



NEW BOCES, 410 N Miller Ave, Gillette, WY 8271

May 8, 2019

TO: Joint Education Committee Members; *Senators:* Henry H.R. "Hank" Coe, Affie Ellis, Lynn Hutchings, Bill Landen, and Chris Rothfuss. *Representatives:* Landon Brown, Cathy Connolly, Jamie Flitner, John Freeman, David Northrup, Jerry Obermueller, Jerry Paxton, Garry Piiparinen, and Evan Simpson.

RE: Shared Services

Thank you for the opportunity to provide information about what is happening concerning shared services and Northeast Wyoming Board of Cooperative Educational Services (NEW BOCES).

First, the involvement with the three residential BOCES began when I was elected to the Converse County School District #1 Douglas Board of Trustees in 1992. During the 19-year tenure on the School Board, it included serving as a Board Director for both NEW BOCES and Northwest BOCES (NW BOCES). This included information and awareness of the Eastern Wyoming College BOCES (EWC BOCES).

Cooperative Purchasing through NEW BOCES began in 1992 when the State approved NEW BOCES to establish a cooperative purchasing program. This coordinated effort had full support of all the School Districts (especially the small districts). The NEW BOCES Board of Directors with School Districts making the purchases completed cooperative contract bidding. In 2002, NEW BOCES joined the national cooperative of Association of Educational Purchasing (AEPA). Today we continue to provide cooperative purchasing contracts holding 46 contracts to assist with savings to the schools and minimal funds to NEW BOCES.

The attached information covers the cooperative purchasing and services provided by NEW BOCES. Funding of NEW BOCES is acquired through fees, which are set according to the many and various contracts we hold. Fees received are based on usage, participation, and commitment of the contract.

The booklet provides some background information including what is Cooperative Purchasing and suggested ways to select a Cooperative. The Newsletters provide information about our contracts, savings, programs, rebates, bid categories, affiliations, and board members.

WY has Cooperative Statutes, BOCES Statutes, Purchasing Statutes, and Education Statutes, NEW BOCES, and the Board of Directors follow these Statutes. Elected volunteer School Board Members serve as our Board of Directors

Where the problems occur, is that WY does not provide a list of Resources or Approved Cooperatives. With changes that occur through staff and other variables such as new

departments the information has become misinterpreted. With State Recognized Cooperative Approval, there would be consistency and increased savings.

Some examples we face:

- One School District can use our contracts but the next one cannot use the same contract due to lack of information from the department holding the purse strings.
- With the expansion and popular use of cooperatives, there is confusion of what cooperatives should even be considered.
- Architects are required to design a duplicate track, court, or field by one of our completed contracts in WY. This is costing Districts several thousand dollars, rather than using the service provided within our contracts.

School Districts can select their cooperative memberships. Please consider NEW BOCES as a State Approved Purchasing Cooperative so every District can save time and money using the contracts we hold as they choose.

Information and awareness is the purpose of these materials.

Again, thank you for your time.



Nita Werner, Co-op Director  
410 N Miller Ave.  
Gillette, WY 82716  
nwerner@newboces.com  
307-351-7116  
[www.newboces.com](http://www.newboces.com)





NEW BOCES CO-OP  
410 N Miller Ave.  
Gillette, WY 82716

# "HI- 5"

Volume 3  
January  
2018  
Issue 11

## Moorcroft High School Students "Certified Kitchen Managers"

Classroom Teacher Ms. Darcy Sams has been working with NEW BOCES for the past 3 years providing Certifications for her students in Food Handler and ServSafe.

ServSafe Certified Kitchen Manager is a program through the National Restaurant Association. Certificates are good for 5 years that are required by several food service business's serving public populations.



### Congratulations Students—Job Well Done!!

Classroom materials are provided free of charge for students through the NEW BOCES Cooperative with testing completed by Nita Werner who is ServSafe Certified Instructor and Registered Proctor.

Additional Kitchen Manager Certifications include teachers Ms. Darcy Sams and Ms. Gerri Moore of Crook County School District #1 along with Jordan Bordeaux, Cortney Jensen, Echo Sonesen and Alison Villalobos with the Douglas Boys and Girls Club of Douglas, WY.



### NEW COOPERATIVE CONTRACT USERS:

Boys and Girls Club of Douglas, Douglas, WY  
Northeastern Utah Educational Services, Heber City, UT  
Southeast Educational Service Center, Price, UT  
Southwest Educational Development Center, Cedar City, UT

# NEW BOCES Cooperative



## 2018 Scheduled Meetings:

AESA Legislative Forum  
January 23rd-24th  
Washington DC

NEW BOCES Board Mtg.  
January 25th  
Gillette, WY

WASSP Conference  
January 28th-30th  
Casper, WY

Legislative Session  
February 12th- March 10th  
Cheyenne, WY

AEPA Spring Meeting  
April 16th—17th  
San Diego, CA

NIGP Annual Conference  
August 17th-23rd  
Nashville, TN

WSBA Annual Conference  
November 14th-16th  
Casper, WY

AEPA Winter Meeting  
November 26th-28th  
Colorado Springs, CO

AESA Annual Meeting  
November 27th-30th  
Colorado Springs, CO

## **Invitation to Bid—Notice to Bidders**

Sealed Bids will be received by the Association of Educational Purchasing Agencies (AEPA) on behalf of its Member Agencies, Northeast WY BOCES and its Member Agencies until: **1:30 p.m. EST, Monday, February 26, 2018 For Catalog Bids: 018.5-A Maintenance, Repair & Operations (MRO), 018.5-B Career and Technical Education, 018.5-C Athletic Equipment and Supplies**

<http://aepacoop.org/registration-solicitations/>

All bids shall be submitted online via Public Purchase by the due date and time listed above. Note that Bidders must be able to provide their proposed products and services in up to 26 states including California, Colorado, Connecticut, Florida, Indiana, Iowa, Kansas, Kentucky, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, New Jersey, New Mexico, North Dakota, Ohio, Oregon, Pennsylvania, Texas, Virginia, Washington, West Virginia, Wisconsin and Wyoming.

AEPA bid documents can be downloaded after registering, at no cost, on Public Purchase at [www.publicpurchase.com](http://www.publicpurchase.com). AEPA and/or the respective Member Agencies reserve the right to reject any or all bids in whole or in part; to waive any formalities or irregularities in any bids, and to accept the bids, which in its discretion, within state law, are for the best interest of any of the AEPA Member Agencies and/or their Participating Entities. Bids will be opened, and an opening record will be posted to Public Purchase. Bids will be publicly opened at 1:30 PM EST on February 26, 2018, at Oakland Schools, 2111 Pontiac Lake Road, Waterford, MI.

**Savings & Rebates:** You must use NEW BOCES Cooperative Contracts in order to see your quarterly savings and earned Rebates. The next Savings & Rebate report is coming soon.

If you used any of our Vendors and you do not see your savings, please contact Nita Werner: [nwerner@newboces.com](mailto:nwerner@newboces.com)

## **Registration for Online Ordering:**

**<https://shop.equallevel.com/newboces/>**

Login: Username is your Email address, password is your own creation, select the entity you are with then begin your shopping experience. All products are required to be on hand with a 3-5 business day delivery once the order is received. Quotes for special or large quantity orders have 3 day response time.



**Cooperative Procurement** is a term that refers to the combining of requirements of two or more public procurement entities<sup>1</sup> to leverage the benefits of volume purchases, delivery and supply chain advantages, best practices, and the reduction of administrative time and expenses.

Cooperative procurement contracts are usually based on the combined requirements of multiple organizations. Entities can save time and money, obtain higher quality products and services, and standardize products and services by using cooperative contracts.

**Prior to** making the decision to use a cooperative contract, procurement should conduct extensive due diligence

- Compare the cooperative contracts that are available
- Analyze costs associated with a solicitation.
- Ensure that the cooperative contract meets all competitive requirements.
- Review the contract for conformance
- Analyze the products, services, prices, cost to utilize the contract, availability of contract documentation, and that the contract produces best value.
- Ensure that the local required terms and conditions are incorporated into the contract.
- Contact the lead agency to verify contract application and eligibility

**After conducting** extensive due diligence and market research, public procurement should, where permissible by law or regulation, consider the use of cooperative contracts, in order to lower prices, lower administrative costs, increase competition, and obtain more favorable terms and conditions. When using cooperative contracts attention should be given to ensuring legal compliance, open competition, and effective/ efficient use of time and resources.

#### **Documents in the cooperative contract file**

- Solicitation
- The bid tabulation or evaluation with the reason for award
- A copy of the winning proposal/ bid
- A copy of all insurance/ bond certificates and Licenses required for the contract

#### **Contract Users**

- Keep the lead agency informed of any problems with the supplier.
- Keep the lead agency informed of any specification adherence problems, issues, etc.
- Keep the lead agency informed of your needs.

#### ***NEW BOCES Cooperative Mid Term Financials***

##### ***2017-18 Budget Approved July 2017***

***Income: AEPA Vendors:\$50,000.00***

***NEW BOCES Vendors: \$5,000.00***

***Other Income: \$2,000***

##### ***Expenses:***

***Salary One Staff: \$19,000.00***

***Benefits/Tax Pkg.: \$13,179.00 (\$32,179)***

***Travel Expenses: \$1500.00***

***Online Ordering Software: \$11,500.00***

***Rebates: \$3,500.00***

***Dues Fees Trainings: \$14,000.00***

***(Director, Contract users, Scholarships & Partnerships)***

***Legal Notices: \$3,000.00***

***Supplies: \$3,000.00***

***Equipment: \$2,000.00***

***Operating Reserve: \$17,517.72***

##### ***Actual July 1, 2017to January 1, 2018***

***Income: AEPA Vendors: \$38,544.41***

***NEW BOCES Vendors: \$4,460.72***

***Other Income: \$0.00***

##### ***Expenses:***

***Salary: \$10,230.78***

***Benefits/Tax Pkg.: \$5,598.29***

***Online Software: \$11,500.00***

***Rebates: \$3,028.35***

***Dues Fees Trainings:\$4,450.00***

***Legal Notices: \$483.58***

***Supplies: \$212.75***

***Actual Income: \$43,005.13***

***Actual Expense:\$35,503.75***

<b>What Cooperative Purchasing Agency is Best for You???</b>	<b>Association of Educational Purchasing Agencies (AEPA)</b>	<b>National Joint Powers Association (NJPA)</b>	<b>National IPA/TCPN</b>	<b>US Communities</b>	<b>BuyBoard</b>	<b>Other</b>
Who is the WY Lead Agency	Northeast WY BOCES (NEW BOCES)					
Lead Agency Location	Gillette, WY					
Who is the WY Contact	Nita Werner					
Contact Phone Number	307-351-7116					
Contact Email	<a href="mailto:nwerner@newboces.com">nwerner@newboces.com</a>					
Who is the Executive Director	NEW BOCES - Julie Cudmore: <a href="mailto:jcudmore@newboces.com">jcudmore@newboces.com</a> AEPA - George Wilson: <a href="mailto:georgewilson.aepa@outlook.com">georgewilson.aepa@outlook.com</a>					
Local Governing Board	NEW BOCES Board of Directors (10 Elected School Board Members)					
Governing Board Meetings	Held 4th Thursday Monthly 10:30 AM					
What is the Membership Fee	Free Registration					
What is the Admin Fee	0% for Services 2% for Commodities 35 cents/case for Food	2%	2%	2.50%	2%	
Are Bids Published in WY	Yes, Casper Star Tribune, Websites					
Where are Bids Submitted	Public Purchase					
Does the Bid Include WY Specific Requirements	Yes					
Is the Lead Agency Actively involved with Bids	Yes					
Do Bid Specifications Meet all State and Federal Requirements	Yes					
Are Bid Documents Available	Yes, Contact Nita or aepacoop.org					
Organizational Status	Non-Profit	Municipal	Private For Profit	Non-Profit	Administrative	
Annual Face to Face Meeting with Executive Directors of Awarded Contracts	Yes, twice a year in April and November					
Lead Agency Provides Purchaser Rebates	Yes, Annually Month of August based on purchased quantities					
Is there Online Ordering	Yes <a href="https://shop.equallevel.com/newboces/">https://shop.equallevel.com/newboces/</a>					
Consortium Members involved with Cooperative Bids	CA, CO, CT, FL, IA, IN, KS, KY, MA, MI, MN, MO, MT, ND, NE, NJ, NM, OH, OR, PA, TX, VA, WA, WI, WV, WY					
Groups that Use the Purchasing Contracts	Education, Non-Profit, Municipalities					
Quarterly Savings Reports Provided	Yes, Newsletter - Website - Email, <a href="http://www.newboces.com">www.newboces.com</a>					
Lead Agency Memberships/Partnerships	- Assoc. of Cooperative Educational Services					
	AEPA - Assoc. of Educational Purchasing Agencies					
	AESA - Assoc. of Educational Service Agencies					
	NIGP - National Institute of Government Procurement					
	GCC - Gillette Chamber of Commerce					
	WASA - WY Assoc. of School Administrators					
	WASEA - WY Assoc. Special Education Administrators					
	WASBO - WY Assoc. of School Business Officials					
	WASSP - WY Assoc. of Secondary School Principals					
	WSBA - Wyoming School Board Assoc.					
	NSBA - National School Board Assoc.					
Other Questions ??	Please Ask					



## NEW BOCES Board of Directors Approve new Vendor Contracts



### Did You Know ...

... that factors such as laboratory bench cutouts and user tasks can determine whether workstation seating should have arms?



BioFit offers a full line of ergonomic vacuum formed seating products designed to help maintain sanitary conditions by protecting against bacteria in healthcare settings and similar workplaces. Vacuum forming is a process which eliminates the seams found in traditional upholstered seating. The process seals a single piece of upholstery around the cushioning in each seat and backrest, as opposed to traditional

upholstered seating where pieces of upholstery are sewn together and applied to seat and back internal support panels with staples.

When purchasing or selling seating into laboratory markets, it's important to understand how the working postures and movements as well as the primary responsibilities of users within the numerous disciplines of the industry can differ dramatically from those of staff in office and other more conventional work environments. A few variables to consider include the following:

1. What kind of laboratory are you outfitting? This question helps to categorize seating in terms of componentry, finishes and special options such as the need for bleachable or antimicrobial upholstery, easy-wipe-down configurations vs. higher rated clean room and/or electrostatic performance packages, etc.
2. Specifically, what tasks are performed by researchers and technicians? Considerations may include if work performed is precise and up-close, such as microscopy; if workers frequently move from station to station; and, the surface height at which tasks are conducted - bench height, desk top, or somewhere in between.
3. Does the laboratory operate on single or multiple shifts? Seating durability can vary greatly depending on the brand or model selected. Regardless of the choice, it will impact the bottom line.
4. Are custom applications a consideration? Workers with special needs or unique tasks can require a one-off solution.
5. Are specific code requirements mandated? Ensure your seating choice meets fire and safety codes..

BioFit Engineered Products is a global leader in the development and fabrication of ergonomic furnishing solutions designed for a variety of workspaces—from education, healthcare and technology to laboratory, industrial and office settings.

Leveraging a foundation of 75 years of ergonomic expertise, BioFit's dedication to design and innovation is highlighted by recent collaboration with two of the top names in European furniture design, resulting in the creation of its two latest offerings: the MVM<sup>TM</sup> seating line and the bimos by BioFit<sup>TM</sup> Collection. Throughout its history, BioFit has consistently maintained its commitment to traditional values—integrity, friendliness and hard work. According to BioFit President Ed Metzger, "These values are just as critical as the craftsmanship, R&D and engineering we put into our products. We appreciate our customers, the environment and community that sustain us, and that's reflected in everything we do."

Located in Bowling Green, Ohio, BioFit employs a highly dedicated and professional staff and is supported by an extensive dealer network. The company's commitment to quality is backed by a 13-year warranty on nearly every seating model and all tables and carts it manufactures to ensure customer costs remain significantly lower in the long term. Additionally, almost every BioFit seating and table product is LEED® compliant for use in commercial interiors, and all BioFit tables are GREENGUARD® Gold certified for low volatile organic compound emission levels.

For more information, visit [www.biofit.com](http://www.biofit.com) or call 800.597.0246.

## NEW BOCES Board of Directors Approve New Vendor Contracts



**NATIONAL BUSINESS  
FURNITURE**



National Business Furniture was founded in 1975 with the mission to improve every workplace. From primary education to corporate learning, we offer a huge selection of educational furniture in a wide range of categories. We put quality furniture at the forefront of our business while providing unparalleled service both during and after the sale. Our team of furniture experts are available to help you find the furniture that will fit your space and your budget. Plus, we have hundreds of products that ship today, all covered by our exclusive Lifetime Guarantee.

Ordering Information: Please call 800-558-1010 or visit us at [www.nationalbusinessfurniture.com](http://www.nationalbusinessfurniture.com). Please Reference **AEPA/NEW BOCES** when placing an order or requesting information.

Vendor Pricing: Please call 800-558-1010 or visit us at [www.nationalbusinessfurniture.com](http://www.nationalbusinessfurniture.com). Please Reference **AEPA/NEW BOCES** when placing an order or requesting information.

### **Local Contact Information:**

Pattie Stephens—Sales Consultant, 800-558-1010 x 2203, Email: [patties@nfb.com](mailto:patties@nfb.com)

Teresa Darden—Contract Manager, 800-558-1010 x 2210, Email: [teresad@nfb.com](mailto:teresad@nfb.com)



**IMAGINE WHAT'S  
POSSIBLE**  
Add a welcoming touch to your reception area

Reception Furniture - Waiting Room Furniture,  
Desks & Seating



**OFFICE DESKS**  
Your style, size and price.

Office Desks - Computer Desk & Business  
Workspaces



**FILE CABINETS**  
Organization and efficiency.

File Cabinet - Lateral & Vertical Filing Cabinet



**CONFERENCE**  
Furniture for effective meetings.

Conference Room Furniture - Conference Room Tables  
& Chairs



**OFFICE TABLES**  
For every room in the office.

Business Tables - Conference, Training & Occasional  
Furniture

[Healthcare](#) | [Education](#) | [Resource Center](#) | [Free Catalog](#)

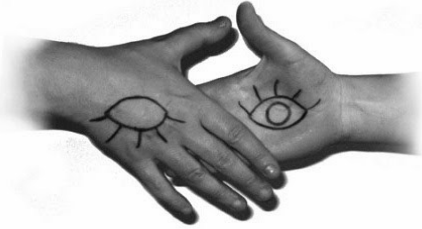


## NEW BOCES Board of Directors Approve New Vendor Contracts



**Dan Reisetter** Education Sales Manager  
p: 952-829-5150 | t: 800-742-6462 | c: 651-492-7946  
e: [dreisetter@sicoinc.com](mailto:dreisetter@sicoinc.com) w: [www.sicoinc.com](http://www.sicoinc.com)

7525 Cahill Road  
Minneapolis, MN  
55439



From our lunchroom tables, portable stages, folding tables, banquet tables, catering tables, classroom tables, buffet stations, hotel rollaway beds, and easy to use mobile stages, we've been offering a host of innovative products that can quickly transform spaces for specific purposes and exciting events - including cafeteria dining, parties, conventions, dance galas and more.

Since 1951, SICO® has been a leading, worldwide manufacturer of long-lasting mobile folding products that help organizations maximize the efficient use of their space.

SICO® products deliver the ingenuity and quality that fulfill the functional needs of diverse facilities - from schools and churches to hospitality businesses, community and convention centers, clubs, time-shares, and consumer environments.

### Communicator Table



### Transport Caddies Round and Rectangle

### Graduate Table



### Bench Table



Types: \*Banquet \*Cafeteria \*Catering/Event  
\*Classroom \*Conference \*Cooking \*Room Service \*Seminar

### Wood Nesting Tables



## NEW BOCES Board of Directors Approve New Contracts



### School Specialty-Furniture

Contacts Amy Coenen & Scott Wilkey

Amy Phone 800-242-5712 x5186

Email: [amy.coenen@schoolspecialty.com](mailto:amy.coenen@schoolspecialty.com)

Scott Wilkey [scott.wilkey@schoolspecialty.com](mailto:scott.wilkey@schoolspecialty.com)

Telephone: (406) 317-3752

Website: <http://www.schoolspecialty.com/aepa>

### Mission Statement

To discover, develop and deliver innovative products, programs and services that help our customers create a better and more prepared tomorrow.

### Vision Statement

To create the leading customer focused innovation driven company, delivering numerous proprietary products, programs, and services across an expansive breadth that supports customers in education and other markets, to teach, assist and inspire those they serve. Team selling, operational excellence and customer service will drive the fulfillment of these solutions and create partnerships that reach beyond the scope of possibilities and strive for the extraordinary.

School Specialty provides thousands of products with several different manufacturers. Furniture includes many varieties of chairs, desks, tables, easels, partitions, boards, early childhood products, computer furniture, storage, displays and performing arts.





## NEW BOCES Board of Directors Approved New Vendor Contracts



Contact: Fred Kondash  
Phone: (877) 742-7539

Email:  
[fred.kondash@fsgi.com](mailto:fred.kondash@fsgi.com)

Website:  
<https://www1.fsgi.com/>



**LED Lighting:** For more than thirty years, Facility Solutions Group has been delivering lighting products, supplies, and solutions to customers across all fifty States, Canada, and Puerto Rico. Lighting is more than our profession, it is our passion. Let us put that passion to work for you today.

**Lamps:** From traditional fluorescent and HID lamps to the latest in energy-efficient LED technology, we offer it all.

**Ballasts:** Whether a hard to find legacy ballast or the latest electronic quick start ballast, FSG provides it. And if we don't have it, we will find it.

**Fixture Packages:** All of the fixture elements you need to complete your lighting project.

**MRO Supplies:** Repair and replacement parts: we sell all the supplies you need to keep your lights on and business running.

**Advanced Lighting Controls:** Occupancy sensors, daylight sensors, time/schedule sensors: let FSG show you how to take control over your lights, increasing your energy savings and improving the look and efficiency of your business or site.

### Turn on the Lights with FSG

Light makes all the difference. A retail environment can be transformed from mundane to inspired. Office spaces can benefit from the enhanced productivity that quality, comfortable lighting provides. From LED lamps to complete fixture packages, and architectural lighting to emergency signs, FSG knows it all and provides it all.

### The Best Products, the Best Service

We represent the newest and brightest in lighting and electrical manufacturers. We are not bound to any one supplier, placing us in a prime position to deliver the products and supplies that best fit your unique challenge. Our network of Master Distribution Centers provides for prompt, efficient delivery.

### Delivering Our Promises

FSG knows that our ability to provide the best products and solutions is only as good as our ability to deliver the best products and solutions. A nationwide network of Master Distribution Centers supports FSG's branches and local warehouses, enabling customers throughout our service area to get the products they need when they need them. FSG's Perfect Order Index is our quality measurement system designed to ensure every part of your order is accurate and timely.

## NEW BOCES Board of Directors Approved New Contract

### LONG Building Technologies:

Contact: David Kenik Work

Phone: (307) 259-6771

Email: [dkenik@long.com](mailto:dkenik@long.com)

Website: [www.long.com](http://www.long.com)



*Long live your building!*



**MRO - LONGs - Filters** We work with industry leaders in building technology and innovation. It simply aligns with our culture and values, ensuring that each LONG customer receives the best solution to meet their individual project, timeline, and budget. Our commodity selection includes Airguard Filters. Whatever type of air filtration equipment is installed in your facilities, Airguard can provide a direct replacement or recommend alternatives for improved indoor air quality, lower cost and longer service life.



State-of-the-art production facility,  
including ISO-9001 Certification  
of the Jeffersonville, Indiana  
manufacturing complex.

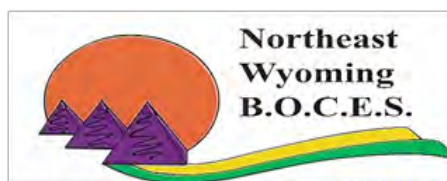


State-of-the-art research  
and testing facilities.





[www.aepacoop.org](http://www.aepacoop.org)



[www.newboces.com](http://www.newboces.com)

NEW BOCES & AEPA serves public agency members through a continuous effort to explore and solve present and future purchasing needs. State members work to secure multi-state volume purchasing contracts with benefits that are measurable, cost-effective and continuously exceed our member's expectations.

We are pleased to offer significant savings on everything it takes to run a school or office. The contract categories listed below offer the best prices on quality products and services based on the needs of Educational Facilities, Non-Profit Organizations, and Municipalities across the nation.

**Online Ordering:** <https://shop.equallevel.com/newboces/>

**Contract Categories:**

**Athletic/Outdoor Lighting:** -

Techline Sports Lighting

- **Athletic Surfaces:** Hellas Construction, Sports Surfaces
- **Athletic Uniforms & Apparel:** Universal Athletic
- **Custodial Supplies, Rest Room, Break Room, & Safety Supplies:** Quill
- **Digital Copiers:** Konica Minolta, Kyocera Mita America
- **Digital Resources -** Mackin
- **Employee Certification Programs:** VESi, Global Compliance Training
- **Employee Trainings:** Crisis Prevention Interventions
- **Facility Management & Software:** Long Building Technologies, School Dude, Facility Dude
- **Furniture:** BioFit, National Business, SICO, School Specialty
- **Industrial Arts, Career & Technical Education:** Midwest

Technology Products, School Specialty

- **Interactive Classroom/Meeting Room** School Specialty Brodhead Garrett
- **LED Lighting:** Facility Solutions Group
- **Maintenance, Repair & Operation:** LONG Building Technologies
- **Office Supplies:** Quill, School Specialty
- **Online Speech & Occupational Therapy:** TinyEYE
- **Roofing:** Progressive Roofing, WTI Weatherproofing Technologies Inc.
- **School & Instructional Supplies:** Quill, School Specialty
- **Scoreboards & Marquee Signage:** Daktronics
- **Sports & Health Supplies:** School Specialty SportTime
- **Technology Catalog:** CDW-G, MNJ Technologies



### NEW BOCES CO-OP

Nita Werner, Co-op Director  
NEW BOCES  
410 N. Miller Avenue  
Gillette, WY 82716

Phone: 307-351-7116  
Fax: 307-686-7628  
E-mail: [nwerner@newbores.com](mailto:nwerner@newbores.com)



## NEW BOCES & Co-op Partnerships

**ACES** - Assoc. of Cooperative Educational Services

**AEPA** - Assoc. of Educational Purchasing Agencies

**AESA** - Assoc. of Educational Service Agencies

**NIGP** - National Institute of Government Procurement

**CCA** - County Clerks Assoc.

**GCC** - Gillette Chamber of Commerce

**WASA** - WY Assoc. of School Administrators

**WASEA** - WY Assoc. Special Education Administrators

**WASBO** - WY Assoc. of School Business Officials

**WASSP** - WY Assoc. of Secondary School Principals

**WSBA** - Wyoming School Board Assoc.

**NSBA** - National School Board Assoc.

## **Northeast Wyoming BOCES Board of Directors**

**Barb Carlock**

**Lori Olson**

**Andrea Hladky**

**Dean Johnson**

**Loren Heth**

**Casey Tillard**

**Kathy Smith**

**Kim Hiser**

**Josie Pearson**

**Rodney Wagner**

**Stan Sheehan**

**Julie Cudmore**

**Shauna Tranas**

**Keri Spears**

**Valerie Hurm**

**Sheridan County #3**

**Weston County #7**

**Campbell County #1**

**Weston County #1**

**Niobrara County #1**

**Converse County #2**

**Johnson County #1**

**Converse County #1**

**Crook County #1**

**Goshen County #1**

**Attorney**

**Executive Director**

**Secretary/Administrative Assistant**

**Business Manager**

**Principal/SpEd Director**

### *Meeting Schedule*

**4th Thursday**

**10:30 AM**

**410 N Miller Ave.**

**Gillette, WY**

**307-682-0231**



NEW BOCES CO-OP  
410 N Miller Ave.  
Gillette, WY 82716  
[www.newboces.com](http://www.newboces.com)

# "HI- 5"

Volume 4  
April 2018  
Issue 12

## "Congratulations" Daktronics

**\*\*\*"Active Sponsor & Supporter of CTE" \*\*\*"Forbes Top 100 Trustworthy Companies of 2017"**  
**\*\*Celebrating "50 Years" of Business 1968-2018**

Congratulations to Daktronics, for receiving recognition by Forbes as one of the Top 100 Trustworthy Companies in America. Daktronics has received this notoriety consistently since 2012. Daktronics is also actively involved with CTE across the Nation supporting Students Teachers and Administrators. Also, celebrating 50 years of Business.

**Daktronics** is an American company based in Brookings, SD that designs, manufactures, sells, and services video displays, scoreboards, digital billboards, dynamic message signs, sound systems, and related products. The company is known for its electronic LED displays. Founded in 1968 by two SD State University professors, Daktronics grew from a provider of electronic voting systems for state legislatures to one of the world's largest suppliers of electronic signs.

Popular Products: Digital Billboards, Digit & Price Displays, Message Displays, ITS Signs, Scoreboards, Video Displays Software: All Sport, DakStats & WebSync, Show Control Vanguard v4, Venus 1500, Venus Control Suite, Venus Control Suite OOH, Visionn. Assistance: Contact Support, Knowledge Base, Product Manuals, Training. Resources Document Index, Field Service Portal, LED Learning Center, Support Sign Company Resources

Daktronics helps its customers to impact their audiences throughout the world with large-format LED video displays, message displays, scoreboards, digital billboards, audio systems and control systems in sport, business and transportation applications. Founded in 1968 as a USA-based manufacturing company, Daktronics has grown into the world leader in audiovisual systems and implementation with offices around the globe. Discover more at [www.daktronics.com](http://www.daktronics.com)

## Daktronics Wyoming Regional Representatives

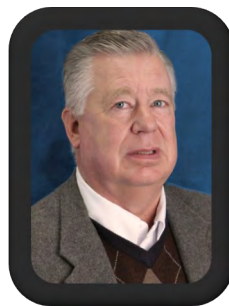
Daktronics UT Sales

Brandy Chenoweth

385-266-3722



Scott Dieck  
303-907-4441



Terry Corey  
406-491-5442



Don Hansen  
605-695-2096



Marlo Jones



# NEW BOCES Cooperative



## Security Products Now Available with SSI Guardian—Certified Professional Services

Building Products such as 3m Window Film are available with our School Specialty Contract—Contact Susan Secor [susan.secor@ssiguardian.com](mailto:susan.secor@ssiguardian.com) or phone 920-243-5365

Internet Security & Visitor Management are available with our Konica Minolta Contract—Contact Scott McCool 303-941-9746 or email [smccool@kmb.konicaminolta.us](mailto:smccool@kmb.konicaminolta.us)

## Fall Bid Categories:

- ♦ Bleachers/Stadium Seating
- ♦ Office Supplies
- ♦ Playground & Recreational Equipment & Supplies
- ♦ Instructional Supplies
- ♦ Custodial Equipment & Supplies

Please submit suggested items you may need within these areas to:

Nita Werner

[nwerner@newboces.com](mailto:nwerner@newboces.com)

**Savings & Rebates:** You must request and use AEPA/NEW BOCES Cooperative Contract Prices from all of our contracted vendors in order to see your quarterly Savings and earned Rebates.

## Registration for Online Ordering under Cooperative Purchasing or directly at

<https://shop.equallevel.com/newboces/>

Login: Username is your Email address, password is your own creation, select the entity you are with then begin.

Check our weekly updates on the web **NEWS & Announcements**  
[www.newboces.com](http://www.newboces.com)

## NEW BOCES Board Awards New Contracts

Kranos Corporation dba Schutt Sports

Partac Peat Beam Clay

School Health Sports Medicine

SporTime School Specialty

Midwest Shop Supplies dba Midwest Technology

Best Plumbing Specialties- Maintenance Repair Supplies

- ♦ Look for their catalog items to be added into our online ordering system soon. Hundreds of catalogs with thousands of items. Catalogs are also available by request.

## Konica Minolta Dremel 3 D Printer Winners:

1. Tyson Sigette - Fox Senior High School, Arnold, MO
2. Nicole Gordon - Lindbergh Schools, St. Louis, MO
3. Tracy Braatz - The PEAK School, Flagstaff, AZ
4. Bonnie Kirkley - RB Wright Elementary, Moultrie, GA
5. Paul Haden - Mount Carmel Jr./Sr. High School, Mount Carmel, PA
6. Lisa Mueller - Rock Creek Elementary, OFallon, MO
7. Beth Sletta - Jefferson Elementary School, New Ulm, MN
8. Alex Christian - Edmonson County High School, Brownsville, KY
9. Al Troyer - Tonganoxie High School, Tonganoxie, KS
10. Jessica Brantley - Everitt Middle School, Panama City, FL

## New Contracts for the 018.5 Bid—New Vendors & Repeat Vendors

### **Best Plumbing** **We've been** **providing specialty** **maintenance items** **since 1962.**

- Plumbing/Heating Repair Parts
- General Maintenance Products & Hardware
- PRISON Valve Repair Parts
- Tools
- Drain Cleaning Equipment
- Water Conservation

- Parts
- Safety Products
  - Chemicals
  - Commercial & Residential Bath Accessories
  - Partition Hardware
  - Parts for ADA Compliance
  - Electrical



### Top Products Braces Equipment

### Diagnostic & Screening Equipment

### Educational Aids & Resources

### Emergency Response & Safety

### Furnishings

### Hydration & Nutrition

### Infection Prevention

### Kits & Bags

### Padding & Podiatry

### Paper, Plastic & Linens

### Pharmacy

### Rehabilitation

### Tapes & Wraps

### Therapeutic Modalities

### Wound Care & Infection Prevention Supplies



Midwest Technology Products offers abrasives and Finishing equipment, automotive equipment, drafting, furniture, electrical, safety Products and more.

Here are some of the product areas we can help you with

- Abrasives & Finishing
- 3D Printers
- Arts & Crafts
- Automotive
- Drafting
- Electrical
- Furniture
- General Supplies
- Hand Tools, Building Trades & Vo-Ag
- Hardware & Fasteners
- Instructional Resources
- Metalworking
- Portable Power Tools
- Safety Products
- Small Engine
- Technology Products
- Welding & Foundry Woodworking

### Base/Softball Sport Surfaces

Dry Line Marking

Wet Line Marking

Marking Systems

Foul Poles Rain Covers

Water Removal Equipment

Water Hoses & Supplies

Aluminum Benches & Bleachers

Back Stops Fence Guards Windscreens

Netting Sand Cleat Cleaners Turf Protection

BOCCE Courts Cricket Equestrian Horseshoe

Playground Surfaces Har-tru Tennis Court

Accessories Running Tracks, Pathway Mixes

Gymnasium Mats Padding Protection Dog Path



Leader in Football Gear and Helmets.  
Custom Built Athlete.  
Custom Built Gear.



Types: Football helmets, Masks, Shoulder Pads, Chincups, Pants, Girdles, Jerseys, Baseball helmets, Masks, Fielder's Guards, Bases, Training Aids, NCAA Licensed Helmets, MLB Bases, Equipment Bags

### Q3 Member Savings 2017-18

Member	Daktronics	MCS/FSA	LONG's	TinyEye	School Specialty	CDW-G	Mackin	Quill	MNJ Technologies	Sport Surfaces	Konica Minolta	Member Totals
Big Horn 1						\$59.09		\$717.67				\$776.76
Big Horn 3					\$637.57							\$637.57
Big Horn 4		\$1,401.13						\$87.59				\$1,488.72
Campbell 1					\$1,080.07							\$1,080.07
Carbon 1					\$218.36			\$1,182.30				\$1,400.66
Carbon 2					\$240.74	\$5.23		\$1,784.98				\$2,030.95
Childrens Res Cntr								\$666.01				\$666.01
Converse 1				\$1,340.47	\$2,203.79	\$7,712.88		\$3,650.53				\$14,907.67
Converse 2			\$3,300.00			\$11.84		\$1,118.16				\$4,430.00
Crook 1					\$194.94	\$291.28		\$1,950.72				\$2,436.94
Dioces of Cheyenne								\$1,959.38				\$1,959.38
Fremont 1								\$2,024.87				\$2,024.87
Fremont6					\$265.68	\$231,128.02		\$17.64				\$231,411.34
Fremont 14					\$312.80							\$312.80
Fremont 21						\$58.05		\$4,309.34				\$4,367.39
Fremont 24					\$767.29			\$1,333.77				\$2,101.06
Fremont 25						\$1,579.67		\$738.00				\$2,317.67
Fremont CDC					\$121.35			\$320.03				\$441.38
Goshen 1				\$1,488.03	\$124.75	\$171.86						\$1,784.64
Johnson 1					\$64.56	\$326.27						\$390.83
Laramie 1	\$1,320.00											\$1,320.00
Laramie 2						\$2,192.96						\$2,192.96
Lincoln 2					\$444.66	\$11,264.92		\$3,950.00				\$15,659.58
Natrona 1						\$351.58	\$189.43	\$399.51				\$940.52
NEW BOCES											\$4,726.76	\$4,726.76
NW Powell College								\$1,732.98				\$1,732.98
Park 1						\$324.39		\$64.00				\$388.39
Park 16								\$460.00				\$460.00
Park 6		\$4,357.62			\$3,971.64			\$779.60				\$9,108.86
Platte 1					\$50.40							\$50.40
Platte 2					\$66.02	\$482.02		\$117.19				\$665.23
Platte/Converse CDC				\$8,042.81								\$8,042.81
Region V BOCES						\$1,287.90				\$4,988.35		\$6,276.25
SD School Districts								\$1,887.52				\$1,887.52
Sheridan 1								\$1,485.66				\$1,485.66
Sheridan 2					\$119.82			\$44.45				\$164.27
Sheridan 3				\$1,219.94				\$285.31				\$1,505.25
Sheridan College								\$404.55				\$404.55
Spring Creek Cache UT							\$127.21					\$127.21
Sublette 1					\$496.30			\$4,995.83				\$5,492.13
Sublette 9								\$172.59				\$172.59
Sweetwater 1					\$724.75							\$724.75
Sweetwater 2					\$3,392.53	\$1,181.34						\$4,573.87
Sweetwater CDC				\$3,458.43								\$3,458.43
Teton 1					\$1,112.58	\$584.74						\$1,697.32
Uinta 4					\$651.87							\$651.87
Uinta 6					\$65.81			\$143.22				\$209.03
Washakie 1								\$53.34				\$53.34
Weston 1					\$158.98			\$1,822.02				\$1,981.00
Weston 7									\$302.45			\$302.45
WY Girls School						\$39.98						\$39.98
												\$353,462.67
<b>Total Savings Q3</b>	<b>\$1,320.00</b>	<b>\$5,758.75</b>	<b>\$3,300.00</b>	<b>\$15,549.68</b>	<b>\$17,487.26</b>	<b>\$259,054.02</b>	<b>\$316.64</b>	<b>\$40,658.76</b>	<b>\$302.45</b>	<b>\$4,988.35</b>	<b>\$4,726.76</b>	<b>\$353,462.67</b>



VENDOR		1st Quarter	2017-18			2nd Quarter 2017-18				3rd Quarter 2017-18		
	Net Savings	Sales List Cost	Sales Discount	Saving	Net Savings	Sales List Cost	Sales Discount	Saving	Net Savings	Sales List Cost	Sales Discount	Saving
BioFit Engineered Products	\$0.00	\$0.00	\$0.00	0%	New Vendor Contract				\$0.00	\$0.00	\$0.00	0%
Build Your Own Curriculum	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
CDW-G	\$93,949.63	\$427,372.92	\$333,423.29	22%	\$54,069.06	\$393,623.64	\$339,632.08	14%	\$259,074.02	\$463,393.27	\$227,013.55	56%
CES/Fisher	\$7,306.00	\$84,610.00	\$77,304.00	9%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
Daktronics	\$1,608.00	\$16,576.00	\$14,968.00	10%	\$1,628.00	\$17,023.00	\$15,395.00	10%	\$1,320.00	\$13,200.00	\$12,000.00	10%
Facility Solutions Group	\$0.00	\$0.00	\$0.00	0%	New Vendor Contract				\$0.00	\$0.00	\$0.00	0%
Hellas Construction	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	0%
Independent Stationers	\$832.60	\$1,195.23	\$56.40	70%	\$25.80	\$51.60	\$25.80	50%	Contract Discontinued			
Konica Minolta	\$0.00	\$0.00	\$0.00	0%	\$2,924.35	\$9,747.82	\$7,498.32	30%	\$4,726.76	\$18,231.80	\$13,505.04	26%
Kyocera Mita	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
Long Building Technologies	\$43,785.03	\$87,570.06	\$43,785.03	50%	\$0.00	\$0.00	\$0.00	0%	\$3,300.00	\$33,000.00	\$30,000.00	10%
Mackin	\$0.00	\$0.00	\$0.00	0%	\$264.30	\$4,906.72	\$4,759.52	5%	\$316.64	\$6,315.04	\$6,125.61	5%
McRel	\$5,138.00	\$48,383.00	\$43,105.00	11%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
MCS/FSA	\$2,397.71	\$24,195.08	\$21,797.37	10%	\$8,632.09	\$68,844.17	\$60,212.08	13%	\$5,758.75	\$77,743.14	\$71,984.39	7%
MNJ Technologies	\$660.31	\$5,739.12	\$5,078.81	12%	\$266.29	\$2,314.24	\$2,047.95	12%	\$302.45	\$2,326.88	\$2,323.43	13%
National Business Furniture	\$0.00	\$0.00	\$0.00	0%	New Vendor Contract				\$0.00	\$0.00	\$0.00	0%
Progressive Roofing Services	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
Public School Works	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
Quill	\$106,963.86	\$307,828.54	\$200,864.68	35%	\$34,411.07	\$117,562.90	\$83,121.86	29%	\$40,658.76	\$138,837.54	\$98,178.78	29%
School Dude Dude Solutions	\$8,204.61	\$71,316.96	\$63,112.35	12%	\$1,627.50	\$15,121.55	\$13,494.05	11%	\$0.00	\$0.00	\$0.00	0%
School Specialty	\$59,973.78	\$158,976.98	\$99,785.42	38%	\$14,056.41	\$73,393.58	\$59,337.17	19%	\$17,487.26	\$50,777.34	\$33,365.62	34%
SICO America Inc.	\$0.00	\$0.00	\$0.00	0%	New Vendor Contract				\$0.00	\$0.00	\$0.00	0%
Sports Surfaces Robert Cohen	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$4,988.35	\$62,354.45	\$57,735.60	8%
Techline Sports Lighting	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
TinyEYE	\$5,418.37	\$20,026.80	\$14,608.44	27%	\$17,426.25	\$56,404.35	\$38,978.37	31%	\$15,549.68	\$57,473.16	\$41,923.43	27%
Universal Athletic	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
VESi	\$320.00	\$1,235.00	\$915.00	26%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
WTI Weatherproofing	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
<b>Total Quarterly Savings</b>	<b>\$336,237.90</b>	<b>\$1,253,790.69</b>	<b>\$917,888.79</b>	<b>27%</b>	<b>\$135,331.12</b>	<b>\$758,993.57</b>	<b>\$624,502.20</b>	<b>18%</b>	<b>\$353,482.67</b>	<b>\$923,652.62</b>	<b>\$594,155.45</b>	<b>38%</b>
<b>Total overall Savings</b>	<b>\$825,051.69</b>											

### Q3 2017-18 Rebate

Member 2017-18	Q1	Q2	Q3	Q4	Total	Total Savings	Rebate
Albany 1	\$55.37	\$3.11				\$58.48	\$0.29
Big Horn 1	\$1,453.05	\$2,286.96	\$776.76			\$4,516.77	\$22.58
Big Horn 3	\$2,922.54	\$2,143.59	\$637.57			\$5,703.70	\$28.52
Big Horn 4	\$1,665.49	\$3,848.72	\$1,488.72			\$7,002.93	\$35.01
Campbell 1	\$3,568.08	\$662.44	\$1,080.07			\$5,310.59	\$26.55
Carbon 1	\$8,785.14	\$1,040.87	\$1,400.66			\$11,226.67	\$56.13
Carbon 2	\$8,492.21	\$2,523.29	\$2,030.95			\$13,046.45	\$65.23
Casper College	\$0.00	\$718.14	\$0.00			718.14	\$3.59
Childrens Res Cntr	\$5,262.54	\$601.31	\$666.01			\$6,529.86	\$32.65
Converse 1	\$10,470.76	\$4,963.87	\$14,907.67			\$30,342.30	\$151.71
Converse 2	\$6,479.42	\$2,345.04	\$4,430.00			\$13,254.46	\$66.27
Crook 1	\$17,086.40	\$1,388.51	\$2,436.94			\$20,911.85	\$104.56
Dioces of Cheyenne	\$2,794.97	\$2,393.23	\$1,959.38			\$7,147.58	\$35.74
Fremont 1	\$6,288.19	\$1,448.51	\$2,024.87			\$9,761.57	\$48.81
Fremont6	\$3,697.40	\$128.88	\$231,411.34			\$235,237.62	\$1,176.19
Fremont 14	\$10,711.14	\$4,417.08	\$312.80			\$15,441.02	\$77.21
Fremont 21	\$9,975.44	\$8,378.19	\$4,367.39			\$22,721.02	\$113.61
Fremont 24	\$2,271.44	\$353.28	\$2,101.06			\$4,725.78	\$23.63
Fremont 25	\$3,452.06	\$1,694.02	\$2,317.67			\$7,463.75	\$37.32
Fremont38	\$2,765.46	\$1,016.81				\$3,782.27	\$18.91
Fremont CDC	\$2,011.25	\$870.44	\$441.38			\$3,323.07	\$16.62
Goshen 1	\$8,885.97	\$2,093.88	\$1,784.64			\$12,764.49	\$63.82
Hot Springs 1	\$522.17	\$111.35				\$633.52	\$3.17
Johnson 1	\$30,706.75	\$360.72	\$390.83			\$31,458.30	\$157.29
Laramie 1	\$2,111.52	\$1,170.75	\$1,320.00			\$4,602.27	\$23.01
Laramie 2	\$688.84	\$1,188.53	\$2,192.96			\$4,070.33	\$20.35
Lincoln 1	\$802.40					\$802.40	\$4.01
Lincoln 2	\$1,352.28	\$2,227.49	\$15,659.58			\$19,239.35	\$96.20
Natrona 1	\$686.66	\$1,037.89	\$940.52			\$2,665.07	\$13.33
NEW BOCES	\$272.00	\$2,950.60	\$4,726.76			\$7,949.36	\$39.75
Niobrara 1	\$1,341.62					\$1,341.62	\$6.71
NW Powell College	\$4,289.23	\$912.94	\$1,732.98			\$6,935.15	\$34.68
Park 1	\$9,947.30	\$226.75	\$388.39			\$10,562.44	\$52.81
Park 16	\$499.20	\$202.75	\$460.00			\$1,161.95	\$5.81
Park 6	\$7,521.36	\$6,415.43	\$9,108.86			\$23,045.65	\$115.23

## Rebate Q3 2017-18 continued

Platte 1	\$240.57	\$740.81	\$50.40			\$1,031.78	\$5.16
Platte 2	\$1,385.25	\$110.47	\$665.23			\$2,160.95	\$10.80
Platte/Converse CDC	\$2,929.31	\$9,188.31	\$8,042.81			\$20,160.43	\$100.80
Region V BOCES	\$100.01	\$87.87	\$6,276.25			\$6,464.13	\$32.32
SD School Districts	\$3,188.45	\$2,467.93	\$1,887.52			\$7,543.90	\$37.72
Sheridan 1	\$4,229.85	\$1,914.51	\$1,485.66			\$7,630.02	\$38.15
Sheridan 2	\$12,429.35	\$2,028.90	\$164.27			\$14,622.52	\$73.11
Sheridan 3	\$2,631.66	\$1,797.75	\$1,505.25			\$5,934.66	\$29.67
Sheridan College	\$2,868.30	\$338.70	\$404.55			\$3,611.55	\$18.06
Spring Creek Cache UT	\$0.00	\$29.06	\$127.21			\$156.27	\$0.78
St. Stephens	\$362.36	\$77.50				\$439.86	\$2.20
Sublette 1	\$63,308.50	\$3,676.12	\$5,492.13			\$72,476.75	\$362.38
Sublette 9	\$5,754.81	\$119.05	\$172.59			\$6,046.45	\$30.23
Sweetwater 1	\$2,816.10	\$807.74	\$724.75			\$4,348.59	\$21.74
Sweetwater 2	\$5,690.19	\$39,710.01	\$4,573.87			\$49,974.07	\$249.87
Sweetwater CDC	\$1,465.38	\$3,635.58	\$3,458.43			\$8,559.39	\$42.80
Teton 1	\$13,742.53	\$3,985.87	\$1,697.32			\$19,425.72	\$97.13
Uinta 1	\$2,488.88	\$1,025.00				\$3,513.88	\$17.57
Uinta 4	\$2,268.58		\$651.87			\$2,920.45	\$14.60
Uinta 6	\$2,946.20	\$302.79	\$209.03			\$3,458.02	\$17.29
University of WY	\$1,032.07					\$1,032.07	\$5.16
Washakie 1	\$5,456.32	\$386.15	\$53.34			\$5,895.81	\$29.48
Washakie 2	\$73.00					\$73.00	\$0.37
Weston 1	\$17,512.41	\$336.35	\$1,981.00			\$19,829.76	\$99.15
Weston 7	\$1,774.19	\$266.29	\$302.45			\$2,342.93	\$11.71
WY Girls School	\$0.00	\$172.99	\$39.98			212.97	\$1.06





## AEPA/NEW BOCES Cooperative Contracts as of April 2018

Contract Discounts Range from 3% - 65%

Contact Information for all Vendors located at our Online Ordering Home Page

Always Request AEPA/NEW BOCES Contract Pricing

("Vendor Flyers" are on the website [www.newboces.com](http://www.newboces.com) Cooperative Purchasing)

**Best Plumbing Specialties** - MRO

**BIOFIT Engineered Products** - Furniture

**Build Your Own Curriculum** Digital Resources    **Brodhead Garrett** School Specialty Career/Technical

**CDW-G** Technology Supplies

**Childcraft School Specialty** Early Childhood Products

**Daktronics** Electronic Signs Marques

**Facility Solutions Group**—LED Lighting Supplies

**Food Service of America MCS**

**Fisher Tracks CES**

**CEIA**—Metal Detectors

**SSI Guardian Security** Konica Minolta /School Specialty    **Global Compliance (GCN)** Online Pro. Dev.

**Hellas Construction, Inc.** Turfs/Tracks

**Microsoft License** Statewide Education Only

**Konica Minolta** Mystem Kits, Cloud Printers

**Kranos Corporation dba Schutt Sports**

**Kyocera** Printers Copiers

**LONGs** - Boiler Certification / HVAC Filters

**McRel**—Principal/Teacher Evaluation Licenses

**Mackin** - Educational Digital Resources

**Midwest Shop Supplies** STEM/Vocational Supplies

**MNJ Technologies**—Technology Supplies

**National Business Furniture** Furniture

**Partac Peat** Beam Clay Sport Surfaces & Supplies

**Progressive Roofing**—Roofing

**Quill** - Office/Classroom Supplies

**School Health** Sports Medicine Catalog

**School Specialty-** Education Essentials

**Schooldude/Dude Solutions**

**SICO America Inc.** - Furniture

**Sport Surfaces** Mondo/Hardwood Flooring

**Sportime School Specialty** - P. E. Supplies

**Techline Sports Lighting** Outdoor LED lighting

**TinyEYE** - Online Speech Therapy

**VESi**—Online Professional Development

**Weatherproofing Technologies (WTI)** Buildings

Market and Product Research for these contracts showed through price comparison the AEPA NEW BOCES cooperative prices were less than what could be purchased on Amazon. Several of our contracts provide additional threshold savings.

Remember all of the products provided have been Publicly Bid with 3 weeks notice in the Casper Star Tribune, on websites and social media. All bids are accepted online through Public Purchase.



NEW BOCES Cooperative

Nita Werner, Co-op Director  
NEW BOCES  
410 N. Miller Avenue  
Gillette, WY 82716

Phone: 307-351-7116  
Fax: 307-686-7628  
E-mail: [nwerner@newboces.com](mailto:nwerner@newboces.com)



## NEW BOCES & Co-op Partnerships

**ACES** - *Assoc. of Cooperative Educational Services*

**AEPA** - *Assoc. of Educational Purchasing Agencies*

**AESA** - *Assoc. of Educational Service Agencies*

**NIGP** - *National Institute of Government Procurement*

**CCA** - *County Clerks Assoc.*

**GCC** - *Gillette Chamber of Commerce*

**WASA** - *WY Assoc. of School Administrators*

**WASEA** - *WY Assoc. Special Education Administrators*

**WASBO** - *WY Assoc. of School Business Officials*

**WASSP** - *WY Assoc. of Secondary School Principals*

**WCDA** - *WY Curriculum Directors Assoc.*

**WSBA** - *Wyoming School Board Assoc.*

**NSBA** - *National School Board Assoc.*

## **Northeast Wyoming BOCES Board of Directors**

<b>Barb Carlock</b>	<b>Sheridan County #3</b>
<b>Diana White</b>	<b>Weston County #7</b>
<b>Andrea Hladky</b>	<b>Campbell County #1</b>
<b>Dean Johnson</b>	<b>Weston County #1</b>
<b>Loren Heth</b>	<b>Niobrara County #1</b>
<b>Casey Tillard</b>	<b>Converse County #2</b>
<b>Kathy Smith</b>	<b>Johnson County #1</b>
<b>Jay Butler</b>	<b>Converse County #1</b>
<b>Josie Pearson</b>	<b>Crook County #1</b>
<b>Rodney Wagner</b>	<b>Goshen County #1</b>
<b>Stan Sheehan</b>	<b>Attorney</b>
<b>Julie Cudmore</b>	<b>Executive Director</b>
<b>Shauna Tranas</b>	<b>Secretary/Administrative Assistant</b>
<b>Keri Spears</b>	<b>Business Manager</b>
<b>Valerie Hurm</b>	<b>Principal/SpEd Director</b>

### *Meeting Schedule*

**4th Thursday**  
**10:30 AM**  
**410 N Miller Ave.**  
**Gillette, WY**  
**307-682-0231**



NEW BOCES Cooperative Purchasing  
410 N Miller Ave.  
Gillette, WY 82716  
[www.newboces.com](http://www.newboces.com)

# "HI- 5"

## Construction Season: Progressive Roofing \$ave\$ Green River \$\$\$

**PROJECT:** Harrison Elementary School Roof Replacement

SFD Bid Results

**Bid Open Date/Time:** March 6, 2018 @ 2:00 p.m.

Bids Received from: Big Horn Roofing, Inc  
Dave Loden Construc-  
tion  
Gem City Roofing, Inc.  
Progressive Roofing



**Progressive Roofing**

Submitted Bid Total	\$244,445.00	\$284,885.00	\$235,267.00	<b>\$162,278.00</b>
---------------------	--------------	--------------	--------------	---------------------

5% preference calculation \$

**\$170,391.90**



Sweetwater CSD#2 in Green River is nearing completion of a roof replacement going from metal to single membrane within a two and half week time frame. Progressive Roofing is also under contract with Sublette CSD#9 Big Piney going from single membrane to Garland Multiply Built Up Roofing (BUR) System with completion date scheduled for August 6th. Both roof systems will carry the 20 year warranty providing the endurance to WY weather conditions from snow, to hail, to wind. It is the subsurface materials that assist with greater protection. Big Piney using the BUR system is a longer process for proper installation taking 5 weeks for completion.



## Sublette #9 Big Piney \$aving\$

**BID TABULATION** Sublette 9 - Big Piney  
Middle School ReRoof Project -  
May 4, 2018 - 2:00pm



### Progressive Roofing UT for Roofing in Green River and Big Piney-

Crews consist of 10–12 employees that visit, work, and support the local business communities renting needed items for the employees and job sites. Items many of us don't think about daily; from heavy equipment, to replacement tools and parts, to dumpsters to porta pots and the common hotel rooms.

The School District Employees have provided great support and information while the local businesses enhance the resources with great service.

Sweetwater CSD#2 experienced a great savings with Progressive Roofing, they also earned a NEW BOCES rebate of \$500.00

Using the AEPA/NEW BOCES Progressive Roofing contract, earned Sublette CSD #9 a rebate of \$509.00

***AEPA/NEW BOCES Cooperative Contracts provide  
\$aving\$ & Rebate\$***

\$587,300.00	\$585,680.00	\$499,173.00	\$549,139.00
\$78,200.00	\$79,660.00	\$70,370.00	\$89,900.00
\$9,800.00	\$13,850.00	\$3,790.08	\$4,536.00
\$0.00	\$0.00	\$0.00	\$0.00
North Face Roofing	Perkes Roofing	Progressive Roofing	Conwest, Inc.



## Construction Continued: Hellas Construction \$aves\$ Riverton \$\$\$



Hellas Employees work on track resurface

### Hellas Construction TX for the Track & Field in Riverton—

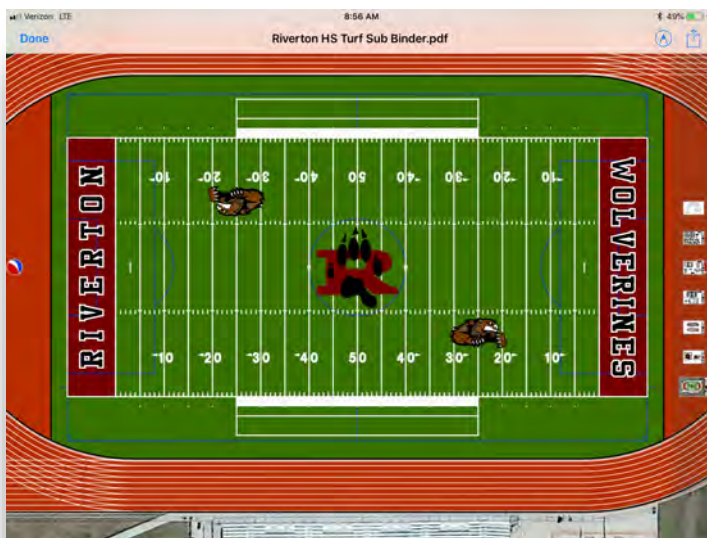
Two full crews on hand that also eat and sleep like any visitor or tourist creating income for the local hotels and eateries. With any visitor we have residents who welcome them and provide sites and activities of interest in the area. In addition, there is the need for additional supplies, when local businesses did not carry the product Hellas needed, it was a 120-mile trip to Home Depot in Casper, WY.

The revenues stream into Natrona County and Hot Springs County. Local businesses also reap benefits. The trucking firm hired by Hellas was "Thermopolis Trucking" to haul away the old turf. Thermopolis was visited by the employees during off time to enjoy the hot springs. Because of the Riverton location, employees also enjoyed trips to the Lander area. Employees were not used to travel directions that were by time rather than distance. An hour drive in WY is much better than an hour drive in Austin traffic.





Supplies and installation of the new Hellas Matrix® Turf with Helix Technology, the same turf the Dallas Cowboys, Houston Texan, and Miami Dolphins use, will be completed in three weeks, which is ahead of schedule. Design below.



*Thermopolis Trucking hauling off the 11-yr. old turf that Hellas installed in 2006.*

Fremont CSD #25 also had savings with NEW BOCES Rebate of \$603.00. Fremont CSD#25 was able to use Depreciation/Major Maintenance funds for their Hellas Project while SFD funding was used for the Sweetwater#2 and Sublette #9 roofs.

### [Additional Possible \\$aving\\$ through other Grants and Rebates](#)

Adam White—Progressive Roofing—"Check with your local Utility provider to see if they are offering rebates for roof replacement that are white reflective and additional insulation that will reduce your energy bills."

Edward Walker—Hellas Construction—"Apply for private and government grants for community projects that enhance the activities of your community youth that include projects like tracks, fields, courts, pools, playgrounds, stadiums, bleachers, etc."

Nita Werner—NEW BOCES—"Associations also provide grants that enhance health and safety. American Academy of Dermatology Association for sun shade shelter grants. AAD's Shade Structure Grant Program awards grants of up to \$8,000 to public schools and non-profits for installing permanent shade structures for outdoor locations that are not protected from the sun, such as playgrounds, pools, or recreation spaces." AADA website for application:

<https://www.aad.org/public/spot-skin-cancer/programs/shade-structure-program/eligibility-application>



## Using NEW BOCES Cooperative Contracts:

Cooperative Contracts are publicly bid with multiple entities involved for the procurement of such bids. NEW BOCES Board of Directors who solicit and approve bids are listed on pg.11 with the School District of which they serve as local School Board Members. Bids are for all Education, Non-Profit and Municipalities to use in the States of WY, UT and SD for AEPA/NEW BOCES.

*(AEPA is a National Cooperative that NEW BOCES is a Member of, therefore, AEPA/NEW BOCES Contracts)*

When products or projects exceed your purchase limit that a bid is required —just contact NEW BOCES or any of it's approved Vendors for a quote request without bidding. Price discounts are guaranteed. Request for Quotes can be done by phone, email or Online ordering.

Bid Specs are available when a Vendor is selected with the inclusion of YOUR Terms and Conditions as an Addenda for the specifics of the purchase or project to be completed. Time Frames of start/completion date and Liquidated Damages are the two most used Addendum's.

Request for Quote (RFQ) is recommended for proper procurement documentation to assist when using any Cooperative Contracts. RFQ's do not require the time and expense of the bid process giving you appropriate information to make the best decision.

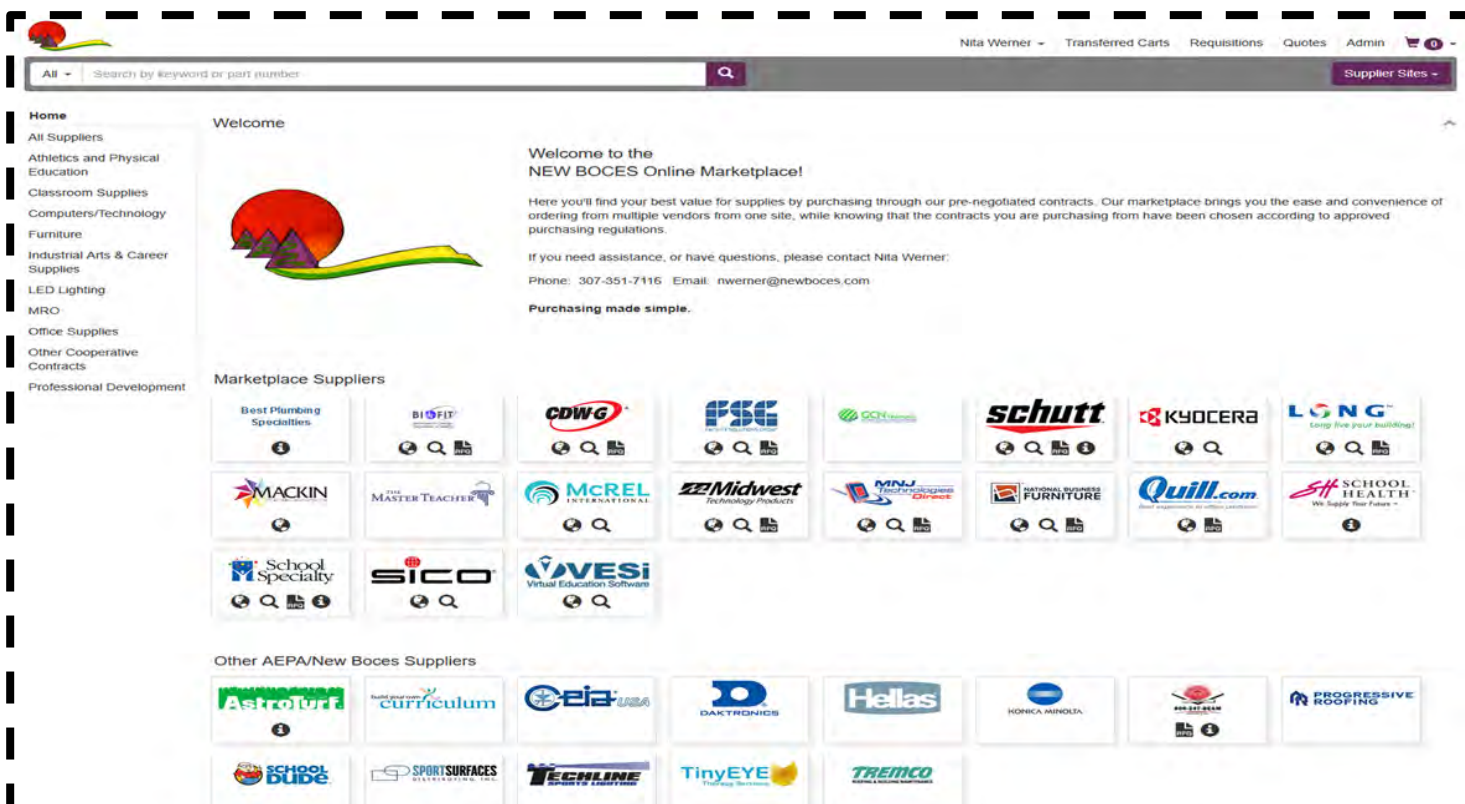
Gerri Moore provides Sundance students with multi-level CTE instruction for grade 9-12 pupils. Students pictured to the right have passed the National Restaurant Association testing of ServSafe with "Food Handler" and/or "Kitchen Manager" certificates. Nita Werner, Cooperative Director, is Certified ServSafe Instructor and Registered Proctor. The certifications are at no cost to the schools. Admin Fees collected by NEW BOCES fund this project.

**Admin Fees provide Memberships and Sponsorships to Associations that assist with hosting conferences. It also provides door prizes, scholarships, and travel expenses.**

Bran Neuendorf, Principal Lander Valley H.S. won the Registration & Hotel pkg to attend the 2019 WASSP Conference.

## ***Congratulations Sundance High School Students!!!***





### Purchasing Categories:

Athletic Equipment & Supplies  
 Athletic/Outdoor Lighting  
 Athletic Surfaces  
 Career and Technical Education  
 Custodial Supplies  
 Digital Copiers  
 Digital Resources  
 Evaluation Licenses  
 Facility Mgmt. Software  
 Food Service Distribution  
 Furniture  
 LED Lighting  
 Metal Detectors  
 Office Supplies  
 Online Professional Development  
 Para Educator Programs  
 Roofing  
 Security Products  
 School & Instructional Supplies  
 Scoreboards & Signage  
 Surface Materials  
 Technology Catalog

### Cooperative Purchasing with NEW BOCES

**Add:** [www.newboces.com](http://www.newboces.com) to favorites -Site includes:  
 Approved Vendors with Flyer's & Catalogs  
 Invitations for Bids News & Announcements  
 Registration Forms for different areas  
**Register For:** Online Ordering & Quarterly Newsletters

### Invitation to Bid 019 Categories

\*Office Supplies    \*Instructional Supplies    \*Custodial  
 \*Bleachers/Stadium Seating    \*Playground & Recreational



August 6, 2018	Publication/Release of Bid 019
September 6, 2018	019 Bid Conference Calls
September 14, 2018	Question Deadline
September 21, 2018	Addenda Deadline
October 1, 2018	Bid 019 Due/Opening
October 2-5, 2018	Bid 019 Responses Sent to Bid Committees for Review & Evaluation
November 2, 2018	Bid 019 Recommendations Due

Member	Progressive Roofing	MCS/FSA	LONG's	McRel	Master Teacher	TinyEYE	MNJ Technologies	Mackin	Hellas Constructio	Konica Minolta	Sports Surfaces	CDW-G	Quill	School Specialty	Daktronics	Dude Solutions	Q4 2017-18 Member Totals
Big Horn 1				\$276.00								\$92.53					\$368.53
Big Horn 3					\$504.00					\$847.24				\$2,493.30			\$3,844.54
Big Horn 4		\$582.39		\$205.00								\$3,212.10	\$121.32				\$4,120.81
Campbell 1																\$1,725.08	\$1,725.08
Carbon 1													\$2,369.21				\$2,369.21
Carbon 2				\$285.00									\$922.20	\$29.89			\$1,237.09
Casper College																\$301.13	\$301.13
Childrens Res Cntr													\$313.18				\$313.18
Converse 1						\$840.56						\$19,415.50	\$3,426.56	\$468.42			\$24,151.04
Converse 2					\$294.00							\$32.12	\$788.16	\$111.95			\$1,226.23
Crook 1												\$913.14	\$993.83				\$1,906.97
Dioces of Cheyenne												\$1,450.68	\$1,044.34				\$2,495.02
Fremont 1												\$21.56	\$1,148.72				\$1,170.28
Fremont 2					\$87.00												\$87.00
Fremont6				\$138.00									\$68.23	\$686.27			\$892.50
Fremont 14				\$280.00									\$42.60	\$98.93			\$421.53
Fremont 21													\$791.83	\$170.36			\$962.19
Fremont 24													\$910.77				\$910.77
Fremont 25									\$120,672.24			\$320.00	\$3,485.48				\$124,477.72
Fremont38				\$232.00								\$1,785.83					\$2,017.83
Goshen 1					\$960.00	\$944.78						\$22.45		\$1,981.91			\$3,909.14
Johnson 1												\$9,371.30					\$9,371.30
Laramie 2												\$274.80					\$274.80
Lincoln 1												\$91.74					\$91.74
Lincoln 2												\$4,038.22	\$2,728.94	\$2,605.57			\$9,372.73
Natrona 1								\$40.64					\$1,314.18		\$2,152.80	\$1,407.77	\$4,915.39
NEW BOCES		\$1,056.82		\$52.00	\$570.00	\$728.07						\$201.05	\$256.69				\$2,864.63
NW Powell College													\$794.76				\$794.76
Park 1														\$378.84		\$543.93	\$922.77
Park 6		\$5,263.20		\$250.00										\$582.50			\$6,095.70
Platte 1														\$242.00			\$242.00
Platte 2														\$3,487.38		\$76.50	\$3,563.88
Platte/Converse CDC						\$13,797.00											\$13,797.00
Region V BOCES											\$7,546.73	\$43.90					\$7,590.63
SD School Districts													\$160.94				\$160.94
Sheridan 1				\$150.00									\$2,610.31				\$2,760.31
Sheridan 2												\$54.95	\$1,839.10	\$252.11			\$2,146.16
Sheridan 3						\$821.08							\$2,754.83				\$3,575.91
Sheridan College													\$2,721.91				\$2,721.91
Sheridan CDC						\$1,141.53											\$1,141.53
St. Stephens												\$129.96					\$129.96
Spring Creek Cache UT								\$10.04									\$10.04
Sublette 1												\$3,338.51	\$2,478.84	\$809.84		\$286.30	\$6,913.49
Sublette 9	\$101,967.00												\$77.64				\$102,044.64
Sweetwater 1								\$59.75						\$1,722.85			\$1,782.60
Sweetwater 2	\$122,607.00											\$297.53		\$2,170.15			\$125,074.68
Sweetwater CDC					\$273.00	\$1,982.82											\$2,255.82
Teton 1			\$20,777.50		\$475.00			\$80.27				\$2,805.15		\$9,682.36			\$33,820.28
Uinta 1												\$66.06					\$66.06
Uinta 4														\$650.07			\$650.07
Uinta 6				\$255.00									\$32.12				\$287.12
Utah ESA's							\$207.40										\$207.40
Washakie 1					\$232.00												\$232.00
Weston 1												\$1,359.30	\$84.00	\$56.03			\$1,499.33
Weston 7				\$134.00	\$232.00									\$71.53			\$437.53
																	\$526,722.90
Total Vendor Savings	\$224,574.00	\$6,902.41	\$20,777.50	\$2,257.00	\$3,627.00	\$20,255.84	\$207.40	\$190.70	\$120,672.24	\$847.24	\$7,546.73	\$49,338.38	\$34,280.69	\$28,752.26	\$2,152.80	\$4,340.71	\$526,722.90



VENDOR		1st Quarter	2017-18			2nd Quarter 2017-18				3rd Quarter 2017-18				4th Quarter 2017-18		
	Net Savings	Sales List Cost	Sales Discount	Saving	Net Savings	Sales List Cost	Sales Discount	Saving	Net Savings	Sales List Cost	Sales Discount	Saving	Net Savings	Sales List Cost	Sales Discount	Saving
BioFit Engineered Products	\$0.00	\$0.00	\$0.00	0%	New Vendor Contract				\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
Build Your Own Curriculum	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
CDW-G	\$93,949.63	\$427,372.92	\$333,423.29	22%	\$54,069.06	\$393,623.64	\$339,632.08	14%	\$259,074.02	\$463,393.27	\$227,013.55	56%	\$49,338.38	\$838,358.38	\$789,020.00	6%
CES/Fisher	\$7,306.00	\$84,610.00	\$77,304.00	9%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
Daktronics	\$1,608.00	\$16,576.00	\$14,968.00	10%	\$1,628.00	\$17,023.00	\$15,395.00	10%	\$1,320.00	\$13,200.00	\$12,000.00	10%	\$2,152.80	\$22,520.80	\$20,368.00	10%
Facility Solutions Group	\$0.00	\$0.00	\$0.00	0%	New Vendor Contract				\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
Hellas Construction	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00	0%	\$120,672.24	\$928,248.00	\$1,048,920.00	13%
Independent Stationers	\$832.60	\$1,195.23	\$56.40	70%	\$25.80	\$51.60	\$25.80	50%	Contract Discontinued				\$0.00	\$0.00	\$0.00	0%
Konica Minolta	\$0.00	\$0.00	\$0.00	0%	\$2,924.35	\$9,747.82	\$7,498.32	30%	\$4,726.76	\$18,231.80	\$13,505.04	26%	\$847.24	\$1,467.98	\$620.74	58%
Kyocera Mita	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
Long Building Technologies	\$43,785.03	\$87,570.06	\$43,785.03	50%	\$0.00	\$0.00	\$0.00	0%	\$3,300.00	\$33,000.00	\$30,000.00	10%	\$20,777.50	\$41,555.00	\$20,777.50	50%
Mackin	\$0.00	\$0.00	\$0.00	0%	\$264.30	\$4,906.72	\$4,759.52	5%	\$316.64	\$6,315.04	\$6,125.61	5%	\$190.70	\$4,004.70	\$3,814.00	5%
Master Teacher									New Contract				\$3,627.00	\$8,437.00	\$4,810.00	43%
McRel	\$5,138.00	\$48,383.00	\$43,105.00	11%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$2,257.00	\$21,312.00	\$19,055.00	11%
MCS/FSA	\$2,397.71	\$24,195.08	\$21,797.37	10%	\$8,632.09	\$68,844.17	\$60,212.08	13%	\$5,758.75	\$77,743.14	\$71,984.39	7%	\$6,902.41	\$93,182.48	\$86,280.07	7%
MNJ Technologies	\$660.31	\$5,739.12	\$5,078.81	12%	\$266.29	\$2,314.24	\$2,047.95	12%	\$302.45	\$2,326.88	\$2,323.43	13%	\$207.40	\$1,037.03	\$829.63	20%
National Business Furniture	\$0.00	\$0.00	\$0.00	0%	New Vendor Contract				\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
Progressive Roofing Services	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$224,574.00	\$872,185.00	\$661,451.00	26%
Public School Works	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
Quill	\$106,963.86	\$307,828.54	\$200,864.68	35%	\$34,411.07	\$117,562.90	\$83,121.86	29%	\$40,658.76	\$138,837.54	\$98,178.78	29%	\$34,280.69	\$137,023.83	\$102,743.14	25%
School Dude Dude Solutions	\$8,204.61	\$71,316.96	\$63,112.35	12%	\$1,627.50	\$15,121.55	\$13,494.05	11%	\$0.00	\$0.00	\$0.00	0%	\$4,340.71	\$37,730.61	\$33,389.90	12%
School Specialty	\$59,973.78	\$158,976.98	\$99,785.42	38%	\$14,056.41	\$73,393.58	\$59,337.17	19%	\$17,487.26	\$50,777.34	\$33,365.62	34%	\$28,752.26	\$96,829.52	\$68,077.26	30%
SICO America Inc.	\$0.00	\$0.00	\$0.00	0%	New Vendor Contract				\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
Sports Surfaces																
Robert Cohen	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$4,988.35	\$62,354.45	\$57,735.60	8%	\$7,546.73	\$65,598.49	\$58,051.76	12%
Techline Sports Lighting	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
TinyEYE	\$5,418.37	\$20,026.80	\$14,608.44	27%	\$17,426.25	\$56,404.35	\$38,978.37	31%	\$15,549.68	\$57,473.16	\$41,923.43	27%	\$20,255.84	\$42,786.90	\$31,210.67	47%
Universal Athletic	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
VESi	\$320.00	\$1,235.00	\$915.00	26%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
WTI																
Weatherproofing	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00	0%
Total Quarterly Savings	\$336,237.90	\$1,253,790.69	\$917,888.79	27%	\$135,331.12	\$758,993.57	\$624,502.20	18%	\$353,482.67	\$923,652.62	\$594,155.45	38%	\$526,722.90	\$3,212,277.72	\$2,949,418.67	16%
Total overall Savines	\$1,351,774.59															

Member 2017-18	Q1	Q2	Q3	Q4	Total	Total Savings FY 2017-18	Rebate
Albany 1	\$55.37	\$3.11				\$58.48	\$0.29
Big Horn 1	\$1,453.05	\$2,286.96	\$776.76	\$368.53		\$4,885.30	\$24.43
Big Horn 3	\$2,922.54	\$2,143.59	\$637.57	\$3,844.54		\$9,548.24	\$47.74
Big Horn 4	\$1,665.49	\$3,848.72	\$1,488.72	\$4,120.81		\$11,123.74	\$55.62
Buffalo Police Dept.							\$0.00
Campbell 1	\$3,568.08	\$662.44	\$1,080.07	\$1,725.08		\$7,035.67	\$35.18
Carbon 1	\$8,785.14	\$1,040.87	\$1,400.66	2369.21		\$13,595.88	\$67.98
Carbon 2	\$8,492.21	\$2,523.29	\$2,030.95	\$1,237.09		\$14,283.54	\$71.42
Casper College	\$0.00	\$718.14		\$301.13		1019.27	\$5.10
Childrens Res Cntr	\$5,262.54	\$601.31	\$666.01	313.18		\$6,843.04	\$34.22
Converse 1	\$10,470.76	\$4,963.87	\$14,907.67	\$24,151.04		\$54,493.34	\$272.47
Converse 2	\$6,479.42	\$2,345.04	\$4,430.00	\$1,226.23		\$14,480.69	\$72.40
Crook 1	\$17,086.40	\$1,388.51	\$2,436.94	1906.97		\$22,818.82	\$114.09
Dioces of Cheyenne	\$2,794.97	\$2,393.23	\$1,959.38	2495.02		\$9,642.60	\$48.21
Fremont 1	\$6,288.19	\$1,448.51	\$2,024.87	1170.28		\$10,931.85	\$54.66
Fremont 2	\$27.98	\$0.00		\$87.00		\$114.98	\$0.57
Fremont6	\$3,697.40	\$128.88	\$231,411.34	\$892.50		\$236,130.12	\$1,180.65
Fremont 14	\$10,711.14	\$4,417.08	\$312.80	\$421.53		\$15,862.55	\$79.31
Fremont 21	\$9,975.44	\$8,378.19	\$4,367.39	962.19		\$23,683.21	\$118.42
Fremont 24	\$2,271.44	\$353.28	\$2,101.06	\$910.77		\$5,636.55	\$28.18
Fremont 25	\$3,452.06	\$1,694.02	\$2,317.67	\$124,477.72		\$131,941.47	\$659.71
Fremont38	\$2,765.46	\$1,016.81		\$2,017.83		\$5,800.10	\$29.00
Fremont CDC	\$2,011.25	\$870.44	\$441.38			\$3,323.07	\$16.62
Goshen 1	\$8,885.97	\$2,093.88	\$1,784.64	\$3,909.14		\$16,673.63	\$83.37
Hot Springs 1	\$522.17	\$111.35				\$633.52	\$3.17
Johnson 1	\$30,706.75	\$360.72	\$390.83	9371.3		\$40,829.60	\$204.15
Laramie 1	\$2,111.52	\$1,170.75	\$1,320.00			\$4,602.27	\$23.01
Laramie 2	\$688.84	\$1,188.53	\$2,192.96	274.8		\$4,345.13	\$21.73
Lincoln 1	\$802.40			91.74		\$894.14	\$4.47
Lincoln 2	\$1,352.28	\$2,227.49	\$15,659.58	\$9,372.73		\$28,612.08	\$143.06
Natrona 1	\$686.66	\$1,037.89	\$940.52	\$4,915.39		\$7,580.46	\$37.90
NEW BOCES	\$272.00	\$2,950.60	\$4,726.76	\$2,864.63		\$10,813.99	\$54.07
Niobrara 1	\$1,341.62					\$1,341.62	\$6.71
NW Powell College	\$4,289.23	\$912.94	\$1,732.98	794.76		\$7,729.91	\$38.65
Park 1	\$9,947.30	\$226.75	\$388.39	\$922.77		\$11,485.21	\$57.43
Park 16	\$499.20	\$202.75	\$460.00			\$1,161.95	\$5.81
Park 6	\$7,521.36	\$6,415.43	\$9,108.86	\$6,095.70		\$29,141.35	\$145.71
Platte 1	\$240.57	\$740.81	\$50.40	\$242.00		\$1,273.78	\$6.37
Platte 2	\$1,385.25	\$110.47	\$665.23	\$3,563.88		\$5,724.83	\$28.62
Platte/Converse CDC	\$2,929.31	\$9,188.31	\$8,042.81	13797		\$33,957.43	\$169.79
Region V BOCES	\$100.01	\$87.87	\$6,276.25	\$7,590.63		\$14,054.76	\$70.27
SD School Districts	\$3,188.45	\$2,467.93	\$1,887.52	160.94		\$7,704.84	\$38.52
Sheridan 1	\$4,229.85	\$1,914.51	\$1,485.66	\$2,760.31		\$10,390.33	\$51.95

Member 2017-18	Q1	Q2	Q3	Q4	Total	Total Savings FY 2017-18	Rebate
Sheridan 2	\$12,429.35	\$2,028.90	\$164.27	\$2,146.16		\$16,768.68	\$83.84
Sheridan 3	\$2,631.66	\$1,797.75	\$1,505.25	\$3,575.91		\$9,510.57	\$47.55
Sheridan College	\$2,868.30	\$338.70	\$404.55	2721.91		\$6,333.46	\$31.67
Sheridan CDC	\$0.00	\$0.00	\$0.00	\$1,141.53		\$1,141.53	\$5.71
Spring Creek Cache UT	\$0.00	\$29.06	\$127.21	129.96		\$286.23	\$1.43
St. Stephens	\$362.36	\$77.50		\$10.04		\$449.90	\$2.25
Sublette 1	\$63,308.50	\$3,676.12	\$5,492.13	\$6,913.49		\$79,390.24	\$396.95
Sublette 9	\$5,754.81	\$119.05	\$172.59	\$102,044.64		\$108,091.09	\$540.46
Sweetwater 1	\$2,816.10	\$807.74	\$724.75	\$1,782.60		\$6,131.19	\$30.66
Sweetwater 2	\$5,690.19	\$39,710.01	\$4,573.87	\$125,074.68		\$175,048.75	\$875.24
Sweetwater CDC	\$1,465.38	\$3,635.58	\$3,458.43	\$2,255.82		\$10,815.21	\$54.08
Teton 1	\$13,742.53	\$3,985.87	\$1,697.32	\$33,820.28		\$53,246.00	\$266.23
Uinta 1	\$2,488.88	\$1,025.00		66.06		\$3,579.94	\$17.90
Uinta 4	\$2,268.58		\$651.87	\$650.07		\$3,570.52	\$17.85
Uinta 6	\$2,946.20	\$302.79	\$209.03	\$287.12		\$3,745.14	\$18.73
University of WY	\$1,032.07					\$1,032.07	\$5.16
Utah ESA's	\$0.00	\$0.00		\$207.40		\$207.40	\$1.04
Washakie 1	\$5,456.32	\$386.15	\$53.34	\$232.00		\$6,127.81	\$30.64
Washakie 2	\$73.00					\$73.00	\$0.37
Western WY College	\$0.00					0	\$0.00
Weston 1	\$17,512.41	\$336.35	\$1,981.00	\$1,499.33		\$21,329.09	\$106.65
Weston 7	\$1,774.19	\$266.29	\$302.45	\$437.53		\$2,780.46	\$13.90
WY Boys School	\$0.00					0	\$0.00
WY Girls School	\$0.00	\$172.99	\$39.98			212.97	\$1.06
	\$336,557.90	\$135,331.12	\$353,462.67	\$526,722.90			
							\$6,760.37
<b>Total Qualified Rebates</b>							<b>\$5,193.56</b>







## NEW BOCES CO-OP

Nita Werner, Co-op Director  
NEW BOCES  
410 N. Miller Avenue  
Gillette, WY 82716

Phone: 307-351-7116  
Fax: 307-686-7628  
E-mail: [nwerner@newbores.com](mailto:nwerner@newbores.com)



## NEW BOCES & Co-op Partnerships

*ACES - Assoc. of Cooperative Educational Services*

*AEPA - Assoc. of Educational Purchasing Agencies*

*AESA - Assoc. of Educational Service Agencies*

*NIGP - National Institute of Government Procurement*

*CCA- County Clerks Assoc.*

*GCC - Gillette Chamber of Commerce*

*WASA - WY Assoc. of School Administrators*

*WASEA - WY Assoc. Special Education Administrators*

*WASBO - WY Assoc. of School Business Officials*

*WASSP - WY Assoc. of Secondary School Principals*

*WSBA - Wyoming School Board Assoc.*

*NSBA - National School Board Assoc.*

## **Northeast Wyoming BOCES Board of Directors**

<b>Barb Carlock</b>	<b>Sheridan County #3</b>
<b>Diana White</b>	<b>Weston County #7</b>
<b>Andrea Hladky</b>	<b>Campbell County #1</b>
<b>Dean Johnson</b>	<b>Weston County #1</b>
<b>Loren Heth</b>	<b>Niobrara County #1</b>
<b>Casey Tillard</b>	<b>Converse County #2</b>
<b>Kathy Smith</b>	<b>Johnson County #1</b>
<b>Jay Butler</b>	<b>Converse County #1</b>
<b>Josie Pearson</b>	<b>Crook County #1</b>
<b>Rodney Wagner</b>	<b>Goshen County #1</b>
<b>Stan Sheehan</b>	<b>Attorney</b>
<b>Julie Cudmore</b>	<b>Executive Director</b>
<b>Shauna Tranas</b>	<b>Secretary/Administrative Assistant</b>
<b>Keri Spears</b>	<b>Business Manager</b>
<b>Valerie Hurm</b>	<b>Principal/SpEd Director</b>

*Meeting Schedule*  
4th Thursday  
10:30 AM  
410 N Miller Ave.  
Gillette, WY  
307-682-0231



Volume 4  
October  
2018  
Issue 14

*NEW BOCES Cooperative Purchasing*  
410 N Miller Ave.  
Gillette, WY 82716  
[www.newboces.com](http://www.newboces.com)

"HI-5"

## NEW BOCES opens Day Program in Sheridan, WY

The reception received from families, students, educational professionals and the community has been second to none. We look forward to the challenge and opportunity to establish our program as one of the premier learning centers in Wyoming. Our team is made up of highly qualified professionals who believe in what we're doing here, and who are committed to our students' success. We have one special education teacher, two exceptional special programs teacher's assistants, and one part-time speech language pathologist with over 25 years of experience! Combined, our team has over 40 years of experience in special education.

As our program continues to grow, we are learning how incredibly necessary these programs are for our special needs population. Our program is able to accomplish something many communities around the State have simply not had. Students with behavioral, emotional and social needs in Wyoming who have not been successful in general ed. classrooms, resource rooms or even isolation have often times been placed in residential placements. When these students complete a residential program we're forced to put them back into the same environment where they weren't successful. Our program has the opportunity to bridge that LRE (least restrictive environment) gap and offer a placement in their community where they can continue to receive 1:1 academic support, intense personal and family therapy, conflict management and continue to develop skills and strategies to be a successful student and citizen.

We're able to accomplish all of this by creating strong relationships with the local school districts, establishing healthy partnerships with professional psychological and counseling

services like Big Horn Psychological who we're working with closely. Our approach to the students' treatment is being done in a collaborative manner that is oriented toward individual goals. Big Horn Psychological and their team of professionals are evaluating our students cognitively, emotionally and personally and then developing detailed behavior plans and treatment plans that will be implemented together. Additionally, they are providing our students with group therapy once a week where they discuss conflict management and individual goals. They also offer family therapy to continue building healthy relationships at home.

All of our students are operating at grade level and working towards earning a high school diploma. Currently, we are using an online-based curriculum called Accelerate Education. We are able to directly align our State standards with the curriculum while providing our students the supplemental instruction that is individualized and differentiated. Allowing each of our students' specific learning needs across the entire curriculum during work through courses at a pace specific to their success while taking smaller course loads.

The YMCA of Sheridan, WY has agreed to let our program use their facilities for 90 minutes, two times per week. Physical Education programs can do a great deal to improve the lifestyle of children with special needs – they can increase competency in gross motor skills, help to control obesity, improve self-esteem and social skills, encourage an active lifestyle, and maintain motivation in various areas of life.

## Newly Awarded Contract:

Synovia Solutions:

### *Here Comes the Bus*

Lets you know that your child is on the Right Bus. Right Stop. Right Time.

\*Driver Safety technology allows you to monitor and mitigate driver behavior, including real-time monitoring ensuring that your child is being transported safely to and from school.

\*Child Check is a system designed to ensure that no child is left on the bus after the route has ended.

\*Student Ridership technology gives school administrators and parents comfort in knowing their children made it safely on and off the right bus at the right stop.

\*Parents will know when their child's bus is arriving, reduce the time their children spend standing by the side of the road.

\*For transportation managers, means children know when their bus will arrive, so there are fewer missed pickups, or delays, which means routes are run quicker, burning less fuel.

## LED Lighting Contract

FSG AEPA/NEW BOCES

Facility Solutions Group is a leading single-source provider of lighting, electrical, energy, signage, and technology solutions, operating across all fifty States, Canada and Puerto Rico. Through the AEPA/NEW BOCES contract, FSG is able to offer the following services to members of the Co-op at competitive pricing. If you are interested in discussing which services best fit your needs give us a call at

(855) 642-1109 and press 1

### *Energy Audits*

FSG is able to audit your facility, perform a complete energy analysis, design and specify your upgrade, and turn over a complete deliverable with contract pricing.

### *Installation Services*

FSG is able to provide electrical services such as indoor and outdoor lighting fixture installation. This is included in the contract scope. Prevailing and non-prevailing rates available.

### *Training Services*

FSG is able to provide training and commissioning at your facility as part of this contract. This includes advanced lighting controls and dimming systems. Prices are a cost-per-day rates



### Tennis Courts

Installed by

Hellas Construction

Park 1 Powell

Thank you!

Savings Rebates were paid in August for FY 2017-18 to 14 WY Entities by using our various contracts.

Congratulations!!

3 Entities have qualified during the 1st Quarter to receive a FY 2018-19 Savings Rebate

View our Savings/Vendor/Rebate Report pages 3-5



VENDOR		1st Quarter	2018-19	
FY 2018-19	Net Savings	Sales List Cost	Sales Discount	Saving
BioFit Engineered Products	\$0.00	\$0.00	\$0.00	0%
CDW-G	\$27,469.57	\$508,730.35	\$481,260.78	5%
Daktronics	\$15,565.70	\$155,657.00	\$146,568.00	10%
Facility Solutions Group	\$0.00	\$0.00	\$0.00	0%
Hellas Construction	\$4,971.90	\$38,117.90	\$33,146.00	13%
Konica Minolta	\$1,457.88	\$5,623.26	\$4,165.38	26%
Kyocera Mita	\$0.00	\$0.00	\$0.00	0%
Long Building Technologies	\$0.00	\$0.00	\$0.00	0%
Mackin	\$88.86	\$2,081.19	\$1,994.33	4%
Master Teacher	\$1,873.00	\$4,629.00	\$2,756.00	40%
McRel	\$1,406.00	\$12,946.00	\$11,540.00	11%
MCS/FSA	\$4,075.86	\$55,024.10	\$50,948.24	7%
Midwest Technologies	\$0.00	\$0.00	\$0.00	0%
MNJ Technologies	\$0.00	\$0.00	\$0.00	0%
National Business Furniture	\$15,970.36	\$45,007.38	\$29,037.02	35%
Partac Peat Beam Clay	\$40.00	\$324.63	\$284.63	12%
Progressive Roofing	\$0.00	\$0.00	\$0.00	0%
Quill	\$153,622.45	\$427,179.71	\$273,962.66	36%
School Dude Dude Solutions	\$6,954.87	\$60,453.78	\$53,498.92	12%
School Specialty	\$42,792.36	\$130,851.62	\$87,046.02	33%
ServSafe	\$550.00	\$1,110.00	\$550.00	50%
SICO America Inc.	\$0.00	\$0.00	\$0.00	0%
Sports Surfaces Robert Cohen	\$0.00	\$0.00	\$0.00	0%
Synovia Solutions	New Contract 9/27/2018			0%
Techline Sports Lighting	\$0.00	\$0.00	\$0.00	0%
TinyEYE	\$11,773.13	\$36,989.20	\$26,768.51	32%
VESi	\$160.00	\$1,055.00	\$895.00	15%
WTI Weatherproofing Technologies	\$0.00	\$0.00	\$0.00	0%
<b>Average Savings</b>		<b>\$1,485,780.12</b>	<b>\$1,204,421.49</b>	<b>19%</b>
<b>Total Quarter Savings</b>	<b>\$288,771.94</b>			
<b>Total overall Savings to Date</b>	<b>\$288,771.94</b>			

Member 2017-18	McRel	Master Teacher	Partac Peat Beam Clay	Mackin	Quill	School Specialty	Daktronics	National Business Furniture	MCS/FSA	CDW-G	TinyEYE	ServSafe NEW BOCES Co-op	Hellas Constr.	Konica Minolta	Dude Solutions	VESi	Q1 1819 Total Member Savings
Albany 1																	\$0.00
Big Horn 1					\$516.10					\$3,743.49							\$4,259.59
Big Horn 2		\$98.00															\$98.00
Big Horn 3						\$4,287.54									\$302.72		\$4,590.26
Big Horn 4									\$312.58							\$30.00	\$342.58
Campbell 1						\$2,076.23											\$2,076.23
Carbon 1					\$17,362.56					\$5.51							\$17,368.07
Carbon 2					\$4,951.48	\$1,290.81											\$6,242.29
Casper College																	\$0.00
Childrens Res Cntr					\$6,237.42												\$6,237.42
Converse 1		\$1,072.00			\$36,248.69	\$3,505.24				\$1,140.19							\$41,966.12
Converse 1 Rec Board																	\$0.00
Converse 2					\$6,700.13	\$1,089.13		\$15,970.36		\$169.43							\$23,929.05
Crook 1					\$6,393.37	\$48.35				\$138.09							\$6,579.81
Dioceses of Cheyenne					\$2,648.46					\$3,142.44							\$5,790.90
Fremont 1					\$2,225.51												\$2,225.51
Fremont 2																	\$0.00
Fremont6					\$226.78	\$1,170.05											\$1,396.83
Fremont 14					\$731.73	\$6,783.55											\$7,515.28
Fremont 21					\$11,746.38	\$898.37				\$3,749.36							\$16,394.11
Fremont 24					\$3,223.00	\$157.14											\$3,380.14
Fremont 25					\$4,837.53					\$26.04							\$4,863.57
Fremont38										\$1,883.46							\$1,883.46
Fremont CDC					\$690.09	\$881.70											\$1,571.79
Goshen 1						\$477.06					\$5,220.08						\$5,697.14
Hot Springs 1					\$3,362.73												\$3,362.73
Johnson 1						\$161.84				\$1,949.46						\$70.00	\$2,181.30
Laramie 1															\$672.95		\$672.95
Laramie 2		\$703.00								\$2,977.35						\$60.00	\$3,740.35
Laramie CCC															\$1,137.60		\$1,137.60
Lincoln 1	\$300.00					\$570.21											\$870.21
Lincoln 2					\$1,495.97	\$488.32				\$4,215.60							\$6,199.89
Natrona 1				\$86.46	\$103.69									\$1,457.88			\$1,648.03
NEW BOCES						\$58.75			\$1,064.68	\$13.69	\$1,552.43						\$2,689.55
Niobrara 1										\$1.33							\$1.33
NW BOCES												\$300.00					\$300.00
NW Powell College					\$6,105.25												\$6,105.25
Park 1						\$218.81								\$4,971.90			\$5,190.71
Park 16					\$2,859.99	\$118.26				\$390.87							\$3,369.12
Park 6						\$551.63			\$2,698.60								\$3,250.23
Platte 1						\$971.05				\$93.02							\$1,064.07
Platte 2						\$312.21									\$134.06		\$446.27
Platte/Converse CDC										\$1,892.63							\$1,892.63
Region V BOCES									\$1,684.73								\$1,684.73
SD School Districts					\$4,467.39												\$4,467.39
Sheridan 1					\$6,224.97												\$6,224.97
Sheridan 2					\$1,575.12	\$4,041.32									\$1,054.99		\$6,671.43
Sheridan 3					\$438.72					\$392.95							\$831.67
Sheridan College					\$3,749.26										\$1,758.56		\$5,507.82
Sheridan CDC										\$1,929.90							\$1,929.90
St. Stephens					\$760.39												\$760.39
Spring Creek Cache UT																	\$0.00
Sublette 1					\$6,376.51		\$15,565.70			\$997.00							\$22,939.21
Sublette 9					\$2,437.15												\$2,437.15
Sweetwater 1						\$439.69				\$259.59							\$699.28
Sweetwater 2	\$1,033.00					\$6,283.83				\$811.02							\$8,127.85
Sweetwater CDC											\$785.14						\$785.14
Teton 1				\$2.40		\$4,629.88											\$4,632.28
Uinta 1															\$476.95		\$476.95
Uinta 4						\$489.28											\$489.28
Uinta 6					\$1,994.70												\$1,994.70
University of WY															\$1,032.07		\$1,032.07
Utah ESA's			\$40.00														\$40.00
Washakie 1										\$20.20					\$384.97		\$405.17
Washakie 2	\$73.00																\$73.00
Western WY College																	\$0.00
Weston 1					\$6,931.38	\$551.67				\$56.11							\$7,539.16
Weston 7						\$240.44											\$240.44
WY Boys School																	\$0.00
WY Girls School										\$1.59							\$1.59
WY Life Resource Center																	
Y.E.S. House																	
Taco Johns Thermopolis												\$250.00					\$250.00

Member 2017-18	Q1	Q2	Q3	Q4	Total	Total Savings FY 2018-19	Rebate
Albany 1	\$0.00					\$0.00	\$0.00
Big Horn 1	\$4,259.59					\$4,259.59	\$21.30
Big Horn 2	\$98.00					\$98.00	\$0.49
Big Horn 3	\$4,590.26					\$4,590.26	\$22.95
Big Horn 4	\$342.58					\$342.58	\$1.71
Campbell 1	\$2,076.23					\$2,076.23	\$10.38
Carbon 1	\$17,368.07					\$17,368.07	\$86.84
Carbon 2	\$6,242.29					\$6,242.29	\$31.21
Casper College	\$0.00					\$0.00	\$0.00
Childrens Res Cntr	\$6,237.42					\$6,237.42	\$31.19
Converse 1	\$41,966.12					\$41,966.12	\$209.83
Converse 1 Rec Board	\$0.00					\$0.00	\$0.00
Converse 2	\$23,929.05					\$23,929.05	\$119.65
Crook 1	\$6,579.81					\$6,579.81	\$32.90
Dioces of Cheyenne	\$5,790.90					\$5,790.90	\$28.95
Fremont 1	\$2,225.51					\$2,225.51	\$11.13
Fremont 2	\$0.00					\$0.00	\$0.00
Fremont6	\$1,396.83					\$1,396.83	\$6.98
Fremont 14	\$7,515.28					\$7,515.28	\$37.58
Fremont 21	\$16,394.11					\$16,394.11	\$81.97
Fremont 24	\$3,380.14					\$3,380.14	\$16.90
Fremont 25	\$4,863.57					\$4,863.57	\$24.32
Fremont38	\$1,883.46					\$1,883.46	\$9.42
Fremont CDC	\$1,571.79					\$1,571.79	\$7.86
Goshen 1	\$5,697.14					\$5,697.14	\$28.49
Hot Springs 1	\$3,362.73					\$3,362.73	\$16.81
Johnson 1	\$2,181.30					\$2,181.30	\$10.91
Laramie 1	\$672.95					\$672.95	\$3.36
Laramie 2	\$3,740.35					\$3,740.35	\$18.70
Laramie CCC	\$1,137.60					\$1,137.60	\$5.69
Lincoln 1	\$870.21					\$870.21	\$4.35
Lincoln 2	\$6,199.89					\$6,199.89	\$31.00
Natrona 1	\$1,648.03					\$1,648.03	\$8.24
NEW BOCES	\$2,689.55					\$2,689.55	\$13.45
Niobrara 1	\$1.33					\$1.33	\$0.01
NW BOCES	\$300.00					\$300.00	\$1.50
NW Powell College	\$6,105.25					\$6,105.25	\$30.53
Park 1	\$5,190.71					\$5,190.71	\$25.95
Park 16	\$3,369.12					\$3,369.12	\$16.85
Park 6	\$3,250.23					\$3,250.23	\$16.25
Platte 1	\$1,064.07					\$1,064.07	\$5.32
Platte 2	\$446.27					\$446.27	\$2.23
Platte/Converse CDC	\$1,892.63					\$1,892.63	\$9.46
Region V BOCES	\$1,684.73					\$1,684.73	\$8.42
SD School Districts	\$4,467.39					\$4,467.39	\$22.34
Sheridan 1	\$6,224.97					\$6,224.97	\$31.12
Sheridan 2	\$6,671.43					\$6,671.43	\$33.36
Sheridan 3	\$831.67					\$831.67	\$4.16
Sheridan College	\$5,507.82					\$5,507.82	\$27.54
Sheridan CDC	\$1,929.90					\$1,929.90	\$9.65
St. Stephens	\$760.39					\$760.39	\$3.80
Spring Creek Cache UT	\$0.00					\$0.00	\$0.00
Sublette 1	\$22,939.21					\$22,939.21	\$114.70
Sublette 9	\$2,437.15					\$2,437.15	\$12.19
Sweetwater 1	\$699.28					\$699.28	\$3.50
Sweetwater 2	\$8,127.85					\$8,127.85	\$40.64
Sweetwater CDC	\$785.14					\$785.14	\$3.93
Teton 1	\$4,632.28					\$4,632.28	\$23.16
Uinta 1	\$476.95					\$476.95	\$2.38
Uinta 4	\$489.28					\$489.28	\$2.45
Uinta 6	\$1,994.70					\$1,994.70	\$9.97
University of WY	\$1,032.07					\$1,032.07	\$5.16
Utah ESA's	\$40.00					\$40.00	\$0.20
Washakie 1	\$405.17					\$405.17	\$2.03
Washakie 2	\$73.00					\$73.00	\$0.37
Western WY College	\$0.00					\$0.00	\$0.00
Weston 1	\$7,539.16					\$7,539.16	\$37.70
Weston 7	\$240.44					\$240.44	\$1.20
WY Boys School	\$0.00					\$0.00	\$0.00
WY Girls School	\$1.59					\$1.59	\$0.01
WY Life Resource Center	\$0.00					\$0.00	\$0.00
Y.E.S. House	\$0.00					\$0.00	\$0.00
	\$288,521.94						
Qualified Rebates							\$444.17





## NEW BOCES CO-OP

Nita Werner, Co-op Director  
NEW BOCES  
410 N. Miller Avenue  
Gillette, WY 82716

Phone: 307-351-7116  
Fax: 307-686-7628  
E-mail: [nwerner@newbores.com](mailto:nwerner@newbores.com)



## NEW BOCES & Co-op Partnerships

**ACES** - Assoc. of Cooperative Educational Services

**AEPA** - Assoc. of Educational Purchasing Agencies

**AESA** - Assoc. of Educational Service Agencies

**NIGP** - National Institute of Government Procurement

**CCA** - County Clerks Assoc.

**GCC** - Gillette Chamber of Commerce

**WASA** - WY Assoc. of School Administrators

**WASEA** - WY Assoc. Special Education Administrators

**WASBO** - WY Assoc. of School Business Officials

**WASSP** - WY Assoc. of Secondary School Principals

**WSBA** - Wyoming School Board Assoc.

**NSBA** - National School Board Assoc.

## **Northeast Wyoming BOCES Board of Directors**

<b>Barb Carlock</b>	<b>Sheridan County #3</b>
<b>Diana White</b>	<b>Weston County #7</b>
<b>Andrea Hladky</b>	<b>Campbell County #1</b>
<b>Dean Johnson</b>	<b>Weston County #1</b>
<b>Loren Heth</b>	<b>Niobrara County #1</b>
<b>Casey Tillard</b>	<b>Converse County #2</b>
<b>Kathy Smith</b>	<b>Johnson County #1</b>
<b>Jay Butler</b>	<b>Converse County #1</b>
<b>Josie Pearson</b>	<b>Crook County #1</b>
<b>Rodney Wagner</b>	<b>Goshen County #1</b>
<b>Stan Sheehan</b>	<b>Attorney</b>
<b>Julie Cudmore</b>	<b>Executive Director</b>
<b>Shauna Tranas</b>	<b>Secretary/Administrative Assistant</b>
<b>Keri Spears</b>	<b>Business Manager</b>

**Meeting Schedule**  
4th Thursday  
10:30 AM  
410 N Miller Ave.  
Gillette, WY  
307-682-0231



Volume 4  
January  
2019  
Issue 15

NEW BOCES Cooperative Purchasing  
410 N Miller Ave.  
Gillette, WY 82716  
[www.newboces.com](http://www.newboces.com)

"HI- 5"



### Newly Awarded Contracts:

#### Synovia Solutions:

##### *Here Comes the Bus*

Based in Indianapolis, Synovia Solutions LLC provides GPS-driven smart fleet technology applications to increase savings, enhance safety and improve service. The powerful Web-based solution is provided on a Software as a Service (SaaS) platform. With a nationwide customer base in K-12 transportation and municipal fleet management services, Synovia provides digital services that deliver essential, real-time data for smarter fleet management.

*The free mobile app has racked up more than 30,000 reviews on the Apple app store with a 4.6 star rating. The intuitive user interface, accessibility and simplicity of app has earned it plaudits from parents, student and educators.*

### **Know where and when your students board and exit the bus.**

Did all your students get picked up this morning? Were they dropped off at their assigned stop? Which students are on Bus 32 right now? Our Student Ridership solutions allow you to track when and where each student boards and exits their bus.

Search by school or itinerary to see a complete view of your district, or drill down for more detailed reports and compare your planned and actual capacity. Drivers won't lose time, because it's easy for students to check-in and out, and for fleet managers, they can ensure the right students are riding to the right stops.

### **Synovia offers multiple options to help manage student ridership, including:**

- Barcode scanner – use existing ID cards
- Here Comes the Bus App – mobile device
- RFID scanner – reads installed in bus entryway

Driver tracking via operator panel tablet (for small loads and special needs students)

#### **Follow Synovia Solutions on:**

Facebook, <https://www.facebook.com/SSHereComestheBus/>

Twitter <https://twitter.com/HereComesTheBus>

YouTube [https://www.youtube.com/channel/UCV2AHlg\\_lim3TJ-BCHZQoWQ?view\\_as=subscriber](https://www.youtube.com/channel/UCV2AHlg_lim3TJ-BCHZQoWQ?view_as=subscriber)

Schools interested in learning about how "Here Comes the Bus" can improve their transportation system should contact Bryan Mitchell, Marketing & Communications 202 -718-5155

## Newly Awarded Contracts Continued:



Instagram @blickartmaterials, share your latest artwork for a chance to be featured.

Blick has a knowledgeable team of product information specialists on staff to help you with questions about art materials, product applications, and techniques.

Since 1911, artists have turned to Blick Art Materials for dependable savings, a huge selection, and fine customer service on art supplies.

Blick Art Materials is a family-owned retail and catalog business that supplies professional and amateur artists, students, scholastic art programs, and anyone requiring art supplies for business or pleasure. Established as a mail order business by Dick Blick in 1911 and purchased by Robert Metzenberg in 1947, it is one of the oldest and largest art materials suppliers in the United States, as well as a primary supplier of mail order art supplies.



Founded in 1907, Hillyard is a leading manufacturer and distributor of cleaning and hygiene solutions. Helping people deliver clean, safe, healthy facilities is our purpose, passion and focus. It's what we do. It's everything we do - every day!

We have the cleaning expertise, focus and know-how that matters. It's how we help improve outcomes, lower cleaning costs, and deliver results that your stakeholders demand. We strive to earn the right to be Your Cleaning Resource!

**WY Distributor:** Cowboy Supply 650 West 18th Street Cheyenne, WY 82001 800-824-0402



Educator and entrepreneur [Harvey Dean](#) founded his start-up in 1971 by creating hands-on kits in a garage. We have progressed steadily since then, growing our portfolio around a core of hands-on projects, scalable curriculum, and effective learning environments meant to address all learning styles.

The context in which we work is STEM, as it integrates the core disciplines that enable students to solve problems, be creative, think with their hands, work together, and articulate ideas. Through decades of change in education, providing competency-based, collaborative, hands-on learning opportunities has been our constant focus.

We have cycled the engineering design process ourselves many times through the evolution and development of hands-on projects, constantly learning and improving along the way. That is why so many of our flagship products have endured the test of time.

We have found what works; we know how to engage students in the relevant integration of STEM concepts while helping them master 21st-century employability skills.



	<b>2nd Quarter 2018-19</b>			
<b>Net Savings</b>	<b>Sales List Cost</b>	<b>Sales Discount</b>	<b>Saving</b>	<b>Approved Contracted Vendor</b>
\$0.00	\$0.00	\$0.00	0%	BioFit Engineered Products
New Con- tract				BLICK Art Materials
\$18,484.39	\$172,804.14	\$154,319.75	11%	CDW-G
\$1,813.50	\$18,135.00	\$16,419.00	10%	Daktronics
\$0.00	\$0.00	\$0.00	0%	Facility Solutions Group
\$0.00	\$0.00	\$0.00	0%	Hellas Construction
\$0.00	\$0.00	\$0.00	0%	Konica Minolta
\$0.00	\$0.00	\$0.00	0%	Kranos dba Schutt
\$0.00	\$0.00	\$0.00	0%	Kyocera Mita
\$0.00	\$0.00	\$0.00	0%	Long Building Technologies
\$219.13	\$5,420.79	\$5,201.66	4%	Mackin
\$0.00	\$0.00	\$0.00	0%	Master Teacher
\$0.00	\$0.00	\$0.00	0%	McRel
\$5,872.61	\$80,335.40	\$74,462.79	7%	MCS/FSA
\$0.00	\$0.00	\$0.00	0%	Midwest Techonolgies
\$323.82	\$2,814.42	\$2,490.60	12%	MNJ Technologies
\$132.31	\$378.03	\$280.02	35%	National Business Furniture
\$0.00	\$0.00	\$0.00	0%	Partac Peat Beam Clay
\$0.00	\$0.00	\$0.00	0%	Progressive Roofing Services
\$38,309.40	\$131,107.00	\$92,797.60	29%	Quill
\$614.16	\$7,438.62	\$6,823.91	8%	School Dude Dude Solutions
\$11,561.95	\$36,146.80	\$24,584.85	32%	School Specialty
\$0.00	\$0.00	\$0.00	0%	ServSafe
\$0.00	\$0.00	\$0.00	0%	SICO America Inc.
\$0.00	\$0.00	\$0.00	0%	Sports Surfaces Robert Cohen
\$0.00	\$0.00	\$0.00	0%	Synovia Solutions
\$0.00	\$0.00	\$0.00	0%	Techline Sports Lighting
\$24,657.68	\$89,237.30	\$64,579.63	28%	TinyEYE
\$0.00	\$0.00	\$0.00	0%	VESi
\$0.00	\$0.00	\$0.00	0%	WTI Weatherproofing Technologies
	<b>\$543,817.50</b>	<b>\$441,959.81</b>	<b>19%</b>	<b>Average Savings</b>
<b>\$101,988.95</b>				<b>Total Quarter 2 Savings</b>
<b>Total overall Savings to Date</b>				<b>\$390,760.89</b>

Member 2018-19	MCS FSA	National Business Furni- ture	TinyEye	Daktron ics	Quill	MNJ	Dude Solu- tions	School Specialty	Mackin	CDW-G	Total Member Savings
Big Horn 1					\$794.44					\$11.43	\$805.87
Big Horn 2										\$108.30	\$108.30
Big Horn 3								\$47.22			\$47.22
Big Horn 4					\$257.82					\$61.08	\$318.90
Campbell 1								\$1,650.66			\$1,650.66
Carbon 1					\$540.61					\$11.40	\$552.01
Carbon 2					\$2,060.56			\$467.76			\$2,528.32
Casper Col- lege							\$614.16				\$614.16
Children's Res Cntr					\$470.42						\$470.42
Converse 1					\$3,309.75			\$1,183.43		\$1,041.73	\$5,534.91
Converse 2		\$132.31			\$1,876.96			\$186.19		\$74.17	\$2,269.63
Crook 1					\$678.56			\$52.50		\$218.46	\$949.52
Diocese of Cheyenne					\$1,437.76						\$1,437.76
Fremont 1					\$2,961.11					\$1.79	\$2,962.90
Fremont6					\$1,597.17			\$26.64			\$1,623.81
Fremont 14					\$414.24			\$93.27		\$25.13	\$532.64
Fremont 21					\$3,356.37			\$104.20		\$1,071.00	\$4,531.57
Fremont 24					\$448.43			\$149.36			\$597.79
Fremont 25					\$1,423.20					\$295.34	\$1,718.54
Fremont38										\$1,168.33	\$1,168.33
Fremont CDC					\$348.67			\$178.03			\$526.70
Goshen 1			\$12,490.28					\$478.99		\$965.84	\$13,935.11
Hot Springs 1										\$193.60	\$193.60
Johnson 1								\$60.00		\$2,073.61	\$2,133.61
Laramie 1				\$874.00							\$874.00
Laramie 2										\$482.81	\$482.81

Lincoln 1								\$21.00			\$21.00
Lincoln 2					\$1,695.97			\$57.06		\$5,142.67	\$6,895.70
Natrona 1					\$525.75				\$17.23		\$542.98
NEW BOCES	\$1,420.13				\$376.71						\$1,796.84
NW Powell College					\$818.12						\$818.12
Park 1					\$447.16						\$447.16
Park 16					\$40.92			\$49.00		\$119.40	\$209.32
Park 6	\$4,452.48							\$1,157.70			\$5,610.18
Platte 1								\$10.80		\$2,389.56	\$2,400.36
Platte/Converse CDC			\$5,309.06								\$5,309.06
Region V BOCES										\$118.17	\$118.17
SD School Districts					\$1,871.42						\$1,871.42
Sheridan 1					\$2,365.91						\$2,365.91
Sheridan 2					\$55.20			\$198.34			\$253.54
Sheridan 3			\$1,025.59		\$219.69						\$1,245.28
Sheridan College					\$595.64						\$595.64
Sheridan CDC			\$3,267.34								\$3,267.34
Sublette 1					\$4,242.80			\$477.74		\$63.22	\$4,783.76
Sublette 9										\$40.90	\$40.90
Sweetwater 1								\$903.86		\$28.40	\$932.26
Sweetwater 2								\$2,192.77		\$144.32	\$2,337.09
Sweetwater CDC			\$2,565.41								\$2,565.41
Teton 1								\$1,336.27	\$201.90	\$2,209.60	\$3,747.77
Uinta 4								\$278.16			\$278.16
Uinta 6					\$513.02						\$513.02
University of WY											\$0.00
Utah ESA's											\$0.00
Washakie 1										\$351.23	\$351.23
Weston 1				\$939.50	\$2,564.92			\$114.30		\$72.90	\$3,691.62
Weston 7						\$323.82		\$86.70			\$410.52
											\$101,988.8
					5						



Member 2017-18	Q1	Q2	Q3	Q4	Total	Total Savings FY 2018-19	Rebate
Big Horn 1	\$4,259.59	\$805.87				\$5,065.46	\$25.33
Big Horn 2	\$98.00	\$108.30				\$206.30	\$1.03
Big Horn 3	\$4,590.26	\$47.22				\$4,637.48	\$23.19
Big Horn 4	\$342.58	\$318.90				\$661.48	\$3.31
Campbell 1	\$2,076.23	\$1,650.66				\$3,726.89	\$18.63
Carbon 1	\$17,368.07	\$552.01				\$17,920.08	\$89.60
Carbon 2	\$6,242.29	\$2,528.32				\$8,770.61	\$43.85
Casper College	\$0.00	\$614.16				\$614.16	\$3.07
Childrens Res Cntr	\$6,237.42	\$470.42				\$6,707.84	\$33.54
Converse 1	\$41,966.12	\$5,534.91				\$47,501.03	\$237.51
Converse 2	\$23,929.05	\$2,269.63				\$26,198.68	\$130.99
Crook 1	\$6,579.81	\$949.52				\$7,529.33	\$37.65
Dioces of Cheyenne	\$5,790.90	\$1,437.76				\$7,228.66	\$36.14
Fremont 1	\$2,225.51	\$2,962.90				\$5,188.41	\$25.94
Fremont 2	\$0.00	\$0.00				\$0.00	\$0.00
Fremont6	\$1,396.83	\$1,623.81				\$3,020.64	\$15.10
Fremont 14	\$7,515.28	\$532.64				\$8,047.92	\$40.24
Fremont 21	\$16,394.11	\$4,531.57				\$20,925.68	\$104.63
Fremont 24	\$3,380.14	\$597.79				\$3,977.93	\$19.89
Fremont 25	\$4,863.57	\$1,718.54				\$6,582.11	\$32.91
Fremont38	\$1,883.46	\$1,168.33				\$3,051.79	\$15.26
Fremont CDC	\$1,571.79	\$526.70				\$2,098.49	\$10.49
Goshen 1	\$5,697.14	\$13,935.11				\$19,632.25	\$98.16
Hot Springs 1	\$3,362.73	\$193.60				\$3,556.33	\$17.78
Johnson 1	\$2,181.30	\$2,133.61				\$4,314.91	\$21.57
Laramie 1	\$672.95	\$874.00				\$1,546.95	\$7.73
Laramie 2	\$3,740.35	\$482.81				\$4,223.16	\$21.12
Laramie CCC	\$1,137.60	\$0.00				\$1,137.60	\$5.69
Lincoln 1	\$870.21	\$21.00				\$891.21	\$4.46
Lincoln 2	\$6,199.89	\$6,895.70				\$13,095.59	\$65.48
Natrona 1	\$1,648.03	\$542.98				\$2,191.01	\$10.96
NEW BOCES	\$2,689.55	\$1,796.84				\$4,486.39	\$22.43
Niobrara 1	\$1.33	\$0.00				\$1.33	\$0.01
NW BOCES	\$300.00	\$818.12				\$1,118.12	\$5.59
NW Powell College	\$6,105.25	\$447.16				\$6,552.41	\$32.76
Park 1	\$5,190.71	\$209.32				\$5,400.03	\$27.00
Park 16	\$3,369.12	\$5,610.18				\$8,979.30	\$44.90
Park 6	\$3,250.23	\$2,400.36				\$5,650.59	\$28.25
Platte 1	\$1,064.07	\$0.00				\$1,064.07	\$5.32
Platte 2	\$446.27	\$5,309.06				\$5,755.33	\$28.78
Platte/Converse CDC	\$1,892.63	\$118.17				\$2,010.80	\$10.05
Region V BOCES	\$1,684.73	\$1,871.42				\$3,556.15	\$17.78
SD School Districts	\$4,467.39	\$2,365.91				\$6,833.30	\$34.17

Sheridan 1	\$6,224.97	\$253.54				\$6,478.51	\$32.39
Sheridan 2	\$6,671.43	\$1,245.28				\$7,916.71	\$39.58
Sheridan 3	\$831.67	\$595.64				\$1,427.31	\$7.14
Sheridan College	\$5,507.82	\$3,267.34				\$8,775.16	\$43.88
Sheridan CDC	\$1,929.90	\$0.00				\$1,929.90	\$9.65
St. Stephens	\$760.39	\$0.00				\$760.39	\$3.80
Spring Creek Cache UT	\$0.00	\$4,783.76				\$4,783.76	\$23.92
Sublette 1	\$22,939.21	\$40.90				\$22,980.11	\$114.90
Sublette 9	\$2,437.15	\$932.26				\$3,369.41	\$16.85
Sweetwater 1	\$699.28	\$2,337.09				\$3,036.37	\$15.18
Sweetwater 2	\$8,127.85	\$2,565.41				\$10,693.26	\$53.47
Sweetwater CDC	\$785.14	\$3,747.77				\$4,532.91	\$22.66
Teton 1	\$4,632.28	\$0.00				\$4,632.28	\$23.16
Uinta 1	\$476.95	\$278.16				\$755.11	\$3.78
Uinta 4	\$489.28	\$513.02				\$1,002.30	\$5.01
Uinta 6	\$1,994.70	\$0.00				\$1,994.70	\$9.97
University of WY	\$1,032.07	\$0.00				\$1,032.07	\$5.16
Utah ESA's	\$40.00	\$351.23				\$391.23	\$1.96
Washakie 1	\$405.17	\$0.00				\$405.17	\$2.03
Washakie 2	\$73.00	\$0.00				\$73.00	\$0.37
Western WY College	\$0.00	\$3,691.62				\$3,691.62	\$18.46
Weston 1	\$7,539.16	\$410.52				\$7,949.68	\$39.75
Weston 7	\$240.44	\$0.00				\$240.44	\$1.20
	\$288,520.35	\$101,988.85					

#### Using NEW BOCES Cooperative Contracts:

Cooperative Contracts are publicly bid with multiple entities involved for the procurement of such bids. NEW BOCES Board of Directors who solicit and approve bids are listed on back page with the School District of which they serve as local School Board Members.

Bids are for all Education, Non-Profit and Municipalities to use in the States of WY, UT and SD for AEPA/NEW BOCES. (AEPA is a National Cooperative that NEW BOCES is a Member of, therefore, AEPA/NEW BOCES Contracts)

When products or projects exceed your purchase limit that a bid is required —just contact NEW BOCES or any of it's approved Vendors for a quote request without bidding. Price discounts are guaranteed. Request for Quotes can be done by phone, email or Online ordering.

Bid Specs are available when a Vendor is selected with the inclusion of YOUR Terms and Conditions as an Addenda for the specifics of the purchase or project to be completed.

Time Frames of start/completion date and Liquidated Damages are the two most used Addendum's.

Request for Quote (RFQ) is recommended for proper procurement documentation to assist when using any Cooperative Contracts. RFQ's do not require the time and expense of the bid process giving you appropriate information to make the best decision.

Online ordering for our cooperative contracts <https://shop.equallevel.com/newboces/login>



#### NEW BOCES CO-OP

Nita Werner, Co-op Director  
NEW BOCES  
410 N. Miller Avenue  
Gillette, WY 82716

Phone: 307-351-7116  
Fax: 307-686-7628  
E-mail: [nwerner@newbores.com](mailto:nwerner@newbores.com)



### NEW BOCES & Co-op Partnerships

**ACES** - Assoc. of Cooperative Educational Services

**AEPA** - Assoc. of Educational Purchasing Agencies

**AESA** - Assoc. of Educational Service Agencies

**NIGP** - National Institute of Government Procurement

**CCA** - County Clerks Assoc.

**GCC** - Gillette Chamber of Commerce

**WASA** - WY Assoc. of School Administrators

**WASEA** - WY Assoc. Special Education Administrators

**WASBO** - WY Assoc. of School Business Officials

**WASSP** - WY Assoc. of Secondary School Principals

**WSBA** - Wyoming School Board Assoc.

**NSBA** - National School Board Assoc.

### **Northeast Wyoming BOCES Board of Directors**

**Linda Bricker**

**Jay Butler**

**Casey Tillard**

**Open**

**Rodney Wagner**

**Jodi Verplancke**

**Loren Heth**

**Open**

**Open**

**Misty Stoll**

**Dean Johnson**

**Diana White**

**Campbell CSD#1 - Clerk**

**Converse CSD#1**

**Converse CSD#2 - Vice Chairman**

**Crook CSD#1**

**Goshen CSD#1**

**Johnson CSD#1**

**Niobrara CSD#1**

**Sheridan CSD#1**

**Sheridan CSD#2**

**Sheridan CSD#3**

**Weston CSD#1 - Chairman**

**Weston CSD#7 - Treasurer**

#### **Meeting Schedule**

**4th Thursday**

**10:30 AM**

**410 N Miller Ave.**

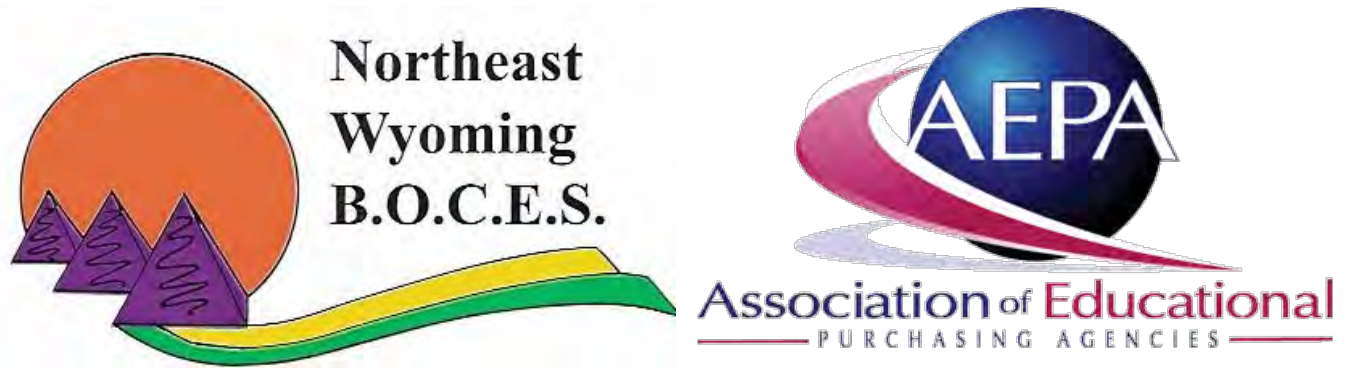
**Gillette, WY**

**307-682-0231**

**\*Stan Sheehan, Attorney    \*Julie Cudmore Executive Director**

**\*Shauna Tranas, Administrative Assistant    \*Keri Spears, Business Manager**





***WELCOME***

***TO***

***NEW BOCES***

***AEPA***

***COOPERATIVE CONTRACT PURCHASING***

***NEW BOCES***

***410 N Miller Avenue***

***Gillette, WY 82716***

***Contact: Nita Werner***

***307-351-7116***

***[nwerner@newboces.com](mailto:nwerner@newboces.com)***

***NEW BOCES website [www.newboces.com](http://www.newboces.com)***

***AEPA website [www.aepacoop.org](http://www.aepacoop.org)***

***E-commerce site (pg.9 Member form & pg.36 instruction of use)***

***<https://shop.equallevel.com/newboces/login>***

**NEW BOCES has served as Wyoming's Lead Agency of publicly bid and awarded cooperative contracts since 1992, joining the Association of Educational Purchasing Agencies (AEPA) in 2002 which is a 27 State consortium. Coverage includes WY, SD, and UT.**

**What is Cooperative Purchasing? A "purchasing cooperative" is a type of cooperative arrangement, often among businesses, to agree to aggregate demand to get lower prices from selected suppliers. Retailers' cooperatives are a form of purchasing cooperative. It is often used by government agencies to reduce costs of procurement."**

**What is the Best Cooperative for You? Questionnaire pg. 64**

**Who can use NEW BOCES/AEPA Contracts? School Districts | Charter Schools | Community Colleges/Universities | State & Local Government - Municipalities | Non-Profit Associations – Churches - Clubs – Entities - Organizations**

**Why select NEW BOCES as your cooperative choice?**

- **Board of Directors are WY Residents - also volunteer elected school board members**
- **Cooperative Contract Vendors Registered with WY Secretary of State**
- **Contract Product Discounts range from 5% to 65% depending on Vendor**
- **E-Commerce Available – Print catalogs available by request**
- **501(c) 3 Non Profit**
- **2 WY Voting Board of Directors with AEPA – Active Bid Committee Involvement**
- **50% of revenues generated are returned to cooperative members**
- **Annual rebates based on savings**
- **No Membership Fees**
- **Financially Self-supporting Cooperative**
- **Sponsorships to Local/Regional/State Associations and Conferences**
- **Headquarters located in Gillette, WY**
- **Staff hired who reside in WY for assistance to Members**

***Cooperative Procurement is a term that refers to the combining of requirements of two or more public procurement entities to leverage the benefits of volume purchases, delivery and supply chain advantages, best practices, and the reduction of administrative time and expenses.***

***Cooperative procurement contracts are usually based on the combined requirements of multiple organizations. Entities can save time and money, obtain higher quality products and services, and standardize products and services by using cooperative contracts.***

***Prior to making the decision to use a cooperative contract, procurement should conduct extensive due diligence:***

- ***Compare the cooperative contracts that are available***
- ***Analyze costs associated with a solicitation***
- ***Ensure that the cooperative contract meets all competitive requirements which are incorporated into the contract***
- ***Review the contract for conformance***
- ***Contact the lead agency to verify contract application and eligibility***
- ***Keep the lead agency informed of any problems with the supplier***
- ***Keep the lead agency informed of any specification adherence problems, issues, etc.***
- ***Keep the lead agency informed of your needs***
- ***Documents within the NEW BOCES cooperative contract file***
- ***Solicitation with publication Affidavits***
- ***Bid tabulation or evaluation with the reason for award***
- ***Copy of the winning proposal/ bid***
- ***Copy of all Insurance/ Bond Certificates and Licenses required for the Contract Users***



## **AEPA/NEW BOCES Cooperative Contracts April 2019**

### **Contract Categories:**

**Athletic Equipment & Supplies**  
**Athletic Lighting**  
**Athletic Surfaces**  
**Career and Technical Education**  
**Custodial Equipment & Supplies**  
**Digital Copiers**  
**Digital Resources**  
**Exterior Building Maintenance**  
**Facility Management Software**  
**Food Service Distribution**  
**Furniture**  
**LED Lighting**  
**Maintenance Repair Operations MRO**

**Office Supplies**  
**Playground/Recreation Structures**  
**pg.55**  
**Professional Development**  
**Roofing**  
**Security Catalogs & Services**  
**School & Instructional Supplies**  
**Scoreboards & Signage**  
**Speech/Occupational Therapy**  
**Technology**  
**Telescopic Bleachers Stadium**  
**Seating pg.63**

### **Awarded Contracts:**

**AstroTurf** [Synthetic Athletic Fields](#)  
[pg. 13](#)

**BIOFIT Engineered Products**

[Furniture pg.47](#)

**Best Plumbing Specialties – MRO**  
[pg.38](#)

**BLICK Art Materials** [Instructional](#)  
[Art Supplies pg.25](#)

**CDW-G** [Technology Equipment](#)  
[and Supplies pg.61](#)

**Daktronics** [Electronic Signs](#)  
[Marques pg. 14](#)

**Facility Solutions Group** [LED](#)  
[Lighting Supplies pg.39](#)

**Field Turf** [Synthetic Athletic](#)  
[Fields Tracks Courts pg.15](#)

**Food Service of America MCS**

[Food Distribution pg.10,11 & 45](#)

**Global Compliance (GCN)** [Online](#)  
[Employee/Volunteer Professional](#)  
[Development Trainings pg.51](#)

**Hellas Construction, Inc.**  
[Synthetic Turfs/Tracks/Courts](#)  
[pg.16](#)

**Hillyard** [Custodial Equipment &](#)  
[Supplies pg.34](#)

**Microsoft License** [Statewide](#)  
[Education License](#)

**Konica Minolta** [Mystem Kits,](#)  
[Cloud Printers, Guardian Catalog](#)  
[Products, Visitor Management](#)  
[System Software pgs.28 & 58](#)

**Kranos Corporation dba Schutt**  
[Sports Football/Baseball/Softball](#)  
[Equipment & Supplies pg.17](#)

**Kyocera** [Printers Copiers pg. 29](#)

**LONG Building Technologies - Boiler Certification / HVAC Filters/Security Cameras – Analysis – Installation**  
pgs. 40 & 57

**McRel Evaluation Licenses**  
**Mackin - Educational Digital Resources** pg.26

**Master Teacher – Para Educator**  
**online professional development**  
pg.52

**Midwest Shop Supplies**  
**STEM/Vocational Supplies** pg.27  
**MNJ Technologies—Technology**  
**Supplies** pg.62

**National Business Furniture**  
**Building Furniture** pg.48

**Partac Peat Beam Clay Sport**  
**Surfaces & Supplies** pg.18

**Pitsco Educational Supplies**  
**Instructional Supplies (STEAM)** pg.30

**Progressive Roofing— Roofing** pg.41  
**Quill– Office Classroom Supplies**  
pg. 31

**School Health Sports Medicine** pg.20

**School Specialty- Education**  
**Essentials/Classroom/Office**  
**Products, SSI Guardian Products,**  
**and Hand held Metal Detectors,**  
**SporTime Catalog, Early Childhood**  
**Equipment and Supplies** pgs.19 – 32 -  
59

**SchoolDude/Dude Solutions –Facility**  
**System Management Software** pg.42  
**Shaw Sports Turf Synthetic Turf**  
pg.21

**SICO America Inc. – Furniture** pg.49  
**Sport Surfaces Athletic**

**Mondo/Hardwood Flooring** pg.22  
**State Industrial Products Custodial**  
**Equipment & Supplies** pg.35

**Synovia Solutions Fleet Management**  
**– Where’s the Bus** pg.43

**Techline Sports Lighting Outdoor**  
**LED lighting** pg.23

**TinyEYE –Online Occupational**  
**Speech Therapy** pg.53

**VESi—Online Professional**  
**Recertification for Educators** pg.54

**Weatherproofing Technologies (WTI)**  
**Exterior Building Maintenance** pg.44

## NEW BOCES Board of Directors

**Linda Bricker, Campbell CSD#1**  
**Clerk**

**Jay Butler, Converse CSD#1**

**Casey Tillard, Converse CSD#2**  
**Vice Chairman**

**Open, Crook CSD#1**

**Rodney Wagner, Goshen CSD#1**

**Rich Hall, Johnson CSD#1**

**Loren Heth, Niobrara CSD#1**

**Open, Sheridan CSD#1**

**Open, Sheridan CSD#2**

**Misty Stoll, Sheridan CSD#3**

**Dean Johnson, Weston CSD#1**

**Chairman**

**Diana White, Weston CSD#7**

**Treasurer**







# ***Student Services Provided by NEW BOCES***

## **Regular School Year & Summer Sessions**

Room/Board	Para educator, Mentor, Job Coach
Weekend Residential	Day Programs

## **Related Services**

Adaptive Physical Education	School Nurse, RN	Recreational Therapy
Audiological Therapy	Occupational Therapy	Speech/Language Therapy
Counseling	Physical Therapy	

## **Special Student Transportation**

Car/Suburban	Bus
--------------	-----

## **Evaluations**

Academic/Pre-Academic	Gross/Fine Motor Skills
Assistive Technology	Mobility/Orientation
Assistive Technology Assessment	Observation
Audiological	Therapeutic Riding
Board Certified Behavior Analysis	Transitional/Vocational
Classwork & Assessment	Autism Consult
Cognitive/Intellectual	Special Education Case Manager
Communication Language Development	Tutoring

## **Adult Professional Development**

Para Educator Training	Food Handler Certification
Crisis Prevention Intervention (CPI)	ServSafe Certification
Cooperative Purchasing Contracts	Application Registration Forms

**NEW BOCES Cooperative Purchasing Membership Form**

Name of  
Entity: \_\_\_\_\_

Physical Address: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City State Zip: \_\_\_\_\_

Contact Person: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Membership Name is for creating an Active Membership list for NEW BOCES Cooperative Consumers for verification to Vendors for approved price discounts. Contact information is not shared or sold it is for updates and proper communication between the Member and NEW BOCES.

No fees are required for this membership. The Vendor compensates NEW BOCES 2% when registered members use NEW *BOCES*/ AEPA contracts.

Cooperative purchasing of this membership is for Educational Facilities, Non-Profit Organizations, and Government & Municipalities within the States of WY, SD, and UT. Contracts are bid both locally and nationally.

Send completed form to Nita Werner: Email: [nwerner@newboces.com](mailto:nwerner@newboces.com)  
Fax 307-686-7628 or USPS 410 N Miller Avenue, Gillette, WY 82716.



## **Nutrition Intergovernmental Agreement (Food Distribution)**

### **Northeast Wyoming Board of Cooperative Educational Services (NEW BOCES)**

This agreement is to define the cooperative purchasing for Nutrition Food Service Products.

1. The NIA membership shall be represented by an Advisory Board. The Advisory Board will consist of one representative from each membership organization.
2. Duties of the Advisory Board will be to:  
Assist in review of NIA programs making recommendation regarding the same to the Montana Cooperative Service (MCS) Board of Directors.  
Participate in can cuttings, food fairs, etc., and develop recommendations to be included in bid specifications.
3. No member of the NIA will accept responsibility for the performance of any purchasing contract by the supplier or the payment of the purchase price by any other member.
4. Each member agrees to "Buy American" as outlined in Section 104(d) of the William F. Goodling Child Nutrition Reauthorization Act of 1998 (Public Law 105-336), 7 CFT part 210.21(d), 2 CFR Part 200.321, Section 12(n) to the NSLA (42 USC 1760(n).
5. Each member agrees to make a good faith estimate of the quantity of each individual product that they expect to purchase for the next year and for each year in which a bid is solicited.
6. Members agree to purchase all products they estimated from the awarded supplier.
7. Members agree to attend trainings and information sessions each year.
8. Members agree to purchase 65% of their goods with order minimum of \$400.00
9. This agreement shall be in full force and effect **from July 1, 2019 through June 30, 2020**
  - a) Any member may cancel this agreement upon written notice to the Executive Director of NEW BOCES.
  - b) The effective date of termination of the terms and conditions of this agreement shall be Thirty Days from the date of the receipt of notice of cancellation.
  - c) Affidavit Notice of new bid solicitation shall be provided upon publication from the exiting Member to the Executive Director of NEW BOCES.

NEW BOCES, Gillette, Campbell County, Wyoming agrees to serve as the fiscal agent for the NIA Purchasing Program and to administer Cooperative Purchasing according to the terms herein stated.

The following duties shall be the responsibility of the NEW BOCES purchasing program to each respective entity entering into this cooperative purchasing agreement Retaining All Records:

- a. Combine all statistical data relevant to cooperative purchasing in order to disseminate a valid basis upon which to solicit bids.
- b. Coordinate those activities appropriate with updating and disseminating proper specifications inherent within the bidding process.
- c. Assist any respective member with any problems related to the processing and delivery of orders from the supplier.
- d. Participate in an annual audit of cooperative purchasing accounts and records with said audit to be conducted by a Certified Public Accountant.

This duly signed Agreement must be returned

Dated this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_

In Witness Whereof, the said parties have hereunto subscribed their names on the date above written.

\_\_\_\_\_  
*Authorized Representative*

\_\_\_\_\_  
*Authorized Representative  
Northeast Wyoming BOCES*

\_\_\_\_\_  
*Entity Name*

Annual Food Budget \$\_\_\_\_\_

\_\_\_\_\_  
*Email Address*

Purchase Commitment of 65% \$\_\_\_\_\_

\_\_\_\_\_  
*Mailing Address – City, State, Zip Code*

\_\_\_\_\_  
*Business Phone Number*

Return To: NEW BOCES

410 N Miller Avenue, Gillette, WY 82716

Fax: 307-686-7628

Email: [nwerner@newboces.com](mailto:nwerner@newboces.com) or [jcudmore@newboces.com](mailto:jcudmore@newboces.com)

© July 1, 2015

# **Athletic-Sports Related Contracts**

***Equipment***

***Fields***

***Flooring***

***Lighting***

***Netting***

***Replacement Products***

***Safety Medical***

***Scoreboards***

***Supplies***

***Surface***



**AstroTurf Synthetic Athletic Fields;** AstroTurf borrows its name from the Houston Astrodome, where it was first used in a professional sports venue fifty years ago this year. The space race was in full swing. It was a time of palpable optimism. A certain belief that man could conquer the constraints of nature with ingenuity and forward-thinking progress pervaded. The Astrodome was built in the midst of this feverish pursuit of the impossible. It was the first domed stadium.

Over the half century since AstroTurf was first installed in Houston, technology has rapidly improved. NASA scientists no longer use the same computers to calculate trajectories. These days, AstroTurf products come even closer to replicating the feel, performance, and safety of the gold standard — natural grass. Marvel of sports architecture.

*With the wide selection of synthetic turf systems — whatever the venue or sport — AstroTurf has it covered.*

*AstroTurf's premium system series boast heavy face weights for the best the industry has to offer in player protection, aesthetics, and durability. These systems are driven by the latest research and technology that are pushing the industry toward the most grass-like surfaces yet.*

*We encourage you to work with our trained team of sales consultants to evaluate your system needs and preferences, so that they can help you identify the system best for you.*

***With so many systems, it's easy to see how AstroTurf can cover so much ground.***

*Trionic Fibers*

*RootZone 3D Series*

*Green Series DT*

*Green Series NRG*

*Diamond Series*

*LigaTurf Series*

*Conversion Series*

*Classic Series*

*Rhino Series*

*Infill*

*Pads*

**Daktronics Electronic Signs Marques;** Daktronics was founded in 1968 by Drs. Aelred Kurtenbach and Duane Sander, professors of electrical engineering at South Dakota State University in Brookings, SD. The company began with the design and manufacture of electronic voting systems for state legislatures. In 1971, Daktronics developed the patented Matside® wrestling scoreboard, the first product in the company's growing and evolving line. In 1994, Daktronics, Inc. became a publicly traded company, offering shares under the symbol DAKT on the NASDAQ National Market system.

**Sports**

**Business &  
Community**

**Products**

Advertising Displays	Message Displays Scoreboards
Digit & Price Displays	Sound Systems
Digital Billboards	Video Displays
ITS Dynamic Message Signs	

**Services**

Creative Services	Financing
Daktronics Sports Marketing	Project Management
Design Build Services	

***LED Message Displays*** With tens of thousands of systems installed around the world, Daktronics is recognized as the leading designer and manufacturer of LED message displays worldwide.

***LED Video Displays*** Since 2001, independent market research from iSuppli Corp. has consistently ranked Daktronics #1, with approximately 30 percent of the entire worldwide LED video display market share.

***Scoreboards & Digits*** No other manufacturer offers such a complete line of electronic scoreboards and numeric digit displays for sports, commercial, and transportation applications, available in nearly any size and configuration.

***Integrated Systems*** No other manufacturer can provide a truly integrated system from a single supplier. Our products are designed and manufactured to work together to provide a better experience.

**Field Turf** **Synthetic Athletic Fields, Tracks & Courts;** FieldTurf controls all aspects of the manufacturing value chain. From start to finish, we're in control of your field.

**FIBER PRODUCTION** - Our fibers are produced at Tarkett's very own facility in Germany. The quality control process at the facility includes stringent testing of the yarn properties (tensile strength, uniformity, color verification).

**TUFTING AND COATING** - Once the fiber is produced, it is ready for tufting and coating which takes place at our 500,000 square-foot facility in Calhoun, Georgia. The Calhoun facility employs over 40 employees, with hundreds of years of experience combined in the artificial turf industry.

**EXPERT INSTALLATION** - FieldTurf has some of the most experienced and knowledgeable installations crews in the industry. The success of your fields is heavily dependent on the quality of your installation crew.

**Sports:**

Football	Lacrosse
Soccer	Rugby
Baseball & Softball	Multisport
Field Hockey	Indoor Facility

**Products:**

Turf Systems	Residential
Backing Systems	Airfield Turf
Pad Systems	Genius
Portable Systems	

**Hellas Construction, Inc. Synthetic Turfs/Tracks/Courts;** Founded in 2003, Hellas was originated to fill a unique need in the marketplace combining both construction services with sports surfacing. The founders have remained devoted to a full service model and recently integrated additional manufacturing capabilities to the portfolio of services. Today, Hellas controls the entire supply chain from the design, construction, manufacturing, and installation of sports surfaces, including after the sale services for all facilities and clients.

### **Services**

*Sports Construction  
Manufacturing  
Facilities & Essentials  
Field Installation*

*Track Installation  
Post-Tension  
Court Installation  
Service & Maintenance*

### **Products**

*Matrix Turf  
EpiQ Tracks  
TPS Courts*

## **RIVERTON HIGH IN WYOMING SELECTS HELLAS QUALITY AGAIN AFTER 11 YEARS**



Riverton, WY (July 25, 2018)

The Riverton “Mean Wolverines” will be hosting competitors on new turf this fall, after new stadium renovations this summer. Hellas Construction is finishing up a re-top of its epiQ Tracks® X1000 track surface and installation of new Matrix® Turf with Helix Technology, with a Comfort Coat™ pad under the turf. The previous Hellas...

Ted May, Facility Maintenance Director said, *“Hellas built this complex back in 2007, and the field and track have done very well over the last 11 years. We knew when we installed them that we would have to plan on replacing them after about ten years, so we put money aside every year just for this day.” “We have extreme weather. In the winter it gets down to 20° or 30° below zero. Then in the summer, we get over 90°. We maintain the complex two times a week and before and after special events and have been careful to follow advice from Hellas, both surfaces lasted longer than expected.”*

The school district was able to again choose Hellas for the project by utilizing competitively bid and awarded contracts through AEPA and Northeast Wyoming BOCES.



## **Kranos Corporation dba Schutt Sports Football/Baseball/Softball**

**Equipment & Supplies;** Kranos Corporation, which also operates under the name Schutt Sports, is located in Litchfield, Illinois. This organization primarily operates in the Masks: Hockey, Baseball, Football, Etc. business / industry within the Miscellaneous Manufacturing Industries sector. This organization has been operating for approximately 8 years.

1918 Schutt sports begins in the back room of a hardware store in Litchfield, IL., where Bill Schutt invents the metal eyelet used to attach nets to basketball rims and begins manufacturing basketball goals. 1930-1935 Schutt becomes the first to mass manufacture football faceguards. 1939 Jack Corbett Hollywood Bases are used on MLB fields for the first time. 1960-1962 Faceguards become mandatory for football players.

Schutt Sports builds protective sports gear for the players.

### **Football**

Helmets  
Helmet Accessories  
Faceguards  
Chin Straps  
Apparel  
Shoulder Pads  
Shirts  
Girdles  
Jerseys  
Pants

Socks  
Belts  
Schutt Optics Eye  
Shield  
Back Plates  
Rib Protectors  
Protective Pads  
Protective Gear  
Equipment Bags  
Officials Gear

Apparel  
Accessories  
5 Star Helmets  
F7 LTD  
VENGEANCE Z10  
VENGEANCE PRO  
AIR XP PRO VTD II  
Varsity F7

### **Baseball/Softball**

Helmets  
Batter's Guards  
Pitcher's Protector  
Helmet Replacement  
Parts  
Helmet Accessories  
Player's Accessories  
Protective Gear  
Belts  
Training Aids - Pitching  
Training Aids - Batting

Batting Tees  
Training Nets  
Equipment Bags  
Helmets  
Leg Guards  
Chest Protectors  
Bases  
Home Plates  
Bases  
Pitching Rubbers  
Officials Gear  
Fielder's Guards

Helmet Replacement  
Parts  
Coach's Gear  
Helmets  
Accessories  
Player's Accessories  
Protective Gear  
SB Belts  
Bases  
Training Aids - Pitching  
Training Aids - Batting

**Partac Peat Beam Clay Sport Surfaces & Supplies;** BEAM CLAY® is the brand of infield materials that have been recognized as the standard of excellence for baseball and softball infields for many years. We have supplied over 150 Major and Minor League Baseball teams across the country. In addition, we supply hundreds of other products used on sports fields from bases to windscreens, so that we can provide you with the best value and products, depending upon your level of maintenance, location, climate, and budget – to truly be “Your One-Stop Source for America’s Baseball and Sports Surfaces & Supplies!

DuraPad™ On-Deck Circles Hollywood® / Schutt® Bases Rogers® Break-Away Bases Soft Touch Bases™ Bolco Bases™ Field Marking: Dry Line Marking Chalk & Equipment Field Marking: Turf Paints, Marking Equip., Stencils and Layout Systems Permanent Foul Lines Watering Equipment Water Removal Safety Fencing Geotextile Fabrics Turf Blankets Turf Top-Dressings Pathways Turf Protection Artificial Turf Landscape & Golf Products Tennis Court Surfaces Tennis Courts: Natural Clay and Fast-Dry Clay Tennis Courts: Har-Tru Accessories Bocce Court Surfaces Cricket Pitch Clay	Running Track Surfaces Long Jump Pits Shot Put Surfaces Football & Soccer Volleyball Surfaces Horseshoe & Quoit Pit Clay Equestrian Surfaces Playground Surfaces BMX Bike Track Mixes RC Track Surfaces Gymnasium Floor Covers Gymnasium Safety Mats Gymnasium Wall Padding Baseball, Softball Infields, Pitcher's Mounds, Batter's Boxes, Home Plate Areas, Warning Tracks, Infield Conditioners and Drying Agents On-Deck Circle, Fungo Circle, Coaches Box Pads Infield Grooming Batting Practice: Batting Cages, Tunnels, Turf Covers, Mats and Protective Screens Portable Pitching Mounds - Fiberglass Frame Portable	Mounds: True Pitch, Pitch Pro, Foam Core Portable Mounds: Portolite, ProMounds, Proper Pitch, Portable Mounds with Polyermized Clay: Porta-Pitch, RFP Mounds Pitching Rubbers, Home Plates, Training Aids Soft Touch Bases Field Marking: Turf Paints, Marking Equip., Stencils and Layout Systems Rain Covers Water Removal Equipment and Drainage Systems Watering Hoses and Equipment Aluminum Benches Aluminum Bleachers Backstops Backstop and Wall Padding Windscreen and Distance Banners Ball and Barrier Netting Fencing – Portable & Safety
---	--	--

**School Specialty** **SporTime Catalog products;** SporTime PE Equipment to Encourage Physical Activity. We have a love of physical activity. It improves a person's physical, mental and cognitive health, and it helps us develop a foundation for discipline and the positive behaviors that enable us to live long, healthy lives. Our passion for physical activity drives us to provide innovative Sportime products that inspire healthy lifestyles, unlocking the love of physical activity in every youth. Our offerings combine products and evidence-based curriculum that work together to enable you to instill an appreciation of physical activity in all your students.

Physical Education - Sport

Adapted Physical Education

Balls

Fitness Equipment - Accessories

Fitness Technology - Assessment

Goals

Health - Wellness

Mats

Organization

Physical Education Resources

Sports Equipment - Sports Gear

Team Building Activities - Equipment

**School Health Sports Medicine Catalog equipment and supplies;** since our founding in 1957, School Health has been dedicated to helping school-based health professionals keep their students healthy. We all know that healthier students are better students. From our initial focus on school nurses, we have expanded to serve athletic trainers, early childhood specialists, and special needs educators.

Our comprehensive offering includes health supplies, sports medicine equipment, early childhood products, physical education, recreation and athletic products and special needs aids. School Health goes beyond merely supplying products, providing product support, training, advisory services, and exceptional customer care.

### **Products**

Braces Equipment  
Diagnostic & Screening Equipment  
Educational Aids & Resources  
Emergency Response & Safety  
Furnishings  
High School Packages and Programs  
Hydration & Nutrition  
Infection Prevention  
Kits & Bags  
Padding & Podiatry  
Paper, Plastic & Linens  
Pharmacy  
Rehabilitation  
Therapeutic Modalities  
Tapes & Wraps  
Wound Care & Infection Prevention Supplies



**Shaw Sports Turf Synthetic Turf; WY Rep Dave Lange.** A leader among synthetic turf companies and is the largest American-owned and American-made synthetic turf company in the world. Shaw Sports Turf has demonstrated industry leadership in both quality and innovation for more than two decades with over 2,500 successful installations, and an impressive list of high-profile installations, including the Baltimore Ravens, Cleveland Browns, Georgia Tech, University of Arkansas and many others. Engineered for performance and safety, Shaw Sports Turf features a product line designed specifically to meet the needs of athletes and sports programs.

### Shaw Sport Turf Systems

Momentum  
PowerBlade  
Legion  
Spike Zone

TruHop  
PowerBlade Elite  
Elevate

Momentum is available in different configurations, each with its own benefits to player performance.

PowerBlade will sustain from preseason to playoffs for years to come.

Legion comes in different configurations, each with its own benefits allowing athletes to play in a whole different league.

Spike Zone option is one of our proven Shaw Sports Systems combined with a valuable thatch layer, using a combination of fibers.

TruHop in synthetic turf, is a five-tool system that has great aesthetics, is always available, provides performance and durability, allows reduced maintenance and is safe.

PowerBlade Elite is made with our advanced, patented Bolt monofilament fiber and is the next generation in engineered performance. Designed around performance criteria that measures both athlete-surface and ball-surface interactions delivering a quality turf system with the best combination of durability, playability, and safety. PowerBlade Elite is an engineered system specifically built to meet the stringent laboratory and field tests of FIFA. Many high schools and colleges are adapting or expanding indoor and outdoor training facilities to include synthetic turf to enable year-round training.

Elevate system products are the premium choice when selecting a system with extreme durability, yet does not have an abrasive feel. Products provide excellent performance characteristics and will hold up to the wear of an indoor or outdoor facility that is in constant use.

**Sport Surfaces Athletic Mondo/Hardwood Flooring;** Sport Surfaces Distributing, Inc. and The Robert Cohen Co., have been selling and installing high performance athletic and commercial floors for over 30 years. Installer of high-quality rubber and hardwood athletic flooring, premium outdoor running tracks and turf (MONDO), and commercial contract flooring in the health and education arenas.

We are distributors and certified installation contractors for vulcanized rubber flooring, MONDO Track and Turf products, AACER maple hardwood systems, and DECOTURF Tennis Court Surfaces. The cooperative contracts we hold make it easier than ever to have the surface you really want in your facility.

Fitness Centers

Gymnasiums

Hardwood Flooring

**Manufacturers:**

Mondo

AACER

ACTGLOBAL

ACTION FLOOR SYSTEMS, LLC

DECOTURF

PLEXIPAVE

SPORT MASTER

SPORTURF

STOCKMEIER URETHANES

ULTIMATE RB

**Techline Sports Lighting** **Outdoor LED lighting;** from design to installation, your Techline representative partners directly with you and your team to manage everything from concept, through installation, and beyond. Sports lighting is our ONLY business and our team is committed to exceeding your expectations. Techline provides the highest quality lighting systems at the most competitive prices. Choose the latest in LED sports lighting technology for the ultimate in engineering innovation. HDTV quality, precision lighting, remote controlled monitoring, reduced installation cost and 50-75% energy savings are just some of the benefits of TSLED Sport LED. At Techline Sports Lighting, we bring our best game....to light!

We are the Sports Lighting professionals for:

LED Retrofit	City Parks
Football stadiums	Arenas
Baseball fields	Driving ranges
Soccer fields	Golf courses
Softball fields	Motor sports complexes
Tennis courts	Rodeo arenas
Lacrosse	Tracks
Multi-sport Complexes	Youth fields

Products

LED fixtures	Poles
Metal Halide Fixtures	EcoLink Wireless Remote Control
EcoStar Lens	Air Mesh Wireless Remote Control
Spill Glare Solutions	Hub

Services

Delivery and Installation	Technical Support / Wireless
Energy Savings	Remote
State Contract Purchasing	Superior Customer Service
Financing	

## **Classroom Office Equipment Supplies**

***Art Supplies***

***Backpacks, Bags, Brief Cases***

***Binders, Folders***

***Calendars, Planners***

***Career Technical Education Equipment***

***Clips, Fasteners***

***Copiers, Printers, Scanners***

***Digital Products***

***Decorations***

***Desk Accessories***

***Dry Erase, Lap, Clip Boards***

***Early Childhood Equipment & Supplies***

***Easels***

***Ink Toners***

***Paper***

***Pens, Pencils, Markers***

***STEM & STEAM Products (robotics, dragsters, makerspace, rockets)***

***Storage & Organization***

***Scissors, Sharpeners***

***Tapes***

***Vocational Equipment Supplies***



**BLICK Art Materials Instructional Art Supplies;** Many people have asked, "Dick Blick - is that a real person?" The answer is yes. Dick Blick's first catalog originated in 1911 in the form of a small pamphlet issued by the company's founders, Dick and Grace Blick. Their first product was a lettering pen, which quickly became a bestseller. Their "warehouse" was their kitchen, and their "shipping department" was the Galesburg, Illinois, post office. Today, Blick Art Materials is in its third generation of family ownership and is the largest and oldest provider of art supplies in the United States. Our products cater to the full spectrum of artists - from the youngest child ready to scribble with his or her first crayon to well-known, gallery represented professionals. Our superior customer service, extensive selection, and competitive prices make us the choice for professional and amateur artists, art educators, architects, designers, students, and hobbyists - virtually anyone requiring quality art materials for work or pleasure.

**Top Brands**

Blick	Holbein
Golden	Daniel Smith
Winsor & Newton	Grumbacher
Utrecht	Sennelier
Liquitex	Schmincke
Gamblin	Bob Ross

**Product Categories**

Canvas & Surfaces	Easels & Furniture
Drawing & Illustration	Framing & Matboard
Paper & Boards	Ceramics & Sculptures
Brushes & Painting Tools	Printmaking

**Mackin - Educational Digital Resources**; for more than 35 years, Mackin has provided library and classroom materials for grades PK-12. Working with over 18,000 publishers and an age-appropriate database of nearly 3 million print titles and more than 2 million digital titles. Mackin supplies print books, eBooks, read-alongs, audiobooks, databases, videos and more, along with digital content management and custom collection analysis services.

A true partner in education, Mackin's continued success and unblemished reputation is known by thousands of teachers, administrators, and librarians across the country and throughout the world.

**MackinVIA**

Reader App

Administrator Features

**Products**

Shared Digital Collections

Databases

Digital Packages

Video Products

EBooks

Read-Alongs Audiobooks

Makerspace

**Classroom**

Classroom Libraries

Summer Reading

Leveled Libraries

Book Sets

Curriculum Solutions

Digital Classroom

Curriculum Products

**Community**

Digital

Library Transformation

Library

Professional Learning

Makerspace

Books in Bloom

**Library Services**

New School Services

Processing & Cataloging

Collection Management

Public Libraries

**MackinMaker**

Products and Kits

Product Recommendations

LEGO® Compatible Wall

Ideas for Makers

**Midwest Shop Supplies** **STEM/Vocational Supplies**; CTE, STEM, Makerspace tools, equipment and supplies for your 21st century classroom, shop, or lab.

Midwest has been committed to providing quality products and tools paired with exceptional customer service for over 100 years. Our expert team is here to help you stretch your dollars so that you have the best value, along with high-quality equipment and tools, that will inspire your students to design, build, and learn.

Categories

Abrasives	General Supplies	Safety Products
Arts and Crafts	Hand Tools Building Trades	Small Engine
Automotive	Hardware & Fasteners	STEM / Makerspace
Drafting	Industrial Technology	Alternative Energy
Electrical	Instructional Resources	Audio & Video
Fab Lab	Metalworking	Welding
Finishing	Portable Power Tools	Woodworking
Foundry Supplies		

Popular Brands

JET	Irwin
Hillman	Stanley
Alvin	Freud
Morse	DeWalt
Norton	Diversified Woodcrafts

**Konica Minolta Mystem Kits, Cloud Printers, Guardian Catalog Products, Visitor Management System Software;**

Rokusaburo Sugiura begins selling photographic and lithographic materials at Konishiya Rokubeiten in Kojimachi, Tokyo (the beginnings of Konica Corporation). While Konica Minolta had maintained a holding company system since its inception in 2003, seven companies in the group were merged in April 2013 as part of a reorganization of the management system. Under this new structure, the company's trade name was changed to Konica Minolta, Inc. from Konica Minolta Holdings, which indicated a pure holding company status. The traditional office environment is changing and will continue to do so. We have the freedom to work on the road using our phones, in the park using our tablets, or halfway around the world using our laptops — it truly is a digital revolution. Smart companies are busy seeking competitive advantages for their organizations and teams to reshape work by selecting and implementing the right tools and technologies to create their own digital workplace of the future.

Categories

Production Print	IT Services
3D Printers	Healthcare
Wide Format Printers	Education
Scanners	Legal
Information Management	Government
Support & Downloads	Finance
Shop Konica Minolta	Graphic Communications
Predecessor Products	PROKOM

Inkjet printheads / Inkjet textile printers / Inkjet ink



**Kyocera Printers Copiers;** KYOCERA Document Solutions America is improving the document management processes of customers and making people's jobs easier through a high-performance, end-to-end digital imaging product line that delivers one of the industry's lowest total costs of ownership (TCO).

The company manufactures and markets computer-connectable document imaging and document management systems, including network-ready digital MFPs/printers, laser printers, color MFPs/printers, digital laser facsimiles, wide format imaging products, and a portfolio of Kyocera-developed and third-party applications and network solutions.

KYOCERA Document Solutions America's operations is headquartered in Fairfield, New Jersey with five regional offices, and a major distribution warehouse in Memphis, TN. The training and parts distribution center is located in Dallas which acts as the hub for its technical training operations. Kyocera MFPs, printers, business applications, and other products are sold and serviced by authorized independent dealers.

### Products & Services

#### Hardware

A3 Multifunctionals Up to 11" x 17"

A4 Multifunctionals Up to 8.5" x 14"

Printers

Wide Format

Production

#### Software

Capture & Distribution

Document Management

#### Mobile & Cloud

Network Device Management

Output Management

Cost Control & Security

#### Services

Managed Document Services

KYOCERA Fleet Services

Business Process Improvement

**Pitsco Educational Supplies Instructional Supplies (STEAM)**; Educator and entrepreneur Harvey Dean founded his start-up in 1971 by creating hands-on kits in a garage. We have progressed steadily since then, growing our portfolio around a core of hands-on projects, scalable curriculum, and effective learning environments meant to address all learning styles.

The context in which we work is STEM, as it integrates the core disciplines that enable students to solve problems, be creative, think with their hands, and work together to articulate ideas. Through decades of change in education, providing competency-based, collaborative, hands-on learning opportunities has been our constant focus.

Grade Levels

Grades K-2  
Grades 3-5  
Grades 6-8  
Grades 9-12

TOPICS

Robotics  
Aerospace  
Engineering  
Physical Science

Coding  
Sustainable Energy  
Drafting  
Math

Featured Products

KUBO Robotics

Shape Robotics

UBTECH Education

Makerspace

TETRIX® Robotics

Dragsters

Arduino Education

Rockets

Competition, Club, or Program

*FIRST*® Tech Challenge

Junior Solar Sprint

SkillsUSA®

Science Olympiad

Engineering for Kids

World Robot Olympiad

4-H

PLTW

TSA

Odyssey of the Mind

**Quill - Office/Classroom Supplies;** a United States office supply retailer, founded in 1956, and headquartered in Lincolnshire, Illinois. It services more than one million small and mid-sized US business customers, with access to over one million assorted products. While over 70% of sales are conducted online, it also employs mail-order and direct sales models. It is considered to be among the largest business-to-business direct markets of office supplies in the United States. Quill is owned by Staples, Inc.

Brands

Avery

Bic

Brother

Command

Fellowes

HP

Post-It

Scotch

Quill Family of Brands

Quill Brand

Brighton Professional

Medical Arts Press

Java Roast

Snack Jar

Writing Supplies

Pens

Pencils

Markers

Highlighters

Erasers & Correction

Folders & Filing

File Folders

Hanging File Folders

File Storage

Office Basics

Post-It Notes & Quill Sticky Notes

Clips & Fasteners

Staplers

Envelopes

Labels

Label Makers & Tapes

Calendars & Planners

Office & School

Binders

Calculators

Notebooks

Tape & Adhesives

Laminating Machines

Desk Organizers

School Supplies

Fun Office Finds

Arts & Crafts

Storage & Organization

Bags & Briefcases

Paper

Copy & Printer Paper

Copy Paper

Color Printing Paper

Bulk Copy Paper

Continuous Form Paper

Photo Paper

Wide Format Paper

Specialty Paper

POS Paper

Thermal Fax Paper

Business Cards

Security Paper

Forms

Tax Forms &

Envelopes

Business Forms

Medical Forms

Human Resources

Forms

Receipts & Guest

Checks

Shipping &

Receiving Forms

Ledger Books

Notes & Card Stock

Index Cards

Colored Paper

Card Stock

Stationery &

Certificates

Stationery &

Invitations

Envelopes

Resume Paper

Awards &

Certificates

**School Specialty- Education Essentials/Classroom/Office Products, Early Childhood Equipment and Supplies;**

with a full line of classroom products and discount supplies, School Smart offers educators outstanding value: quality products at an affordable price. Focused on the everyday needs of classrooms and school offices everywhere, we meticulously design and screen all our products – from basic office and classroom supplies to more specific, curriculum driven products – to stand up to the rigors of your learning environment.

**Brands**

Childcraft

Sax

Abilitations

School Smart

Classroom Direct

Delta Education

FREY Scientific

Premier

SOAR

**School - Office Supplies**

Awards - Incentive

Art - Craft Supplies

Backpacks - Bags

Binders - Accessories

Book Covers - Repair

Calculators

Classroom Decorations

Classroom Storage

Daily Planner - Calendars

Desk Accessories

Dry Erase Boards - Lap Boards

Folders - Filing

Ink - Toner

**Early Childhood Pre-K**

Active Play

Child Care Resources - Supplies

Classroom Management

Dramatic Play - Role Play

Furniture

Games

Inclusion

Labels - Labeling

Measuring - Drafting

Office - School Forms

Office Equipment - Supplies

Paper

Pencil Sharpeners

Research Books - Reference Books

Scissors - Cutting

Shipping - Mailing

Tape - Mounting

Timers - Stopwatches

Writing Supplies

Infant - Toddler

Manipulatives

Music

Puzzles

Sand - Water

Science

**Educational Technology**

Instruction - Intervention

Science

Math

**Special Needs**

Outdoor - Playground

Career - Technical

Classroom Direct - Teacher Favorites



## **Custodial, Janitorial Equipment, & Supplies**

<b>Auto Scrubbers</b>	<b>Plastics</b>
<b>Cleaners &amp; Chemicals</b>	<b>Air Blowers</b>
<b>Restroom Cleaning</b>	<b>Auto Scrubbers</b>
<b>Hand Soap &amp; Sanitizer</b>	<b>Buffers</b>
<b>Dispensers</b>	<b>Burnishers</b>
<b>Floor Equipment</b>	<b>Carpet Cleaning</b>
<b>Gator Matting</b>	<b>Equipment</b>
<b>Floor Stripping Pads</b>	<b>Fans</b>
<b>Floor Stripping</b>	<b>Floor Stripping</b>
<b>Floor Polish</b>	<b>Equipment</b>
<b>Accessories</b>	<b>Polisher Equipment</b>
<b>Tile &amp; Grout Cleaners</b>	

**Hillyard Custodial Equipment & Supplies**; Founded in 1907, we are a leading manufacturer and distributor of cleaning and hygiene solutions. We help our customers realize clean, safe, and healthy facilities at the lowest total cost. We have the cleaning expertise and know-how that makes a difference. It's how we help improve outcomes, lower cleaning costs, and deliver results that matter. We earn the right to be Your Cleaning Resource!

Catalog Brands

3M

GoJo

Hillyard

Berry

Impact

Nilfisk-Advance

Nobles

Orbio

ProTeam

Rubbermaid

Essity

Unger

Viper

Product Categories

Arsenal® Dilution Control

Biological Solutions

Buffers & Accessories

Carpet Solutions

Cleaning Companion® - Touch Free

Cleaning

Concrete Care

Connect® Portable Dispensing

Trident Power Equipment

Disinfectants and Sanitizers

Floor Pads

Food Service Cleaners

General Surface Cleaners

Gloves & Safety

Green Seal®

Industrial Cleaners

Laundry / Warewash

Floor Mops

Miscellaneous Cleaning Tools

Paper Products

Polishes, Waxes, Seals, Restorers

Quick & Clean Aerosols

Quick & Clean Liquids

Quick & Clean Wipes

Restroom Care

Restroom & Solid Deodorizers

Skin Care - Affinity

Skin Care - 2000 Series

Skin Care - Bulk

Skin Care Hand Defense

Specialty Products

Sponges, Scrubbing Pads

Wood Sports Floor Care

Stripping, Recoat Preparation

Application Equipment & Supplies

**State Industrial Products Custodial Equipment & Supplies;** since 1911, State Industrial Products has helped customers "Care for Work Environments"®. All around North America. State Industrial's products are hard at work in every industry imaginable. With market leading drain maintenance and air care programs combined with innovative cleaning systems, maintenance supplies and auxiliary programs, State Industrial Products' customers of all sizes benefit from the best facility management products. Head-quartered in Cleveland, Ohio and manufacturing in Hebron, Ohio, State Industrial has become ISO 9001 Certified for quality assurance and ISO 14001 Certified for environmental responsibility. With our GSA contract and participation in the bio-preferred program we are able to adhere to the stringent rules and regulations outlined by the government in a cost effective manner, allowing us to work with national, state, and local government organizations.

AIR CARE

Carpet Deodorizer

Odor Remover

Fragrance

CLEANING

Industrial Cleaners

Floors

Glass

Disinfectants

Carpets

Floor Stripper

Mildew

DRAIN AND SEWER

Degreasers

Drain Line Maintainer

Sewer Solvent

Florescent Dye Tracer Tablets

EQUIPMENT

Brushes

Sponges

Squeegees

Mops/Mop Heads

Buckets

Handles

FOOD PREPARATION

No-Rinse Sanitizer, Liquid Detergent, Pot & Pan Detergent, Pumps,

HAND CARE

LAUNDRY

SPECIALTY

CHEMICALS

Stainless Steel

Dust Mop Treatment

Sealer

Finish

Restrooms

NutriPro

Pit Raider

Bio Mate

Sludge Hammer

Pads

Sprayers

Racks

Hoses

Covers

WAREWASH

WATER

# **E-Commerce**

## **Online Ordering**

All awarded contracts with contact information are located on the NEW BOCES website

[www.newboces.com](http://www.newboces.com) *Cooperative Purchasing*

About

Awarded Contracts

Registration Forms

Invitation to Bid

Vendor Catalogs

Online Ordering

Vendor Flyers

To use the online ordering, you must register, this is by inputting your entity email address and personally created password. Your email domain is created by NEW BOCES when you register for membership of the cooperative.

Icons are; Globe is shopping, Eye Glass is to search that Vendor, (click on the blue *Search* and catalog products will appear) Square with RFQ is request for quote form, Company logo provides contact information.

Orders may be placed using Purchase Order, P Card and Credit Card.

**Facilities & Maintenance**  
**Software Management**

***Boiler Inspection Certification***

***Building Weatherproofing***

***Circulating Pumps***

***LED Lighting Equipment & Supplies***

***Faucet Parts***

***Flush Meters***

***Roofing***

***Plumbing Tools***

***Schematics***

***Software Facility Management***

***Software Fleet Management***

***Valves***

***Variety of Filters***



**Best Plumbing Specialties** – **MRO**; Providing repair parts to commercial facilities since 1962. Best Plumbing Specialties is one of the largest family owned distributors of plumbing and MRO products in the country.

We have FREE seminars available for you!

- Inventory and parts management
- Trouble-shooting and maintenance for any type of plumbing fixture.
- OEM Direct training workshops from factory reps
- In addition to your customized catalogs & product information, inventory tracking, and ordering forms can be provided should you require them. Usage reports, and inventory survey summaries are available on as well.

The rest of our catalog contains general repair parts, fittings, drain cleaning equipment, and chemicals. Plumbing tools that are applicable to virtually any type of account.

**Product Categories**

Plumbing/Heating Repair Parts  
General Maintenance Products & Hardware  
PRISON Valve Repair Parts  
Tools  
Drain Cleaning Equipment  
Water Conservation Parts  
Safety Products  
Chemicals  
Commercial & Residential Bath Accessories  
Partition Hardware  
Parts for ADA Compliance  
Electrical  
HVAC

**Facility Solutions Group (FSG) LED Lighting Supplies;** FSG is a privately held company and was founded as American Light in 1982 by CEO Bill Graham and COO Steve Byrne. Chief Marketing and Sales Officer Bob Graham joined American Light in 1985. An electrical services company, Design Electric, was established in 1986; a national accounts division in 1995; and an energy management division in 1998. Graham was quoted in the June 2006 issue of *American Executive* magazine, saying that his goal was to "offer not only products, but also services—to build a structure that would enable us to offer a total solution to the end users of our products." In 2000, American Light and Design Electric combined to form Facility Solutions Group. As of August 2018, FSG had six divisions, 42 branches, four regional distribution centers, and 2,300 employees serving customers in all 50 states.

### **Lamps**

Whether you need traditional fluorescent and HID lamps or the latest in energy-efficient LED technology, FSG can help you find it.

### **Ballasts**

Hard to find legacy ballasts or the latest electronic quick start ballasts, FSG provides it. If we don't have it, we will find it.

### **Fixture Packages**

All of the fixture elements you need to complete your lighting project are available from FSG. FSG can also help you get them delivered and installed.

### **MRO Supplies**

Repair and replacement parts can be hard to procure and manage at scale. FSG can help you get the supplies you need to keep your lights on and business running.

### **Controls**

Use lighting controls to improve the energy efficiency of your business. FSG offers a wide range of commercial lighting controls from a number of manufacturers to help you save more.

### **Hard To Find**

Sometimes you just want someone else to do the searching for you, if we can't find the exact match, we can probably get pretty close.

**LONG Building Technologies - [Boiler Certification / HVAC Filters/Security](#)**

**[Cameras – Analysis – Installation](#)**; In the fall of 1965, fresh out of a position with Trane, a young Wills Long set out to start his own business as a manufacturer's representative of HVAC equipment – Long Company. Armed with a small loan, the company started with humble beginnings. LONG's very first office was in the basement of the Long's family home in Colorado. LONG Building Technologies, Inc. is one of the largest building integrators in the Western U.S., providing products and services in Building Automation, HVAC Equipment, Mechanical Service, Security Solutions, and Parts.

**Products & Services**

AirGuard Air Filters

Air Handling Units

Boilers

Boiler Inspection Certification

Chillers

Flow Control Valves

Electrified Hardware Design

Installation Repair Services

Project Design Support

Preventative Maintenance

Security System Network Design

**Progressive Roofing— New and Replacement Roofing;** Progressive Roofing has experience with all types of roofing systems. We are approved by all major roofing manufacturers in order to offer all clients the appropriate system to meet their particular needs. Cooperative Purchasing contracts can assist agencies to streamline the bidding and purchasing process. Progressive Roofing is qualified with the legal requirements to be your contractor for each cooperative contract. By using Progressive Roofing on a cooperative, you can save time and money by avoiding the duplication and expense of the bid process.

### Industries Served

Commercial	Healthcare
K-12 Education	Aviation
Entertainment	Hospitality
Government	Solar
	Higher Education

### Services Provided

Single-Ply	Tile
Built-Up	Slate
Modified Bitumen	Waterproofing
Metal	Coatings
Foam	Lightweight Concrete
Shingles	Green

**SchoolDude/Dude Solutions –Facility System Management Software;** Dude Solutions was founded in 1999 with a singular vision firmly in mind: to improve the efficiency, safety, and operations of the places we live, work, and learn. We started this journey by creating SchoolDude – our flagship platform – aimed at helping educational institutions improve the way they manage, maintain, and invest in their facilities. As we continue to enhance our brand and our services, we have now unified the SchoolDude platform under the Dude Solutions name.

## SOFTWARE BUILT FOR THE INDUSTRY WHERE YOU OPERATE

You've dedicated your life to honing your craft and becoming an expert in your field. You know everything there is to know about your operations — so your software should too.

Gain control of your IT operations for good. Streamline your workflow and get the data you need at your fingertips. With the right protection and better communication, create a better experience for users.

Manage licensing, permitting, code enforcement, planning, and inspections in one unified web-based application that integrates with other systems. Empower citizens to go online instead of stand in line.

Have the data and confidence you need to make daily decisions that protect the future of your operations. Move from wherever you are today to managing a capital plan that is feasible and effective.

You can't manage what you don't measure. Get clear about the current state of your energy usage and make a plan to see results. Reduce your utility bills and your carbon footprint with expert help.

### Service areas available

EDUCATION

GOVERNMENT

HEALTHCARE

SENIOR LIVING

CLUBS & ASSOCIATIONS



**Synovia Solutions Fleet Management – Where’s the Bus**; Synovia Solutions is an Indianapolis based fleet tracking software company. Get real time locations. Easy to use phone apps & web interface. Manage your fleet with GPS tracking, routing, and maintenance.

Improve customer happiness and reduce call volume by sharing arrival times and delays.

No longer do your children have to wait in the dark, freezing temperatures, pouring rain or hot sun. With Here Comes the Bus parents will know when their child’s bus is arriving, reducing the time their children spend standing by the side of the road. No longer do parents need to call the school to check on the status of their children’s bus. It’s the kind of service that parents should expect in an era where technology allows for service and convenience like never before. It also shows parents that their district is committed to both safety and service. For transportation managers; “*Here Comes the Bus*” means children know when their bus will arrive, so there are fewer missed pickups, or delays, which means routes are run quicker, burning less fuel.

**PROVEN FLEET MANAGEMENT SOLUTIONS FOR YOUR INDUSTRY.** Take Back Control of Your Fleet with Synsurance<sup>SM</sup>

Whether you manage a K-12, public works, public safety, commercial, or private fleet. Synsurance from Synovia Solutions can deliver you with proven, easy-to-use fleet management tools. Tools capable of monitoring virtually every aspect of vehicle and driver activity in real time.

From stop and arrival information to engine diagnostic alerts and everything in-between, Synsurance GPS solutions represent enhanced cost savings, improved operational efficiencies, and increased driver accountability.

**Areas of Service**

K-12	Construction
Public Works	Field Service
Public Safety	Landscaping
Sanitation	Distribution

**Weatherproofing Technologies (WTI) Exterior Building Maintenance**

**including Roofing**; Tremco Roofing offers the industry's most comprehensive roofing and weatherproofing solutions for restoration, repair, maintenance, replacement and new construction. WTI (Weatherproofing Technologies, Inc., a subsidiary of Tremco Incorporated), provides roofing services, construction management, and general contracting.

**Services**

Cold-applied Built-Up and Hot-Applied Built-Up

Modified Bitumen

Single Ply

Coatings

Metal

Fluid applied

Vegetated roofing systems

Photovoltaic roofing systems

**Products**

Accessories

Air and Vapor Barriers

Canada-Specific Products

Coatings

Cold Applied Built-Up Roofing  
Products

Flashings

Fluid Applied Roofing Products

Insulation/Fasteners

Maintenance Products

Mastics/Primers/Sealants

Metal Roofs and Walls

Modified Bitumen Roofing Products

Safety

Single Ply Roofing Products

Vegetated Roofing System Packages

# **Food Distribution**

## **Food Service of America MCS Food Distribution**

### **NEW BOCES holds a Piggy Back Contract with Montana Cooperative Services (MCS)**

**Registered NEW BOCES Members are allowed to use  
this contract by completing the Food Distribution form.**

**There are no requirements to participate in any State or  
Federal Nutrition Programs.**

**Currently the contract for food distribution is with Food  
Service of America (FSA) which is in transition to become US  
Foods.**

**There is an 8% discount on all food products with  
additional savings on all market basket contract products.**

# **Furniture**

**Book Cases**

**Bedroom Furniture**

**Cabinets**

**Cafeteria**

**Carts**

**Chairs**

**Chair Mats**

**Cubbies**

**Desks Office & Student**

**Filing Cabinets**

**Lockers**

**Music Furniture**

**Tables**

**Toddler Furniture**

**Toddler Play Furniture**

**Storage**

**Partitions**

**BIOFIT Engineered Products Furniture**; As a NEW BOCES member your organization can avoid costly bidding processes and independently contract with BioFit for exclusive volume discounts on our LEED® compliant ergonomic seating, GREENGUARD® Gold certified cafeteria tables, carts, book trucks and more. Save up to 53% off list pricing. BioFit Engineered Products is an Ohio-based manufacturer of U.S. Green Building Council LEED® compliant ergonomic lab chairs & stools, GREENGUARD® certified cafeteria & mobile folding tables, specialty products for healthcare, office, laboratory, clean room/ESD/high tech, educational, industrial, hospitality setting, and for custom needs and environments

**Mobile Folding Tables**

10-Seat Oval™ Table  
Oval mobile folding cafeteria tables with attached seating for 10.

AdapTable  
The versatile solution you can configure as a table or bench.

BioFit Tables  
Mobile folding tables/attached seating

EdgeScape™ Designer Series  
Uniquely shaped mobile folding tables/attached seating.

Fold-N-Roll  
Mobile folding tables, without seating.

**Seating by Category**

Executive Chairs  
Task Chairs  
Multipurpose Chairs  
Seamless Medical & Lab Seating  
Harsh Environment Seating  
Wall-Mountable Seating

Heavy Capacity Seating  
Next Generation Medical & Lab Seating  
Clean Room Seating  
Static Control Seating  
Clean Room/ESD Seating

**Multi-Purpose Carts**

Perfect for the office, mail room, or light industrial use.



**National Business Furniture** **Building Furniture** NBF offers only high quality classroom furniture all backed by a lifetime guarantee. You can be sure that you are getting the best for both your students and your budget. Whether you're just looking for high school desks, or collaborative learning furniture for your kindergarten class, we have all kinds of solutions for teachers to create an environment where students can do their best in the classroom.

Are you searching for commercial quality solutions for your hospital or clinic? Healthcare furniture, also known as medical office furniture, is designed specifically to assist staff and ensure the comfort, safety, and health of patients. These options are also great for hospitality areas, waiting rooms in hospitals and clinics. Healthcare furniture includes doctor office seating, patient beds, furniture, medical cabinetry, exam room furniture, and more.

#### Product Categories

Office Desks	Display Cases
Office Chairs	Library Circulation Desks
Reception Furniture	Patient Room
Conference Furniture	Exam Room
School Desks	Cafeteria & Dining
Educational Seating	Reception & Waiting Room
Tables	Senior Living
Furniture for Collaborative Learning	Behavioral Health
Makerspace and STEM Furniture	Physical Therapy
Lockers	Infusion Care
Boards	Bariatric Seating
Storage	Pediatrics
Mobile Room Dividers	Home Health Furnishings
Cafeteria	Medical Carts
Media Storage Performing Arts Stages and Risers	Medical Filing
	Outdoor Furniture

#### Manufacturers

NBF Signature Series	Stance Healthcare
Lesro	KFI
K I Furniture	Polly Products
High Point	By the Yard
Maxon Furniture	

**SICO America Inc. – Furniture**; From our lunchroom tables, portable stages, folding tables, banquet tables, catering tables, classroom tables, buffet stations, hotel rollaway beds, and easy to use mobile stages. We've been offering a host of innovative products that can quickly transform spaces for specific purposes and exciting events – including cafeteria dining, parties, conventions, dance galas and more.

Since 1951, SICO® has been a leading, worldwide manufacturer of long-lasting mobile folding products that help organizations maximize the efficient use of their space.

SICO® products deliver the ingenuity and quality that fulfill the functional needs of diverse facilities – from schools and churches, to hospitality businesses, community and convention centers, clubs, time-shares, and consumer environments.

K-12 Public, Private, Government, and College and University facility managers all look to SICO® for innovative, time-tested products that maximize space in school facilities. Our smartly engineered products are designed to transform school spaces into versatile, multi-purpose environments. All while offering the durability that optimizes your budget and delivers true long-term value.

#### Tables

Cafeteria	Room Service
Banquet	Seminar
Catering/Event	Community
Classroom	Tops & Bases
Conference	

#### Stages & Risers

Choral Risers	Insertable/Folding Leg	Mobile/Folding
---------------	------------------------	----------------

#### Dance Floors

Indoor
Outdoor

#### Accessories & Caddies

# **ONLINE Staff Development** **&** **Services**

**Occupational Therapy**

**Para Educator Licenses**

**Speech Therapy**

**Staff Compliance Trainings**

**Teacher Recertification**

**Global Compliance (GCN) Online Employee/Volunteer Professional**

**Development Trainings;** Global Compliance Network (GCN) offers online video compliance training which meets the minimum standards as mandated by State, and Federal law. By utilizing GCN services you have access at school, work, or at home to required compliance videos on pertinent topics as determined by your Supervisor. A record of tutorial completion is saved and reviewed periodically by the Human Resources Department. A PowerPoint slide show which explains the log-in procedure for GCN training modules. A printable PDF version is also available.

GCN has over 125 tutorials available in OSHA, HR, and Professional Development topics. The GCN tutorials meet the minimum standards for compliance as mandated by state and federal laws and are continually updated. If GCN doesn't have a tutorial you need, let us know! Chances are, we will develop it!

Educational Facilities:

<http://www.gcctraining.com/forms/AGForm.cfm?ID=9145>

Non Educational Facilities:

<http://www.gcctraining.com/forms/AGForm.cfm?st=WY&ID=310>

**Master Teacher – Para Educator online professional development Title I Certification;** Over 120 courses written just for Para Educators covering the general education and special education environment. Includes Title I certification, endorsed by CASE and aligned to CEC standards. Posttest included along with certificates of completion.

Assessment

Autism Spectrum Disorder

Behavior

Bullying

Character Education

Classroom Management

English Language Learners

Inclusion

Instructional Effectiveness

Leadership

Lesson Plan Books

Social-Emotional Learning

Special Education



**TinyEYE –Online Occupational Speech Therapy;** TinyEYE connects you with a licensed therapist through our award-winning online therapy platform. We empower our experienced team of SLP and OTs with training, mentorship, online tools, and even robots to serve the needs of your students.

With TinyEYE, you can:

- Access highly qualified therapists: we hire only 3% of all applicants, so we can pick the best of the best
- Manage your entire caseload including screenings, assessments, IEP attendance and reporting, direct therapy, and classroom consultations
- Fill gaps in your existing team with specialized instruction and makeup services to get back into compliance
- Utilize IEP progress monitoring and support for your existing staff and parents

**VESi—Online Professional Recertification for Educators;** Virtual Education Software, Inc. (VESi) was founded to develop continuing education courses that are convenient, relevant, and affordable. In 1996 VESi (then incorporated as New Perspectives Software, Inc.) released its first computer-based instruction course and offered it throughout the Pacific Northwest cooperatively through five universities.

### Current Courses Offered

1. Advance Classroom Management
2. Attention Deficit Hyperactivity Disorder
3. Autism & Asperger's Disorder
4. Behavior is Language: Strategies for Managing Disruptive Behavior
5. Child Abuse: Working with Abused & Neglected Children
6. Drugs & Alcohol in Schools: Understanding Substance Use & Abuse
7. Early Childhood: Family-Centered Services
8. Early Childhood: Observation & Assessment
9. Early Childhood: Program Planning
10. Early Childhood: Typical & Atypical Development
11. Educational Assessment: Assessing Student Learning in the Classroom
12. Harassment, Bullying & Cyber-Intimidation in Schools
13. Inclusion: Working with Students with Special Needs in General Education Classrooms
14. Infant & Toddler Mental Health: Issues & Information for Educators
15. Learning Disabilities: Practical Information for the Classroom Teacher
16. Reading & Writing in Content Area
17. Reading Fundamentals #1: An Introduction to Scientifically-based Research
18. Reading Fundamentals #2: Laying the Foundation for Effective Reading Instruction
19. Reading Fundamentals #3: The Elements of Effective Reading Instruction & Assessment
20. Response to Intervention: Practical Information for the Classroom Teacher
21. Six Traits of Writing Model: Teaching & Assessing
22. Talented & Gifted: Working with High Achievers
23. Teaching Diversity: Influences & Issues in the Classroom
24. Teaching Elementary Math Conceptually: A New Paradigm
25. Teaching Secondary Math Conceptually: Meeting Mathematics Standards
26. Traumatized Child: The Effects of Stress, Trauma & Violence on Student Learning
27. Try DI: Planning & Preparing a Differentiated Instruction Program
28. Understanding Aggression: Coping with Aggressive Behavior in the Classroom
29. Understanding & Implementing Common Core Standards
30. Violence in Schools: Identification, Prevention & Intervention Strategies
31. Why DI?: An Introduction to Differentiated Instruction

# **Playground Recreational Structures**

**Kompan Playground Equipment Catalog, Fitness Equipment Catalog, and Playground Surfacing;** KOMPAN offers both timeless classics, and out of this world innovation that will enable you to choose a unique solution that kids of all ages and abilities are kept occupied, excited and stimulated. Whether it's an inclusive play solution for children at your local park, or an inclusive play solution for students to enjoy at school, KOMPAN tailors each play space to the needs of its users. We design research backed playground equipment that offers tremendous play value, and is not only fun, but aids in physical and cognitive development.

**Playcraft Direct Structures, Free Standing, Site Amenities;** At Playcraft we often say "we manufacture tomorrow's playgrounds today," a reference to our advanced designs and state-of-the-art manufacturing capabilities. Our manufacturing facility is one of the most modern in the industry and is virtually self-contained. What does this mean? It means we can control in-house all aspects of the manufacturing process thus producing the highest quality, most innovative products in a timely fashion. From steel fabrication, to Play-Tuff™ coated steel decking, custom routed sheet plastic components, to roto-molded plastic production, our world class facility is poised to deliver.

**Romtec Restrooms Plumbed & Waterless, Utility Buildings, Wood & Steel Pavilions, Product Accessories;** Romtec designs, manufactures, supplies, and constructs buildings and structures for all types of applications. We are architects, engineers, manufacturers, and contractors. Our process begins by designing a building that is particular to the needs of each customer. Romtec provides the complete building plan sets and specifications for customer approval. Each project can then be sent out to bid or purchased directly. Romtec also manufactures and supplies the complete building to be constructed by the contractor or by Romtec as a "turnkey" project.

# **Safety Security Products**

**3M Security Films**

**3M Water Filtration**

**Access Management**

**Blood Borne Pathogen Kits**

**Consulting Services**

**CPR Training Kits**

**Document Security**

**Door Locks**

**Emergency Notifications**

**Evacuation Lockdown Kits**

**Facility Grounds Safety Products**

**Intruder Screens**

**Key Cabinets**

**Lockdown Systems**

**Medical Trauma Station**

**Quick Action Locks**

**Recording Products**

**Safety Supplies**

**Staff Trainings Stop the Threat**

**Surveillance Systems**

**Visitor Management Systems**

**LONG Building Technologies - /Security Cameras/Systems – Analysis – Installation; Security Solutions, and Parts.**

Services

Analysis Security Infrastructure

Preventative Maintenance

Installation of Products

Product Trainings

Manufacturer FONT ROW:

Products:

Campus Communication: Bells, Paging, Intercom, Automation Alerting, Bells, Paging, and Emergency Response. Classroom Communication: Voice, Media, Capture and Control.

SmartCharge™: only charges batteries that are safe to charge — protecting your investment for years to come. — The adapto platform automatically adjusts sound quality, power usage, and other complex details. Adapto adapts so teachers can teach.

OptiVoice™ clarity: FrontRow's patented, powerful tool for test-taking, directions, and ELL instruction. Fragile consonant sounds carry about 75% of the meaning in speech but are easily destroyed by background noise. OptiVoice™ strengthens these critical sounds with a single switch.

Automated Lesson Capture: Using simple voice commands, Teacher Edition software records screen and audio then automatically titles and prepares recordings for upload

Class2Class: for distance learning Using FrontRow with tools like Skype™ and Adobe® Connect™, you can easily set up a real-time audio/video connection between your class and any location.

PrioriTeach: keeps the teacher voice audible, gives priority to the teacher microphone by reducing the volume of all other devices and microphones when the teacher microphone is used. VoiceChoice increases or expands coverage for very large rooms with a quick software adjustment. Audiologists can quickly and confidently connect students' personal FM transmitters and maintain excellent transparency. Teacher and fellow-student voices plus media audio are delivered directly to the child's personal receiver.

Earth-friendly: design and manufacturing practices keep lead, mercury, PBDE and other toxins out of its products — and out of the environment.

FrontRow AV systems: Turn on your display, switch inputs, start recording, and call the front office — all with simple voice commands.

SonicSuffusion™: for smarter sound distribution Juno has three digitally-controlled drivers in a single unit that evenly fills the room with the kind of exciting, multi-layered stereo sound.

Emergency Preparedness Plan: ready FrontRow alerting technology lets you easily automate critical steps in your emergency response plan — verbal announcements, locking doors, activating signage, sending secret alerts, signaling all-clear, and more.



**Konica Minolta Mystem Kits, Cloud Printers, Guardian Catalog Products, Visitor Management System Software**; **providing** competitive advantages for organizations and teams to reshape work by selecting and implementing the right tools and technologies to create their own digital workplace of the future.

**Brand: Guardian Security Solutions**: Advanced wireless and wired equipment from top manufacturers to provide customers seamless systems that are customized to suit the customer's individual needs and budget.

**Product: Visitor Access Management Equipment Systems**

Ensure your space is free of undetected strangers by installing commercial access control systems. Secure all your sensitive information by increasing the safety of your commercial building reducing thefts and accidents. The benefits of access control systems are multiple. Rest easy knowing that your belongings are safeguarded by first-class equipment chosen for you to meet all your complex requirements.

Choosing an access control system doesn't have to require hours spent sorting through hundreds of software, hardware, and reader offerings. Access Control Kits include all of the components you need to get up and running quickly and easily.

Access Control systems are about more than monitoring doors; they are an integral part of any security system and gives a convenient platform to manage their facilities.

Traditional keys cannot track who or when people are accessing your building, and when keys go missing, re-keying locks can be extremely expensive. Innovative networking capabilities can bring you full-featured security solutions serving any size facility.

**School Specialty- SSI Guardian Products, Hand held Metal Detectors,**

3M™ Security Window Films & Attachment Systems

3M Lead Reduction Water Filtration Systems for Drinking Water

CEIA Hand Held Metal Detectors

CLASSROOM & FACILITY LOCKING DEVICES

CRISIS RESPONSE & BLEEDING CONTROL

EMERGENCY MANAGEMENT NOTIFICATION

SAFETY SUPPLIES

DOCUMENT SECURITY

SSI Guardian Medical Data Carrier

ACCESS MANAGEMENT & IDENTIFICATION SUPPLIES

FACILITIES & GROUNDS SAFETY SUPPLIES

# **Technology**

**Cables**

**Cloud Solutions**

**Computers**

**Computer Accessories**

**Data Center & Virtualization**

**Data Storage Products**

**Electronics**

**Hardware/Software**

**Memory**

**Monitors & Projectors**

**Networking & Security Products**

**Office Equipment & Supplies**

**Phones & Video Conferencing**

**Power, Cooling & Racks**

**Servers & Server Management**

**Services**

**CDW-G Technology Equipment and Supplies;** a leading multi-brand technology solutions provider to business, government, education and healthcare organizations in the United States, the United Kingdom, and Canada. A broad array of offerings range from hardware and software to integrated IT solutions such as security, cloud, data center, and networking.

Product Categories:                      Hardware                      Software                      Solutions                      Cloud

**Brands**

3M	Kingston	3M	Kingston
Acer	Lenovo	Acer	Lenovo
Adobe	Lexmark	Adobe	Lexmark
APC	LG	APC	LG
Apple	Lifesize	Apple	Lifesize
Aruba	Logitech	Aruba	Logitech
ASUS	McAfee	ASUS	McAfee
Autodesk	Micron	Autodesk	Micron
AVer	Microsoft	AVer	Microsoft
Barco	Mimecast	Barco	Mimecast
Barracuda Networks	Mitel	Barracuda Networks	Mitel
Belkin	NEC	Belkin	NEC
Black Box	NetApp	Black Box	NetApp
Brother	NETGEAR	Brother	NETGEAR
C2G	Nutanix	C2G	Nutanix
Canon	Oracle	Canon	Oracle
Carbon Black	OtterBox	Carbon Black	OtterBox
CDW Gifts & Promotions	Palo Alto Networks	CDW Gifts & Promotions	Palo Alto Networks
CDW Warranties	Panasonic	CDW Warranties	Panasonic
Check Point	Planar	Check Point	Planar
Cisco	Plantronics	Cisco	Plantronics
Citrix	Polycom	Citrix	Polycom
Code	Promethean	Code	Promethean
Commvault	Proofpoint	Commvault	Proofpoint
CrowdStrike	Pure Storage	CrowdStrike	Pure Storage
CyberPower	Red Hat	CyberPower	Red Hat
Dell EMC	Ricoh	Dell EMC	Ricoh
Eaton	Riverbed	Eaton	Riverbed
Epson	RSA	Epson	RSA
Ergotron	Ruckus	Ergotron	Ruckus
Extreme Networks	Samsung	Extreme Networks	Samsung
F5	SonicWall	F5	SonicWall
FireEye	Sophos	FireEye	Sophos
Forcepoint	Spectrum Industries	Forcepoint	Spectrum Industries
Fortinet	StarTech.com	Fortinet	StarTech.com
Fujitsu	Symantec	Fujitsu	Symantec
Google	Targus	Google	Targus
Griffin	Tenable	Griffin	Tenable
Hitachi Vantara	Toshiba	Hitachi Vantara	Toshiba
Honeywell	Trend Micro	Honeywell	Trend Micro
HP	Tripp Lite	HP	Tripp Lite
Hewlett Packard Enterprise	Varidesk	Hewlett Packard Enterprise	Varidesk
Humanscale	Veeam	Humanscale	Veeam
IBM	Veritas	IBM	Veritas
Intel	Vertiv	Intel	Vertiv
Jabra	ViewSonic	Jabra	ViewSonic
Juniper Networks	VMware	Juniper Networks	VMware
Kensington	WatchGuard	Kensington	WatchGuard
	Western Digital		Western Digital
	Zebra		Zebra

**MNJ Technologies—Technology Supplies;** At MNJ, we thoroughly comprehend the challenges you face. We strive to not only understand your current technology capabilities but also your outstanding needs, so you can leverage IT as a business driver for your organization. Our highly trained and certified experts focus on you and your specific environment. You deserve best-in-class solutions and services that enable you to achieve and exceed your goals and expectations, all while reducing costs and increasing productivity for your organization. Let MNJ be your trusted advisor and help transform your business through technology.

### Product Categories:

Security	SD-WAN
Data Center & Virtualization	Servers
Cloud	Networking Products
Solutions	Accessories
Enterprise	Desktops
Computing	Notebooks
Hardware	Monitors & Projectors

### Brands

01 Communique	Axis	Fellowes, Inc	IMSourcing
3K Computers, Inc	Communications	Finisar Corporation	Ingram Micro, Inc
Accu-Tech	BandB Electronics	Fluke Corporation	Insight Software
Acer, Inc	Mfg. Co	Forcepoint LLC.	Solutions, Inc
ACTi Corporation	Barracuda	FrontRow	Intel Corporation
ADLINK	Networks, Inc	Fujitsu	INTEL L9 CONFIG
Technology, Inc	Bay Dynamics, Inc	Georgia SoftWorks	Intermedia.net, Inc
Adtran	BCDVideo	GIGABYTE	IpConfigure, LLC
Advanced Industrial	Carbonite, Inc.	Technology, Inc	Ixia
Computer, Inc	Chenbro Micom	Hewlett Packard	Juniper Networks,
Advantech Co., Ltd	Co., Ltd	Enterprise	Inc
AIDC/POS	CIENA	Hewlett-Packard	Latis Networks, Inc
AltiGen	Cisco - IMSourcing	HP Inc.	Leightronix
Communications,	CybertronPC	HPE - IMSourcing	Lenovo -
Inc	Dell Technologies	Certified Pre-	IMSourcing
Amplify	Dell-IMSourcing	Owned	Lenovo Group
AMT	Dell-IMSourcing	HPE Sourcing	Limited
APC by Schneider	DS	HP-IMSourcing	LifeSize
Electric	Delonghi	HP-IMSourcing DS	Communications,
APPLE REMAN	DT Research, Inc	Huawei	Inc
PRODUCTION	DuVoice	Technologies Co.,	Marshall
Ark Technology, Inc	Corporation	Ltd	Electronics
Aruba Networks,	Eaton Corporation	HUMANETICS	Mediatech, Inc
Inc	EfficientIP	IBM - Ingram	Mellanox
ASUS Computer	EMC Corporation	IBM Corporation	Technologies Ltd
International	EMC-IMSourcing	IBM-IMSourcing	Milestone Systems
Avaya, Inc	EndRun	Imagine	
Axcient,	Technologies	Communications	
Incorporated	Enex	Impulse Point	



# **Telescopic Bleachers**

## **Stadium Seating**

## **Hussey Seating**

### **TELESCOPIC SEATING**

Gym Bleachers, Telescopic Platforms, and Other Retractable Seating

Multi-use environments like gymnasiums, arenas, convention centers, even performing arts auditoriums demand multiple, flexible seating configurations. Backed by the industry's only true 10 year warranty. When you need to maximize the flexibility of your floor plans, make Hussey Seating your game plan.

### **FIXED SEATING**

**Auditorium Chairs, Arena and Stadium Seating, Lecture Hall Seating**

Whatever your auditorium layout, our sculptural yet practical Quattro® seats provide the design and dimensions you need to make an auditorium seating layout that works.

### **PORTABLE SEATING**

Portable Folding Chairs, Locker Room and Sideline Chairs, and MAXAM1™ Portable Tiered Seating

The Clarin by Hussey Seating™ brand specializes in portable folding chairs that are durable, stylish, and comfortable and allow you the freedom to setup your facility in multiple configurations.

### **PARTS AND SERVICES**

Seat and Platform Repair, Parts, Inspections & Safety Services from Hussey Seating and Hussey Advantage™

Hussey Advantage and our Hussey Regional Service Centers are there for your telescopic platform and bleacher repair, parts, inspections and bleacher safety services - plus we'll even service competitor seating

# April 2019 NEW BOCES Cooperative Purchasing Booklet

<b>What Cooperative Purchasing Agency is Best for You???</b>	<b>Association of Educational Purchasing Agencies (AEPA)</b>	<b>National Joint Powers Association (NJPA)</b>	<b>National IPA/TCPN</b>	<b>US Communities</b>	<b>BuyBoard</b>	<b>Other</b>
<b>Who is the WY Lead Agency</b>	Northeast WY BOCES (NEW BOCES)					
<b>Lead Agency Location</b>	Gillette, WY					
<b>Who is the WY Contact</b>	Nita Werner					
<b>Contact Phone Number</b>	307-351-7116					
<b>Contact Email</b>	<a href="mailto:nwerner@newboces.com">nwerner@newboces.com</a>					
<b>Who is the Executive Director</b>	NEW BOCES - Julie Cudmore: <a href="mailto:jcudmore@newboces.com">jcudmore@newboces.com</a> AEPA - George Wilson: <a href="mailto:georgewilson.aepa@outlook.com">georgewilson.aepa@outlook.com</a>					
<b>Local Governing Board</b>	NEW BOCES Board of Directors (10 Elected School Board Members)					
<b>Governing Board Meetings</b>	Held 4th Thursday Monthly 10:30 AM					
<b>What is the Membership Fee</b>	Free Registration					
<b>What is the Admin Fee</b>	0% for Services 2% for Commodities 35 cents/case for Food	2%	2%	2.50%	2%	
<b>Are Bids Published in WY</b>	Yes, Casper Star Tribune, Websites					
<b>Where are Bids Submitted</b>	Public Purchase					
<b>Does the Bid Include WY Specific Requirements</b>	Yes					
<b>Is the Lead Agency Actively involved with Bids</b>	Yes					
<b>Do Bid Specifications Meet all State and Federal Requirements</b>	Yes					
<b>Are Bid Documents Available</b>	Yes, Contact Nita or aepacoop.org					
<b>Organizational Status</b>	Non-Profit	Municipal	Private For Profit	Non-Profit	Administrative	
<b>Annual Face to Face Meeting with Executive Directors of Awarded Contracts</b>	Yes, twice a year in April and November					
<b>Lead Agency Provides Purchaser Rebates</b>	Yes, Annually Month of August based on purchased quantities					
<b>Is there Online Ordering</b>	Yes <a href="https://shop.equallevel.com/newboces/">https://shop.equallevel.com/newboces/</a>					
<b>Consortium Members involved with Cooperative Bids</b>	CA, CO, CT, FL, IA, IN, KS, KY, MA, MI, MN, MO, MT, ND, NE, NJ, NM, OH, OR, PA, TX, VA, WA, WI, WV, WY					
<b>Groups that Use the Purchasing Contracts</b>	Education, Non-Profit, Municipalities					
<b>Quarterly Savings Reports Provided</b>	Yes, Newsletter - Website - Email, <a href="http://www.newboces.com">www.newboces.com</a>					
<b>Lead Agency Memberships/Partnerships</b>	- Assoc. of Cooperative Educational Services					
	AEPA - Assoc. of Educational Purchasing Agencies					
	AESA - Assoc. of Educational Service Agencies					
	NIGP - National Institute of Government Procurement					
	GCC - Gillette Chamber of Commerce					
	WASA - WY Assoc. of School Administrators					
	WASEA - WY Assoc. Special Education Administrators					
	WASBO - WY Assoc. of School Business Officials					
	WASSP - WY Assoc. of Secondary School Principals					
	WSBA - Wyoming School Board Assoc.					
	NSBA - National School Board Assoc.					
<b>Other Questions ??</b>	<b>Please Ask</b>					