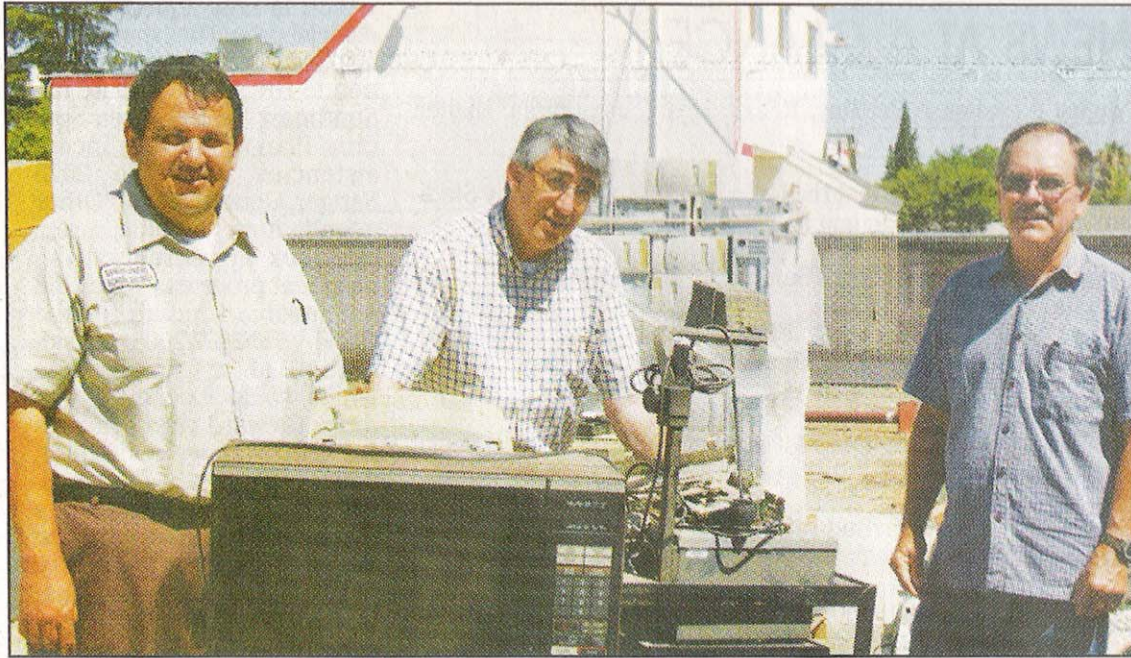


# WAMS' band uniforms march again in Taiwan



Javier Martinez (left), and Jim Adams (right), run Sanger Unified's warehousing operation with Richard Sepulveda, Director of Support Services for Sanger Unified (center). (Photo by Len Wilcox)

By Len Wilcox

When Washington Middle School's band got new uniforms last year, the old ones went into storage – but only for a short time. Sanger Unified used a new high-tech method to find a home for the uniforms, and now they are being worn by a marching band in Taiwan.

James Hsaio, a Taiwan native who emigrated to southern California, purchased the uniforms and donated them to the school in his home country.

The transaction came about because of an innovative new method of disposing of school surplus by a company known as InterSchola ([www.interschola.com](http://www.interschola.com)). The company helps school districts dispose of unwanted surplus by selling it on eBay.

"We inventory the surplus,

photograph and evaluate each item, create the listing, run the auction, complete the sale, collect payment, then facilitate delivery or pickup of the item," according to Jeff Greenholtz, Client Manager for InterSchola. The company retains a percentage of the sale for its efforts.

"Sanger Unified School District has been very pleased with the services provided by InterSchola," said Richard Sepulveda, Director of Support Services for the District. "Their services enable us to sell and move obsolete equipment that still has dollar value."

Surplus equipment is a big headache for school districts, as programs change or equipment wears out. Everything

(See Uniforms, page 8A)

## Sanger Herald

### August 1, 2007

## UNIFORMS: Interschola changing school surplus usage

(continued from page 1A)

from shop equipment to vehicles, used computers to band uniforms eventually needs to be replaced. Before InterSchola and the Internet, old equipment would be sold by auction onsite, often for pennies on the dollar. Using eBay, InterSchola is often able to get market value for items and meet the legal requirement that items be sold at auction to the highest bidder.

"Prior to enlisting the services of InterSchola, our obsolete equipment would sit for long periods of time at our warehouse location," according to Sepulveda. "When possible, we now plan with InterSchola to move obsolete equipment from our district locations directly to the buyers. This saves the district money by reducing

our labor costs involved in moving obsolete equipment."

The company began working with Sanger in January 2005.

"Sanger Unified School District was one of InterSchola's early clients outside of the Bay Area to recognize the benefit of contracting with our company to help them sell their surplus on eBay," according to Melissa Rich, president and founder of the company.

Dozens of school districts have since joined Sanger Unified in using InterSchola, and the company now has clients around the state. For information on upcoming auctions visit the company's Web site at [www.interschola.com](http://www.interschola.com).