keywords, states, NAICS codes.

Helping Solutions, LLC. is a small business that does radon mitigation service. They are located in Altoona, Blair County, PA. Justin, the owner of the business, contacted the APEX in August, 2025 for assistance on getting started in government contracting and various certifications.

Justin asked for assistance with getting into government contracting. The APEX explained to him what was needed: SAM registration, capability statement and the certifications among other things. Justin updated his SAM registration we then moved onto certifications. Since, Justin is retired from the Army, the APEX explained that since he was a service-disabled veteran he would be eligible to apply for this certification through SBA Vet Cert program. He applied for and was granted both VOSB and SDVOSB in September. He had a capability statement, so the APEX decided to build on this one. After some updating and we came to an agreement of one to use.

Justin started bidding on solicitations that he had received through Construct Connect, a platform for state/municipalities to post open solicitations. He had bid on a solicitation, and he was awarded a pair of contracts for radon mitigation with the Westmoreland Housing Authority and Department of Housing and Urban Development in January 2026.

After receiving this, he needed to be bonded for various sections of the contract. He had contacted the APEX for assistance. The APEX provided him with a listing of authorized bond agents from the SBA, where he was able to acquire one in Philadelphia. Justin also stated that the contract was very long and needed some clarification on FAR clauses. The APEX provided him with FAR website and one-on-one assistance to clarify these matters.

Justin stated "*I think a really important aspect that should also be included is how easy you made it for me to get all those tasks accomplished. It would have probably taken me weeks to look up how to do all those things and then figure out the right way to do it. You*

*made it so simple and easy. Your
turned weeks into hours. Can't tell you
how much I appreciate it."*

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