

I came on staff at Kinsmen Lutheran Church in 1995 to establish a new position, that being the position of Business Administrator. As most Administrators know, the responsibilities vary. While there are some constants across the board that are found in every church, there are also some variables. One of the responsibilities that all Administrators are charged with is to “save” the church money and Kinsmen is no exception.

As an Administrator, we have to be aware of quality vendors with quality merchandise and service at an attractive price. These quality vendors become the “core” of suppliers that partner with us as we seek cost savings.

From the very beginning, 11 years ago, I realized that I needed to partner with the Co-Op because they already seek the types of vendors that meet our cost saving needs.

The approach that the Co-Op has is the idea that by banding together as a group, no matter what the size of our congregations, we all enjoy the same price discounting on quality goods and services. The Co-Op is more than a “discount club”, it is a ministry and the Co-Op Marketing Representatives and staff continually share this vision and mission passionately.

I feel it is important to always provide the Representatives of Co-Op an opportunity to visit with us when they ask for some of our time.

...it was an afternoon in January that Dan Bishop called and asked if he could stop by my office and share an idea with me. It is my philosophy that I will always visit with the Co-Op staff as these visits usually save me money or the Co-Op staff leaves me with a usable idea. This visit was not going to be any different....

Dan shared with me information about Home Depot Supply and added that he was hopeful they would be a new vendor and asked if this would be a vendor I would use. Dan explained to me the difference between Home Depot Supply and the local Home Depot Store and the impact and savings that I could realize, in cost of goods and labor (shopping time).

This was a timely visit as I was in the process of installing 12 television monitors in our Sunday school classrooms and had all but ordered the wall brackets from Peerless. Dan explained that Home Depot Supply has 2 virtual catalogs and provides supplies and equipment to hotels and meeting centers

as well as the “typical” hardware items. We went on line and discovered that I could purchase the 12 TV brackets, at a considerable savings and since Home Depot Supply maintains a warehouse in Houston, I could get them delivered with no delivery charges. This was extraordinary in that, not only did I get quality merchandise at a discounted price, but, also, I had them in house 9 days earlier than the manufacturer could get them to me. So my project was completed at an earlier date than expected.

Working with Home Depot Supply has been a pleasure, their staff helped me establish our account with them over the phone and in a few short hours we were ready to place our order. The convenience of the on line catalog eliminates any time consuming labor costs associated in shopping at the store. I look forward to a long relationship with Home Depot Supply as one of our vendors and I can’t say enough to encourage anyone reading this to check them out. Remember that the money that we have to work with all belongs to God and whatever we can save can be applied to other ministry areas of our churches.

The Co-Op works... we are Member Organizations and Member Vendors working together to achieve great Stewardship.