

NJPA Advantage.

National Joint Powers Alliance®



Join the Member Advisory Board

Be a Piece of the Solution

By the time Q4 hits the street we will have our member advisory board in place, but there is still time to volunteer! This committee is being created to help us serve you better. We feel that with your direct input and feedback we can improve on our product, and our ability to serve your purchasing needs. We are looking for individuals that have experience and insight in the purchasing world that they are willing to share in a group setting—albeit an electronic one.

I will be calling and asking, but if you desire to be a part of this group please reach out to me and I will make you part of this useful new tool in our organization. We are planning on meeting quarterly from the friendly confines of our own desks, and possibly gathering yearly at some predetermined destination. Any necessary travel will be at our expense.

If providing feedback, constructive criticism, and developing solutions appeal to you...please contact me. I look forward to hearing from you!

Duff Erholtz
Membership Services
duff.erholtz@njpacoop.org

This issue: Meet our Contract Managers

Greg Haglin
Paul Anderson
David Duhn
Bruce Ogrodnik

Andy Campbell
Matthew Peterson
Gordy Thompson

1,083 Members this Quarter

I take this opportunity to welcome the 1,083 new Members that have joined us in the last three months. Here is where they came from...

City	215	Library	29
County	161	Federal	27
Non-profit	153	Nursing Home	13
Public K-12	131	Coops	10
Public Higher Ed	93	Museum	7
Church	92	Credit Union	6
Medical	51	Tribal Gov't	4
State Entity	46	Union	4
Private K-12	41	Bringing us to over 30,000 members!	

If you have been happy with your no-cost, no-obligation membership, please tell a colleague in your professional world about us. The greatest contracts in the world are only valuable if people are aware of them. We are always looking for additional members willing to share their success stories of how NJPA saved them time, effort, money or added to a positive purchasing experience—a testimonial if you will!

Please feel free to share any feedback or offer suggestions for quality purchasing solutions. Do not hesitate to tell us how we can serve you better. Finally, if you know of anyone else in your organization that would like to receive this newsletter, please reach out with an e-mail.

Thanks. We'll see you in Q4!



“Reach Out”

to Duff by clicking here

CATERPILLAR®

Leading an Earth Moving Revolution

“Revolutionary design” is a term to be used carefully and sparingly when applied to earthmoving machines, but the Cat® D7E Track-Type Tractor qualifies for that distinction. The D7E uses an electric drive system that delivers 10 to 30 percent greater fuel economy, greater productivity and lower lifetime service costs, compared with conventionally designed crawler tractors of equal weight and horsepower. The D7E meets the increasing demand for powerful, maneuverable, fuel-efficient dozers that have the versatility to work effectively in both production dozing and fine grading applications.

INNOVATION AT WORK

In an age of increasing environmental awareness and regulation, the diesel-electric technology of the D7E offers unprecedented sustainability benefits. It is designed to burn considerably less fuel and consume fewer fluids and parts for reduced owning and operating costs. Improved productivity and efficiency means getting more work done, while consuming fewer resources. These accomplishments were recognized in May 2009 with a Clean Air Excellence Award from the U.S. Environmental Protection Agency. The EPA gives the award in recognition for outstanding efforts to help make progress in achieving cleaner air. Major components and structures are also engineered to be rebuilt, extending the working life of the machine and reducing the need for disposal of materials.

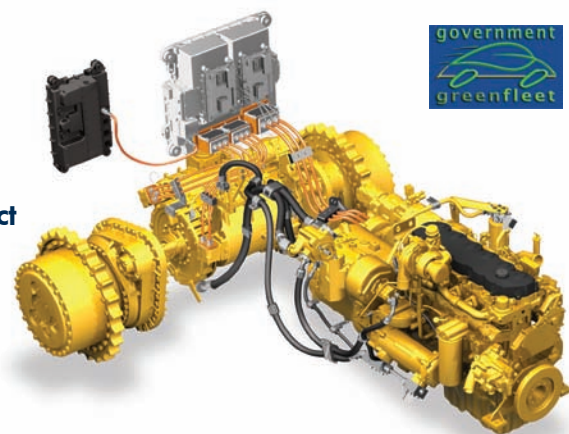
ESTABLISHED TECHNOLOGY

The D7E combines its innovative electric drive system with proven Cat mechanical components to create an extremely efficient package. The Cat differential steering system upholds its reputation for allowing the operator to power both tracks through turns while retaining blade loads. The D7E system, however, takes maneuverability to new levels by being the first differential steer tractor ever to be able to make lock-track pivot turns.

A heavy-duty, low-drive undercarriage is engineered for durable service in severe applications, such as logging and pioneering in rocky terrain. Both standard and low-ground-pressure (LGP) configurations are available. Optional for the D7E is the Cat SystemOne™ undercarriage, which uses sealed pin-and-bushing cartridges and balanced-life components throughout—a design that can reduce undercarriage maintenance costs by 35 to 70 percent.

For added convenience, the D7E ships from the factory complete with grade control system wiring and mounting points, facilitating easy installation of the Cat AccuGrade™ system when the customer chooses. The AccuGrade system, with sensors that precisely calculate blade elevation and slope, provides automated blade control for attaining grades in fewer passes and without grade stakes.

For more information about the D7E, customers should contact their local Cat dealer or visit www.cat.com/D7E



Greg Haglin

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NJPA Contract Manager



GREG TO PRESENT “GREEN” AWARD Green Fleet Awards • October 19

“The Government Green Fleet Award is open to all Federal, State, and Local Government Fleets in North America. This includes fleets that are operated by local government personnel or contracted services. The Government Green Fleet Award is a comprehensive set of criteria specifically tailored around the challenges and requirements of the government fleet manager. Our criteria were carefully selected and compiled over a period of several months, using hundreds of sources in green fleet planning and methodology. It not only functions as the assessment standards for the yearly award, but also serves as a foundation for drafting and implementing your own green fleet program.”

(source: http://www.the100bestfleets.com/gf_about.htm)



out-of-the-box SOLUTIONS



WILLIAMS SCOTSMAN'S PRODUCTS INCLUDE:

- Mobile Offices – convenient, economical office space solutions provide immediate and secure on-site presence.
- Section Modulares – attractive, solidly constructed and durable, these units provide the flexibility to create virtually any configuration immediately.
- Classrooms – our extensive inventory of relocatable classrooms provide safe, clean learning environments for students and teachers.
- Modular Construction – an alternative to conventional construction that saves precious time and affords flexibility.
- Storage Containers – keep valuable equipment and material safe and secure during new construction, renovation, or seasonal changes.

In addition to quality products, Williams Scotsman can provide you with delivery, installation, servicing, furniture, canopies, ramps, steps, replacement parts, security screens, tie-downs and skirting.

With over 50 years of experience, you know that when you choose Williams Scotsman, you can be confident you've made the right choice.

Whether you need a single storage container or a complete campus, basic delivery or total turn-key services, Williams Scotsman has a fleet of products and services ready to fulfill all your temporary space needs. NJPA members can put that fleet to work for them through a streamlined procurement process thanks to the pre-negotiated bid agreement.

The beauty of modular space is in its immediacy, cost effectiveness, and flexibility. Modular space can be quickly ordered for administrative offices, classrooms, libraries, or meeting rooms and when your need changes or no longer exists, modular space can be removed, renovated or relocated.

For a local sales representative:
800-782-1500



A Palmer Hamilton Food Court PAYS FOR ITSELF IN 18 MONTHS

While the advantages of converting a tired cafeteria into a modern food court may seem immediately obvious, the most surprising benefit comes in time: a proven return on your investment with profits coming in as little as 18 months.

Earlier this week we set out to discover the difference a cafeteria make-over could make, and with the help of Palmer Hamilton's Food Court Designers, got the scoop. Visually, the benefits are obvious: a Palmer Hamilton Food Court transforms your cafeteria into a relaxed environment, providing patrons with a unique and comfortable place to dine and interact.

Looking closer, we realized a well designed food court can bring additional seating, improved ambience and a dramatic increase in participation; and turn your Food Service program into a money-making powerhouse. In fact, on average your buy-in to a Food Court pays off by recapturing your investment in about 18 months for a 2,000 student middle or high school, with profits continuing after the initial payback period.



"Palmer Hamilton's cutting edge designed cafeterias create an atmosphere students recognize as a social dining destination. It is the place to be! Because of the trendy surroundings, sleek colors and stylish art, students want to be in the cafeteria which results in greater participation, higher customer satisfaction and increased revenue. Palmer Hamilton is unsurpassed in providing superior products and services."

CLETA LONG, ED.D, SNS
School Nutrition Director,
Bibb County Public Schools, Macon, GA

"... It seems like a restaurant so we tend to stick around longer..."

ADAM BUTLER Student
Community College
Waterloo, IA

Charlie Carroll, Palmer Hamilton's Food Court Project Manager, explains that they offer complete turn-key solutions by walking you through the entire process, from furniture selection to customized artwork, crowd-control systems, installation services and more. You have full access to a design team with over 30 years of combined industry depth and expertise in the food court arena. All products are then shipped to your door and professionally installed by courteous and detail-oriented teams.

Interestingly enough, in a K-12 school setting, Food Service is the only department of a school that actually makes money and has control over increasing its revenue. This makes a Palmer Hamilton Food Court even more valuable and attractive to your program.

Learn more about Palmer Hamilton's Innovative Cafeteria Solutions, including the popular Food Court Products: Charlie Carroll
1-800-788-1028 x240
www.PalmerHamilton.com



The Design Process

PRE-DESIGN CONSULTATION: School site inspection and analysis, student and staff interviews, budget reviews, and timeline projections.

DESIGN & PLANNING: Seating layout, furniture selection, graphic design, color selections, custom cabinets, mill-work design, décor and signage designs.

DESIGN PROPOSAL: Rendered floor plans, rendered elevations, décor illustrations, presentation boards, room finishes, and final spec documentation.

DELIVERY AND INSTALLATION: Palmer Hamilton's quality products are manufactured, shipped and installed by trained and factory-authorized teams.



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NJPA Contract Manager for:



Paul Anderson
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NJPA Contract Manager for:



New Awards

Fleet Management Technology

FUELMASTER® provides the hardware and software to manage and control access to fuel products. Access may be by credit, fleet, or smart card, as well as read/write keys and RF/Tag equipment. FUELMASTER's rugged construction and modular design ensure durability and ease of maintenance.

Trimble Mobile Resource Management (MRM) is a leading, global provider of GPS fleet tracking, employee and inventory management solutions designed to help businesses lower operation costs, increase productivity and enhance customer service by making it easier to manage mobile workers, mobile workers' work and mobile workers' assets in the field.

INVERS Mobility Solutions is the global leader of fully automated motor pool, car-sharing and vehicle rental solutions. The INVERS systems enhance and streamline fleet operations and reduce costs through such means as online vehicle reservation, unattended vehicle key dispatch and return, utilization optimization and reporting, electronic trip data collection, and automated billing and interfacing to your enterprise systems.

Payback Analysis

Schools that have made this transformation have always achieved increases from 25% to 74%.

Increased Student Participation %	Number of Students Increase	Annual Revenue Increase
15%	195	\$78,975
25%	325	\$131,625
35%	455	\$184,275
45%	585	\$236,925

*Analysis is based on a 180 day school year and average student spending \$2.25 per day. Based on 1300 total students enrolled and currently serving 500 students.



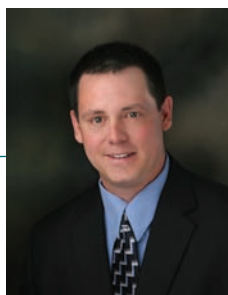
Where have we been?

WASHINGTON, D.C.

National Association of Housing & Redevelopment Officials (NAHRO)

NJPA Contract Manager, Matt Peterson attended the NAHRO gathering in Washington, D.C. Without question, NJPA learned the pains of the bid process associated with construction, especially for basic upgrades and repairs. NJPA and EZIQC are the solution!

EZIQC has secured contractors throughout the nation that have already satisfied the competitive bid process required by most municipal agencies, by bidding off of a line-item, pre-priced construction catalog. It's truly your fastest way to shovel-ready, learn more here: www.eziqc.com



Matt Peterson

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NJPA Contract Manager for:



Along with its full building envelope services, Tremco is the IQC awarded vendor in the following 22 states: CA, GA, VA, WA, WI, IA, MI, WV, NC, IN, SC, OR, NJ, CO, UT, OH, AL, KY, TN, HI, OK, NV.

Where are we going?



CHICAGO, ILLINOIS • October 23 - 25

Association of School Business Officials International

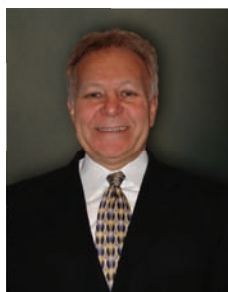
We're bringing the NJPA golf hole to the Navy Pier and giving our members a huge advantage. Just try the putt and you are in-to-win a 46" SHARP Aquos TV, courtesy of our partner SHARP Electronics. Make the putt, and your name is entered twice. See ya in the windy city.

With NJPA at ASBO: **SHARP**



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SAN ANTONIO, TEXAS • November 10 - 14

National League of Cities

More than 4,000 people are expected at this year's NLC conference. It is "the place to be" for local leaders. NJPA will be a featured interview on NLC TV... "live" from our booth! Bookmark www.NLCTV.org.

With NJPA at NLC:



Gordy Thompson

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Milliken Contract



milliCare
Textile and Carpet Care



Tandus
EXPECT INNOVATION



Interface FLOR



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National Contract Purchasing Solutions

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