



MOHAVE
COOPERATIVE



Email Newsletter

Issue 04 - June 2019



In this Issue

- Time?
- It's The End of The World As We Know It...
- Post Audits Find Over \$15,000 in Billing Errors
- GOT MILK?
- Emc2 Architects Helps Laveen School
- ESB Modular Partners with a Marana Unified School District Elementary
- The Power of Yes
- Newly Awarded Contracts

Time?

Deborah Sandoval

It's hard to believe we are in June. Time sure flies when we are having fun.

Speaking of fun, summer is the season we are all supposed to take time off to enjoy a relaxing day on a beach, visit relatives, travel to places we've never been and enjoy our "summer" vacation. This was traditionally the time we took to recharge and reconnect.

I was shocked to hear the statistics given by Josh Leibowitz, chief strategy officer at Carnival Corp., stating Americans racked up 662 million days of unused vacation last year. In his talk, Leibowitz fingered the main culprit as workplace cultures that aren't supportive of time away from work. Even when on vacation, 75% of the people who answered one benefit survey confessed to working all or part of the time while on vacation.

Exhaustion is also creeping up in medical news. This is partially due to the work and personal schedules we Americans are now keeping. So, as summer approaches I wanted to share a few tips to ease you into a time to recharge and relax.

- Hop into bed early just a few nights a week.
- Invest in yourself for a couple of weeks. Tell your friends and family you are going to do this and ask for their support. Get a pedicure, a massage or ask someone to take on a chore you normally do. This can be something as simple as dusting or laundry.
- Figure out what got you on the hamster wheel of life. Make a list and begin planning and organizing your schedule to give yourself some "me" time.

In closing, I am happy to work for a company that allows us to take our time off. It is also one that has a staff dedicated to helping you slow down the hamster wheel of procurement. We don't dust or do laundry, but we can help ease your procurement load.

Happy summer!



It's The End of The World As We Know It...

Deborah Sandoval

Yes, I'm quoting the ever so famous lines from the R.E.M. song released in 1987. And that is how several of my favorite procurement people seemed to feel after Cris Cable, Accounting Services Manager of the Arizona Auditor General's office announced the end of days of verbal quotes for school districts.

At a recent AASBO bi-monthly meeting, Ms. Cable announced that as of July 1, 2019, schools will be required to provide proof of three written quotes for purchases over \$10,000 and under \$100,000. Several examples were given for the necessary proof that will be accepted but further clarification will be forthcoming from their office.

So yes, after July 1 it will be the end of verbal quotes as we know them for purchases \geq \$10,000 and $<$ \$50,000 but you'll be fine.

If you would like this tune stuck in your head for a few days, I have provided a link. This is being provided because I know many of you weren't even born when this song came out.

https://www.youtube.com/watch?v=bfyNlISf_No

USFR Purchasing Guideline Change

FY 2020 – All quotes will be written

- Purchases \geq \$10,000 and $<$ \$100,000
- Change protects districts
- Not a substantial increase in work



Post Audits Find Over \$15,000 in Billing Errors

Deborah Sandoval

One of the services provided by Mohave is the auditing of final invoices. Our staff of super sleuth auditors Mary, Chris and Aracely spend their days viewing countless invoices. Each invoice is reviewed to make sure the final billing amount matches the contract pricing and quote provided at the beginning of a member's procurement process.

Over the last eight months our team has found more than \$15,000 in invoice overcharges! We know errors occur, but it is our commitment to assist in finding discrepancies and keep our members and vendors whole at the end of the day. This is another reason to feel confident when utilizing a Mohave contract.



GOT MILK?

Deborah Sandoval



The ASPIN team recently traveled to Shamrock Farms in Stanfield to meet the 10,000 leading ladies putting milk in our schools every day. While none of them mentioned riding the cow-spotted tram they did come back in awe of the history and farm to family process delivering fresh milk in as little as two days.



"Charlene, Tami and Bob ready to deliver."



"Charlene and little miss sunshine #46622"

For More Information:

To arrange your own Shamrock tour go to

<https://www.shamrockfarms.net/our-farm/take-a-tour/>

Emc2 Architects Helps Laveen School with Expansion Plan

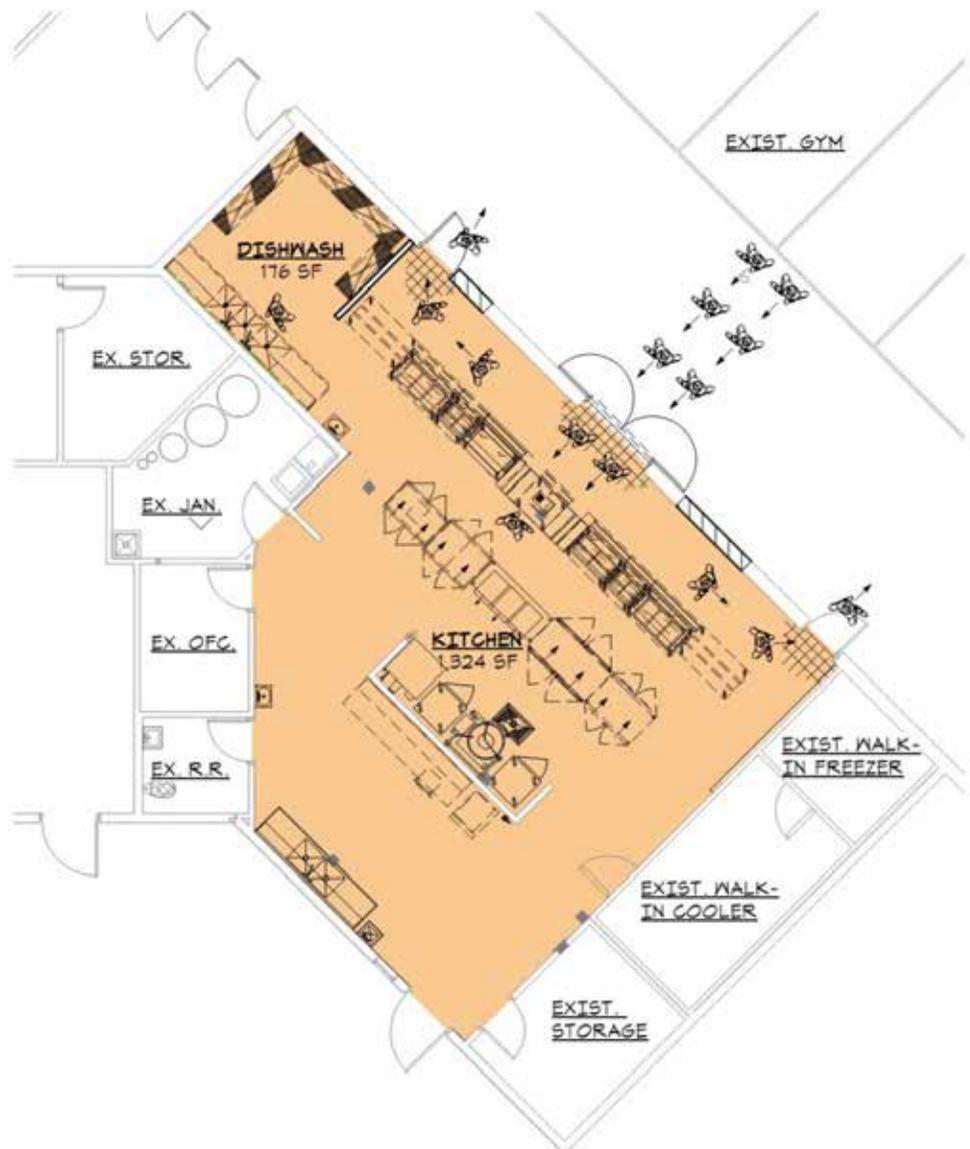
Deborah Sandoval

Nestled Southwest of downtown Phoenix between South Mountain and the Salt River you will find the rural town of Laveen. This quaint village has long been valued for its solitude and easy mountain access.

While the growth in this area provides needed amenities while maintaining a rural flair, it has created a need for expansion for the K-8 schools. They recently added a new school for the 2015/2016 school year, have another school planned for the 2020/2021 school year and are currently expanding the Cheatham school cafeteria 1,600 sf as part of a remodel to double the capacity of the old serving line.

Emc2 Architects/Planners, PC designed a new central point-of-sale station with two new serving lines projecting in opposite directions along with pass through holding cabinets for hot and cold product to handle the added capacity. The extra space needed for these serving lines was created by capturing space from an adjacent storage room and remodeling the dishwash area. All new floor, wall and ceiling finishes will be included in the scope along with relocating most equipment and counters in the kitchen to improve operational efficiency.

This new addition will be ready to greet the students when they arrive in early August for the 2019/2020 school year.





ESB Modular Partners With Marana Unified School District To Expand Twin Peaks Elementary

Deborah Sandoval

When Mark Kinsey, Director of Procurement and Russ Federico, Executive Director of Operational Support of Marana Unified School District completed their cost analysis for the expansion of their Twin Peaks Elementary K-8 expansion, it was clear utilizing ESB Modular was the way to go.

ESB Design and Build constructed a 10 classroom, 12,256 square foot permanent building. This \$2.3 million dollar project was started in October 2018 and completed in May of 2019.

Twin Peaks Elementary has been named an Arizona Higher Performing school through the National Center for Educational Achievement and is recognized for its strong reputation of academic excellence. This school has received an "A" letter grade from the Arizona State Board of Education.

The Power of Yes



Deborah Sandoval

I have been reminiscing a lot about my father lately and wrote a small article containing his thoughts on the word "Yes". That small article got me thinking more and more about the power of that word.

I recently sat in a meeting and realized I was taking score on the note pad before me. I was making a mark each time I heard "no" and "can't". I was also making marks each time I heard "yes" and "can". Dismally, the meeting ended with a score of 37 to 6. Needless to say, I found myself leaving that meeting sad and like I had just wasted over an hour of my day. I also left the meeting wondering if anyone else was keeping score or if they even realized how negative the entire meeting was.

If you Google "the power of yes" you will find countless books, TEDx Talks, psychology papers and news articles regarding the word "yes". I just wanted to share a few of the quotes I came upon and challenge each of you to walk in to your next day at work, meeting, event or family gathering with the word "yes" in the forefront.

"Yes" has magic within it. So often we are afraid of failure, of disappointment, of being vulnerable, that we settle for "no". We

expect the worst and lose sight of incredible opportunities and chances you can only happen across with that one word: yes. Abbie Headon

While our first instinct may be "no," negativity shuts down collaboration and innovation. "Yes," on the other hand, opens up trust and creativity. Tony Schwartz

Saying yes means allowing room for opportunity. It means giving myself permission to try and to fail, while knowing you'll be changed afterwards having learned something new. Saying yes, can be terrifying, but if you say yes, you might be surprised at what is possible. Tricia Brouk

This one simple word has afforded me so many opportunities and introduced me to so many amazing people. You are probably one of them.

Mohave's Newly Awarded Contracts



Janitorial Supplies Equipment and Services – Direct Online Order Contracts - Effective June 1, 2019

This is a direct online order contract for janitorial supplies, equipment, and services such as equipment repair, equipment maintenance, and janitorial time management programs; The awarded vendors offer nationally branded cleaning products in addition to their own branded cleaning items.



Brady Industries of Arizona LLC

MOHAVE CONTRACT #: 19A-BRADY-0601

PHONE: (480) 240-1785

CONTACT: Chrissy Sayer

Brady Industries of Arizona LLC provides specialized Mohave member training such as bloodborne pathogens disinfection, cross-contamination control, food service kitchen cleaning, infection control and training on the principles of steam cleaning.



Hillyard, Inc.

MOHAVE CONTRACT #: 19A-HILL-0601

PHONE: (480) 833-5711

CONTACT: John McCall

Hillyard, Inc. provides Mohave members with area-specific cleaning programs containing 51 area-specific modules. They also offer Hillyard Cost Cleaning Analysis Program (CCAP), spend management and custodial management services. Hillyard, Inc. is a manufacturer as well as a distributor of their own branded cleaning products.



Waxie Sanitary Supply

MOHAVE CONTRACT #: 19A-WAXIE-0601

PHONE: (480) 213-1709

CONTACT: Mike Muscara

Waxie Sanitary Supply LLC is a distributor of 159 manufacturers' product lines, with 70 unique manufacturers. Waxie Sanitary Supply LLC offers Green Seal cleaners, biodegradable products, Forest Stewardship Council (FSC) certified items, and UL/ ECOLOGO certified items. They offer volume discount pricing.



Two-Way Radios and Repeaters Contracts - Effective April 26, 2019

Awarded for sources of two-way radio systems, repeaters, antennas, towers, service, repair, parts and accessories.



Air Comm Communications

MOHAVE CONTRACT #: 19C-AIR-0426

PHONE: (602) 275-4505

CONTACT: Austin Derby

Air Comm Corporation, as a dealer, provides 19 manufacturers, in-house repair services for all types of radios as well as, per day rental of radios and repeaters. They provided the most advantageous discounts for the following manufacturers held in common with the other awarded bidders: Avtec, Impact, Klein (NonBluetooth Accessories), Laird, Pryme, Rohn, Teleware, and Times Microwave. They are the only awarded bidder to provided Andrews/Commscope, Astron, David Clark, Duracomm, EMR Corp, HD Headsets, PulseLarsen, Titan Radios and Accessories and Tram. They hold a CR-67 contractor's license.



Canyon State Wireless, Inc.

MOHAVE CONTRACT #: 19C-CSW-0426

PHONE: (520) 458-4772

CONTACT: Johnny Spurlock

Canyon State Wireless, as a dealer, provides 29 manufacturers, in-house repair services as well as, monthly rental of radios. They provided the most advantageous discounts for the following manufacturers held in common with other awarded bidders: Compound, Hytera Radios and Accessories, Sinclair and Zetron. They are the only awarded bidder that provided Alliance Generis LMR Antenna Products, Cambium, Codan, dbSpectra, Deka, Harris, ICT, JPS Interoperability Solutions, National Two-Way, Omnitronics, Power Products, Pyramid, RAD, and Siklu. They hold a CR-67 contractor's license.



Kelley Communications, Inc.

MOHAVE CONTRACT #: 19C-KC12-0426

PHONE: (480) 969-0618

CONTACT: Sabrina Lines

Kelley Communications, as a dealer, provides 18 manufacturers, and in-house repair services for all types of radios. They are the only awarded bidder that provided Codan-Daniel, Icom Radios, Mobile Data Radios, Otto, PCTEL, RPS, and Stico. They do not hold a CR-67 contractor's license and will be limited to a material only award.



Roof and Roofing Systems – Installation, Products, and Services Contracts - Effective April 18, 2019

Roof and Roofing systems, installation, products, and services for various roofing manufacturers. Additionally, the following vendors provide roofing manufacturer's warranty and extended warranty requirements for roofing system maintenance and repairs.



CentiMark Corporation

MOHAVE CONTRACT #: 18R-CTMK-0418

PHONE: (602) 333-6645

CONTACT: Chad Anderson

An authorized vendor for Lapolla Industries, Neogard Waterproofing, and Versico roofing products and systems. They provided an EMR of .47. Their current bonding capacity is \$50,000,000.



Jim Brown & Sons Roofing Co. Inc., dba JBS Roofing

MOHAVE CONTRACT #: 18R-JBSR1-0418

PHONE: (623) 247-9252

CONTACT: Scott Brown

An authorized vendor for APOC Roofing Systems, BITec Modified Bitumen Roofing Membranes, CertainTeed, GacoFlex, Heat-Weld Roofing Systems, KM Coatings, Owens Corning, Polyglass, Soprema, and Tamko roofing products and systems. They provided an EMR of .84. Their current bonding capacity is \$5,000,000.



Progressive Services, Inc. dba Progressive Roofing

MOHAVE CONTRACT #: 18R-PRO-0418

PHONE: (602) 278-4900

CONTACT: Alice Hunt

An authorized vendor for Fabral, FiberTite, Garland, Sika Sarnafil, Siplast, and United Coatings roofing products and systems. They offer value-added services for roof evaluations and on-site training. They are the only bidder to be licensed for asbestos abatement. They provided an EMR of .53. Their current bonding capacity of \$80,000,000.



Sprayfoam Southwest, Inc. dba Roofing Southwest

MOHAVE CONTRACT #: 18R-ROOF-0418

PHONE: (602) 525-2663

CONTACT: Doug Singer

They provide products from BASF, GAF, Geogard, and Johns Manville. They provided a Worker's Compensation Experience Modification Rate (EMR) of .74. Their current bonding capacity is \$50,000,000.



E-rate Internal Connections Contracts - Effective March 7, 2019

E-rate funded internal connections. The initial term for the awarded contracts is for 54-months, from 3/7/19 to 9/7/2023, with a potential final renewal period of six-months from 9/8/2023 to 3/7/2024.



CamNet, Inc.

MOHAVE CONTRACT #: 19B-ECAM-0307

PHONE: (480) 454-3757

CONTACT: Mollie Gunkel

CamNet, Inc. provides all services requested in the scope of work. They offer product lines from fifty-four manufacturers. They are the only offer to include products from Axiom, Brocade San, Buffalo Technology, C2G Legrand, Cyber Power Systems, Digi, D-Link Systems, Kofax, Lantronix, Lightspeed, Linksys, Logitech, Mellanox Technologies, NEC-Mitsubishi Electronics, Netgear, Panasonic, Peerless Industries, Samsung, Schneider Electric, Sonicwall, Startech, StorageCraft, TD Sourcing, Toshiba, TrendNet, Trend Micro, Veritas, and Wasp.



Logicalis, Inc.

MOHAVE CONTRACT #: 19B-ELOG1-0307

PHONE: (480) 346-2347

CONTACT: Jaime Kazee

Logicalis has a large installed base of products in Arizona. They provide all services requested in the scope of work. They provided the largest number (eighty-four) of manufacturers in their offer. They offered products from APC, Cisco, Eaton, EMC, Extreme, HP, Meraki, Nutanix, Systimax, VMware, and other manufacturers.



NVision Networking, Inc.

MOHAVE CONTRACT #: 19B-ENVIS-0307

PHONE: (520) 277-0851

CONTACT: Helen Roman

NVision Networking offers free training as a value-added service. They are the only offer to include performance and payment bonds at no charge. They offer product lines from twelve manufacturers. They are the only offer to include products from Black Box.



Vector Resources, Inc. dba Vector USA

MOHAVE CONTRACT #: 19B-EVECT-0307

PHONE: (602) 283-7446

CONTACT: Karen A. Hewitt

Vector Resources, Inc. dba Vector USA provides all services requested in the scope of work. They offer product lines from twenty-two manufacturers. They are the only offer to include products from CCX, CPI, ProLabs, and TE (AMP) Connectivity. They are the only offer to include the full product line for Aruba, Fortinet, and HP Enterprise (HPE).