

SUPPLY LINE NEWSLETTER



Procurement Services That Save You Time and Money



Marketing Director's Message

What makes KCDA stand out?

For more than 70 years, KCDA has been a leader in providing centralized procurement services to member school districts and public agencies. Our goal is to help school districts focus their resources in the classroom and to help public agencies focus on providing services to the taxpayers. Today, there are a myriad of national cooperatives with no membership fees and competitively bid contracts. So what makes us stand out?

Central Warehouse: We provide centralized warehousing to our members. Items are bid and awarded on a line-item basis to minimize purchase cost. Prices include shipping and handling. Over 15,000 items are available for same day shipping. No other national cooperative offers this type of just-in-time service.

Customer Service: We are an advocate for our members. Our field representatives are available to meet with members who have questions regarding contracts, products, and services. Our customer service representatives are on call to take orders, respond to product inquiries, and provide technical support. Our purchasing agents help members source products, verify contract pricing, and insure the job is complete before sending an invoice. Any billing disputes between a vendor and a member are resolved by KCDA. No other national cooperative provides this level of customer service.

Purchasing Expertise: We are a founding member of AEPA, a national organization of 26 educational purchasing agencies which has competitively bid contracts tailored to meet each member state's specific legal requirements. Collaborative purchasing expertise insures that our contracts are legal, safe, and compliant. No other national cooperative has this depth of purchasing expertise.

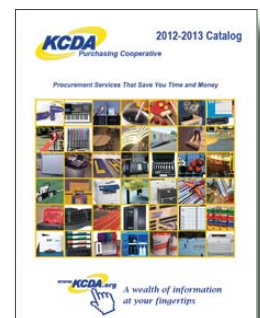
Audit Process: We are audited annually in several areas by the Washington Auditor's Office, including compliance with purchasing procedures and compliance with bid statutes. KCDA has enjoyed clean audits for the past 10 years. No other national cooperative has this proven track record.

Local Public Agency: We are owned by Washington's Public School Districts. Every dollar spent using KCDA contracts increases our purchasing power and helps us get lower pricing to our members. More importantly, the dollars spent stay in the Northwest instead of ending up in some other part of the country. No other national cooperative can say this.

The next time you have a choice ... remember what makes KCDA stand out above all the rest!

KCDA's Catalog Goes Green

For 13+ years, KCDA has spent a significant amount of resources (i.e. trees, oil, electricity, etc.) printing new catalogs for our members. In an effort to go green, KCDA will not be printing a new catalog this coming January. Please keep your current catalog dated 2012-2013 to use as a product source, all pricing and product updates are located on KCDA's Supply Link. To locate a PDF file of the 2012-2013 catalog visit www.kcda.org and click on "Publications".




Fall 2012

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PRODUCTS AVAILABLE TO KCDA MEMBERS

Providing members with contracts that are awarded through a competitive sealed bid process, with centralized procurement services that will save them time and money while satisfying all bid law requirements.

 Asset Management Building Maintenance Software	 Field Drainage	 Modular/Portable Buildings
 Appliances	 Field Lighting	 Maintenance Machines
 Art & Craft Supplies	 Field Synthetic Surfaces	 Music Supplies
 Athletic Catalogs	 First Aid Supplies	 Paper
 Audio Visual Equipment and Supplies	 Flooring	 Physical Education
 Auditorium Seating	 Food Staples & Canned Goods	 Playground Equipment & Surfaces
 Bleachers	 Furniture	 Printer Ink & Toner Cartridges
 Bus Digital Video Security Systems	 Industrial Equipment & Supplies	 Office Supplies
 Carpet	 Integrated Intercom, Clock/Life-Safety Systems	 Printers
 Court Synthetic Surfaces	 Interactive Technology	 Phone Network Systems
 Custodial	 Lamps & Ballasts	 Roofing & Protective Coating Services
 Classroom Supplies	 Library Supplies	 Science Equipment & Supplies
 Copiers	 Lockers	 Track Synthetic Surfaces
 Delivery Vehicles	 Lunchroom Equipment & Supplies	 Technology Catalog
 Duplicating Supplies	 Mechanical Drawing	 Warehouse Supplies
 Early Childhood Supplies & Furniture	 Mobile Learning	 Whiteboards

KCDA'S NEWEST CONTRACT SOLUTIONS



Aries Technology, Inc.™

Web-based platform for learning management, student registration, teacher professional development, assessment and records management.

Mobile Learning
 KCDA Bid #AEPA 012-F
 Aries Technology, Inc.
 Rich Radford
 408-784-4818 x213
 rich@aries.net



Instant access for teachers, parents and students to courses, content, news and organizations anywhere on their mobile devices.

Mobile Learning
 KCDA Bid #AEPA 012-F
 Blackboard, Inc.
 Justin Lingenfelter
 305-401-3943
 justin.lingenfelter@blackboard.com



Interactive teaching and learning technology including a classroom performance system, student response system, and mobile interactive whiteboards.

KCDA Bid #AEPA 012-F
 eInstruction
 Erlinda DeRaad
 480-443-2238
 erlinda.deraad@einstruction.com



Integrated solution for learning, communication and collaboration including Mobile Exchange, Global Grid for Learning, and EdPay School Storefront.

KCDA Bid #AEPA 012-F
 EduTone Corp.
 Nicole Mardian
 817-995-9398
 nicole@edutone.com



Mobl21 product allows you to develop content that learners can access from their mobile devices.

KCDA Bid #AEPA 012-F
 Emantras Inc. Mobl 21
 Jeff Hanjian
 678-951-5629
 jeff.hanjian@emantras.com



Applications that allows classroom walk throughs and observations through your iPad or Android.

KCDA Bid #AEPA 012-F
 GoKnow
 Mobile Learning Solutions
 Ann McKeown
 972-361-0183
 ann.mckeown@goknow.com



Largest PK-12 database of books, DVD's, audio books and educational software in the nation for schools and public libraries.

KCDA Bid #AEPA 012-F
 Mackin Educational Resources
 Jennifer Maydole
 509-881-4122
 jennifer.maydole@mackin.com



Apollo Video Technology is a leading manufacturer of video surveillance and fleet management solutions.

KCDA Bid #11-215
 Apollo Video Technology
 Don Eaton
 425-483-7100 x130
 don.eaton@avt-usa.com



Crossing Guard is fully automated and designed to detect, capture, and process school bus arm violations.

KCDA Bid #12-220
 American Traffic Solutions
 Barbara Eres
 480-596-4805
 barbara.eres@atsol.com



We offer a complete package of services and products featuring LED technology. This technology gives you the flexibility for exciting video, engaging advertising messages, and accurate scoring.

KCDA Bid #AEPA 012-H
 Daktronics, Inc.
 Kyle Williams
 206-612-8384
 kyle.williams@daktronics.com



We focus on the design and manufacture of sports-lighting systems. Offering solutions for both permanent and temporary lighting needs.

KCDA Bid #11-406
 Musco Sports Lighting LLC
 Tim Butz
 877-927-4777
 tim.butz@musco.com



Drainage for a variety of natural grass sports fields. We offer design built projects to fit your specific site needs and conditions.

KCDA Bid #12-415
 Greenshield Systems LLC
 Jeff Horan
 360-466-0406
 jeff@greenshieldsystems.com



For more information on KCDA's awarded contracts, please contact Dave Mahalko, Director of Marketing at 1-800-422-5019 Ext. 117 or visit our website at www.kcda.org.

SCHOOL BUS STOP ARM CAMERAS

KCDA awards new Bus Stop Arm Photo Enforcement contract to ATS

American Traffic Solutions (ATS), the largest photo enforcement provider in North America, has been awarded a KCDA contract to supply their CrossingGuard Stop Arm Photo Enforcement Solution. ATS' CrossingGuard is fully automated and designed to detect, capture, and process school bus arm violations.

CrossingGuard decreases poor, distracted and irresponsible driving by reminding motorists to respect student safety and obey traffic laws. Violator fines in conjunction with an effective public outreach campaign help to raise awareness about the dangers of illegal school bus passing encouraging safer driving. CrossingGuard services include installation and maintenance, program instruction, citation processing, evidence packaging, statistical reporting, court support services, expert witness training, public outreach and payment processing.

For more information on the CrossingGuard program, please visit www.atscrossingguard.com or contact Barbara Eres at (480) 596-4805.



 Automated Violation Capture

 No Driver Interaction Required

 Enforces Multiple Lanes


 Wireless Upload

 GPS Location Identification

 Photo & Video Evidence



CROSSINGGUARD
SCHOOL BUS ARM ENFORCEMENT
Powered by AngelTrac's IntelliGuard


Photo Enforcement Leader

ATS is the largest Photo Enforcement provider in North America, with more than 3,500 Red-Light and Speed Safety cameras under contract and awards or contracts with over 300 local governments in 21 states and the District of Columbia.



Happy 10th Anniversary Supply Link



This year marks the 10th year in which you can order your supplies with KCDA on the web. In 2002 KCDA developed a new on-line ordering system that would forever change the way our members placed their warehouse orders.

Ten years later Supply Link has become a truly a customized e-commerce website built with enhancements from KCDA's members. On average, 83% of our customers are placing their orders on Supply Link, thus saving time and resources in paper, printing costs and mail processing.

Here are just a few ways customers are finding Supply Link beneficial:

- Access to Supply Link is 24/7 and easily accessible from anywhere.
- Districts can have full control of orders, with up to 3 tiers of approval levels.
- Your registration information is easily updated at your request.
- You can Express Shop for quick order entry, and also make templates for those repeat orders.
- You can add an accounting budget code to each line item on your order.
- A copy of your order can easily be printed out.
- Carts are easily edited.
- WESPaC e-commerce integration.
- Easy to check order/cart status.
- Products are updated daily so that you can view new items and current pricing.
- Search for an item by description or manufacturer.
- You can request non-standard items in your cart.

KCDA is always looking for ways to enhance Supply Link and we are excited to see what the next 10 years will bring. If you would like to learn more about Supply Link, please contact KCDA Customer Service 800-422-5019 or visit www.kcda.org and click on Publications/Brochures/Supply Link.

Cost Column Enhancement

A KCDA Cost Column has been added to Supply Link so that you can calculate the tax charges of products only. This enhancement is for Completed or Partially Completed carts.

- Click in cart manager and locate either a Completed or Partially Completed cart, click on go.
- Locate the Cart No. needed, click on it.
- Click on KCDA Confirmation.
- Click on Invoice Info.
- You will see a new column KCDA Unit Cost; this is the amount that is taxed on your invoice.

The screenshot shows the 'KCDA Invoice Info' page. A red box labeled 'KCDA Unit Cost' points to a new column in the invoice table. The table lists items with their respective quantities and costs.

Line#	Product#	Description	QTY Shipped	QTY BO	QTY Cancel	QTY Balance	KCDA Unit Cost	Unit Price	Total
3	27823	PENCILS,COLORED,THIC 6	0	0	0	0	2.15	0.76	14.56
4	77670	BOOK,CDHP,WIDE RULE,	12	0	0	0	0.77	0.99	11.88
2	24936	PENCILS,#2 PRE-SHARP	20	0	0	0	0.63	0.79	15.80
1	22801	GLUE STICK, PURPLE,	48	0	0	0	0.29	0.37	17.76
Total Cost:							48.66		
Sub Total:							52.00		
Tax:							4.63		
Total:							56.63		



No Fault Returns

No fault returns apply only to items shipped from our warehouse. Members must notify KCDA within 20 business days of the of receiving the order. In order to receive credit, returned merchandise must be in new condition, original packaging and a complete unit. All returns must have the return authorization number noted on the outside of the carton. Once issued, the return authorization is valid for 20 days. Items returned after the 20 business day period may be assessed a restocking fee.

When requesting return authorization or reporting any discrepancies, please include the following information:

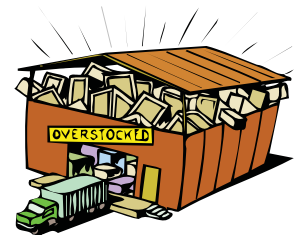
- Purchase order number.
- District name and ship-to location.
- KCDA invoice number/order number/cart number.
- KCDA item number and item description.
- Quantity (units).
- Reason for the return or details of the discrepancy.
- Contact name, e-mail, and phone number of the person requesting the RMA.
- Return forms are available on our website, www.kcda.org in an online or printable pdf format.

KCDA will e-mail call tags. This enables speedy return and credit for returned products. All you need to do is print out the e-mailed return label, attach it to the box and hand it to the UPS driver during the next delivery for return to KCDA.

Scheduled Delivery Program

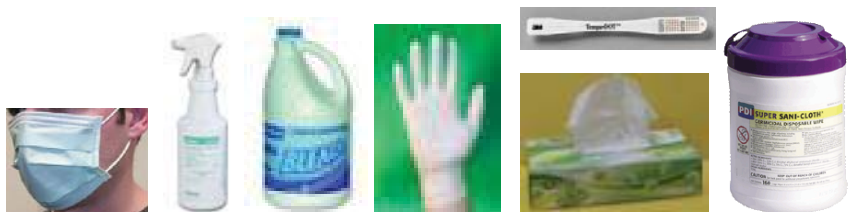
Short on Storage Space? Need paper, towels, tissues, can liners, or any other item delivered throughout the school year? KCDA's Scheduled Delivery Program offers flexibility, fixed pricing, and local availability of items from our nine million dollars of inventory.

Place an order for the school year for your location and let us know when you would like to have it delivered. Pricing will be fixed at the time of order placement and based upon the total quantity ordered. Billing follows each shipment. If you find that you need more or less of an item, then simply call and we will adjust the delivery schedule. Forms for the Scheduled delivery can be found on our website www.kcda.org. Please click on Ordering Information, then Order Forms. Please complete either the web based, or pdf-printed Scheduled Delivery Order form and send it along with your purchase order to KCDA, attention: Customer Service Department.



Flu Season Supplies

Flu season will be upon us before we know it. KCDA carries a number of preventative supplies to help you prepare for it. Items like facial tissue, gloves, face masks, microbial wipes, bleach, thermometers, and other supplies are stocked and readily available for shipment.



Member Staff Changes

Please contact KCDA Customer Service at 1-800-422-5019 with any changes to e-mail addresses, names or phone numbers of personnel so we can update our records.

Washington's schools are not the only public agencies using KCDA contracts

The City of Seattle has recently purchased a new synthetic turf field and field lighting using contracts awarded by KCDA Purchasing Cooperative. Seattle Parks and Recreation is near completion on their renovation of Washington Park Playfield that replaces the existing sand/silt field with Field Turf and Musco Lighting systems purchased through KCDA.

The new multi-use field will accommodate two softball/pony baseball fields, one adult soccer pitch, one men's lacrosse field, one women's lacrosse field, two Ultimate Frisbee fields, and football ten yard lines. The new field is designed to improve the playing conditions and eliminate light spill into nearby neighborhoods. Completion is expected in October 2012.



The Washington Park project comes on the heels of five other synthetic turf field projects in Seattle. Lower Woodland Park, Interbay Golf Center, Delridge Playfield, Genesee Park, and Walt Hundley Playfield were all purchased through KCDA using funds made available through the 2008 Parks & Green Spaces Levy.

As a founding member of the Association of Educational Purchasing Agencies (AEPA), KCDA participates in national bids that combine the purchasing volume of 25 million students into a single locally and nationally recognized purchasing solicitation. The advantage of using AEPA is that KCDA awards the contracts with terms and conditions that are tailored to meet Washington's specific legal requirements. Since KCDA is owned by Washington's Public School Districts, every dollar spent using KCDA contracts increases our purchasing power and helps us get lower pricing to our members. More importantly, the dollars spent stay in the Northwest instead of ending up in some other part of the country.

For more information on KCDA's awarded contracts, please contact Dave Mahalko, Director of Marketing at 1-800-422-5019 extension 117 or visit our website at www.kcda.org.



STAFF DIRECTORY

Cooperative Purchasing for Supplies, Equipment and Services
Take advantage of KCDA membership and start saving today!

Customer Service Department	Purchasing Department	Administrative
<p>David Mahalko, Manager dmahalko@kcda.orgext. 117</p> <p>Ryan Burge, Field Representative rburge@kcda.orgext. 151 <i>Representing Counties:</i> Kitsap, S. King, Pierce, Skagit, N. Snohomish, Thurston, Whatcom <i>School Districts:</i> Auburn, Enumclaw, Tahoma</p> <p>Greg Wozny, Field Representative gwozny@kcda.orgext. 152 <i>Representing Counties:</i> Adams, Asotin, Benton, Columbia, Douglas, Ferry, Franklin, Garfield, Grant, Lincoln, Okanogan, Pend Oreille, Spokane, Stevens, Walla Walla, Whitman, Yakima <i>Representing States:</i> Idaho, Montana</p> <p>Kevin Hedeon, Field Representative khedeon@kcda.orgext. 137 <i>Representing Counties:</i> Chelan, Kittitas, N. King, S. Snohomish <i>School Districts:</i> Bellevue, Edmonds, Everett, Federal Way, Highline, Issaquah, Kent, Lake Washington, Mukilteo, Northshore, Renton, Riverview, Seattle, Shoreline, Snoqualmie Valley</p> <p>Mike Rebitzke, Field Representative mrebitzke@kcda.orgext. 162 <i>Representing Counties:</i> Clallam, Clark, Cowlitz, Grays Harbor, Island, Jefferson, Klickitat, Lewis, Mason, Pacific, San Juan, Skamania, Wahkiakum <i>Representing States:</i> Alaska, Oregon</p> <p>Chris Chandler, Customer Service SPVR cchandler@kcda.orgext. 118</p> <p>Pennie Britz, Customer Service pbritz@kcda.orgext. 120</p> <p>Etta Smith-Rice, Customer Service esmith-rice@kcda.orgext. 148</p> <p>Pauline Peterson, Customer Service ppeterson@kcda.orgext. 128</p> <p>Wendy Ettel, Website Designer wettel@kcda.orgext. 146</p>	<p>Judy Isaac, Manager jisaac@kcda.orgext. 143</p> <p>Kathy Elliott, Purchasing Agent kschaible@kcda.orgext. 149 Appliances, Carpet/Flooring, Furniture, Musical Instruments, Whiteboards</p> <p>John Endicott, Purchasing Agent jendicott@kcda.orgext. 129 Art Supplies, Audio Visual Equipment/Supplies, Claculators, CDW-G Technology, Early Childhood Furniture/Supplies, First Aid Supplies, Food Commoditiites, Interactive Technology, Intercom, Life Safety & Clocks, Library, Maps and Globes, Mechanical Drawing, PE Equipment and Supplies</p> <p>Brian Fawcett, Purchasing Agent bfawcett@kcda.orgext. 127 Auditorium Seating, Bleachers, Classroom Aids, Custom Printed Materials, Ink/Toner Supplies, Lockers, Paper Supplies, Playground Equipment and Matting, Science Equipment/Supplies and Warehouse Supplies</p> <p>Shawne Anderson, Purchasing Agent sanderson@kcda.orgext. 141 Ceramic Supplies, Crayola, Copiers, Industrial Art Supplies/Tools, Printers, Score Board/ Marquee Signage, Sports Court Lighting, Sports Field Drainage, Synthetic Turf/Field Surfaces, Telephone Systems</p> <p>Jon Sharp, Purchasing Agent jsharp@kcda.orgext. 131 Office/Classroom Supplies</p> <p>Becky Stripp, Purchasing Agent bstripp@kcda.orgext. 130 Custodial, Chemical & Maintenece Supplies, Large Lamps, Lunchroom Supplies, Maintenance Machines, Modular/Portable Buildings and Roofing</p> <p>Mary Herman, Purchasing Assistant mherman@kcda.orgext. 119 Orders: Custodial Non-Standard Products, Custom Stamps and Name Plates, First Aid, Large Lamps, Lunch Disposables and Lunch Supplies</p>	<p>Jim Borrow, Executive Director jborrow@kcda.orgext. 161</p> <p>Judy Bush, Human Resource Manager jbush@kcda.orgext. 126</p> <p>Robert Payne, Chief Financial Officer rpayne@kcda.orgext. 110</p> <p>Monique Orange, Accounting Administrative Assistant morange@kcda.orgext. 145</p> <p>Marina Abramova, Receptionist mabramova@kcda.orgext. 112</p> <p>Tracie Keller, Accounts Receivable Lead tkeller@kcda.orgext. 139</p> <p>Pam McClain, Accounts Receivable pmclain@kcda.orgext. 150</p> <p>Cheryl Ayers, Accounts Payable Lead cayers@kcda.orgext. 114</p>
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