

SUPPLY LINE NEWSLETTER



Procurement Services That Save You Time and Money



Dave Mahalko
Executive Director

Director's Corner

Recognizing the people behind the scenes at KCDA ...

As Executive Director, I remind myself each day that it takes a dedicated team of people behind the scenes across all departments to ensure that we provide superior service, value, and the lowest procurement costs for our members.

While our Management Team and Field Representatives are the faces of KCDA ... the real action happens behind the scenes from ordering, purchasing, and inventory control to invoicing, shipping, and paying bills. It takes a real commitment and a herculean effort from people behind the scenes at KCDA ...

- Our Purchasing Team of Kathy, Shawne, Bob, Jon, and Paula advertise, analyze, and award over 100 bids for school supplies and capital projects each year while Mary expedites orders to insure that we carry enough inventory to maintain our 99% target fill rate.
- Our Customer Service Team of Chris, Pauline, Pennie, and Etta handle over 27,000 phone calls and process 10,000 orders annually while Wendy updates Supply Link and insures our Awarded Contracts are up-to-date, accurate, and accessible by our members.
- Our IT Team of Bob, Bert, and Renu are on call 24/7 to insure that our servers and eCommerce system are running efficiently and able to process the 60,000 orders each year on SupplyLink.
- Our Warehouse Team of Tony, Eric, Becky, John, Val, Connie, Lori, Ginny, Jon, Kyle, Ryan, Justin, Mark, and Steve pick, pack, and ship over 700,000 lines and 20,000,000 pounds annually.
- Our Administration Team of Tracy, Cheryl, Pam, Mary, Marina, and Linda process over 90,000 invoices, 13,000 freight bills, and 10,000 vendor payments annually.

Without these departments working together, KCDA could not attain the high level of service that our members expect. On behalf of our members, vendors, and board, I thank you for all the work you do!

For more than 70 years, KCDA has been a leader in providing centralized procurement services to our member school districts. KCDA helps districts focus their resources in the classrooms by creating volume purchasing and fulfilling bid law requirements. KCDA operates as an extension of your purchasing department, governed by the basic laws and regulations that apply to all school districts in Washington. Every dollar spent using our contracts increases our purchasing power and helps us get lower pricing to our member districts. More importantly, you can be assured that our contracts are safe, legal, and compliant. KCDA is audited annually and we have enjoyed clean audits for the past 10 years.



Spring 2014

Welcome...

Inside This Issue

Customer Service Corner	2 & 3
Newest Warehouse Items	4
Newest Contracts	5
Meet Our Staff	6
Staff Directory	7

CUSTOMER SERVICE CORNER



Start-Up Orders

KCDA offers a number of ways to minimize stress at the beginning of the school year. Start-up orders are a way to order ahead of time those items you need to just to get you started for the year.

It is time to start thinking about your 2014-2015 KCDA start up orders, the list of supplies to get you started at the beginning of the year. Orders can be placed on “KCDA Supply Link” @ www.kcda.org, or faxed, phoned or mailed to us. Order forms can be printed from our website if needed. Please indicate your requested delivery date for summer or beginning of the year. Our warehouse will make every attempt to meet your requested date.

Take advantage of KCDA Scheduled Deliveries!



Are you short on storage space? Would you like to have copy paper, paper towels, can liners, or any other item delivered to you on a regular basis throughout the school year? KCDA's Scheduled Delivery Program offers flexibility, fixed pricing, local availability and delivery of items from our nine million dollars of warehouse inventory.

KCDA's scheduled delivery program is simple and easy to use! Simply place an order for the school year for each delivery location and let us know when you would like to have these orders delivered. Your pricing will be fixed at the time of order placement and based upon the total quantity of products being ordered. Your billing will follow each shipment. If you find that you need more or less of an item, just give us a call and we will adjust your delivery schedule accordingly.

Here's an example of how scheduled deliveries can save you time and money...

When KCDA was recently informed of an upcoming copy paper price increase our Field Representatives and Customer Service Department staff went to work and pre-booked over 350 scheduled copy paper orders to KCDA member destinations. Members placing these orders expressed their appreciation for the ability to lock in a lower copy paper price and in having the chore of placing ongoing copy paper orders taken off their “to-do” lists!

Dane Hewitt / KCDA Director of Marketing

If you would like to look into scheduled deliveries from KCDA you will find the forms on our website at www.kcda.org. Please click on Ordering Information, then Order Forms and complete either the web based, or pdf-printed Scheduled Delivery Order form. Please send this completed form along with your purchase order to KCDA's Customer Service Department. For more information please give us a call and we will be glad to assist you in taking advantage of our Scheduled Delivery program!

2014 KCDA Vendor Expo!

Please save Thursday September 25th on your calendar! We will be hosting a wide variety of our vendors at this year's KCDA Vendor Expo which will be held at our Kent, WA facility Thursday September 25th from 10 am – 1pm. There will be more information to come on this year's expo but for now...please save this date!



KCDA Spring Conference Schedule

April 10-11	Washington Recreation and Parks, Seattle, WA	June 18-20	MASBO, Billings, MT
April 16-17	Oregon Schools Facilities Management Assn, Albany, OR	June 25-26	IASBO, Boise, ID
April 23-25	WASBO, Vancouver, WA	June 29- July 1	WASA/AWSP, Spokane, WA
April 27-30	WSSAAA, Spokane, WA	July 23-25	OASBO, Bend, OR

CUSTOMER SERVICE CORNER, CONTINUED

Catalog Corrections:

Electric Pencil Sharpeners

The description as listed in the pictures for sharpeners F and G on page 343 are reversed. KCDA No. 99589 should read "Colored pencil compatible" and KCDA No. 99566 should read "Not for use with color pencils".



KCDA No. 99589
Colored pencil compatible



KCDA No. 99566
Not for use with color pencils

Construction Paper 76#, 100% Sulphite

These colors from were accidentally omitted from the 2014-2015 Paper Catalog, Page 45.



"9x12"

10065	Assorted Colors
10066	Chartreuse
10099	Gold
10070	Dark Green
10069	Festive Green
10046	Holiday Green
10067	Light Green
10071	Brilliant Lime
10076	Orange
10075	Pumpkin
10049	Purple
10077	Red
10073	Yellow
10072	Light Yellow

12"x18"

10133	Black
10130	Dark Brown
10148	Gold
10131	Gray
10149	Purple
10132	Slate
10128	Tan

18"x24"

10134	Assorted
10135	Chartreuse
10048	Holiday Green
10138	Festive Green
10136	Light Green
10139	Dark Green
10142	Brilliant Lime
10153	Red
10155	Festive Red
10154	Scarlet
10147	Yellow
10146	Light Yellow

Please look to Supply Link for the current selection of products and pricing.

KCDA Inventory Blowout

This is a list of items that are being discontinued or are no longer available through KCDA. Remember to check out this list for discounted, discontinued items you may want to get before they are all gone. Login to Supply Link, go to the shop tab for the Blowout list.



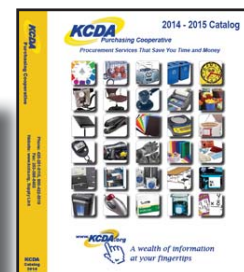
KCDA Catalog and Calendar

The new KCDA 2014-2015 catalogs have been mailed out. If you did not receive your catalog, please call or email customer service to order one.

Also the 2014 KCDA calendar is available now. They are printable on our website @ kcda.org under publications. You may also call or email us and we will gladly send it to you.

1-800-422-5019 X2 or customerservice@kcda.org.

Pricing is always current on our website at www.kcda.org.



KCDA'S NEWEST ITEMS

Padlock/Key

Use as combination or key controlled, stainless steel.
 34834.. Lock, Key Not Included each.....\$5.39
 34833.. Control Key..... each.....\$2.68



Good-Lite Eye Chart Cabinet

For table, wall or stand, with extra storage, LED, detachable power cord, 9" w x 14" h x 1-3/4" d .
 50921..... each.....\$255.42



Hon Task Stools

Armless, pneumatic, adjustable seat height/foot ring, 5 star base.
 71784.. Lava Seat/Back each.....\$154.25
 71785.. Regatta Navy Seat/Back..... each.....\$154.25



Easy Peel InkJet Printer Mailing Labels

Clear on 8-1/2"x11" sheets, for inkjet printers.
 13359.. Label Size - 1/2"x1-3/4", 2,000 labels/box.....\$15.38
 13360.. Label Size - 2/3"x1-3/4", 600 labels/box.....\$7.17
 13361.. Label Size - 1"x2-5/8", 300 labels/box.....\$7.17
 13362.. Label Size - 2"x4", 250 labels/box.....\$15.38
 13363.. Label Size - 8-1/2x11", 250 labels/box.....\$15.38



Hon Comfortask 5903 Chair

Armless, pneumatic, with adjustable seat and back height.
 71895.. Confetti Blue Fabric/Black Frame each.....\$169.97



Easy Peel Laser Printer Mailing Labels

Clear on 8-1/2"x11" sheets, for laser printers.
 13353.. Label Size - 1/2"x1-3/4", 2,000 labels/box.....\$18.76
 13354.. Label Size - 1"x2-5/8", 1,500 labels/box.....\$30.67
 13355.. Label Size - 1"x4", 1,000 labels/box.....\$30.67
 13356.. Label Size - 1-1/3"x4", 700 labels/box.....\$30.67
 13357.. Label Size - 2"x4", 500 labels/box.....\$30.67
 13358.. Label Size - 3-1/3"x4", 300 labels/box.....\$30.67



Hon Executive 7803 Chairs

Highback, pneumatic, adjustable seat and back height, with arms.
 70916.. Confetti Black Fabric/Black Frame..... each.....\$289.58
 70917.. Confetti Burgundy Fabric/Black Frame... each.....\$289.58



Sheldon Lab Table

Kidney shape, steel pedestal base, height adjustable with hand crank.
 74342..... each..... Call for Pricing



Corkboard in Bulk Roll

Natural Duracork for bulletin boards.
 72217.. 1/4"x48"x105' roll.....\$466.83



Sheldon Science Table

Bi-level with imprint scales, number lines, grids, and protractor.
 74343..... each..... Call for Pricing



Hewlett Packard Printer Cartridge

Laserjet printer cartridge, CF280A - HP 80A - OEM.
 75072..... each.....\$77.51



Sheldon Student Lab Table

Resin top, oak apron/legs, rubber shoes, 24" w x 60" l x 30" h.
 74344..... each..... Call for Pricing



Monocular Microscopes

40X, 100X, 400X, LED, cordless, metal.
 01351..... each.....\$89.15
 40X, 100X, 400X, separate focus control, LED, cordless, metal.
 01352..... each.....\$102.16
 40X, 100X, 400X, 45 degree incline, head rotates 360 degrees, LED.
 01353..... each.....\$109.97
 4XD, 10XD, 40XRD, 100XRD, 3.0 MP built-in digital camera.
 01354..... each.....\$765.25
 4XD, 10XD, 40XRD, 100XRD, built-in mechanical stage, cordless.
 01356..... each.....\$389.00
 4XD, 10XD 40XRD, cordless.
 01357..... each.....\$305.68
 4XD, 10XD, 40XRD, corded.
 01358..... each.....\$297.83



Foam Football

8-1/2" long junior size, foam rubber. Choice of smooth or grooved, colors may vary.
 61854..... each.....\$6.19



Ecolab Medi-Stat Handwash

Antimicrobial, neutral pH range, paraben free, glycerin.
 50365.. Pump Top..... 540 ml.....\$4.63



Telfa Island Dressing Gauze Pads

2"x3", sterile, adhesive, latex free, Kendall.
 51143..... 50/box\$8.13



Compound Microscope

Binocular head, LED with dimmer switch, corded.
 01355..... each.....\$769.99



KCDA'S NEWEST CONTRACTS

Contracts Awarded in January, February and March 2014

January Bid Awards

AV Equipment & Supplies, Bid 14-050		Integrated Intercom/Clocks/Life Safety, Bid 14-405 Bogen Communications	
Whiteboards, Boards & Display Cases, Bid 14-131		Integrated Intercom/Clocks/Life Safety, Bid 14-405 Telecor, Inc.	
Custodial Supplies, Bid 14-060		Industrial Supply, Bid AEPA 014-B Midwest Technology Products	
General Supplies I, Bid 14-030		Multi-Purpose Copy Paper, Bid 14-019A White - Xerox Only	
Library Supplies, Bid 14-020		PE Supplies & Equipment, Bid 14-120	
Daktronics, Inc., Bid APEA 012		School Specialty, Bid AEPA 014-f Sporttime Physical Education Catalog, Bid AEPA 014-F	
FieldTurf USA, Inc. Synthetic Turf, Bid AEPA 012-C		Sanford Products, Bid 14-031	
FieldTurf USA Track/Court Surfaces, Bid AEPA 012-D		Technology Catalog - CDW-G, Bid AEPA 014-E	
Konica Minolta Copiers, Bid AEPA 013.1		Sport Field/Court Lighting, Bid 11-406	
Mackin Educational Resources, Bid AEPA 012		Playground Equipment and Matting, Bid 13-315	
Modern Building Systems, Bid AEPA 011		March	
Patient Care Equipment, Bid 13-116		Crayola, Bid 14-151	
Peripole, Bid AEPA 012		Markers, Bid 14-038	
Prograss LLC, Bid AEPA 012		Mechanical Drawing, Bid 14-140	
Progressive Roofing, Bid AEPA 013-B		Plastic Can Liners, Bid 14-065	
SchoolDude.com, Bid AEPA 012		Science Supplies & Equipment, Bid 14-293	
Weatherproofing Technologies, Bid AEPA 013-B		Writing Instruments, Bid 14-039	
Williams Scotsman, Bid AEPA 012		Carpet - Patcraft, Bid 13-342	
February		Food Staples & Canned Goods, Bid 13-080	
Ceramics Supplies, Bid 14-160		Maintenance Supplies - Filters, Bid 12-061	
Custodial Paper Products, Bid 14-066		Music - Wenger, Bid 13-342	
Duplicating Supplies/Ink & Toner Cartridges, Bid 14-037			
Extron Equipment, Bid 13-056			
Integrated Security Systems Honeywell Building Solutions, Bid 14-360			

FROM OUR MARKETING DEPARTMENT



Hello! I'm Dane Hewitt, KCDA's new Director of Marketing.

If my name sounds familiar to you we may have previously done business together! Over the last decade I have been working in the food distribution industry in the Pacific Northwest and have counted a variety of school districts and other public agencies throughout Washington and Oregon among my many customers.

At the first of the year I was offered an opportunity to join KCDA after their incumbent Director of Marketing Dave Mahalko was promoted to Executive Director for the association. I had been considering a new career challenge and readily accepted this new opportunity with KCDA!

Earlier in my career I had the good fortune to work for what was then the world's largest member-owned cooperative, Florists Transworld Delivery (FTD) so the cooperative partnership between KCDA and their school districts and other public agencies felt very familiar to me. Over the last few months I've been getting up to speed on KCDA's diverse product and contract offerings and have been working with our team of Field Representatives as they visit KCDA members in their respective territories.

As a new KCDA staff manager I can confirm that you are being served by a team of Field Representatives and Customer Service personnel that are 100% dedicated to making your experience with KCDA a positive and productive one!

I hope to personally meet as many of you as I can in the coming months during my travels around the Northwest or at one of the many trade shows and other education related functions that KCDA participates in throughout the year. In the meantime please let me know your thoughts, suggestions or ideas as to how our Marketing, Customer Service and Field Staff teams can be of further service to you!

Director of Marketing Dane Hewitt can be reached at KCDA's home office at # 800-422-5019 Ext 117 or at dhewitt@kcda.org

MEET OUR STAFF



Mike Rebitzke joined KCDA in 2007 as a Field Representative based out of Southwest Washington. Mike currently represents KCDA throughout a wide range of counties in Washington including Clallam, Clark, Cowlitz, Grays Harbor, Island, Jefferson, Klickitat, Lewis, Mason, Pacific, San Juan, Skamania and Wahkiakum. Mike is also the Field Representative responsible for working with our growing group of members in the states of Oregon and Alaska.

Mike has over 15 years of sales and account management experience. Prior to joining KCDA, he spent time in the real estate and printing solutions industries. His favorite part of working for KCDA is having the opportunity to introduce Northwest school districts and other government agencies to the many benefits and services that KCDA provides to its members.

Mike has a Bachelor of Science degree from Biola University in La Mirada, California.

STAFF DIRECTORY

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

Marketing Department

Dane Hewitt, Director of Marketing
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Field Representatives

Ryan Burge
rburge@kcda.orgext. 151
Representing Counties: Kitsap, S. King, Pierce, Skagit, N. Snohomish, Thurston, Whatcom
School Districts: Auburn, Enumclaw, Tahoma

Greg Wozny
gwozny@kcda.orgext. 152
Representing Counties: Adams, Asotin, Benton, Columbia, Douglas, Ferry, Franklin, Garfield, Grant, Lincoln, Okanogan, Pend Oreille, Spokane, Stevens, Walla Walla, Whitman, Yakima
Representing States: Idaho, Montana

Kevin Hedeem
khedeem@kcda.orgext. 137
Representing Counties: Chelan, Kittitas, N. King, S. Snohomish
School Districts: Bellevue, Edmonds, Everett, Federal Way, Highline, Issaquah, Kent, Lake Washington, Mukilteo, Northshore, Renton, Riverview, Seattle, Shoreline, Snoqualmie Valley

Mike Rebitzke
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Representing Counties: Clallam, Clark, Cowlitz, Grays Harbor, Island, Jefferson, Klickitat, Lewis, Mason, Pacific, San Juan, Skamania, Wahkiakum
Representing States: Alaska, Oregon

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Contract & Procurement Specialists
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Appliances, Carpet/Flooring, Furniture, Musical Instruments, Whiteboards

Currently Open
Art Supplies, Audio Visual Equipment/Supplies, Calculators, CDW-G Technology, Early Childhood Furniture/Supplies, First Aid Supplies, Food Commodities, Interactive Technology, Intercom, Life Safety & Clocks, Library, Maps and Globes, Mechanical Drawing, PE Equipment and Supplies

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Auditorium Seating, Bleachers, Classroom Aids, Custom Printed Materials, Ink/Toner Supplies, Lockers, Paper Supplies, Playground Equipment and Matting, Science Equipment/Supplies and Warehouse Supplies

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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

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Office/Classroom Supplies

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Custodial, Chemical & Maintenance Supplies, Large Lamps, Lunchroom Supplies, Maintenance Machines, Modular/Portable Buildings and Roofing

Mary Herman, Purchasing Assistant
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Orders: Custom Stamps and Name Plates, and Non-Standard Printer Toners

Administrative

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