

 **Washington University in St. Louis**  
RESOURCE MANAGEMENT



***Purchase Connection***  
Your Resource Management News Source

## MARKETPLACE UPDATES

### New Marketplace Catalog

B & H Photo is a recent addition to Marketplace with a punch-out catalog. This new catalog addition also provides pricing discounts across a variety of product categories. Please contact Rob Downey at 935-4298 with any questions.

### New Lab Punch-Out Catalogs

Cell Signaling and Stemcell Technologies have converted from hosted to punch-out catalogs in Marketplace. Check them out in the Laboratory Showcase.

## VENDOR NEWS

### Vendor Name and Number Changes/Consolidations

Global Industrial Equipment Company Inc. in Port Washington, NY, vendor **736874**, is now the only vendor file to use for orders previously sent to Global Equipment Company in Georgia. Vendor file 736874 is updated to send all WashU orders to a central location for processing.

Bruker Nano has acquired Hysitron (345330). Use the Bruker vendor file (**489445**) for all Hysitron product purchases.

Mirion Technologies acquired Canberra. Continue to use vendor **588680**, but now find the vendor file listed as Mirion Technologies.

Designs in Stitches (257365) has been purchased by BJs Printables (484995) in Edwardsville, IL. All future orders should be directed to the new owner at **484995**.

Find the Edwards Vacuum Company by using vendor **393557**. Their parent company Atlas Copco USA Enterprises does business as Edwards Vacuum and also Capitol Vacuum Parts.

Analtech Inc., (**001689**), was purchased by an employee within the company, and is now operating under the name Miles Scientific. All internal operations remain the same.

Cell Systems has a new supplier number. Use **479597** for all future orders. They have new ownership under CS Insights Inc. and required a new vendor file.

Semrock (996536) has been sold to AVR Optics. Use vendor **449385** for all future orders.

Indox Services, Inc. (587323) has a new vendor number. Use vendor **477081** for all future orders. The location and fax have not changed.

When choosing Pentair vendor numbers, be sure to pick the correct supplier. Pentair Aquatic Eco Systems USA is **306086**.

## SUPPLIER DIVERSITY

### Dr. Stephanie Smith - Award Recipient

*The October 2017 issue of the St. Louis Small Business Monthly featured an article called "The A-Players - Top St. Louis Employees", in which Dr. Stephanie Smith was one among nine to receive an award for outstanding contributions to the St. Louis Region, making the region a better place to do business, and considered as one of St. Louis' most remarkable employees. Reprinted here for your convenience is the story as it appeared in the journal.*



Stephanie Smith's experience in supplier diversity began in the Center for Entrepreneurial and Economic Development at Alabama A&M University while she was pursuing her graduate degree. After receiving her MBA, she began working on a joint program between the city of Louisville and Jefferson County, Kentucky, within the Louisville Urban League. "This joint program focused on identifying and certifying minority- and women-owned business enterprises," says Smith. "Additionally, I spent 12 years working for the city of Columbus, Ohio, Equal Business Opportunity Commission Office."

Over the years, Smith continued to add to her public sector experience in various cities under the umbrella of supplier diversity. Then, upon completion of her doctoral program, she began working at the University of North Carolina Wilmington as an executive-in-residence managing student diversity within the Cameron School of Business. "Given my experience in the public sector combined with higher education and, most importantly, my supplier diversity experience, it motivated me to seek a position in supplier diversity within higher education, which led me to Washington University," she says.

Pentair Aquatic Ecosystems Canada is **378871**. They are not affiliated with each other.

## RESOURCES

### Dry Ice Contract (Dual Source)

#### Praxair Distribution and Continental Carbonic

Following a competitive bid process, it was decided to award two contracts for dry ice:

Praxair Distribution, Inc. Provides dry ice in block or pellets at \$.19 per pound delivered. Contact Kris Luther via phone at (314) 591-4592 or via email at [kris\\_luther@praxair.com](mailto:kris_luther@praxair.com) to set up delivery.

Continental Carbonic, Inc. Provides dry ice in block or pellets at \$.229 per pound delivered (100 pound minimum). Contact Steve Sullivan via phone at (314) 971-3320 or via email at [ssullivan@continentalcarbonic.com](mailto:ssullivan@continentalcarbonic.com) to setup delivery.

For more information, contact Chris Doyle, Resource Management, 935-7689.

### Toner and Ink-Jet Cartridge Recycling Programs

Purchasing has coordinated programs for toner and ink jet cartridge recycling with three different preferred vendors: Office Essentials, Hewlett Packard and Xerox Corp. There is a new webpage on Resource Management's website ([resourcemanagement.wustl.edu](http://resourcemanagement.wustl.edu)) under *Purchasing Services/ Environmental* that outlines what each vendor offers, how to obtain envelopes and boxes for toner returns, and the procedures to follow for recycling. Here is the direct link to the toner recycling page:

[sites.wustl.edu/resourcemanagement/purchasing-services/environmental/toner-and-ink-cartridge-recycling-programs/](http://sites.wustl.edu/resourcemanagement/purchasing-services/environmental/toner-and-ink-cartridge-recycling-programs/). If you have any questions, please reach out to Rob Downey at 935-4298.

## VENDOR NEWS

### Lab Supplier Changes

Fisher Scientific Updates: We welcome Katie Kraft to the WashU account. In August, Katie transitioned from a Fisher Inside Sales Representative in Hanover Park, Illinois to dedicated field sales for WashU in St. Louis. Other key contacts for Fisher continue to be Jeff Eissman, sales representative, and Malkia Tiggs, our onsite customer service rep. You can contact Katie at 314-341-5028 or [katie.kraft@thermofisher.com](mailto:katie.kraft@thermofisher.com).

Effective October 13th, all **Greiner Bio-One** items should be purchased through Fisher Scientific's punch-out catalog. Our Greiner account manager will continue to be Chad Fournie (574-206-6372/ [chad.fournie@gbo.com](mailto:chad.fournie@gbo.com))

New Lab Service Option - MidSci™: Based on requests for additional choices for lab equipment repairs, Purchasing Services was able to secure a local solution with MidSci™ (a.k.a Midwest Scientific). MidSci™ is a local laboratory supplier based out of Valley Park, Missouri, well known for their Avant, Avantguard, and TPP lines along with other lab consumables and equipment. Service pricing has been negotiated by Purchasing Services and their protocols have been vetted by WashU's EH&S group to ensure compliance with regulated waste disposal policies.

MidSci™ can currently handle repairs and maintenance on: Spectrophotometer / P.C.R. machines, centrifuges, refrigeration, water systems, incubators, and ovens. To obtain a quote, email [custserv@midsci.com](mailto:custserv@midsci.com) and cc [service@midsci.com](mailto:service@midsci.com). If you would prefer to speak to a customer service rep, you may call 636-225-9997. Contact Lindsey Wood in Purchasing Services at 314-935-7688 with any questions.

Drawn to Washington University because of its status as one of the top schools in the country, Smith has been the manager of supplier diversity there for the past 2½ years, working to increase the utilization of minority- and women-owned business enterprises across both campuses — the medical school and Danforth.

"Providing opportunities for minority- and women-owned enterprises to conduct business with Washington University is at the heart of our supplier diversity initiative (SDI)," says Alan Kuebler, Associate Vice Chancellor for Resource Management and Dining Services. "When we made the commitment to staff the SDI with full-time leadership, we knew that we needed a resource who had both depth of knowledge about the supplier diversity arena and the experience to go with it. In Steph Smith, we found a battle-tested professional with strong communication skills, an innate ability to read and deal with challenging situations, and a sincere passion for developing and working with MBEs and WBEs."

Developing new ideas and programs that will impact the region keeps Smith enthusiastic about her work. "I have the support of the university's leadership to become a higher-performing, consistently focused leader within the industry," she says. "This allows the exploration of different pathways to increase the utilization of minority- and women-owned business enterprises through partnering and programming."

While Smith approaches her work with passion, it is not for the faint of heart. "Steph has persevered through challenges and setbacks and is helping establish a culture at Washington University that is open and welcoming to MBEs and WBEs, where it is normal to do business with small and non-majority-owned firms that Steph has helped find their way to the university," says Kuebler. "Steph has brought both visibility and credibility to our supplier diversity initiative. Through her efforts, the MBE and WBE communities recognize that Washington University is serious about doing business and providing great opportunities for employment."

## STAFF UPDATES

### New Hires

We welcome Clara Jannett to the Resource Management team as a Purchasing Coordinator/ Interior Designer with Furniture and Design.



Clara Jannett is the newest member of the Furniture and Design team. She joined Washington University in September, just two days after getting married to her husband, Nick. She spent over five years at Archimages as an Interior Designer and Design Intern. She also did an internship at Forum Studio. Clara is passionate about design and sustainability and loves learning. She received her Interior Design degree from Maryville.

Before starting her career in interior design, Clara attended Webster University for a BM in Vocal Jazz Performance. Although

she decided to take another path, Clara is still able to sing on the weekends at local restaurants and wedding receptions.

She lives just a short mile and a half walk from North Campus in the historic Demun neighborhood with her new husband and their two cats. Clara loves to take advantage of her close proximity to Forest Park by going for runs and bike rides after a day at the office.

She is so excited to be a part of the Washington University team!

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