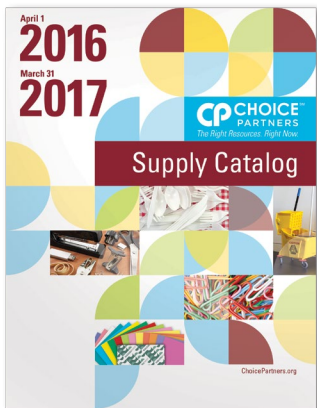


Don't be fooled: new Supply Catalog contracts active April 1

April Fools' Day may be the official launch date for the 2016-2017 Choice Partners Supply Catalog, but the ease and convenience it provides are no joke.



Contracts were awarded for hard bids for more than 1,100 items in nine categories, including art supplies, janitorial supplies and office supplies.

Catalog items are available from April 1, 2016 through March 31, 2017. Members can log in and shop at <http://www.choicepartners.org/supplycatalog> ♦

LED lighting and early childhood contracts awarded

Contracts for early childhood supplies, LED lighting and nine categories of supplies for the supply catalog were awarded at the February board meeting of Harris County Department of Education and are accessible through HCDE Choice Partners cooperative. Members may access these legally procured contracts.

(continued on page 4)

Heat Transfer Solutions conducts energy savings

While spring is for many the season of renewal and optimism, for others it means flipping the thermostat switch back to “cool” – a refreshing change until the energy bill rolls in. Rising temperatures can mean spiking operating costs and added risk to budgets already stretched too thin. For such a common problem – and others – Heat Transfer Solutions (HTS) has answers.

“We’re seeing about 40% savings across the board,” said John Dungan, assistant director, Bell County Expo Center, referring to the perks of a roughly \$5 million renovation completed using HTS’ Choice Partners contract for HVAC equipment and service (JOC-IDIQ).

Energy savings are not all that have members singing HTS’ praises. The full-service HVAC distributor, in North America, over backwards

“[HTS] knows asking for and cases within a

Vincent Price, assistant director, Dallas County Community College District (DCCCD), before adding: “We have been very pleased with their performance.”

Better quality of light

Situated in the heart of central Texas is the Bell County Expo Center, a multi-venue events space that includes an arena and several exhibit halls. According to Dungan, the Expo’s “mixed bag of buildings” hosts around 250 events annually, including rock concerts, dog shows and high school graduations.

When, at the ripe old age of 28, the Expo Center was in sore need of updates, Dungan braced himself for costly closures and cancellations.

“We only have a handful of dark days during the year,” he said. “We met with several firms, and HTS was head and shoulders the most qualified.”



HTS staff at a recent Choice Partners appreciation event included Tarynbeth Pilutti (left) and Bob Lane with Joann Nichols, Choice Partners assistant director.

“It was a phenomenal, logistical success!” –Bell County Precinct 3 Commissioner Bill Schumann, referring to HTS’ renovation of the Bell County Expo Center

which has 16 locations is known for bending for its clients.

exactly what we are gets it to us in most couple of days,” said

(continued on page 3)



Jeff Drury, Director
 Joann Nichols, Assistant Director
 Trisha Jensen, Assistant Director
 Greg Lookabaugh, Sr. Manager of Facilities Planning
 Karen Chesky, Contract Manager
 Carol Greb, Contract Manager
 Mary Causey, Contract Coordinator
 Laci Oettmeier, Food Contract Coordinator
 Jan Arnold, Client Services Manager
 Stephen Kendrick, Contract Compliance Specialist
 Arlita Kyles, Contract Specialist
 Fred Calhoun, Field Representative
 Miriam Guzman, Field Representative
 Don Elder, Jr., Marketing Consultant
 Jim Owens, Contract Auditor/Consultant
 Janet Wachs, Membership Manager

Les Hooper
 Executive Director

James Colbert, Jr.
 HCDE County School Superintendent

6005 Westview, Houston, TX 77055
www.choicepartners.org
 877-696-2122

Find us on:



Welcome new members

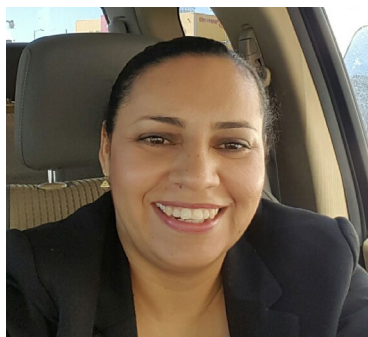
Organizations and governmental entities that became members when contracts were approved by the HCDE Board of Trustees on February 23 include **Cleburne ISD**, Cleburne;



Hondo ISD, Hondo; **Leander Church of Christ Inc.**, Leander; **city of Lott**; **city of Manteca**, Calif.; **Marion ISD**, Marion; **Prosper ISD**, Prosper; **Spring Valley Village**, Houston; and **Travis Central Appraisal District**, Austin.

New out of state members include **College of Lake County**, Ill.; **Loudon County Public Schools**, Va.; **Manhattan-Ogden USD 383**, Manhattan, Kan.; **Minneapolis Public Housing Authority**, Minneapolis; **Multnomah County**, Portland, Ore.; and **Tennessee State University**, Nashville; ♦

Meet Miriam Guzman



Please help Choice Partners welcome new Field Representative Miriam Guzman. A graduate of Texas State University, she draws on ten years of sales experience in the K-12 educational market. Miriam lives in San Antonio and looks forward to visiting with members in English or en español. Formerly a sales manager with School Specialty, Miriam is a fantastic addition to our team. ♦

RFPs advertised

Please contact your quality vendors to let them know about current RFPs/CSPs advertised by Choice Partners. [link to <http://www.choicepartners.org/current-rfps>] Interested vendors should go to <http://www.choicepartners.org/become-a-vendor> and register as a supplier in the eBid system, then respond to the appropriate bid or proposal request.

RFP Title	RFP#	Due Date
Athletic / Physical Education Supplies and Related Items	16/034KC	April 19, 2016
Commercial Food Distributor	16/029TJ	May 2, 2016
COMING SOON - EXPECTED IN APRIL		
Frozen and Chilled Beverages	16/025TJ	
Athletic and Physical Education Supplies and Related Items	16/034KC	
Boxes, Packaging Supplies and Freight Services	16/035KC	
High Quality Printing, Copying and Related Items	16/036CG	
Construction Photographic Documentation -Related Items	16/036JN	
Audio Visual, Security Systems and Related Items	16/040CG	



Using a Choice Partners contract, HTS helped renovate the Bell County Expo Center without canceling any of its 250 annual events.

Heat Transfer Solutions saves energy (continued from front)

Many venues like the Expo Center shy away from major renovations that might require them to block out weeks of their calendar, but here's where HTS obliterates expectations. For the entire span of the renovation project, the Expo Center never had to cancel an event due to renovation.

"We couldn't shut it down for two weeks while we installed HVAC equipment," said Bill Schumann, commissioner, Bell County Precinct 3, explaining that the Expo Center's events are usually booked months in advance. He added that HTS achieved "a phenomenal, logistical success!"

"HTS worked through our event load," said Dungan, providing not only energy-saving technology and excellent customer service but "a better quality of light" in many areas.

Additionally, HTS installed some "of the most cutting-edge chillers in the state of Texas," which are more than just energy-efficient. "They're quiet," Dungan said.

Single source for multiple needs

Knowing exactly what's needed to improve a facility often requires specialized knowledge. For example, DCCCD uses HTS' Choice Partners contract to fill orders for variable frequency drives (VFD's), which basically stop HVAC motors from going zero to a hundred every time they operate. Co-op members enjoy competitive pricing on these energy-saving devices.

Governmental entities can also benefit from using HTS' services across a broad platform. "Since HTS was part of the co-op, they were one of the vendors that we could use," said Schumann. "They were a single source for the engineering, construction, and energy savings that we wanted to achieve."

Energy savings, logistical magic, one-stop shopping for government purchasing – what's the downside?

"No downside, all upside," Dungan said.

To learn more about Heat Transfer Solutions, go to <http://www.choicepartners.org/vendors/heat-transfer-solutions-2> or contact Bob Lane at bob.lane@hts.com or 512-470-0580. ♦

Winner of the door prize at the V.G. Young Judges and Commissioners Conference was Scott Haag, Comal County Commissioner



RSVP today for April 14th event!

Register for the north Texas Membership Training and Vendor Showcase scheduled for **10 a.m. to 1 p.m., April 14, Arlington**. Get the latest information about Choice Partners, have lunch on us, and meet 30 vendors. ♦



EVENTS:

March 29

Public Purchasing Assn. North Central Texas,
DALLAS FORT WORTH AIRPORT

March 29 - April 1

Custodial Management Assn. of Texas (CMAT) conference,
SAN ANTONIO

April 13 - 15

Texas Association of Public Purchasers Lone Star Conference, **AUSTIN**

April 14

Choice Partners member Training/Vendor Showcase, **ARLINGTON**

April 18-19

Texas Assn. of Physical Plant Administrators, **COLLEGE STATION**

April 19

Texas Library Assn. Annual Conference, **HOUSTON**

April 21

Capitol Area Maintenance and Operations, **AUSTIN**

May 3-5

Texas County Auditor's Institute, **AUSTIN**

May 16 - 19

North and East Texas County Judges and Commissioners
Annual Conference, **GALVESTON**

May 22

National Assn of Educational Procurement, **SAN ANTONIO**

Lighting and early childhood contracts awarded (continued from front)

Early Childhood Supplies: Charles J. Becker & Bro. Inc. doing business as *Becker's School Supplies*; *Brattle Publishing Group LLC*; *Complete Book and Media Supply LLC*; U.S. Toy Co. Inc. doing business as *Constructive Playthings*; Express Booksellers LLC doing business as *Express Booksellers*; *Kaplan Early Learning Company*; Learning Resources doing business as *Educational Insights*; *Music in Motion Inc.*; *National Educational Systems*; *S&S Worldwide Inc.*; *School Health Corporation*; *Therapro Inc.*; Varsity Brands Holding Co. Inc. doing business as *BSN Sports LLC* and *U.S. Games*; and Anna Walther-Wood Etc. Co. doing business as *Wood Etc.*;



Indoor/Outdoor LED Lighting was awarded to: *Aledra Inc.*; Kingdom Alliance LLC doing business as *Batteries Plus Bulbs #428*; *BTM Solutions LLC*;

Consolidated Electrical Distributors Inc.; *Crawford Electric Supply Co. Inc.*; *Eco Induction Systems LLC* doing business as *EIS Lighting*; *Genesis Telecom Inc.* doing business as *Genesis Business Communication Solutions*; *James Industry Group Inc.* doing business as *James Lighting*; *LEDs Unlimited LLC*; *Summit Electric Supply Co. Inc.*; *D Reynolds Company LLC* doing business as *The Reynolds Company*; *Unified Sunergy Systems LLC*; and *XtraLight Manufacturing, Ltd.*

Nine categories of supplies for the 2016-2017 Supply Catalog were also awarded at the February board meeting. For more information, see related article on page 1. ♦