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Pennsylvania gubernatorial candidate Tom Corbett campaigns in Chambersburg

By [JIM HOOK](#) Senior writer

CHAMBERSBURG -- Local businessman William Gindlesperger on Monday pitched his Chambersburg company's procurement technology to Republican gubernatorial candidate Tom Corbett, Pennsylvania attorney general.

Corbett and his "More Jobs, Less Taxes" bus stopped Monday at e-LYNXX in Chambersburg as part of the his statewide campaign tour of innovative businesses.

Corbett and his wife, Susan, toured the e-LYNXX offices at 1051 Sheffler Drive for about 45 minutes.

"We enjoyed the learning experience," Corbett told Gindlesperger and a small audience. "You're going to allow small business to compete with large business. We need every savings we can get. You just presented me an option (on how to save money)."



On the trail: Supporters applaud during a campaign speech... (Public Opinion/Markell DeLoatch)

He noted that e-LYNXX employs just 50 people, but has a worldwide presence.

Corbett spoke briefly before shaking the hands among the 35 well-wishers who gathered in the parking lot.

He said he wanted to shrink the size of state government and unleash the power of the private sector. The state ranks near the bottom in job growth and near the top in tax burden. Pennsylvania must create the economic climate to allow business to thrive.

"One thing I hear from Chambersburg to Erie to Wayne County, they're tired of paying taxes," he said. "I signed a no-new-tax pledge."

During the tour, Corbett worked through a computer demonstration of the e-LYNXX patented procurement process. Supply & Demand Chain Executive magazine named the company the top procurement firm of 2009 and 2010.

e-LYNXX CEO Gindlesperger explained to Corbett how the process could save the state at least \$161 million a year on its printing contracts. Historically, the e-LYNXX process has saved clients more than 40 percent on print costs.

Currently, the state combines its print jobs into large contracts, and only large print companies can bid, Gindlesperger said.

"Small printers are eliminated de facto," he said. "The more bidders, the more opportunity for savings."

An e-LYNXX client enters a list of printers and specifications for a single job. The system identifies qualified printers and invites them to bid. Busy printers bid high. Printers needing work bid low.

The technology can be used to procure other items, Gindlesperger said. The state could save more than \$40 billion in procurement costs.

Corbett said a great deal of government purchasing might be subject to the procurement process. He made no promises.

"Your candidacy is a breath of fresh air," Gindlesperger said. "It's time cost savings are generated by the commonwealth."

Gindlesperger has openly supported politicians of either party in the past. He said he is scheduled to sponsor a fundraiser for Corbett's campaign later this year. He and his wife, Maxine, made an in-kind contribution of food and beverages worth \$319 to Tom Corbett for Governor on Oct. 19 and contributed \$150 to Corbett's run for attorney general in 2004.

Gindlesperger said he presented the procurement system to Gov. Ed Rendell's secretary of general services. The current administration's reaction was that the state did not do that much printing and what it did print was handled in large contracts. The state does not track the total spent on printing, Gindlesperger said.

A state printing contract might total \$30 million, way out of reach for the typical print shop in Pennsylvania having 19 employees and doing \$3 million of business a year, Gindlesperger said.

The company typically takes a portion of the savings as its fee, Gindlesperger told a reporter.

Corbett also visited Main Street businesses in McConnellsburg and Hollidaysburg later Monday.
