

RECOGNITION AWARDS 2003

4.

State Agency: Department of Corrections, Folsom State Prison

Title of Nomination: DISTRIBUTORSHIP

Award Recipient: Tess Poling

Contact Person: Tess Poling

Mailing Address: Folsom State Prison, Procurement Office, P.O. Box 71, Represa, CA 95671

Phone: (916) 985-2561 Ext. 4213

Fax: (916) 351-3006

Email: fsp-proc@pacbell.net

Person to be notified of winner: Max Lemon, Associate Warden - Business Services

EXECUTIVE SUMMARY

Introduced the SB/DV vendors to the recycled content products we buy and referred them to the suppliers. The purpose is to 1) develop a partnership agreement 2) provide opportunities for the SB/DV to become a distributor 3) to widen the pool of SB/DV suppliers 4) to widen the market for recycled content product that SB/DV can supply.

California laws mandate the purchase of recycled content products for 12 product categories. To comply, we researched the market for manufacturers. Samples were tested and products selected. The SB/DV vendors were shown samples of the products selected and the manufacturers. The manufacturers or large supply houses (Unisource and Graingers) were

A SB/DV distributor reported that the manufacturer's plant for paper towels had to stop production of other products to increase production of the paper towel that became very popular. This increase in sales means increase in participation of SB/DV vendors in the contracting activity of CDC.

PROJECT DESCRIPTION

Implementation Date: May 2002

Connected certified vendors with the manufacturers or main suppliers for distributorship opportunities. Major suppliers pre-qualified and approved SB/DV vendors as distributors of their products.

HOW DID THE PROJECT IMPROVE SB/DV PARTICIPATION?

1. Conducted market research for recycled content products (RCP) to 1) comply with mandates 2) convert non sustainable/non recycled content products currently in use to RCP 3) Provide new market opportunities to SB/DV vendors and manufacturers. For example: Paper Towel 40%Post Consumer, 100% Total Recycled Content
2. Contacted several SB/DV vendors and manufacturers to send samples for testing.
3. Samples were pilot-tested.

4. Medical department was invited to approve the samples.
5. Product was selected.
6. A bid solicitation was sent to SB/DV's
7. Award was completed to a SV/DV vendor.
8. Conducted similar research for other RCP such as paper trays, cups, plastic lunch bags. Performing an ongoing research for conversion of products to RCPs that SB/DV vendors can sell.

WHAT WORKED AND DID NOT WORK? SB/DV vendors must have a good line of credit and good business sense and practice to pre-qualify as distributor.

WHAT WOULD I DO DIFFERENT? Continue to search the market for RCP's.

HOW OTHER AGENCIES COULD MODIFY THE IDEA TO MAKE IT WORK FOR THEM.

Identify the most commonly used products by the department.

Research the market for comparable products in RCP's.

Prepare cost analysis and justification for conversion to management and get approval.

Test and pilot the product if necessary and get approval for product selected.

Send bid solicitations to SB/DV vendors.

Make an award