



# Member Newsletter

Spring 2024

*Procurement Services That Save You Time and Money*

## *Director's Corner*



### ***Strategic Pricing Benefits Everyone!***

KCDA has a talented and dedicated procurement team focused on creating volume purchasing opportunities and fulfilling public procurement requirements for its members and that's been our core mission since KCDA was founded in 1938. Today, most of our managed contract categories are for capital, facilities, and technology equipment and services.

However, many of our contracts are for consumable supplies received, stocked, and distributed out of KCDA's own warehouse. In fact, thousands of line items are evaluated and awarded annually to constantly search for the best available cost through legally compliant bid processes.

KCDA trusted that our low vendor bid cost would naturally result in an advantageous selling price for our members. However, today's competitive landscape has changed significantly and members have more potential procurement sources than ever before. Some of KCDA's competitors may leverage national volume, local distribution, and technology when setting their prices for their products. KCDA must be more proactive in considering competitive price pressures to continue to earn our members' business.

In 2024, KCDA is making several changes to its pricing process to provide better value to our members. First, we are reviewing competitive pricing on our most popular items quarterly. Second, prices of items commonly used in student supply programs are compared to key competitors to look for further opportunities to drive increased value for members and incremental volume for KCDA. Next, competitive pricing is reviewed for top items in every bid category as warehouse items are awarded annually. For example, our most common copy paper SKU has seen a 20% price reduction year over year through a combination of vendor cost reductions and competitive pricing actions.

Lastly, we are reviewing packaging quantities and volume discounts of many items to make sure we are pursuing better unit cost, providing convenience for members, and passing through operational efficiencies.

Developing dynamic competitive market-based pricing processes is an important objective for both me and the team at KCDA. With over 15,000 SKUs in our warehouse, it will take time to evaluate price and cost changes across every bid category. We are committed to implementing these new processes for the benefit of our members. You can help by reaching out to your local Field Representative, our Director of Marketing Randi Michie, or me with competitive intelligence and examples where KCDA product pricing may not be competitive or meet your needs. We welcome your input as we evaluate future pricing adjustments. Thank you for your feedback and, as always, we value your business and are here to serve our members.

**Bart Powelson**  
*Executive Director*

## **2024 Spring Holidays**

May, 27 2024 - Memorial Day



## CUSTOMER SERVICE CORNER



### *Ordering Your 2024 School Supplies*

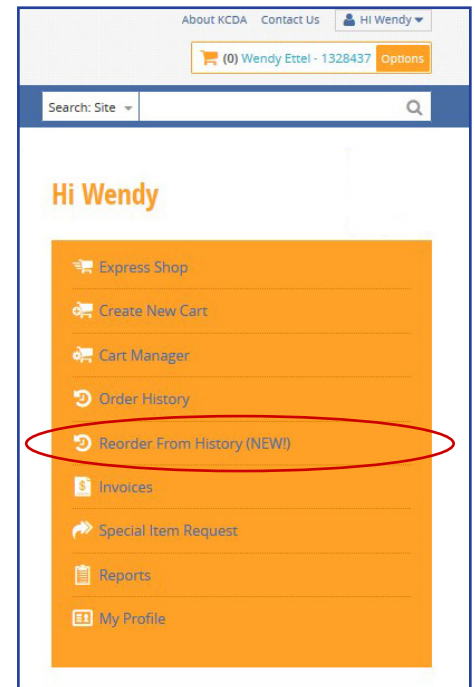
We recommend getting your orders into KCDA as early as possible. The KCDA purchasing team bases its buying from your new orders and also from your previous years orders. Receiving your order helps to maintain sufficient inventory to cover the needs of every member. Not sure where to start? Try the “Reorder from History” option as described below.

When placing your school start up order be certain to indicate when you want your orders delivered. August to mid September have the busiest delivery dates and tend fill up fast, requested delivery dates are on a first come first serve basis.

### *Reorder from History*

Here are the instructions for the new KCDA “Reorder From History” button on the KCDA homepage. This feature allows you to create a cart from items you have previously ordered (for example; last year’s startup order). This feature is based on the Items Order Summary report which saves you from having to go through old carts or orders looking for a KCDA item # that you previously ordered. You can now create a cart and add items from this report.

1. Sign on to the KCDA website.
2. Click on “Reorder From History” in the menu > leave the report set on Items Order Summary Report.
3. Click the “Ship To” field and click in the box for your school or dept. Usually the school is the only one that shows. (close that menu to see the next field).
4. Click the “Status” field and click in the box for completed. (close that menu to see the next field).
5. To do a startup order, click previous on the “from” date to a date that would include your 22-23 startup order. You might go back to 4/1/2022 for instance. I usually select the current date for the “to” date.
6. Click “GO”. You will generate an alpha list of all items ordered during that time period complete with KCDA item numbers.
7. To select all items on the report, click in the box at the top of the list in the header and all line items will turn green. To select individual items, click the box for each line item you want and it will turn green. At the bottom of this alpha list, you will find one of two buttons. You will see an “Add Selected Items to Cart” if you already have an open cart. If there is no open cart, you will see “Create and Add All” to set up your cart. Clicking either “add” button will populate a cart (this may take a couple of minutes if your order is large). When the process is completed, you will see a lot of orange stripes that notify you of price changes. Ignore that and scroll to the top of the screen. Click on your cart in the field just to the left of the “Options” button.



You can now edit your cart by changing amounts & clicking update, hitting the red 'X' to delete items, adding account codes & clicking update, and add items by shopping.

## CUSTOMER SERVICE CORNER

### *Order Your Furniture Early!*

If you have new furniture projects for the upcoming school year, please allow plenty of time for delivery.

KCDA does not stock furniture in our warehouse. All furniture is shipped directly to you from our various vendor partners and while their normal shipping turnaround is about 4 to 6 weeks, ordering during May to September, could take as many as 12 weeks.

Ordering in March and early April will allow time for your order to be processed and shipped, thus minimizing any delay for your projects.

If you have any questions, please contact customer service at 800-422-5019.



## NEW AND UPDATED CONTRACTS

For more than 80 years, KCDA has been a leader in providing centralized procurement services. Every dollar spent using our contracts increases our purchasing power and helps us get lower pricing. We are governed by the basic laws and regulations that apply to our members so you can be assured that our contracts are safe, legal, and compliant.

### *Contracts Awarded in November and December 2023, January and February 2024*

**Contracted supplies can be purchased on our ecommerce website, and most will ship directly from our warehouse.**

- Art Paint Brushes, Bid 24-152
- AV Equipment & Supplies, Bid 24-050
- Ceramic Supplies, Bid 24-160
- Classroom Aids, Bid 24-015
- Custodial Products, Bid 24-060
- Duplicating Supplies/Ink & Toner Cartridges, Bid 24-037
- First Aid Supplies, Bid 24-110
- Food Staples and Canned Goods, Bid 24-080
- Library Supplies, Bid 24-020
- Multi-Purpose Copy Paper, Bid 24-019
- Paper Supplies/Reference Resources, Bid 24-010
- PE Equipment & Supplies, Bid 24-120
- Tapes & Adhesives, Bid 24-033

**Contracts available to members for specific needs can be found on our website at [www.kcda.org](http://www.kcda.org), "Contracts & Bids" tab.**

- Commercial Kitchen Equipment, Bid 21-040
- Computerized Maintenance Management System, AEPA 024-D
- Copiers, AEPA 021-C
- Digital Display Solutions, AEPA 024-F
- Digital Resources & Instructional Materials, AEPA 024-C
- Electric Vehicle Charging, AEPA 024-B
- Furniture, General, Bid 24-130
- Health & Wellness, AEPA 022-B
- Hon Furniture, Bid 21-134
- HVAC Building Systems & Installation, Bid 23-270
- Integrated Systems and Critical Communications, Bid 22-405
- Interactive Technology, Bid 22-053
- Lawn & Groundskeeping Equipment, AEPA 024-E
- LED Lighting, AEPA 022-E
- Maintenance, Repair & Operations, MRO, AEPA 023-A
- Natural & Synthetic Surfaces, AEPA 024-A
- Patient Care Training Equipment, Bid 21-116
- Promotional Items, Bid 22-145
- Roofing & Related Services, AEPA 021-D
- Security Solutions, AEPA 021-G
- Sport Count and Field Lighting, Bid 23-406
- Technology Buyback, AEPA 023-E
- Technology Catalog, AEPA 022-G
- Vehicles, AEPA 024-G
- Virco Furniture, Bid 21-134
- Whiteboards & Display Cases, Bid 24-131

## NEWEST PRODUCTS

### HP Printer Cartridge, HP 934

Inkjet printer cartridges.  
Compatible HP Printers:  
HP Officejet: 6810  
Officejet Pro: 6230, 6830

96005.....Black.....Each .....\$24.98



### HP Printer Cartridge, HP 26A

Toner printer cartridges.  
Compatible HP Models:  
HP LaserJet Pro M402 and M426.

96002.....Black HY .....Each .....\$209.05



### HP Printer Cartridge, HP 30X

Toner printer cartridges.  
Compatible HP Printers:  
HP LaserJet Pro: M203, MFP M227

96003.....Black HY .....Each .....\$121.50



### HP Printer Cartridge, HP 58A

Toner printer cartridges.  
Compatible HP Models:  
HP LaserJet Pro M404 and M428.

96004.....Black.....Each .....\$127.58



### Sharpie Retractable S-Gel Pens

Experience a high-performance gel pen with the Sharpie S-Gel. With no smear, no bleed technology, these Sharpie pens deliver an exceptional writing experience. The gel ink features intensely bold colors for always vivid writing, while the contoured rubber grip provides you a comfortable writing experience during any writing task.

25579.....Blue.....Bold/1.0mm Tip .....Dozen .....\$6.78



### Sharpie Clear View Highlighters

Unique see-through tip eliminates blind spots so you can see what you are highlighting allowing for straighter lines and more precise highlighting. Bright, translucent colors make your highlighted text easy to read. Specially formulated smear guard ink helps to resist smearing while highlighting over dry written notes, faxes, copies or newsprint. Easy glide chisel tip makes both thin and wide lines, great for highlighting, underlining or writing notes.

20303.....2-Yellow, 1-Blue, 1-Green.....4/Pkg .....\$4.20



### Pentel Twist-Erase XP Mechanical Pencils

Comfortable extra soft latex free grip for less writing fatigue. Frequent mistakes are no match for the larger than ordinary and long lasting twist up eraser. No smudges, no paper tears, and no ghosts with the twist up eraser. Pre-loaded with Pentel Super Hi-Polymer HB .09 mm lead - never needs sharpening and is super strong and produces a clear dark line.

25712.....Black Barrel......7mm - #HB Lead.....Each .....\$1.35



### Poppin Pencil Cup

This desk accessory holder measures 3.25" long x 3.25" wide x 3.25" high and features 2 compartments to easily organize your pencils, pens rulers and scissors.

24330.....Aqua.....Each .....\$7.44



### Plastic Coated Paper Clips

These plastic coated clips will hold your papers securely, yet still slide on and off easily, without damaging important documents. Assorted sizes and colors.

24105.....Assorted Colors/Sizes .... 450/Pkg .....\$5.40



### Contemporary Paper Clips

These paper clips are designed to be eye-catching and functional, they'll keep your documents together and in-style. 1-1/2" long, assorted colors, vinyl coated steel.

24106.....50/Pkg .....\$ 4.87



### Post-it Durable Filing Tabs

An easy way to organize accordion expandable files, project folders and notebooks to create order. These durable tabs are tough and long lasting, withstanding repeated use. Easy to write on, apply and reposition. The design offers plenty of space for labeling.

12573.....3" - Straight .....50/Pkg .....\$8.63



### U.S. Classroom Flags

Printed Polyester flag with sewn edges, staff mounted with spear tip. Indoor.

22651.....12"x18", 42" Staff .....Each .....\$6.68

22650.....16"x24", 30" Staff.....Each .....\$10.11



### AARCO Porcelain Whiteboard

This multi-purpose markerboard features a porcelain magnetic writing surface and straight edge marker tray. Constructed with 3/8" fiberboard core, satin anodized aluminum trim, 3/4" aluminum face trim.

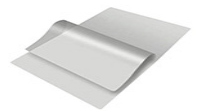
72405.....48"x48" .....Each .....\$240.49



### Universal Thermal Laminating Pouches

Use these 5 mil laminate pouches to provide solid protection while retaining limited flexibility. These 9" x 11-1/2" pouches are perfect for letter sized documents, compatible with any thermal heat sealing pouch laminator.

29302.....9"x11-1/2" .....100/Box.....\$15.63



### Allied West Facial Tissue

Facial Tissue, soft absorbent facial tissue and very high quality for a value grade product. 2 Ply. Made in the USA.

35503.....2/Ply .....30/Case .....\$26.32



### Foam Modeling Material

Lightweight, non-toxic this modeling foam is reusable and isn't sticky. Smash it, squish it, roll it. Re-use over and over. Never dries out, crumbles or gets hard. Assorted colors as available. 36 blocks.

82290.....36/Pkg .....\$31.78



*Western Washington prices listed include delivery.*

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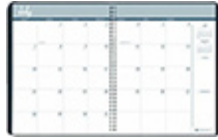


## NEWEST PRODUCTS

### Monthly Calendar Book

- July 2024 through August 2025
- 14 Months - Split Year Calendar
- Size: 8"x12"

One month per two page spread, black cover, non-refillable.



CAL100725 ..... Each .....\$7.66

### Weekly Calendar Book

- July 2024 through August 2025
- 14 months - Split Year Calendar
- Size: 8-1/2"x11"

One week per two page spread, quarter-hourly appointments, 7:00am - 8:45pm, Monday - Friday; 7:00am - 5:30pm Saturday. Black wire bound cover, non-refillable.



CAL100625 ..... Each .....\$18.80

### Monthly Pocket Calendar Book

- July 2024 through August 2025
- 14 Months - Split Year Calendar
- Size: 3-5/8"x6-3/16"

Record book, pocket size, one month per two page spread, phone and address space. Black cover, non-refillable.



CAL100925 ..... Each .....\$4.35

### Daily Calendar Book

- July 2024 through June 2025
- 12 Months Split Year Calendar
- Size: 5-5/8"x8-5/16"

One day per page spread has ruled quarter-hourly appointment times from 7:00 a.m. - 7:45 p.m. on weekdays and from 7:00 a.m. - 4:45 p.m. on Saturdays. Black textured cover, 5"x8" page size. With a clean single page layout, this daily planner lets you schedule each day in style. Administrators, parents, and teachers can use this academic planner to keep track of meetings, deadlines, special events and more. Special pages include a 3 year reference calendar, a class schedule, 2 "Important Numbers" pages and an inside storage pocket. Bound with twin wire to prevent snags and secure pages. Non-refillable.



CAL104325 ..... Each .....\$16.94

### Calendar Desk Pad

- September 2024 through December 2025
- 16 Months - Split Year Calendar
- Size: 22"x17" - Desk or Wall Pad

The calendar block size is approximately 3"x2-1/4", binding headband with eyelets for hanging, vinyl corners, non-refillable, holidays and Julian dates. 30% Recycled PCW.



CAL102625 ..... Each .....\$7.84

### Wall Calendar, July - June, 1 Month Page - Wall - Split Year

- July 2024 through June 2025
- 12 Months - Split / Academic Year Calendar
- Size: 12"x17"

Date block size 1-9/16"x2-7/16". Federal holidays and Julian dates, wire bound with hanging loop.

CAL104425 ..... Each .....\$8.93

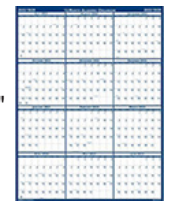


### Wall Calendar, July - June, Laminated - Wall - Split Year

- July 2024 through June 2025
- 12 Months - Split Year Academic Calendar
- Size: 24"x37"

Two sided, hangs vertical with block sizes 1-1/8"x1-5/8" or hangs horizontal with block sizes 1-1/2"x1-3/8". Heavy laminated write on/wipe off surface wipes clean with a damp cloth. Includes water soluble marker. Four peel and stick tabs for hanging. Printed on 100% post-consumer recycled FSC certified paper with soy inks

CAL104525 ..... Each .....\$23.97



### Wall Calendar, Jan.-Dec. and July-June - Wall - Full/Split Year

- Side 1: July 2024 through June 2025
- 12 Months - Split Year Academic Calendar
- Side 2: January through December 2025
- 12 Months - Full Year Calendar
- Size: 24-1/2"x37-1/2"

Four seasons, reversible, individually poly wrapped. 10% Recycled PCW.

CAL102425 ..... Each .....\$11.43



### Butcher Paper - 36 Inch x 1000 Ft Rolls - New Colors

This paper is resilient to tears and punctures, perfect for a wide range of art and display projects on your bulletin boards. Glazed smooth finish on one side ideal for felt pens, finger painting and fine line drawing. The other side has a toothy textured surface which handles chalk, tempera, watercolor or acrylic paints. 50# basis, plastic plugs.



17567..... Scarlet ..... 1/Roll ..... \$75.14

17521..... Sky Blue ..... 1/Roll ..... \$82.05

### Butcher Paper - 48 Inch x 200 Ft Rolls - New Colors

This paper is resilient to tears and punctures, perfect for a wide range of art and display projects on your bulletin boards. Glazed smooth finish on one side ideal for felt pens, finger painting and fine line drawing. The other side has a toothy textured surface which handles chalk, tempera, watercolor or acrylic paints. 50# basis, acid free. Fits 48" butcher paper racks.

17392..... Autumn Gold ..... 1/Roll ..... \$27.99

17395..... Bright/Brite Blue ..... 1/Roll ..... \$29.09

17393..... Bright/Brite Green ..... 1/Roll ..... \$30.48

17396..... Purple ..... 1/Roll ..... \$27.30

17391..... Scarlet ..... 1/Roll ..... \$25.95

17394..... Sky Blue ..... 1/Roll ..... \$27.19



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## NEWEST PRODUCTS

### Duracell Rechargeable Premium Charger

Duracell ION speed 4000 Hi-Performance, charges batteries in 1-2.5 hours with 4000 mW charge power, will charge 2 - 4 NiMH batteries, LED charge status indicator shows when charging is complete and auto shutoff, battery charger works with all rechargeable AA and AAA NiMH batteries.

29591.....Each..... \$20.33



### Duracell AA Rechargeable Batteries

These rechargeable batteries offer reliable, long-lasting power. Rechargeable NiMH.

29590.....AAA..... 2/Pkg.....\$11.53



### Duracell AAA Rechargeable Batteries

These rechargeable batteries offer reliable, long-lasting power. Rechargeable NiMH.

29589.....AA..... 2/Pkg.....\$8.82



### On Ear Pad Headphones

These are comfortable, lightweight, adjustable stereo headphones for student use with computers, multimedia players, smartphones, tablets and other mobile-learning devices. The resealable storage bag can be personalized with a student or teacher name, classroom number or school for quick and easy identification. 3.5mm stereo plug, 6 foot cord, foam ear pads.

28994.....Each..... \$8.78



### Over Ear Cup Headphones

This headphone set uses over-ear, noise reducing ear cups that filter out external distractions. Lightweight and comfortably designed with an adjustable and extremely flexible headband and foam ear cushions. Durable ABS plastic construction withstands classroom use. Compatible with most popular media players. 3.5mm stereo plug, 6 foot cord.

28995.....Each..... \$16.20



### Foil Food Wrap Insulated Sheets

Use these foil insulated cushion sandwich wrap sheets for wrapping hot food items. Laminated with paper, they lock in heat, keeping everything from hot sandwiches, bagels, and subs to juicy hamburgers and baked potatoes hot and ready to eat. Color and or pattern as available.

49538..... Silver..... 10.75"x14"..... 2000/Case..... \$134.59



### Molded Fiber Lunch Food Trays

Great for school, office lunchrooms, and cafeterias. Strong and sturdy, food can be placed directly on the grease and water resistant trays. Made from renewable fiber blend. PFAS-free.

49698.....240/Case..... \$44.28



### Soft Baked Cereal Breakfast Bars

These multi-grain soft baked cereal bars are ready to eat as a convenient breakfast option. Individually packaged bars for on the go for breakfast or a snack.



45664..... Raspberry..... 1.3 Oz..... 48/Case..... \$37.08

45669..... Blueberry..... 1.3 Oz..... 48/Case..... \$37.08

### Soft Breakfast Oatmeal Bars

These oatmeal bars are a healthy alternative to conventional snacks. Packed with whole grains and all-natural flavors, everyone can feel good enjoying them as a tasty anytime snack. They come pre-baked and ready to eat in individually wrapped packages.



45677..... 1.2 Oz..... Apple..... 216/Case..... \$145.66

45678..... 1.2 Oz..... Strawberry..... 219/Case..... \$145.66

### Granola Bars

These oats and honey crunchy granola bars are made from a blend of rolled oats and flavored with a touch of honey they come ready to eat out of the package.

45672.....108/Case..... \$88.39



### Oyster Crackers

New England style oyster crackers are hexagon-shaped, puffy soda crackers perfect for soups, chili and salads or just to snack on. These crackers have a crisp texture on the initial bite which becomes tender while chewing with a slightly toasted flavor. Ready to eat in single size packaging.

45654.....150/Case..... \$25.11



### Bite-Size Cheese Sandwich Crackers

Enjoy these bite-size cracker sandwiches made with real cheese layered between two crisp crackers. Great anytime snack, while you are on the go, and makes a perfect complement for lunchboxes or quick meals. Ready to eat.

45644.....48/Case..... \$28.89



### Pop-tarts Pastry

These Pop-tarts are ready to heat in toaster or microwave. Pop-tarts, No Substitute

47631.....Cinnamon..... 120/Case.....\$67.94



### Single Serve Breakfast Cereals

Start your day with a breakfast that kids of all ages will enjoy. These breakfast cereals are single serve and packed in ready to use in individual bowl packs.

47594.....Fruit Loops..... 70/Case.....\$54.24

47615.....Raisin Bran..... 96/Case.....\$52.03



### Marinara Dipping Sauce Cups

Use these individual-serving cups for easy portion control and hassle-free service. As an all-purpose marinara dipping sauce use to use on breadsticks, chicken tenders and fried veggies. Great source of lycopene and vitamin C. Individual ready to use cup.

47149.....2.5 Oz..... 72/Case.....\$43.88



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## NEWEST PRODUCTS

### Champion Sports Vinyl Floor Marking Tape

Perfect for marking your gym floors, courts, or any hard smooth surface. Made of tough vinyl, this floor tape comes off clean and won't scuff your floors but is strong enough to hold up to foot traffic and equipment.

65824.....	Green.....	1"x180'	.....	Each.....	\$5.21
65828.....	Orange ...	1"x180'	.....	Each.....	\$5.21
65822.....	Red .....	1"x180'	.....	Each.....	\$5.21
65835.....	Yellow.....	2"x180'	.....	Each.....	\$10.57



### Value Masking Tape 101

This is a cost-effective crepe paper tape that holds, bundles, seals and performs other non-critical taping jobs where a pressure sensitive tape is needed. This tape offers controlled unwind to prevent shredding or splintering and tears easily from the roll by hand.

20537.....	4"x60 Yds .....	1/Roll.....	\$10.96
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### Duck Removeable Poster Putty

Ideal for temporary hanging and mounting photos, posters, notes, drawings and decorations up to 1 lb. Safe, easy alternative to nails, glues or staples. Adheres to most clean, dry porous and non-porous surfaces.

22728.....	2 Oz. ....	Each .....	\$1.61
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### Cloth Surgical AdhesiveTape

Medical adhesive tape, or surgical tape, is used to attach bandages, gauze, and other dressings to the skin around wounds. This durable soft fabric self-sticking tape easily tears, no scissors are needed scissors, is latex-free and adheres securely.

50248.....	1"x10 Yds Roll .....	12/Box .....	\$15.03
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### Safety Metal Multipurpose Razor Scraper

Use this scraper to remove paint, glue from glass, tile and walls. Metal body, retractable blade (not included).

35609.....	Each .....	\$4.26
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### Outdoor Heavy Duty Electric Extension Cord

This power cord has a water-resistant jacket for outdoor use, light at the end indicates power is on, providing power wherever you need it. This cord has a 15 Amp, 125-Volt capacity. SJTW wire type.

80129.....	25' .....	Each .....	\$35.34
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### Heavy Duty Indoor/Outdoor Extension Cord

Use this heavy duty electric extension cord indoors or outdoors. Its made with 12 gauge wire and is 100 Feet long, and features a PowerLite indicator that glows when the cord has power.

80128.....	100' .....	Each .....	\$111.02
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### Soakit Deodorizing Liquid Absorbent

Use for the fast removal of liquids, digestive or pet. Smells are managed with a pleasant fragrance. Easy to use, cover your spill, sweep and dispose. Friendly to the environment, this product is made from all natural materials and the bag is recyclable too.

29534.....	1# Bag.....	\$5.61
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### Disposable Poly Backed Underpads - 100/Pkg

These under pads are designed with white spun-bond absorbent facing and blue, polypropylene backing. Great for keeping dry your bed sheets, mattresses, furniture or any place that needs extra protection.

51127.....	17"x24" .. 100/Pkg .....	\$12.75
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### Jiffy All Purpose Spray Cleaners

Powerful, ready-to-use cleaner quickly removes most detergent-resistant stains, such as ballpoint ink, crayon, lipstick, oil and grease stains. Just spray on and wipe off. The water-based formula requires no rinsing.

Non-abrasive, non-flammable.

38135.....	Quart .....	6/Case .....	\$48.94
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### Champion Sprayon Multi-Purpose Foam Cleaner

This is all purpose cleaner is great at removing grease, oil and dirt from most surfaces. The d-Limonene-based formula not only quickly degreases most surfaces, but also has a natural citrus fragrance.

31108.....	19 Oz. ....	Each .....	\$3.74
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### Champion Sprayon Ant and Roach Killer

This is a spot treatment and crack and crevice insecticide treatment. It protects against sow bugs for up to 3 weeks, and ants, cockroaches, fleas and ticks for up to 2 weeks. Also kills spiders, carpet beetles, crickets and water bugs. For indoor or outdoor use.

31107.....	15 Oz. spray can .....	\$6.08
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### Enviro Care Bowl/Tile Cleaner

A nontoxic, phosphate free, is non-corrosive, free of hydrochloric or phosphoric acid. Green Seal Certified.

31833.....	Quart .....	6/Case .....	\$46.04
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### Enviro Care Liqui-Bac

Liquid drain treatment and odor-counteractant formulated with non-pathogenic bacteria and enzymes. For general odor control, carpet deodorizing and digesting organic wastes in grease traps, portable toilets and septic tanks. Nontoxic, non-path-organic, nonpolluting.

30951.....	Quart .....	6/Case .....	\$71.81
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## FROM OUR MARKETING DEPARTMENT



### *Working Towards Better Pricing for Your Fall Orders*

Spring is right around the corner, which means you may be planning your fall orders. If offering the same set of supplies for all students (vs. having families provide them) is in your buying plan, you need to know that KCDA's Student Supply program offers a centralized buying option that ensures the best savings possible and equal access to high-quality school supplies for your students. With the Student Supply Program, school supplies can be ordered, packed, and shipped by grade or even at the class level to accommodate teacher preferences and for easier distribution. All items ship from our Kent, WA facility. Upon receiving student supply orders, school staff can source volunteer help to assemble the supply kits to replace the otherwise high cost of kitting services if buying from a commercial vendor.

The biggest benefit to using our Student Supply Program and buying from KCDA in general is that we as a purchasing cooperative leverage the buying power of our members through volume purchasing at competitive costs. Today, as we face a highly competitive pricing landscape and budget challenges at every level of school district purchasing, KCDA is committed more than ever to continuing to offer you the best prices possible. One way we are doing so is by establishing a dynamic market-based pricing process, which starts with a competitive pricing analysis.

In 2 recent analyses, we compared our top selling items and commonly purchased Student Supply Program items to the comparable one-to-one unit equivalent sold by our top online competitors. For this analysis, we define 'unit' as the unit sold on KCDA's website. For example, if we reviewed a pencil style that we sell as a dozen per box, we looked at the competitor price for either the exact same product, or the equivalent-in-spec dozen per box sold by the competitor.

In January, we reviewed our Top 30 selling items and found that KCDA was more competitive on pricing for 62% of the items compared to our top 3 competitors. As a result, we made pricing reductions on 8 of those items and will be monitoring sales performance quarterly. In February, we conducted the same analysis for 25 of our popular Student Supply Program items that were not already on our Top 30 list. KCDA was found to be more competitive for 72% of those items. We then made pricing reductions to 6 of those items.

We understand that you, our members, are diligently searching for the best possible pricing with limited budgets. We welcome any feedback or information on pricing for any of our items as you shop around and assemble your ordering plans for the next school year.

We also highly recommend reaching out to your local KCDA Field Representative that can coordinate with our Customer Service team to help you build a Student Supply order for your students. Now is the perfect time to communicate any known quantities to KCDA so that our purchasing team can continue working to secure competitive bids from our suppliers and stock up on long lead items to ensure delivery right when you need your orders for the new school year. Thanks, as always, for being a KCDA member.

***Randi Michie***  
***Director of Marketing***



KCDA Purchasing



@KCDA PurchasingCoop



## FROM OUR PURCHASING DEPARTMENT



### ***Q1 - 2024 Purchasing Contracts***

Hi KCDA members and vendor partners,

KCDA is a founding member of AEPA (Association of Educational Purchasing Agencies), a national purchasing cooperative, and every year KCDA awards multiple AEPA contracts to cover a wide range of purchasing needs including school supplies, technologies, and capital projects.

I'm pleased to announce that KCDA awarded 7 new AEPA contracts in 2024 – went into effect March 1st.

**024-A, Natural & Synthetic Surfaces for Sports Fields, Tracks, Courts, Playground & Landscaping Applications**

ACT Global | Astroturf | FieldTurf | Hellas | Shaw

**024-B, Electric Vehicle Charging Stations**

Blink Network | InCharge Energy

**024-C, Digital Resources & Instructional Materials**

Complete Book & Media Supply, Inc. | Flinn Scientific | Mackin | Rethink Autism | SchoolsPLP | The OrganWise Guys

**024-D, Computerized Maintenance Management System**

Brightly | FMX

**024-E, Lawn & Groundskeeping Equipment, Supplies & Services**

Solectrac, Inc.

**024-F, Digital Display Solutions**

Daktronics

**024-G, Vehicles**

Chevrolet - Melloy Chevrolet

Chrysler, JEEP, Dodge, Ram - Melloy CJDR

Ford - PFVT Motors | Melloy Ford | Chalmers Ford

For line-item contracts such as General Supplies, First Aid, and Arts & Crafts, KCDA carries enough inventories to support just-in-time delivery to our member schools. With an average warehouse inventory of \$8.6 million and only 65 backorders in 2023, we're confident in maintaining this smooth operation in 2024. Another reason for keeping well-stocked warehouse items is to ensure seamless deliveries for back-to-school season, typically around July and August. At KCDA, we believe in thinking ahead to keep our members well-supplied and on track for the new year.

KCDA Purchasing is committed to keeping our bid process legal and compliant with all procurement regulations. We routinely consult with our legal partners to ensure our bid documents such as special provisions, terms & conditions, and 3rd party agreement are up-to-date. By following strict legal guidelines, we also ensure our vendor selection process identifies the most reliable and cost-effective vendors who are both qualified and responsive to your needs.

Springtime is around the corner and KCDA is taking this time to review our services and policies to ensure that we are up to date with the latest industry standards and regulations.

***Thomas Kim***  
***Director of Purchasing***

# STAFF DIRECTORY

## Administrative

**Bart Powelson, Executive Director**  
bpowelson@kcda.org.....ext. 161

**Yohan Lee, Chief Financial Officer**  
ylee@kcda.org .....ext. 110

**Kristen Deskin SHRM-SCP, Director of Human Resources**  
kdeskin@kcda.org.....ext. 126

**Shalena Putnam, Accounting Specialist**  
sputnam@kcda.org .....ext. 112

**Tracie Keller, Accounting Supervisor**  
tkeller@kcda.org.....ext. 139

**Stephanie Carson, Accounts Payable**  
scarson@kcda.org .....ext. 115

**Van Nguyen, Accounts Receivable**  
tnguyen@kcda.org .....ext. 163

**Karen Robertson, General Accounting Assistant**  
krobertson@kcda.org.....Ext. 114

## Purchasing

**Thomas Kim, Director of Purchasing**  
tkim@kcda.org.....ext. 143  
Athletic Surfaces, Disaster Recovery, Field Lighting HVAC/Mechanical Products & Solutions, LED Lighting Solutions, Maintenance Machines, Portable Air Purifiers, School/Instructional Supplies, Sports Field Drainage/Sprinklers, Vehicles.

## Contract & Procurement Specialists

**Karl Durham**  
kdurham@kcda.org.....ext. 131  
Auditorium Seating, Binder Indexes, Binders, Bleachers, Custodial, Digital Display Solutions, First Aid, General Supplies, HVAC Building Systems, Integrated Security Systems/Fire Controls, Lockers, Markers, Promotional Items, Roofing and Building Envelope Services, Security Solutions, Tapes and Adhesives, Writing Instruments.

## Julie Harris

jharris@kcda.org.....ext. 116  
Calculators, Ceramics Supplies, Commercial Kitchen Equipment, Copiers/Multifunction Devices, Custom Printed Materials - Envelopes/Letterhead, Food Staples/Canned Goods, Health/Wellness, HVAC Maintenance, Library Supplies, Lunchroom Supplies and Equipment, Plumbing Supplies.

## Janice Lee

janice.lee@kcda.org.....ext. 141  
Athletic Equipment, Uniforms, Accessories, Calendars Commercial Fitness Equipment, Crayola Art/Craft Supplies, Critical Communications Systems, Facility Management Software, Interactive Technology, Mobile Cellular Connectivity, Musical Instruments, Physical Education Equipment and Supplies, Science Equipment and Supplies, Technology Catalog, Telephone Communications Systems.

## Purchasing

**Tonya Webster**  
twebster@kcda.org .....ext. 129  
Artco Bell Furniture, Carpet and Specialty Flooring General Furniture, Virco Furniture, White Boards and Display Cases.

## Karri Wyman

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Art Brushes, Arts and Crafts, Audio Visual Equipment and Supplies, Bus Stop Arm Camera, Career and Technical Education, Digital Resources/Instructional Materials, Landscaping and Grounds Equipment, Patient Care Training Equipment, Playground Equipment, Surfacing and Site Amenities, Portable Classrooms/Modulars, Restroom - Playground and Recreational Structures, Wireless Bus Video Security Systems.

## Carmen Parker

cparker@kcda.org .....ext. 149  
Classroom Aids, HVAC Air Filters, Ink and Toner Cartridges, Paper, Color Copy, Construction, Paper Supplies, Dated Materials and Reference, Plastic Can Liners, Printing Paper - Colors and Specialty, Multi-Purpose Copy Paper - White.

## Inventory & Procurement Support

## Debbie Day, Lead

dday@kcda.org .....ext. 130  
Supports: Custodial, General Supplies  
Responsibilities: Inventory Item Maintenance, Inventory Management Support, Purchasing for Strategic Departments and Training.

## Chao Boli, Assistant

cboli@kcda.org .....ext. 119  
Managing Contracts: Early Childhood Supplies and Furniture, Hon Furniture  
Supports: Arts & Crafts, Classroom Aids, General Supplies. Music.

## Veronica Kester, Assistant

vkester@kcda.org .....Ext. 144  
Supports: Arts & Crafts, Ceramics, Classroom Aids Crayola.

## Information Services

## Computer Operator/Programmers

**Bert Piedlow, IT Systems Administrator**  
bpiedlow@kcda.org .....ext. 136

## Dustin Lohse, Network Administrator

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## Warehouse

## Barry Fredericks, Manager

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## Tony Apodaca, Assistant Manager

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## Customer Service

**Randi Michie, Director of Marketing**  
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## Customer Service

**Pennie Britz, Lead**  
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## Etta Smith-Rice

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## Pauline Peterson

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## Lima Lotoa

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## Wendy Ettel, Website Content Specialist

wettel@kcda.org .....ext. 146

## Field Representatives

## Ryan Burge

rburge@kcda.org.....ext. 151  
Representing Counties: Island, Kitsap, S. King, Pierce San Juan, Skagit, N. Snohomish, Thurston, Whatcom  
Representing School Districts: Auburn, Enumclaw, Tahoma.

## Kevin Hedeon

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

## Mike Rebitzke

mrebitzke@kcda.org .....ext. 162  
Representing Counties: Clallam, Clark, Clowlitz, Grays Harbor, Jefferson, Klickitat, Lewis, Mason, Pacific, Skamania, Wahkiakum.  
Representing States: Alaska, Oregon.

## Paul McMackin

pmcmackin@kcda.org .....ext. 135  
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.



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