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The Ohio School Plan is exclusively sponsored by BASA, OASBO and OSBA.

# 2015–2016 OSBA *VendorBook*

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**Brickler & Eckler LLP**  
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William M. Deters II  
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**Ennis Britton Co. LPA**

Ryan LaFlamme  
1714 W. Galbraith Road  
Cincinnati, OH 45239  
(513) 421-2540/fax: (513) 562-4986

**Ennis Britton Co. LPA**

Pamela A. Leist  
1714 W. Galbraith Road  
Cincinnati, OH 45239  
(513) 421-2540/fax: (513) 562-4986

**Ennis Britton Co. LPA**

C. Bronston McCord III  
1714 W. Galbraith Road  
Cincinnati, OH 45239  
(513) 421-2540/fax: (513) 562-4986

**Ennis Britton Co. LPA**

Jeremy J. Neff  
1714 W. Galbraith Road  
Cincinnati, OH 45239  
(513) 421-2540/fax: (513) 562-4986

**Ennis Britton Co. LPA**

Giselle Spencer  
6000 Lombardo Center, Ste. 120  
Cleveland, OH 44131  
(216) 487-6674/fax: (216) 674-8638

**Ennis Britton Co. LPA**

Gary T. Stedronsky  
1714 W. Galbraith Road  
Cincinnati, OH 45239  
(513) 421-2540/fax: (513) 562-4986

**Ennis Britton Co. LPA**

Erin M. Wessendorf-Wortman  
1714 W. Galbraith Road  
Cincinnati, OH 45239  
(513) 421-2540/fax: (513) 562-4986

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(614) 540-4000 or (800) 589-OSBA  
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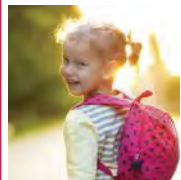
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 5005 Rockside Road, Ste. 260  
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(216) 503-5055/fax: (216) 503-5065

**Smith Peters & Kalail Co. LPA**  
David S. Hirt  
3 Summit Park Drive, Ste. 400  
Cleveland, OH 44131  
(216) 503-5055/fax: (216) 503-5065

**Smith Peters & Kalail Co. LPA**  
Karrie M. Kalail  
3 Summit Park Drive, Ste. 400  
Cleveland, OH 44131  
(216) 503-5055/fax: (216) 503-5065

**Smith Peters & Kalail Co. LPA**  
Krista M. Keim  
3 Summit Park Drive, Ste. 400  
Cleveland, OH 44131  
(216) 503-5055/fax: (216) 503-5065

**Smith Peters & Kalail Co. LPA**  
Sarah M. Kutscher  
3 Summit Park Drive, Ste. 400  
Cleveland, OH 44131  
(216) 506-5063/fax: (216) 503-5065

**Smith Peters & Kalail Co. LPA**  
Sherrie Clayborne Massey  
3 Summit Park Drive, Ste. 400  
Cleveland, OH 44131  
(216) 503-5055/fax: (216) 503-5065

**Smith Peters & Kalail Co. LPA**  
Miriam Pearlmuter  
3 Summit Park Drive, Ste. 400  
Cleveland, OH 44131  
(216) 503-5055/fax: (216) 503-5065

**Smith Peters & Kalail Co. LPA**  
Kathy I. Perrico  
3 Summit Park Drive, Ste. 400  
Cleveland, OH 44131  
(216) 503-5055/fax: (216) 503-5065

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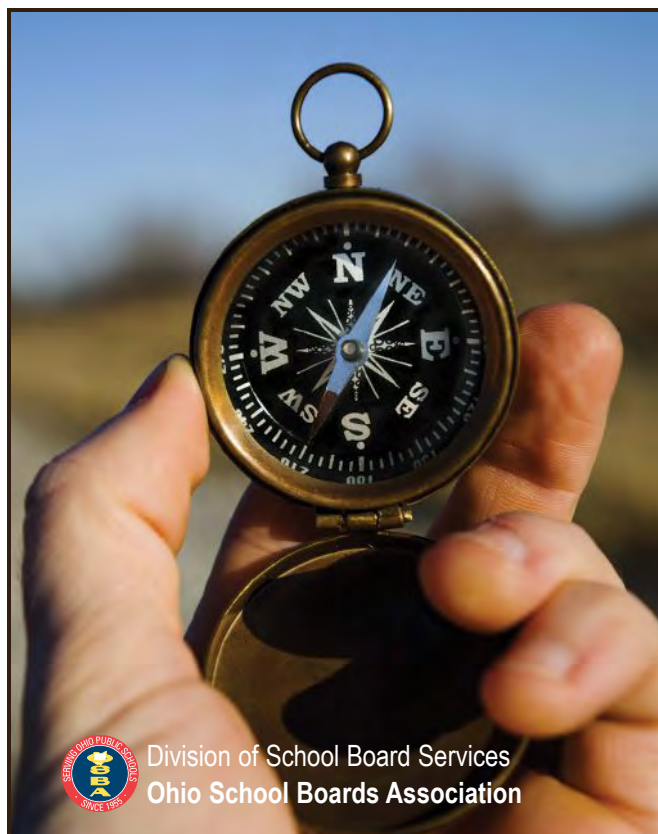
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Columbus, OH 43235-6481  
(614) 540-4000 or (800) 589-OSBA  
fax: (614) 540-4100  
www.ohioschoolboards.org  
*(see ad on page 13)*

**Richardson Compensation Consulting LLC**  
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**VALIC**  
(614) 436-4501

**Financial institutions**  
**Boenning and Scattergood Inc.**  
(866) 326-8113

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**Fifth Third Securities Inc.**  
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**The Legend Group**  
(800) 417-9099

**Ohio School Boards Association**  
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Columbus, OH 43235-6481  
(614) 540-4000 or (800) 589-OSBA  
fax: (614) 540-4100  
[www.ohioschoolboards.org](http://www.ohioschoolboards.org)  
(see ad on page 13)

**Ohio Tuition Trust Authority**  
(614) 752-9350

**Piper Jaffray & Co.**  
(440) 617-5721

**Public Finance Resources Inc.**  
(614) 732-5948  
(see ad on page 13)

**RBC Capital Markets**  
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**Ross, Sinclair & Associates LLC**  
(614) 220-0869

**Stifel**  
(614) 227-3792

**Voya Financial  
Advisors**  
(937) 436-7462

## Floor care

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(614) 294-6222/schools@fibercare.net  
[www.fibercare.net](http://www.fibercare.net)

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# OSBA is your policy services partner

OSBA's policy services staff is your district's partner for success on any policy issue. Our quality services provide your district with the necessary policy resources needed in the constantly evolving world of education. OSBA's highly experienced policy staff will work with your district to ensure you receive the best policy resources available.

### Services include:

**Manual development** – Three levels of services provided by an OSBA policy specialist can be customized to your district's needs. From premium to basic services, OSBA will help your district compile a comprehensive and useable policy manual.

**Policy Development Quarterly (PDQ)** – PDQ is a quarterly electronic newsletter containing sample policies, as well as articles on new and revised laws, and rules and regulations that have policy implications.

**Policy review/consultation** – Policy specialists will assist in updating and ensuring your district's policies are current and up-to-date with the Ohio Revised Code.

**Policy online services** – In the age of online information, OSBA has options for school administrators to use policy services via the Internet.

- Web-based conversion of policy manual with links to other policies, regulations and Ohio Revised and Administrative codes.
- Users can download sample policies online. Up-to-date policies can be accessed anytime, anywhere.

For more detailed information, contact OSBA's policy services at (614) 540-4000 or (800) 589-OSBA, or visit [www.ohioschoolboards.org/policy-services](http://www.ohioschoolboards.org/policy-services).





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**Forbo Flooring Systems**  
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**The Garland Co. Inc.**  
(216) 641-7500

**Kiefer U.S.A.**  
(847) 245-8450

**Mats Inc.**  
(800) 628-7462

**The Ohio Floor Co.**  
(330) 567-2176

**Tandus Centiva**  
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**Tarkett**  
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**Flooring/ceiling**  
**M-F Athletic Co.**  
(800) 561-6723

**Tectum Inc.**  
(740) 364-1561

**Food services**  
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**Aramark K-12 Education**  
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(314) 330-6954

**The Nutrition Group**  
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**SNA of Ohio/OASBO**  
(614) 228-4725

**Sodexo**  
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**Taher Inc.**  
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**Zink Foodservice Group**  
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**Fuel**  
**Ports Petroleum Co. Inc.**  
P.O. Box 1046  
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(800) 562-0373  
*(see ad on page 20)*

**Fundraising**  
**Midwest Engraving**  
(330) 334-2572

**Furniture**  
**Bruce Longhino Group**  
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**Buckeye Commercial Furniture LLC**  
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(800) 235-1262

**Tom Sexton and Associates Inc.**  
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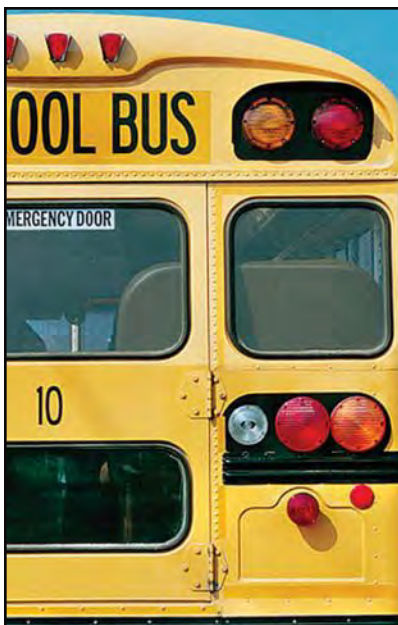
**Zimmerman School Equipment Inc.**  
(614) 861-6383

**Health services**  
**Activate Healthcare**  
(708) 761-4882

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(443) 863-6645

**Environmental Enterprises**  
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(419) 872-5343



**Is a strike threatening to bring your district to a stop?**

OSBA has:

- experience with strike situations;
- valuable resources and materials for strike planning;
- consultants who work with the board's interest in mind.

Contact Van D. Keating, OSBA director of management services, at (614) 540-4000, (800) 589-OSBA or vkeating@ohioschoolboards.org for more information.



# Looking for a new superintendent or treasurer? Look no further.

Finding and hiring the right superintendent or treasurer for your district will be among the most significant decisions you make as a board. The long-term impact and importance of this process and decision cannot be underestimated.

For more than 30 years, the OSBA search process has proven successful in nearly 1,000 executive searches for Ohio's diverse school districts and other related organizations. No one does it better!



Executive Search Service  
**Ohio School Boards Association**

For information on Ohio's best executive search team, call OSBA's **Cheryl W. Ryan** or **Steve Horton** at (614) 540-4000 or (800) 589-OSBA.

### Healthy Life Screening

61 N. Cleveland-Massillon Road, Ste. E  
Akron, OH 44333  
(330) 670-0200/fax: (330) 670-0397  
*(see ad on page 18)*

**Midwest Toxicology Services LLC**  
(317) 262-2200

**On Demand Drug Testing and Work Solutions**  
(330) 270-3660

**Rx Ohio Collaborative**  
(614) 292-5703

**Witham Health Services Toxicology Laboratory**  
(765) 483-1800

### Human resources

**Ohio School Boards Association**  
8050 N. High St., Ste. 100  
Columbus, OH 43235-6481  
(614) 540-4000 or (800) 589-OSBA  
fax: (614) 540-4100  
[www.ohioschoolboards.org](http://www.ohioschoolboards.org)

### HVAC

**ABM Building Solutions**  
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**Air Force One Inc.**  
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**Control Systems of Ohio**  
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**H.E.A.T. Total Facility Solutions Inc.**  
(740) 965-3005

**Limbach Co.**  
(614) 554-4809

**Perfection Group Inc.**  
(513) 775-4545

### Plug Smart

350 E. First Ave., Ste. 210  
Columbus, OH 43201  
(800) 518-5576/[www.plugsmart.com](http://www.plugsmart.com)  
*(see ad on page 19)*

**STAN and Associates Inc.**  
(937) 438-0177

**TRANE**  
(614) 473-3500

**Wadsworth Solutions**  
(216) 973-1113

### Insurance

**American Fidelity Assurance Co.**  
(513) 701-3171

**Andrew Insurance Associates Inc.**  
(614) 336-8030

**Delta Dental of Ohio**  
(614) 776-2307

**Gallagher Benefit Services Inc.**  
(216) 377-2595



# THINK BIG!

When you are ready to help your district move forward, the OSBA Division of School Board Services can help. Choose the planning option that meets your district's specific needs:

- District strategic planning
- District goal setting
- Superintendent performance goals

For more information about planning options offered by the OSBA Division of School Board Services, go to [www.ohioschoolboard.org/school-board-services](http://www.ohioschoolboard.org/school-board-services). To schedule a planning session, contact Cheryl W. Ryan ([cryan@ohioschoolboards.org](mailto:cryan@ohioschoolboards.org)) or Steve Horton ([shorton@ohioschoolboards.org](mailto:shorton@ohioschoolboards.org)) at (614) 540-4000 or (800) 589-OSBA.



Division of School Board Services  
**Ohio School Boards Association**



**Grady Enterprises Inc.**  
(614) 224-4432

**The Jefferson Health Plan**  
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**Liberty Mutual Insurance**  
(614) 204-1459

**Medical Mutual**  
(614) 204-1459

**Ohio Insurance Services Agency Inc.**  
(614) 873-2906

**Ohio School Boards Association**  
Accidental death and dismemberment  
Assurant/OSBA Insurance Agency LLC  
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Columbus, OH 43235-6481  
(614) 540-4000 or (866) 691-6290  
fax: (614) 540-4100  
www.ohioschoolboards.org  
*(see ad on page 2)*

**Ohio School Plan**  
811 Madison Ave., 11th Floor  
Toledo, OH 43604  
(800) 288-6821/(800) 924-6615  
*(see ad on inside of front cover)*

**Superior Dental Care Inc.**  
(937) 438-0283

**Janitorial services**  
**Mid-American Cleaning Contractors Inc.**  
(800) 284-3994/schools@macc.net  
www.macc.net

**National Chemical Laboratories Inc.**  
(215) 922-1200

**Janitorial supplies/equipment**  
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**Damon Industries Inc.**  
(800) 362-9850

**GCA Education Services**  
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(412) 722-7848

**Nuance Solutions**  
(419) 297-5250

**Laboratories**  
**EA Group**  
(440) 796-0093

**Great Lakes Biomedical**  
(419) 872-5343

**Labor negotiations**  
**Ohio School Boards Association**  
8050 N. High St., Ste. 100  
Columbus, OH 43235-6481  
(614) 540-4000 or (800) 589-OSBA  
fax: (614) 540-4100  
www.ohioschoolboards.org  
*(see ad on page 4)*

**Legal assistance**  
**Ohio School Boards Association**  
Legal Assistance Fund  
8050 N. High St., Ste. 100  
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fax: (614) 540-4100  
www.ohioschoolboards.org  
*(see ad on page 6)*

**Levy consulting**  
**Ohio School Boards Association**  
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8050 N. High St., Ste. 100  
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(614) 540-4000 or (800) 589-OSBA  
fax: (614) 540-4100  
www.ohioschoolboards.org  
*(see ad on page 13)*

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(877) 237-3657

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(641) 676-2942

**Plug Smart**  
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Columbus, OH 43201  
(800) 518-5576/www.plugsmart.com  
*(see ad on page 19)*

**Techline Sports Lighting**  
(800) 500-3161

**Vincent Lighting Systems**  
6161 Cochran Road, Ste. D  
Solon, OH 44139  
(800) 922-5356/www.vls.com  
*(see ad on page 16)*

**Lockers/cabinets**  
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(419) 537-0222

**Martin Public Seating**  
(330) 769-2723

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fax: (317) 396-9012  
*(see ad on page 12)*

**FormShare**  
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**K12 School Consultants LLC**  
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**LifeTrack Services Inc.**  
(800) 738-6466

**NEOLA Inc.**  
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**PublicSchoolWORKS**  
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**Renhill Group**  
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# Get on board with

## OSBA School Transportation SERVICES

OSBA consultants can help districts assess their transportation needs and offer personal assistance with transportation rules interpretations, policy questions and technical advice. Consultants also provide the following services:

- transportation operation cost analysis and benchmarking studies;
- routing analysis;
- fleet management assistance;
- general operations evaluation;
- regional coordination studies;
- in-service presentations for drivers and administrators;
- evaluation of specific transportation services, including payment in lieu of transportation;
- bus purchasing and specification development;
- driver qualifications compliance review;
- transportation emergency plan development;
- development of local student transportation handbooks.

To learn more, contact **Pete Japikse** at (614) 540-4000, (800) 589-OSBA or [schoolbus@ohioschoolboards.org](mailto:schoolbus@ohioschoolboards.org).

**VARtek Services Inc.**  
1785 S. Metro Parkway  
Dayton, OH 45459  
(937) 438-7197/fax: (937) 438-3972  
*(see ad on page 21)*

**Rachel Wixey & Associates**  
(877) 977-9499

**Masonry products**  
**Oberfields LLC**  
(740) 369-7644

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1039 Three Mile Road Northwest  
Grand Rapids, MI 45944  
(616) 855-0775/fax: (616) 784-2376  
www.efundsforschools.com  
*(see ad on page 25)*

**Esber Cash Register/PayForIt**  
4376 Kirby Ave. Northeast  
Canton, OH 44705  
(800) 669-0792/fax: (330) 455-9009  
www.ecrpos.org  
*(see ad on page 8)*

**Ohio School Boards Association**  
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Columbus, OH 43235-6481  
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www.ohioschoolboards.org  
*(see ad on page 8)*

**Paperless governance solutions**  
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*(see ad on page 17)*

**Playground equipment/surfaces**  
**ForeverLawn of Ohio Inc.**  
(330) 614-1304

**Mats Inc.**  
(800) 628-7462

**Meyer Design Inc.**  
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**Playworld Midstates**  
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**Ultimate RB Inc.**  
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**Vasco Sports Contractors**  
(330) 832-5151

**David Williams & Associates Inc.**  
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**Rep Source LLC**  
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fax: (614) 540-4100  
www.ohioschoolboards.org  
*(see ad on page 21)*



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3450 Mackenzie Crossing • Cincinnati, OH 45245 • USA  
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## Administrative salary analysis

Need help determining how to compensate your administrators? It's more complicated than most people think, and OSBA has considerable experience in this area. We are able to assist school districts with a variety of important initiatives, including:

- compensation/classification system design;
- job description creation/modification;
- performance evaluation system design.

For more information, contact **Van D. Keating**, director of management services, at (614) 540-4000, ext. 241; or (800) 589-OSBA; or vkeating@ohioschoolboards.org.



## Professional development

**Ashland University Professional Development Services**  
(419) 289-5921

**CET Public TV**  
(513) 345-6547

**Kent State University**  
(330) 672-0360

**Miami University College of Education, Health & Society**  
(513) 529-6317

**Ohio Association for Health, Physical Education, Recreation and Dance**  
(614) 228-4715

**Ohio Association of Elementary School Administrators**  
(614) 794-9190

**Ohio Association of School Business Officials**  
(614) 431-9116

**Ohio Association of Secondary School Administrators**  
(614) 430-8311

**Ohio School Boards Association**  
8050 N. High St., Ste. 100  
Columbus, OH 43235-6481  
(614) 540-4000 or (800) 589-OSBA  
fax: (614) 540-4100  
www.ohioschoolboards.org  
*(see ads on pages 11 and 18)*

**PublicSchoolWORKS**  
(513) 631-6111

**360SafeSolutions**  
(330) 687-0742

**University of Cincinnati**  
(513) 556-6399

## Promotional products

**Ohio School Boards Association**  
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Columbus, OH 43235-6481  
(614) 540-4000 or (800) 589-OSBA  
fax: (614) 540-4100  
www.ohioschoolboards.org

## Publications

**Hannah News Service Inc.**  
(614) 227-5820

**Ohio High School Athletic Association**  
(614) 267-2502

**Ohio School Boards Association**  
8050 N. High St., Ste. 100  
Columbus, OH 43235-6481  
(614) 540-4000 or (800) 589-OSBA  
fax: (614) 540-4100  
www.ohioschoolboards.org

## Risk management

**Ohio School Boards Association**  
OSBA workers' compensation program  
8050 N. High St., Ste. 100  
Columbus, OH 43235-6481  
(614) 540-4000 or (800) 589-OSBA  
fax: (614) 540-4100  
www.ohioschoolboards.org  
*(see ad on page 31)*

## Roofing

**Construction Resources Inc.**  
(440) 248-9800

**Cotterman & Co. Inc.**  
(614) 307-2383

**Duro-Last Roofing Inc.**  
525 Morley Drive  
Saginaw, MI 48601  
(800) 248-0280/(800) 432-9331  
*(see ad on inside of back cover)*



OSBA has exclusive rights to the Achiever, a candidate assessment tool used during the executive search process. The Achiever measures six cognitive learning skills with 10 personality dimensions to create a comprehensive candidate profile.

Coupled with OSBA's extensive experience in executive searches and track record for success, the Achiever can help you determine the right candidate for your district. OSBA's experienced consultants can help you through this process to ensure your executive search is very successful.

*"As one component of the search package offered by OSBA, I appreciated the feedback from the Achiever report. By reflecting on the candidates' answers, we were able to get a read on personality, interests, strengths and weaknesses. When taken in context of the entire process, the Achiever report yielded meaningful information and guided us in choosing the preferred candidate for the position.*

— Rebekah Wright Kulis, board member, Kent City

To learn how the Achiever assessment can help you hire the right candidate for your district, contact **Cheryl W. Ryan** at (614) 540-4000 or (800) 589-OSBA. Visit [www.ohioschoolboards.org/administrative-searches](http://www.ohioschoolboards.org/administrative-searches) to learn more.

# When Violence Strikes at School, You **CAN** Be Prepared!

You know schools are “soft” targets for violence. And you know you need to take steps to respond to violent events and emergencies. But what should you do? How will you do it? Who can help you with planning, training, and implementation?

**The FASTER program is your complete, ready-to-go solution.**

Created by concerned parents, law enforcement, and nationally-recognized safety and medical experts, FASTER is a groundbreaking, nonprofit program that gives educators practical violence response training. Classes are provided at NO COST to your school district.



## HOW IT WORKS:

Each school selects staff members who are willing, competent, and capable. Experts on school violence provide training in armed response, crisis management, and emergency medical aid. The FASTER program pays for tuition and lodging and local school boards authorize these trained staff members to carry firearms in school.

- **NO-COST TRAINING** – This is a nonprofit program sponsored by Buckeye Firearms Foundation, a 501(c)(3) public charity. There is no cost to your school district. Since 2013, thousands of educators have applied for this specialized training.
- **COMPREHENSIVE PREPARATION** – Training also includes crisis management and hands-on emergency medical training for life-threatening injury.
- **ON-CALL ASSISTANCE** – Program experts can meet with school board members at no cost to answer questions and provide assistance for policies and procedures, insurance issues, legal and union concerns, and local police / EMT drills and coordination.

## Take Action NOW!

Apply for  
**FREE Training**

Order Trauma Kits

Ask for Additional  
Information

Go to [FASTERSavesLives.org](http://FASTERSavesLives.org)



[FASTERSavesLives.org](http://FASTERSavesLives.org)



**Engineered Systems**  
(614) 430-0303

**The Garland Co. Inc.**  
(216) 641-7500

**Sika Corp.**  
100 Dan Road  
Canton, MA 02021  
(513) 806-0857/www.sikausa.com  
*(see ad on page 27)*

**Tectum Inc.**  
(740) 364-1561

**Safety**  
**Bearcade Door Control System**  
(855) 350-2321

**FASTER Saves Lives**  
P.O. Box 333  
Delaware, OH 43015  
(614) 715-4867  
*(see ad on page 29)*

**NaviGate Prepared**  
(330) 308-7289

**Ohio School Boards Association**  
Electronic safety document management  
8050 N. High St., Ste. 100  
Columbus, OH 43235-6481  
(614) 540-4000 or (800) 589-OSBA  
fax: (614) 540-4100  
www.ohioschoolboards.org

**Ohio School Boards Association**  
School safety and security services  
8050 N. High St., Ste. 100  
Columbus, OH 43235-6481  
(614) 540-4000 or (800) 589-OSBA  
fax: (614) 540-4100  
www.ohioschoolboards.org

**Safeguard Risk Solutions LLC**  
(614) 679-5608

**Safety and health**  
**1-888-OHIOCOMP**  
(888) 644-6266

**American Dairy Association Mideast**  
(614) 890-8022

**The Barracuda (by Bilco)**  
(800) 854-9724

**Bearcade Door Control System**  
(855) 350-2321

**CompManagement**  
6377 Emerald Parkway  
Dublin, OH 43016  
(800) 825-6755/fax: (866) 567-9380  
*(see ad on page 31)*

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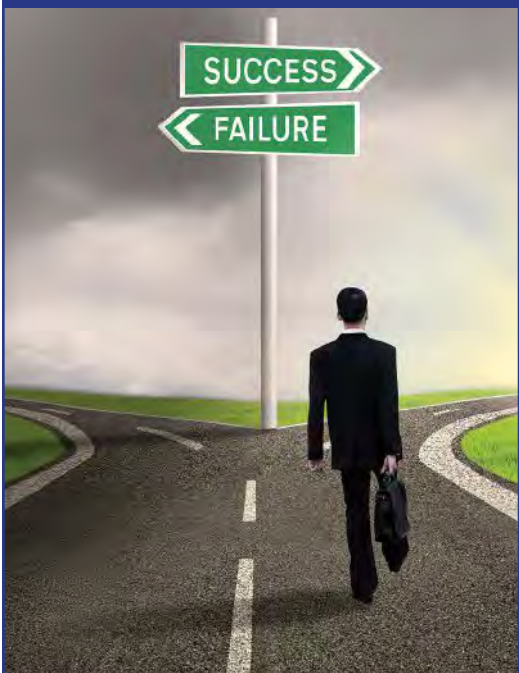
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- executive searches
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- safety training
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