

CONSORTIUM NEWS

JUNE/JULY ISSUE 2005

CONSORTIUM SCORES WITH PORTER

MISBO Purchasing Consortium proudly announces its exclusive partnership with Porter Athletic Co., the world's leader in athletic equipment. This partnership will not only help member schools receive exclusive discounts on both custom products and on stock items, but schools will be able to have Porter's local dealers assist in the design and specifications for any need. Working with the athletic directors, business managers, and end users from day one will provide superior results. Customers actually purchase the products they desire.

This partnership will help consortium members receive excellent "premium graded" quality products at a substantial discount off all custom

material. This discount is available for projects of all sizes, from one curtain, to multiple backstop projects.

Stock items can easily be ordered from Porter's website www.porter-ath.com. Consortium members will only need to enter their customized discount code to receive an additional discount off all web pricing and FREE freight when ordering items such as goal padding, rims, volleyball equipment, etc. All member schools should be receiving new binders with login and password information enclosed. Please make sure that this information is in the hands of those people who are responsible for ordering your school's athletic equipment.

Porter started manufactur-

ing gymnasium equipment shortly before the turn of the century. At that time, the primary customers for this type of equipment were YMCA's, Turners and Sokols. Dr. James Naismith at Springfield College first introduced the sport of basketball in



1891. Basketball caught on in the YMCAs so it was a natural for Porter to supply the "Y's" with basketball backstops along with other gym equipment.

The MISBO purchasing team knows this exclusive program of pricing and working with Porter dealers will be of great benefit to Consortium schools.

SPECIAL DATES OF INTEREST:

- 6/2 *ADP Training Class*
- 6/9 *MISBO Meeting at Atlanta Girls School*
"Conversation & Continental Breakfast"
- 11/13-15 *MISBO Fall Conference, Hilton Head, SC*

INSIDE THIS ISSUE:

Georgia Schools Bundle Microsoft	2
IICRC National Certification	2
Mercury Waste	2
School Profile: Holy Spirit Preparatory	3
Elevator Contract Finalized	3
EconoCom joins MISBO	4
Wenger Contract	5
Fall Conference	5
Office Furniture/USA	5

From the desk of The Chairman:

Greetings fellow business managers! Most of you have already said good-bye to your students and faculty for the year. At the Atlanta Girl's School, we in the business office are well under way planning for our summer projects. Remodeling, painting, replacing

flooring, and purchasing of next year's supplies, as well as our annual audit, are all on our agenda and are probably on your agenda.

I hope you will find time to join us at the Atlanta Girls' School on **Thursday, June 9th** for the June MISBO meeting. Please stop by for

MISBO'S JUNE MEETING

breakfast and conversation from 8:00 to 8:30AM, followed by our program from 8:30AM to 10:00AM. The MISBO Board and strategic planning committee members will meet immediately following the regular meeting for our second strategic
Continued on page 4 .

GEORGIA SCHOOLS BUNDLE MICROSOFT



In just a little over 90 days, the **Georgia Consortium Schools** and Microsoft have implemented both the Microsoft School Agreement and the Microsoft Academic Select Agreement. Cameron Watt, the Consortium Engagement Manager for Microsoft, did not feel that we would have enough time to establish these agreements by June for a July 1, 2005 rollout. Martha told him that the MISBO Purchasing Consortium group was very active and enthusiastic when new opportunities for saving money were presented. At our Microsoft meeting held on March 30, he only expected a few people. Well, we proved him wrong when we had over 50 people attending. When you left the meeting, you started calling TRC, our reseller,

before they had the website up! By April 15 we had reached the magic 2,500 computers to receive Level B pricing of \$36.11 on the "Desktop Bundles". While the final totals are not in, we currently have orders for 3,841 Desktop Bundles and 1,092 orders for Office Pro packages.

When asked how the MISBO Consortium rollout compares to other Consortia and if we could have done anything differently, Cameron replied, "I don't think there is anything you could or should have done differently throughout this process. I work with 52, soon to be 53, of these organizations throughout the eastern US and I have never seen a consortia agreement come
Continued on page 4.

WELCOME NEW SCHOOLS

MISBO only

- McDonogh School, Inc.
Owings Mills, MD

Consortium

- The Hirsch Academy
Decatur, GA

IICRC NATIONAL CERTIFICATION

The Institute for Inspection, Cleaning and Restoration Certification (IICRC) has asked longtime MISBO Purchasing Consortium supplier SouthEast Link to host the first annual IICRC National Certification Class for hard floor care.

IICRC has been offering carpet certification for years. The hard floor class is new, and South-East Link is happy to have been asked to host. This course is designed to train your

maintenance staff in the care of your hard floors; such as VCT, ceramic and wood.

The 16 hour, two day class will be held sometime in mid-July. Call Jack Adelman with SouthEast Link at 678-618-6871 to reserve your spot in this limited seating class.

MERCURY WASTE SOLUTIONS—LAMPTRACKER

Recent studies show fluorescent lamps in the daily environment provide the greatest risk of mercury exposure. The Consortium is in the process of completing its negotiations with LampTracker, a fluorescent lamp recycler, to alleviate this risk.

Lamps were added to the Federal Universal Waste Regulations in 2000 and lamp manufacturers began labeling all lamps containing mercury in January 2003. In spite of regulations and personal risk, it can be difficult for employees to recognize the importance of proper handling and management of hazardous lamp waste. If lamps are not sent to an approved lamp recycler, they must be treated as hazardous waste.

The best known case of mercury poisoning from fluorescent lamps in the workplace involved a maintenance worker who stomped on the bulbs in his company's dumpster to save space. There are many opportunities to mishandle spent fluorescent lamps in the school environment. Lamps end up broken in the dumpster, exposed to breakage either lying on a shelf or standing up in a corner, or simply dropped and broken during repeated handling.

Once again, the Consortium is providing information and solutions to the ever increasing demands of the work place. There will be more to follow.

SCHOOL PROFILE: HOLY SPIRIT PREPATORY SCHOOL



Holy Spirit Prep is a Catholic independent school with an enrollment of 465 students; growing by around 100 students annually. In September 2003, after a five year battle, the school received zoning approval to build a 57,000 sq. ft upper school campus approximately two miles from our existing facility. At that time ; the new site housed an existing building that needed to be demolished and the new campus was simply a design concept that primarily existed in my mind. The initial reaction of the school’s board was to open the new campus in the fall of 2005; however, following much prayer, they were persuaded to aim for the fall of 2004. This tight timetable would be daunting if we were designing two “vanilla” buildings; however, the two buildings were each to have wholly different characters: a “Liberal Arts” building trimmed in an Arts & Crafts style with red oak paneling and complimentary furnishing and a “Commons” building with a contemporary feel including some cutting edge furniture

more usually found in a “loft apartment” rather than a school. A month or so into the project our project managers suggested that I engage MISBO to assist with FF&E; frankly I was reticent as the timetable did not allow for an intermediary that could potentially add delay to the decision and approval processes. In practice; while I suspect that our timetable and idiosyncratic design concepts may have given Rick Hale one of his more “interesting” challenges, Rick’s experience of working on many other school projects fast-tracked a number of decisions, avoided potentially costly mistakes, saved hard cash through MISBO’s buying power and experience and led me to consider furnishing items that I had never come across when attending school construction exhibitions. I would utilized and recommend MISBO as an integral element of the design and implementation team on any major project of this type.

Article was written by Gareth N. Genner, President Holy Spirit Preparatory School

ELEVATOR CONTRACT FINALIZED

The Consortium has finalized the contract with ThyssenKrupp for elevator maintenance. The contract represents an annual savings of over \$20,000 for the existing schools that are currently under contract with ThyssenKrupp. Under this contract there will be an annual cap of 5% on any increases during the life of this contract. You may select a one, three, or five year agreement. I recommend that you choose the three or five year option. A ThyssenKrupp Account Manager will be contacting your school to sign a new contract.

If you are currently using another provider (Otis, Schindler, Kone) for your elevator maintenance, and would like to see

about joining the ThyssenKrupp contract, please call the Consortium office. Most of the elevator maintenance contracts automatically renew if you do not contact them in writing 60 days prior to the expiration date of the contract.

Plan ahead and review your current contract today, and then let ThyssenKrupp give you a quote.



ECONOCOM USA JOINS MISBO PURCHASING CONSORTIUM

Econocom USA, a Memphis, Tenn.—based provider of IT finance and asset management services, has been chosen to be a MISBO provider. Econocom will provide IT lease, management and disposal/remarketing services to MISBO Consortium member Schools.

“Our members are faced with the challenge of meeting the growing technology needs of their students, faculty and staff,” said Martha Perry,

Purchasing Director. “We chose Econocom USA as a service sponsor because their solutions help our members cost-effectively acquire the IT equipment they need and help them better manage their technology resources.”

According to J. Michael Drake, President and CEO of Econocom USA, “Econocom’s goal is to provide financial and asset management solutions that allow schools to make the

most of their IT budgets and assets, giving them the ability to focus on their core business of serving their students. We’re pleased to offer services that assist the Consortium in fulfilling its mission of helping independent school business officers work effectively, efficiently and professionally.”

Founded in 1971, Econocom USA specializes in technology finance and asset management solutions that help businesses

regain control of their IT budgets and assets. For more information contact Tobin Mercer, Vice President Business Development at tmrcer@econocomusa.com or call 678-508-3959.



From the desk of The Chairman:

planning session. If you have not yet taken the opportunity to submit your thoughts or comments to us about the future direction of MISBO, please take time to go to the survey website at www.misbosurvey.com and give us your feedback. Your observations and input are very important to the strategic planning process.

SUMMER MEETING (CONTINUED)

You will also have the opportunity to ask questions about the strategic planning process at the meeting.

Would you like to host a MISBO meeting? We are looking for sites for next year’s meetings, so please contact me if you are able to host a meeting. Our regularly scheduled meetings are in September, February,

and June. **The Nov. conference is scheduled for Nov. 13, 14, and 15th in Hilton Head, SC.** Please mark your calendar for the conference—an interesting and informative agenda is already being planned. Many thanks to Jennifer Cody Murphy, our South Carolina representative, for taking on the challenge of planning the conference. Look for an

announcement regarding the September meeting later this summer.

Have a great summer and I hope to see you on June 9th!



MISBO Chairman is Louise Hodapp, Business Officer at The Atlanta Girls’ School.

GEORGIA SCHOOLS BUNDLE MICROSOFT (CONTINUED)

together this quickly. Of course, quickly is a relative term. By Martha Perry “MISBO” standards, I’m sure we appear to be dragging our feet but that is a tough standard to keep up with. We will get this agreement done in June and I am very excited about the future of this partnership with MISBO. That is a big statement coming from me. I am a VERY conservative forecaster. If I’m going public with a June close forecast, it’s gonna happen!! Finally, these numbers clearly exceed my expectations and I look forward to continued growth in the coming years. At one point, I questioned whether we could hit the 2500 minimum. Well, you proved me wrong . . . Not the first time. Martha, thank you very much for all that you have

done to drive this agreement. We are in the home stretch now and it will get done.”

Over 30 Georgia schools took advantage of the School Agreement, and the smallest school with just 38 computers was able to utilize this contract and save big. Several schools already had a School Agreement in place and were able to receive the Level B pricing. Pricing on the Academic Select has also been very good.

The Consortium has now received approval to offer a Microsoft Agreement for the schools in North Carolina.

Tennessee, you’re next!!

♪ MUSIC ♪ TO OUR EARS ♪ ♪

A contract between the MISBO Purchasing Consortium and Wenger Music Corporation “brings music to everyone’s ears”! Wenger has been involved in innovative products for the music classroom since 1946 and is committed to bringing music education to life. They realize the importance of music equipment as an investment and have a long-standing tradition of excellence in customer service and support.

Consortium member schools are now eligible to receive additional discounts on their music education purchases. The contract provides a discount on both catalog items and larger installations, including new construction and custom needs. Schools will be able to continue using their current Wenger representative for most purchases; but will have the added benefit of design assistance when needed. Please call the

consortium office if you are planning either new music facilities, renovating existing space or need anything for your music program.



Products Include

- Sound Systems
- Music Posture Chairs
- Music Stands
- Black Box Theaters
- Risers
- Staging
- Instrument Storage
- *and much more!*

MISBO FALL CONFERENCE—MARK YOUR CALENDARS

Hilton Head, South Carolina will be the site of the 2005 Fall Conference, Nov. 13, 14-15th. We will be staying at the Hilton Head Marriott Beach and Gold Resort. Start watching for flights for Savannah-Hilton Head International and Hilton Head airports.

If you plan to fly into the Savannah airport, there will be transportation available and

we are working on securing a group discount.

The MISBO room rates will be extended two days prior to the conference and two days after the conference.

Marriott Hilton Head Resort will be providing a custom website for the MISBO conference. You will be able to make your reservations on line, knowing you received

the MISBO rate. We will also be able to post conference updates as well as the meeting agenda to the conference on line. The website link will be forwarded to you as it becomes available.

DID YOU KNOW?

KNOWLEDGEPOINT HAS A SOFTWARE PROGRAM THAT CAN ASSIST YOU IN WRITING, PUBLISHING, AND MAINTAINING CUSTOMIZED EMPLOYMENT POLICIES—CALLED POLICIES NOW.

CONSORTIUM SUPPLIER: OFFICE FURNITURE/USA

In the past few weeks you may have noticed a new office furniture catalog arrived in the mail. So what is so special about this catalog, you ask? Just browse through it and you will probably notice that it’s not just another catalog full of “cheap” furniture but an extensive catalog dedicated to office furniture at quality levels far above “super stores” and your typical supply store

catalogs.

All catalogs have a MISBO Purchasing Consortium label that offers member schools an additional discount of their already discounted price. Prices include free freight; guaranteed prices through the calendar year; prompt delivery and a nationwide service network of dealers.

Dekalb Office Environments

has facilitated the contract with OF/USA and is responsible for offering member schools an additional discount. All orders will be placed through Heather Denis at Dekalb but all services will be handled through your local dealer. Contact Heather at hdenis@dekalboffice.com or contact your MISBO Purchasing Consortium buyer for more information.





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