



# SUPERIOR BUSINESS SOLUTIONS

C.I.S.D.

I N N O V A T I O N S

## The Situation

The Calhoun Intermediate School District in Marshall, Michigan encompasses sixteen school districts, two intermediate school districts, and thousands of employees. Its Department of Technology provides computer and data services and forms for every one of the elementary, middle, and high schools within the district.

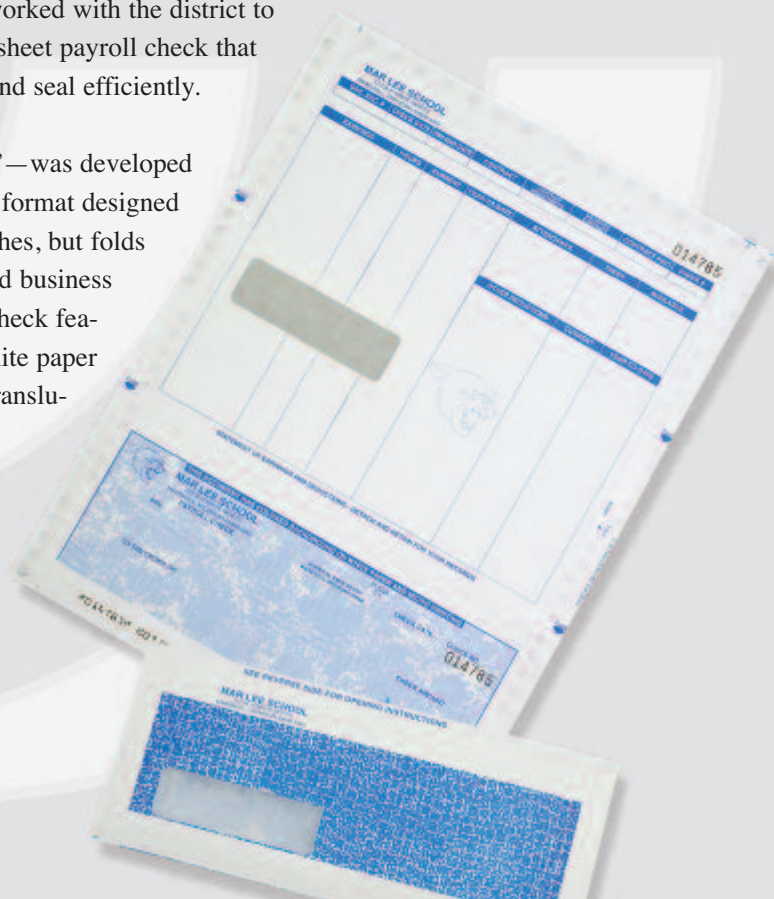
The C.I.S.D.'s payroll—which had been handled centrally with an old heat-seal system—had been turned over to the individual schools. This presented problems, since no school wanted to stuff envelopes, and some of the smaller ones had difficulty justifying the expense of a machine costing over \$5,000 to process checks. So the district's forms had to be sealable both by hand, and in folding equipment. In addition, some checks were mailed and others were hand delivered, so more flexibility was necessary.

The system was awkward and complicated. Fortunately, the C.I.S.D. had a trusted working relationship for over 25 years with Superior Business Solutions representative Tom Norton. So the decision of who to call for help was not nearly so complicated.

## The Superior Business Solution

As the provider of a total print management program to C.I.S.D. for years, Tom Norton was in an excellent position to use that knowledge to analyze and predict the district's short and long term needs. Tom worked with the district to come up with a laser printed, cut sheet payroll check that each school could process, fold, and seal efficiently.

This product—called "U-Seal"—was developed with a key Superior supplier. The format designed for C.I.S.D. measures 8½ x 11 inches, but folds (by machine or hand) to a standard business envelope size. The laser-printed check features a colored background on white paper and micro printing. It features a translucent mailing window, a space for complete earning and deduction information, and an area for endorsement like any other payroll check.



# Creating Profits

## The Result

Tom was able to show, with a dollar comparison, that U-Seal would save C.I.S.D. significant money over its old system. We are pleased to say that his prediction was, well, "right on the money."

"The school district saved over 40% of what we had been paying with the old heat seal system," says Ray Andres, C.I.S.D. Department of Technology Director. "This translates into about a \$20,000 savings. We feel the product is excellent, and we're very happy."

We're proud of the results Tom and Superior Business Solutions delivered on this particular project. But we're even more proud of the way it demonstrates the depth and value of the relationship Superior representatives establish with their customers.

Ray Andres certainly noticed, stating, "Tom did a wonderful job researching and developing our options. He made this reorganization as painless as possible. He even made sure that the checks were shrink wrapped in order to assure clean storage!"



## Contact Us

Superior Business Solutions  
is your Total Print  
Management Resource.

Couldn't YOU use  
Superior Performance on your:

Commercial Printing  
Business Forms  
Specialty Printing  
Promotional Items  
Warehousing  
Fulfillment  
One-to-One Marketing



## SUPERIOR BUSINESS SOLUTIONS

[www.superior.org](http://www.superior.org)

### **Kalamazoo, Michigan**

6490 S. Sprinkle Road  
P.O. Box 3249  
Kalamazoo, MI 49003-3249  
**(269) 323-1333 • Fax (269) 323-8345**

### **Grand Rapids, Michigan**

920 Kenosha Industrial Drive SE  
Grand Rapids, MI 49518-0893  
**(616) 241-1416 • Fax (616) 241-0430**

### **Lansing, Michigan**

3125 Sovereign  
Suite C  
Lansing, MI 48911-4221  
**(517) 394-5557 • Fax (517) 394-4252**

### **Saginaw, Michigan**

3111 Christy Way  
Suite A  
P.O. Box 2001  
Saginaw, MI 48605-2001  
**(989) 793-6770 • Fax (989) 793-6767**

### **Fort Wayne, Indiana**

3808 Merchant Road  
Fort Wayne, IN 46818-1226  
**(260) 489-5575 • Fax (260) 489-7359**

### **South Bend, Indiana**

4221 Technology Drive  
South Bend, IN 46628-9751  
**(574) 234-9777 • Fax (574) 234-7152**

### **Aurora, Illinois**

1444 North Farnsworth Avenue  
Suite 502  
Aurora, IL 60505  
**(877) 465-6648 • Fax: (630) 978-3017**

### **Enon, Ohio**

7153 Dayton Road  
Suite B  
Enon, OH 45323-1468  
**(937) 864-1909 • Fax (937) 864-2316**

### **York, Pennsylvania**

339 East Market Street  
York, PA 17403-8614  
**(717) 846-1936 • Fax (717) 852-0685**

© Superior Business Solutions