

NEWS FROM:

JanSan FSSI INFORM INITIATIVE



Bornstein & Song Research

PRESS RELEASE

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For Immediate Release

JanSan FSSI Inform Initiative Launched with Informational Website

Oakhurst, NJ – June 3, 2013 -- In August, 2013, the GSA will implement the Federal Strategic Sourcing Initiative (FSSI) for JanSan and MRO industries, reducing the number of Blanket Purchasing Awards (BPAs) to just 15 nationwide for each industry category respectively. There will be just three contracts awarded for cleaning compounds, three for paper products, and three awarded for motorized equipment.

In an effort to inform the janitorial and maintenance supply industry about the initiative, Bornstein & Song Research has launched the JanSan FSSI Inform Initiative with the unveiling of a new informational website, www.JanSanFSSI.com

“It is our determination that most of the JanSan industry is not aware of the pending FSSI implementation and the tremendous impact it will have on hundreds of independent distributors,” explains Samuel Bornstein, professor of accounting and taxation and partner with Bornstein & Song in Oakhurst NJ. “Our FSSI Inform Initiative is an effort to raise the awareness of the risk for businesses to lose a substantial amount of their government business as the GSA implements the FSSI for JanSan and MRO product categories.”

The information contained at www.JanSanFSSI.com includes the listing of all government entities that will be mandated to purchase from the FSSI, the SINs associated with the FSSI, and steps interested parties can take to enlighten influencers about the impact FSSI will have on their business.

On June 4, 2013, Bornstein & Song will issue a Bornstein & Song JanSan & MRO National Survey to the affected vendors in the upcoming FSSI for JanSan & MRO. The Survey is an informational survey to vendors of record to gather statistics to share with the US House Committee on Small Business and other interested entities involved with the implementation of FSSI.

Visit www.JanSanFSSI.com for complete information about the FSSI for the janitorial and maintenance supply industry.

ABOUT BORNSTEIN & SONG

Bornstein & Song, an economic consulting firm, has thoroughly researched the Federal Strategic Sourcing Initiative (FSSI) and has concluded that the program will likely have a significant negative economic impact on private businesses and the US and State economies. The Bornstein & Song Research intends to refute the contention that the GSA FSSI is a cost saver, when in fact it is an economic destroyer. Bornstein & Song, since 2000, has been driven by their faith-based belief that they have been given this unique opportunity to be a "vehicle for good" to help save the business community who are or will be hurt by the GSA FSSI program. Their studies intend to provide irrefutable data and evidence that FSSI must be reevaluated in its present form.

Samuel D. Bornstein is a 35 year Professor of Accounting & Taxation at Kean University School of Business, Union, NJ. Jung I. Song, CPA is managing partner of Bornstein & Song CPAs & Consultants in Oakhurst, NJ.

About JanSanOptimize.com

JanSanOptimize.com, a division of Petru & Associates, Ltd., provides affordable, professional marketing services to the janitorial and maintenance supply industry.

