

# SUPPLY LINE NEWSLETTER



David Mahalko  
Marketing Director's Message

## AEPA ... Nationally Bid, Locally Awarded

In 2000, 10 educational service agencies from around the country came together to form the Association of Educational Purchasing Agencies, or AEPA. Their goal was to gain economies of scale by bidding on a national level, helping to save their school districts money on everything needed to operate a successful school. By leveraging the purchasing power of schools across the country, AEPA member agencies provided their schools the ability to purchase at equal buying levels, regardless of their size. By working together, these agencies were able to expand the contracts they offered, giving them more time to provide purchasing support to their school districts.

Today, AEPA has grown to 26 states, serving 25 million students, with an annual spend nearing \$400M. Combining the needs of so many students under AEPA provides an incentive for vendors to offer their best price and the highest quality products. But what sets AEPA apart from other national cooperatives is that each member advertises the bids based on their local bidding requirements and awards the contracts with terms and conditions that are tailored to meet their state's specific legal requirements. In addition, each member agency provides staff to volunteer a portion of their time to AEPA administrative work. All of the bidding and support is done internally, utilizing the experience and knowledge of school purchasing agents from those states. Because AEPA is comprised of education purchasing professionals, you can be assured that AEPA contracts are legal, safe, and compliant.

As a founding member of AEPA, KCDA members have access to the best national contracts available for administrative software, athletics, copiers, furniture, modular buildings, musical instruments, roofing, synthetic turf and track surfaces, scoreboards, and utility vehicles. Since KCDA is owned by Washington's Public School Districts, every dollar spent using AEPA contracts through KCDA 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. The next time you have a choice in cooperative contracts, remember AEPA!

**Spring 2013**

*Inside This Issue*

- Customer Service Corner ..... pg. 2
- Newest Warehouse Items ..... pg. 3
- Newest Ship Direct Contracts ... pg. 4
- Public Works ..... pg. 5
- Vendor & Technology Fair ..... pg. 6
- Staff Directory ..... pg. 7



**NATIONALLY BID,  
LOCALLY AWARDED**



### *KCDA Health & Safety Bulletin*

The world is full of potentially harmful organisms or pathogens such as viruses and bacteria. These organisms can cause pain, illness and even death. For this reason, people try actively to control the number of pathogens they encounter. They do this primarily through the use of disinfectants. Because not all disinfectants are the same, disinfectants are defined by what they do rather than their components.

Disinfectants are classified by grades. Mild disinfectants are considered "sanitation grade." These disinfectants won't kill all pathogens, but will reduce their number--this is a good option for places like toilets where it is almost impossible to get rid of all harmful organisms. The next strongest grade of disinfectant is "institutional grade." These are used for deep cleaning. "Hospital grade" disinfectants are the strongest, killing the widest range of pathogens.

Every manufacturer that produces a disinfecting product has to register the product with the EPA. The EPA categorizes each registered product based on the claims of the manufacturer. This keeps people from using disinfectants ineffectively, as it identifies which disinfectants successfully hinder growth or kill specific pathogens.

Disinfectants are not universal products, meaning one disinfectant cannot work against all pathogens. This is because each pathogen is different in terms of cellular structure and chemical composition. As a result, KCDA now carries 3 different grades of disinfectants:

Super-Sani Cloth® (KCDA No. 50404) germicidal wipe is a hospital grade disinfectant that kills a broad range of organisms. This product is used for environmental hygiene in all healthcare environments, including pediatrics and newborn settings.



Sani-Cloth® HB (KCDA No. 50403) germicidal wipe a quaternary/alcohol free formula ideal for the disinfection of alcohol sensitive hard, non-food contact and non-porous surfaces/equipment.



Sani-Wipe® (KCDA No. 50416) germicidal wipe are recommended in school environments for use on countertops, tables, chairs, and food contact surfaces.




### *KCDA No. 20000 - Teachers Kit*


Help your teachers begin the school year right! KCDA's Teacher Start Up Kit is stocked with the following items:


- File box
- Fine black ballpoint pens, (12)
- Fine red ballpoint pens, (12)
- #2 pencils, (12)
- Transparency pens, 8 color set
- Dry erase markers, 4 color set
- Whiteboard cleaner, 8 ounce bottle
- Whiteboard eraser
- Markers, chisel tip, perm, nontoxic, 8 colors 12 per set
- Paper clips, (100)
- #16 rubber bands, (1 pound)
- White glue, washable, 8 ounce bottle
- Transparent tape, 1/2" x 1" core
- Tape dispenser, 1" core
- Masking tape, 3/4"
- Stapler, standard
- Staples, standard, 1/2 strips
- Staple remover, claw style
- 8" straight scissors
- 12" hardwood ruler, English/Metric
- Clear push pins, (100)
- Thumb tacks, (100)
- 8.5" x 11' white ruled paper pads, (2)
- Wall putty, adhesive, 3 ounce box
- Highlighter marker, yellow
- 3" post-it pads

If you wish to customize the Teacher Start up kit to fit your needs, contact KCDA customer service.

# KCDA'S NEWEST WAREHOUSE ITEMS


**Transparency Film**   
 29760...Clear, plain paper copier, sensing strip, 8.5"x11", 100/box.....\$19.45  
 29761...Clear, black/white inkjet printers, 8.5"x11", 50/pkg.....\$31.30

**Water Color Paper**   
 82852...Watercolor paper, 22"x30", 140-2#, cold press. 25 sheets/pkg. ....70.69


**Button Cell Battery**   
 51626...Eveready 386, silver oxide, 1.5V, 11.6 dia., 4.2 thick, each .....\$0.61


**Mop Wringer**   
 33551...Mop wringer, metal, sidepress, for 20 - 40oz mops, each.....\$74.29


**MSDS Holder Wire Rack**   
 30021...Binder attached with plastic cable, yellow/red sign, each .....88.29

**Mailbox Organizer**   
 43942...30 cubby, 47-1/4" l x 11-1/2" d x 26" h. Birch veneer, each .....\$212.50


**Castile Soap Towelettes**   
 50328...Castile soap towelettes, gentle cleansing agent, 100/box.....\$2.99


**Screwdrivers**   
 87479...Screwdriver, phillips, 4", #2 point, each.....\$1.69  
 87481...Screwdriver, phillips, 3", #1 point, each.....\$1.68


**Socket Wrench Set**   
 87632...55 piece, inch and metric, each.....\$41.44


**Router**   
 87673...1-3/4 H.P. heavy duty, 27,500 RPM, 11 AMP adjustment, each....\$177.84

**Pot Holder**   
 49462...Cream color, 8"x10-1/2", heat resistant, pre-shrunk, each .....\$25.85


**Box Sealing Tape**   
 00166...Clear 2"x110 yards, seals medium weight cartons.....\$1.53

**Correction Tape**   
 96071...Correction tape, white, regular, 1/6"x400", 2/pkg. ....\$2.98

**File Box**   
 20904...File box, letter size, plastic, with lid. ....\$9.16

**Tachikara Playground Balls**   
 Double layer rubber, 8.5" diameter. Each. Tachikara, No Substitute.  
 64392...Royal Blue .....\$3.28  
 64391...Kelly Green.....\$3.28  
 64389...Orange .....\$3.28  
 64387...Purple .....\$3.28  
 64388...Scarlet .....\$3.28  
 64390...Yellow .....\$3.28

**ADA Coated Cover Foam Balls**   
 Super squish no-sting coated foam playball. ADA, No Substitute.  
 61871...6" .....\$7.68  
 61872...8-1/2" .....\$14.08

**Hewlett Packard Printer Cartridge**   
 75057...Black toner laserjet printer cartridge. CE278A, HP 278A.....\$71.24

**Safety Matches**  
 02177...Paper, 50 books/box.....\$1.14

**Disposable Sanitizing Hard Surface Wipes**   
 No rinse disposable hard surface sanitizing wipes, 99.99% reduction of micro-organisms was achieved in 60 seconds. Contains 5% alcohol. For use on countertops, tables, chairs, and food contact surfaces. 180 wipes/canister. PDI Sani-Wipe, No Substitute.  
 50416...1/Can.....\$6.06



# KCDA'S NEWEST CONTRACTS

## SHIP DIRECT CONTRACTS AWARDED IN JANUARY, FEBRUARY AND MARCH 2013

**Administrative Software, Work Order and Asset Management.....AEPA Bid 012-A**  
• Schooldude.com

**Agendas, Planners and Curriculum Kits.....Bid 13-012**  
• Premier Agendas

**Auditorium Seating .....Bid 13-373**

**Nor-Pac Seating**  
• Hussey Auditorium Seating  
• Northwest School Equipment  
• Seating Concepts, LLC

**Saxton Bradley**  
• Camatic Auditorium Seating  
• Figueras Seating USA

**Bleachers & Lockers .....Bid 13-374**

**Northwest Playground Equipment, Inc.**  
• Kay Park Outdoor Bleachers

**Nor-Pac**  
• Hussey Telescopic Seating  
• E & D Specialty Stands Outdoor Bleachers  
• National Recreation Systems Outdoor Bleachers

**Montana School Equipment (ID, MT)**  
• Intekal Telescopic Seating  
• List Industries Lockers

**Northwest Handling Systems**  
• Republic Lockers

**Northwest School Equipment**  
• Intekal Telescopic Seating

**Engineered Products**  
• Penco Lockers  
• All Star Bleachers

**Saxton Bradley**  
• Kodiak telescopic Seating  
• Sturdisteel Outdoor Bleachers (WA)  
• Debourgh Lockers (WA, OR, AK, No. ID)

**Digital MFD/Copiers, Printers & Managed Document Service.....AEPA Bid 013.1-A**  
• Konica Minolta Copiers

**Audio/Visual Classroom Equipment..... Bid 13-056**  
• Extron Electronics

**Furniture.....AEPA 010-A**  
• Spectrum Industries

**Industrial Supply Catalog .....AEPA Bid 010-E**  
• Midwest Technology Products

**Integrated Intercom/Clock/Life and Safety Systems .....Bid 13-045**  
• Bogen Communications, Inc.  
• Rauland-Borg  
• Telecore, Inc.

**Mobile Learning.....AEPA Bid 012-F**  
• Aries Technology  
• Blackboard, Inc.  
• EduTone  
• eInstruction  
• Emantras, Inc.  
• goknow Mobile Learning Solutions  
• Mackin Educational Resources

**Modular Buildings/Site Work.....AEPA Bid 011-D**  
• Modern Building Systems  
• Williams Scotsman Inc

**Musical Instruments, Equipment and Supplies.....AEPA Bid 010-G**  
• Peripole

**Patient Care Training Equipment .....Bid 13-116**  
• Laerdal

**Playground Equipment, Matting and Site Amenities.....Bid 13-315**

**AllPlay Systems, Inc.**  
• Playcraft Systems, Equipment  
• Berliner-Seilfabrik, Equipment  
• Sportrock International, Equipment  
• RB Rubber, Surfacing  
• No Fault, Surfacing  
• Zeager Brothers, Surfacing  
• Freenotes, Amenities  
• Kaypark, Amenities  
• Paris Equipment Mfg., Amenities  
• Frances Andrew, Amenities  
• Bedford Technology, Amenities

**Buell Recreation**  
• BCI Burke, Equipment  
• Dynamo Playgrounds, Equipment  
• Rock Craft, Equipment  
• RB Rubber, Matting  
• Sportsurface, Matting  
• Zaeger Brothers Surfacing, Matting  
• Premier Site Furnishings, Amenities

**Cascade Recreation**  
• Little Tykes Commercial, Equipment  
• Rocks & Ropes, Equipment  
• Elephant Play, Equipment  
• Fibar, Matting  
• Northwest Rubber Mats, Matting  
• No Fault Surfacing, Matting  
• Classic Recreation, Amenities  
• SITESCAPES, Amenities  
• Foresite Designs, Amenities  
• Anova, Amenities  
• Stern Williams, Amenities  
• Kay Park Recreation, Amenities  
• Gared Sports, Amenities

**Kaplan Early Learning Company**  
• Play & Park Structures, Equipment  
• Ultra Play, Equipment  
• Playdesign, Equipment  
• Rainbow Turf Products, Matting  
• Everguard Surfacing, Matting  
• Zeager Brothers Surfacing, Matting  
• UltraSite, Amenities

**Northwest Playground**  
• Playworld Systems, Equipment  
• Sof' Surfaces, Matting  
• Polysoft Surfacing, Matting  
• Zeager Brothers Surfacing, Matting  
• Wabash Valley including Urban-Scape and Green Valley, Amenities

**Playcreation**  
• Landscape Structures, Equipment, Matting & Amenities

**Sitelines**  
• Gametime, Equipment  
• GT Impax, Matting  
• Playcore Ultrasite, Amenities  
• Triactive Outdoor Fitness, Amenities  
• Everlast Climbing Walls, Amenities

**Roofing Materials, Installation and Sitework.....AEPA Bid 013-B**  
• Progressive  
• Weatherproofing Technologies, Tremco

**Scoreboards, Video Systems, Electronic Marquees, Readerboards, Timing Systems, Statistics Software, Sound Systems, Display Content Creation, Rigging for Arenas and Theaters.....AEPA Bid 012-H**  
• Daktronics

**Sport Field/Court Lighting..... Bid 11-406**  
• Musco

**Sports and Health Catalog.....AEPA Bid 010**  
• BSN Sprots Collegiate Pacific Athletics  
• US Games P. E. Products

**Synthetic Turf Surfaces, Baseball Turf/Fields, Football Turf/Fields, Lacrosse, Playgound Turf (Field Turf Only), Rugby Fields and Soccer Turf/Fields .....AEPA Bid 012-C/012-D**  
• FieldTurf USA, Inc.  
• Prograss LLC, AEPA 012-C

**Technology Catalog, Cables, Computers & Accessories, Data Storage Products, Electronics, Memory, Monitors & Projectors, Networking Products, Office Equipment & Supplies, Power, Cooling & Racks, Printers, Scanners & Print Supplies, Servers & Server Management, Services and Software.....AEPA Bid 010-C**  
• CDW-G

### **EVERGREEN PUBLIC SCHOOLS PARTNERS WITH KCDA TO SOURCE EQUIPMENT AND SUPPLIES**

Evergreen Public Schools is near completion of their new HeLa High School designed to prepare students for high-demand, family-wage jobs in the bioscience and healthcare industry. The \$24 million dollar project is being funded by a \$17.4 million federal stimulus-backed construction bond, with the rest provided by state funding and proceeds from previous land sales. Behind the scenes, KCDA is working on procuring over 1,000 new line items that will be consolidated, packed, and held in our warehouse until released by the district.



According to the United States Bureau of Labor Statistics, the healthcare industry provided 14.3 million jobs in 2007 and is projected to generate 3.2 million new jobs between 2008 and 2018. Reg Martinson, Executive Director of Facilities, states “The bio-technological field is growing rapidly and is one of the most significant emerging fields in the state of Washington. This bond enables us to move forward with our goal of preparing students to graduate with a world-competitive 21st century education by honing their classroom experiences and skills for these careers.”

For KCDA, this presents a real opportunity to promote their warehousing capabilities and value added services. “This is truly a team effort with coordination between the Evergreen School District and KCDA’s purchasing, warehouse, and customer service teams,” said Dave Mahalko, Director of Marketing at KCDA. “KCDA’s 170,000 square foot warehouse provides us with enough space to pick the items, palletize them by classroom, and hold them until shipment.”

KCDA Purchasing Cooperative was founded 1938 by school board members in King County. We help members save money by creating volume purchasing and fulfilling bid law requirements. KCDA manages centralized receiving, warehousing, and distribution while offering additional contracts to provide a single-source for consumable supplies, facilities projects, and technology equipment. 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 for our members. More importantly, the dollars stay in the Northwest instead of ending up in some other part of the country.

For more information on KCDA’s procurement services, please contact Dave Mahalko, Director of Marketing at 1-800-422-5019 Ext 117 or visit our website at [www.kcda.org](http://www.kcda.org).

**2013 Vendor and Technology Expo – Mark Your Calendar!**

You are Cordially Invited to the KCDA Vendor and Technology Expo

When: Thursday, October 10th, 2013

Time: 10:00 am – 2:00 pm, Lunch will be provided

Where: KCDA Warehouse – 18639 80th Ave South, Kent Washington

**Representatives from the following industries will be invited:**



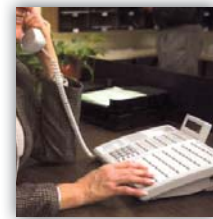
*Auditorium Seating*



*Bleachers*



*Carpet & Flooring*



*Communication Systems*



*Copiers & Multifunction Devices*



*Custodial Machines*



*Field Drainage*



*Field Lighting*



*Furniture*



*Lockers*



*Modular Buildings*



*Playground Equipment*



*Scoreboard & Marquee Signage*



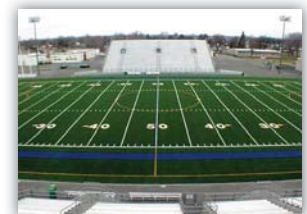
*Roofing*



*Technology*



*Tennis Courts*



*Track & Field*



# 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><b>David Mahalko, Manager</b> dmahalko@kcda.org .....ext. 117</p> <p><b>Ryan Burge, Field Representative</b> rburge@kcda.org .....ext. 151 <i>Representing Counties:</i> Kitsap, S. King, Pierce, Skagit, N. Snohomish, Thurston, Whatcom <i>School Districts:</i> Auburn, Enumclaw, Tahoma</p> <p><b>Greg Wozny, Field Representative</b> gwozny@kcda.org .....ext. 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><b>Kevin Hedeem, Field Representative</b> khedeem@kcda.org .....ext. 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><b>Mike Rebitzke, Field Representative</b> mrebitzke@kcda.org .....ext. 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><b>Chris Chandler, Customer Service SPVR</b> cchandler@kcda.org .....ext. 118</p> <p><b>Pennie Britz, Customer Service</b> pbritz@kcda.org .....ext. 120</p> <p><b>Etta Smith-Rice, Customer Service</b> esmith-rice@kcda.org .....ext. 148</p> <p><b>Pauline Peterson, Customer Service</b> ppeterson@kcda.org .....ext. 128</p> <p><b>Wendy Ettel, Website Designer</b> wettel@kcda.org .....ext. 146</p>	<p><b>Judy Isaac, Manager</b> jisaac@kcda.org .....ext. 143</p> <p><b>Kathy Elliott, Purchasing Agent</b> kschaible@kcda.org .....ext. 149 Appliances, Carpet/Flooring, Furniture, Musical Instruments, Whiteboards</p> <p><b>John Endicott, Purchasing Agent</b> jendicott@kcda.org .....ext. 129 Art Supplies, Audio Visual Equipment/Supplies, Calculators, CDW-G Technology, Early Childhood Furniture/Supplies, First Aid Supplies, Food Commodities, Interactive Technology, Intercom, Life Safety &amp; Clocks, Library, Maps and Globes, Mechanical Drawing, PE Equipment and Supplies</p> <p><b>Paula Schilling, Contract &amp; Procurement Specialist</b> pschilling@kcda.org .....ext. 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><b>Shawne Anderson, Purchasing Agent</b> sanderson@kcda.org .....ext. 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><b>Jon Sharp, Purchasing Agent</b> jsharp@kcda.org .....ext. 131 Office/Classroom Supplies</p> <p><b>Becky Stripp, Purchasing Agent</b> bstripp@kcda.org .....ext. 130 Custodial, Chemical &amp; Maintenance Supplies, Large Lamps, Lunchroom Supplies, Maintenance Machines, Modular/Portable Buildings and Roofing</p> <p><b>Mary Herman, Purchasing Assistant</b> mherman@kcda.org .....ext. 119 Orders: Custodial Non-Standard Products, Custom Stamps and Name Plates, Large Lamps, Lunch Disposables and Lunch Supplies</p>	<p><b>Jim Borrow, Executive Director</b> jborrow@kcda.org .....ext. 161</p> <p><b>Judy Bush, Human Resource Manager</b> jbush@kcda.org .....ext. 126</p> <p><b>Robert Payne, Chief Financial Officer</b> rpayne@kcda.org .....ext. 110</p> <p><b>Marina Abromova, Accounting Administrative Assistant</b> mabramova@kcda.org .....ext. 145</p> <p><b>Linda Barr, Receptionist</b> lbarr@kcda.org .....ext. 112</p> <p><b>Tracie Keller, Accounts Receivable Lead</b> tkeller@kcda.org .....ext. 139</p> <p><b>Pam McClain, Accounts Receivable</b> pmclain@kcda.org .....ext. 150</p> <p><b>Cheryl Ayers, Accounts Payable Lead</b> cayers@kcda.org .....ext. 114</p>
		<p><b>Information Services</b></p> <p><b>Bert Piedlow, Computer Operator/Programmer</b> bpiedlow@kcda.org .....ext. 136</p> <p><b>Bob Pederson, Computer Operator/Programmer</b> bpederson@kcda.org .....ext. 113</p>
		<p><b>Warehouse</b></p> <p><b>Barry Fredericks, Manager</b> bfredericks@kcda.org .....ext. 154</p> <p><b>Tony Apodaca, Assistant Manager</b> tapodaca@kcda.org .....ext. 121</p>



Phone: 425-251-8115, 800-422-5019 • Fax 253-395-5402 • www.kcda.org • Supply Link  
Street: 18639 - 80th Ave S. Kent, WA 98032 • Mail: P.O. Box 5550, Kent, WA 98064