

The EDUCATOR

The Power of
Group Purchasing

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Serving Educational Facilities in Wisconsin, Minnesota & Iowa

SHARED
Purchasing Solutions

 A Division of Shared Health Services

SPS FOOD PROGRAM EXPANSION

Shared Purchasing Solutions is pleased to inform our members of our newest employee, Jeff Schuster - Nutrition Services Manager. Food service has been his life long career and spans over 35 years. Jeff started this journey with his father's catering business in the early 70's. This led to food service management in college dining. He then owned and operated his own supper club in Tomah, Wisconsin. In the early 90's, Jeff became a food broker. Later he was employed by a major food service distributor as their educational sales specialist. In 2005 he became a national food service sales manager for a beverage manufacturer. Before joining Shared Purchasing Solutions, he was employed as an education market segment specialist for a major food broker in the Midwest.

Jeff will bring these experiences to good use as the SPS Nutrition Services Manager, and he is privileged to assist SPS members in any way that he can. See the following page for some of the programs and service enhancements that you, as an SPS member, can expect in the near future. If you would like a personal visit or if you have questions regarding our expanded program, contact Jeff at 800-657-4445 or schusterj@sps-gpo.com.



Principle of the Month



"In youth we learn; in age we understand"

~Von Ebner-Eschenbach

Visit us at www.sps-gpo.com

Shared Purchasing Solutions

Expanded Food Programs

And Enhancements

Prime Vendor Program

- ◆ Minimum of two audits annually
- ◆ Discount for drop sizes
- ◆ Penalties for shortages and unauthorized substitutions
- ◆ Commodity storage and distribution
- ◆ Fixed fee mark-up
- ◆ Buy American
- ◆ Fuel surcharge protection
- ◆ Food safety and security

Rebate and Allowance Program

- ◆ Electronic tracking for commodities, cheese rebates and cool school
- ◆ Rebates and allowances negotiated specifically for SPS members
- ◆ Electronic coupons

Nutrition Newsletter

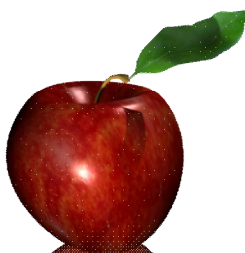
- ◆ "New" product introductions
- ◆ Theme meals and monotony breaker ideas
- ◆ Recipes
- ◆ Safety and sanitation tips

Bread and Milk Market Ready Contracts

- ◆ Bid and negotiate with local providers on behalf of members
- ◆ Assure contract adherence
- ◆ Provide products designed for school nutrition

Service Enhancements

- ◆ Staff development training
- ◆ Product Taste Tests
- ◆ Product Nutritional Information
- ◆ Menu Planning



Contact Jeff Schuster, Nutrition Services Manager at
800-657-4445 or schusterj@sps-gpo.com
for more information

Blue Ribbon Schools

Congratulations to our member districts that were named Blue Ribbon Schools by U.S. News and World Report.

- ◆ Blair-Taylor Middle/High School
- ◆ Crivitz High School
- ◆ Gilman High School
- ◆ Holcombe High School
- ◆ Kickapoo High School
- ◆ LaFarge High School
- ◆ Necedah Middle/High School
- ◆ North Crawford High School
- ◆ Sevastopol High School



Congratulations to Member Districts That Received the "Standing Up for Rural Schools, Libraries, and Communities" Award



- ◆ Prairie du Chien
- ◆ Seneca
- ◆ Wauzeka-Steuben
- ◆ Black River Falls
- ◆ Alma Center
- ◆ Melrose-Mindoro
- ◆ Norwalk-Ontario

Congratulations to the Holmen School District for receiving the 2010 Governor's Financial Literacy Award



Send "Good News" from your district to Sue Hayman at 800-657-4445 or e-mail haymans@sps-gpo.com.

New SPS Vendors



www.arc-ion.com
Contract SH-70012

Arc-Ion Active Oxygen Systems

Generator produces "Active Oxygen"
99% Effective Method to Kill

- Bacteria
- Viruses
- Mold
- All Organic Odor

The Natural Way
To
Cleaner Living

Contact Tom Daugherty for more information
800-214-9309 ~ tomd@arc-ion.com



PENDL
COMPANIES INC.

www.pendlprint.com
Contract SH-60005

- High quality toner cartridges produced in the USA
- Sell and support top printer lines like Lexmark, HP, Brother and Xerox
- Offers state of the art remote print management services

Contact Connie Abram at Pendl for more information
262-560-0684 ~ cabram@pendl.com

Make sure to inform vendors that you are an SPS
member to receive contracted discounts!



IMPORTANT



To take advantage of all the benefits that your district can receive as a SPS member, pass this information to all staff who may purchase from the following companies. Without these codes on your orders, you will not receive the discounted contracted pricing!



Reference Bid C186 and that you are an SPS member to receive 3% discount & free shipping.

Contract # SH-60001

800-421-5354

www.lakeshorelearning.com



Reference #VPA-47246 and that you are an SPS member to receive enhanced pricing.

Contract # SH-30004

800-808-4239

www.cdwg.com



Reference #P/106314 and that you are an SPS member to receive a 10% discount.

Contract # SH-60000

800-334-5551

www.carolina.com



Reference Bid #16GBORSB for Flaghouse or bid #18XBRUKB for Special Populations to receive a 15% discount.

Contract # SH-80003

800-793-7900

www.flaghouse.com

UPGRADE YOUR FIRE ALARM SYSTEM!

- ◆ Is your fire alarm system in a “trouble” condition?
- ◆ Do you have too many nuisance alarms?
- ◆ Has the fire department issued you a code violation?

Now is a great time to update your fire alarm system! Receive factory incentives and trade in value, no matter how old your existing system. Ban-Koe Systems are code experts and can assist you in the process of meeting your code violation. They can interface with the fire department and keep them updated on plans to repair/comply so you don't have to.

SECURE YOUR FACILITY!

- ◆ Do you have master keys out and you don't know who may have them?
- ◆ Are you considering rekeying the building due to unexplained events after hours?

Factory incentives available on all security door access and video surveillance systems. Install a door access system in lieu of re-keying and never have the problem again.

**Contact Dan Daley with Ban-Koe Systems at 612-868-9992
or dan.daley@bankoe.com for more information.
www.bankoe.com ~ Contract #SH70007**

Did You Know?

To receive contract pricing from vendors you must inform vendors you are a Shared Purchasing Solutions/Amerinet member. You must also have a Group Designation Form (GDF) signed. The GDF can be found in the contract or can be completed on our website.

Any questions regarding contracted pricing?

Contact Sue Hayman with Shared Purchasing Solutions at 800-657-4445 or 608-781-4410 or haymans@sps-gpo.com.

Wasserstrom Can Help Stretch Your Budget!



Did you know that Wasserstrom offers a 1% discount to SPS members on smallwares orders placed on-line through their e-catalog? This is another way to stretch your budget and it is available 24/7 for your shopping convenience.

To use this service, you must set up an account with Wasserstrom so they can assign an User ID and Password. If you are not ready to set up an account to take advantage of this discount program but just want pricing, call their customer service team for pricing at 800-333-9963.

With budgets tight, this might be the perfect time to review your everyday smallwares purchases. Wasserstrom can perform a cost comparison on those items you purchase locally to see if they can stretch your budget. To do so, just send Linda Worthington a list of items for pricing or check out the pricing when you log in to the e-catalog using your own USER ID and Password.

This discount only applies to smallwares orders that ship from our distribution centers. It does not apply to special order product shipping from the factory and it does not apply to equipment.

You can use our main e-catalog (www.wasserstrom.com) for product research but until you log in, you do not see Amerinet pricing.

**Contact Linda Worthington at 800-999-9277 x8839
or e-mail at lindaworthington@wasserstrom.com
Contract #VF02700**

 **wasserstrom**

KENWOOD
Listen to the Future

ProTalk® is the "Top Choice" in schools today!

Stay in Touch across your School or Campus

- **Immediate faculty and staff communication**
- **Critical teacher consultation**
- **Direct administrator messages**
- **Instantaneous automatic alarm alerts**
- **Grounds and maintenance interaction**
- **Safety & security exchanges**

Walkie-talkie radio contact is easier and more cost efficient than cell phones and have no monthly fees. Both on campus and during field trips, Kenwood ProTalk® two-way radios are designed with this in mind.

Did you know that Kenwood VHF and UHF radios work with Motorola and other major brands? Why not consider Kenwood ProTalk® when replacing or adding to your existing school district communication system.

Only Kenwood offers a two-year warranty!

APLM Distributing is an authorized stocking distributor representing Kenwood ProTalk® radios and accessories. We also supply sources for comprehensive district-wide radio communication system bids.



**For more information, contact Pat Mullaney with APLM
at 847 695-6938 or email at patm@aplmdistributing.com.
www.aplm.distributing.com
Contract # SH60003**

What is Safe Harbor?

What is the purpose of the “Safe Harbor” reports we receive from Shared Purchasing Solutions/Amerinet?

Shared Purchasing Solutions staff are frequently asked the above questions when quarterly reports titled “CFO Safe Harbor Packing Slip” arrive in the administrative offices of our member school districts. The report states: *This report provides Amerinet contract activity detail in accordance with the Medicare and Medicaid Patient and Program Protection Act of 1987.* These regulations are also known as “Safe Harbor” regulations and refer to the legal requirement that Shared Purchasing Solutions (A Division of Shared Health Services)/ Amerinet provide information contained in this report to their member organizations.

The report, provided for all Amerinet affiliate members, is of particular interest to healthcare and educational organizations that receive funding through Medicare/Medicaid.

If your organization (school district, private school or college) does not receive Medicaid/Medicare funding, you may disregard this report except as general informational data that administrators may want to review.

If your district does participate in Medicare/Medicaid funding and is currently billing for reimbursement on a fee for services basis (that is, by the number of hours of services the district provides), the billing department does not need the detail provided by the Safe Harbor report. However, if the current proposal by the federal government to move billing toward an “actual cost” basis becomes reality, districts using Medicaid/Medicare as a portion of their funding stream will need to report actual cost of services in order to be reimbursed for those costs. The “fees received” and “reported volume” (as noted on the Safe Harbor report) will provide legal documentation of actual program costs, although it will be the responsibility of the district to determine which of the reported costs relate directly to the billable (Medicaid/Medicare) portion of the program(s) offered by the district.

If you have further questions regarding this quarterly Safe Harbor report, please feel free to contact Bob Eder or Sue Hayman with Shared Purchasing Solutions at 800-657-4445 or 608-781-4410.

Why was my total utilization not reported from Amerinet?

Shared Purchasing Solutions has national contracts with Amerinet and regional contracts with Shared Purchasing Solutions. The Safe Harbor utilization report that was sent only reflects Amerinet contracts and does not include your usage of SPS contracts. If you would like a full utilization report that includes both Amerinet and SPS contracts, contact Sue Hayman at 800-657-4445 or haymans@sps-gpo.com.

The information for this summary in regard to school district use of the Safe Harbor report was obtained and provided in 2007 by Curtis Cunningham in 2007, Wisconsin Department of Health & Family Services (Phone: 608/271-6858). An additional resource for school based questions regarding Medicaid/Medicare is Matt Finale (Phone: 888/322-1006).



By: Delores Teale

FILM HIGHLIGHTS

To order videos, or to work out your in-service schedule for the whole year, contact Delores Teale between 9:00 A.M. and 4:00 P.M. at 800.657.4445 or e-mail tealed@shsc-gpo.com.

Staff Education Materials Available for Loan

As a member of Shared Purchasing Solutions, your district may reserve materials from our video and DVD library at no cost to the district (except for the cost of returning them via UPS, Fed Ex or certified USPS). The titles noted below would be particularly helpful when preparing to establish new protocol for next school year, or for “setting the scene” when meeting to review current policies and procedures.

As we reach the mid-point in second semester and spring weather, “spring-fever” can sometimes cause situations and incidents that place students and staff in dangerous situations. The Shared Purchasing Solutions library has two titles to support student/ faculty safety:

The following two items are examples of materials that are available:

Bullying Prevention: Taking Action

You can deter bullying in the school environment by understanding the behavior, learning how to deal with it and taking action.

- Learn what bullying is
- Why children are reluctant to report it
- Identify bullying and intervene
- How to deal with students involved
- Working with parents

School Crisis Planning: Intruder Drill

What should staff do if there’s an intruder on school premises? This vital program teaches staff and students to manage an intruder emergency by emphasizing the importance of prevention and preparation.

- Preparing for a drill
- Safety measures
- Holding a practice drill.

Please note that both materials are presented on the DVD in Spanish as well as in English.

Additional school specific titles are available, as well as titles addressing multigenerational work environments, stress reduction, bloodborne pathogen control measures on the athletic field and others.

To find out more about available materials or to reserve these materials for your in-service event or for preview, you may call Delores Teale, SPS in-service liaison, at (800) 657-445 or email her at tealed@shsc-gpo.com.

Welcome New Members

Appleton Area School District
School District of Sheboygan Falls
Plymouth Joint School District
Sun Prairie School District
School District of Poynette
Belleville School District



CLASSIFIEDS

For Sale:

A.O. Smith Hot Water Tank Unit Model #TJV250A—Working press:160, max temp: 210, Glass Lining

Dura Max A.O. Smith 1996 Gas Fired Hot Water Boiler Model #DW-1080511OE - BTU/HR/INPUT 1,080,000 BTU/HR/OUTPUT 885,600— Recovery capacity: 31—Max Temp 250-Voltage 120/24

PVI Industry, Inc Hot Water Tank Burner Model #R85 Natural Gas—Group 6 Primary Safety Controls—Gas Press Correction Fact 1.28

Contact Harry Heisz or Doug Gander with the North Crawford School District at 608-735-4318 for more information.

For Sale:

2 Section Stainless Steel Sink w/in-sink-erator garbage disposal
Star 256 Gas Griddle with Stand
Garland TG4 Double Stack Gas Convention Oven 80,000 BTU
Contact Kari Alvey, with the Howard-Suamico School Distract at 920-662-7702 or karialve@hssd.k12.wi.us

Each advertisement will run three months unless otherwise specified.

haymans@sps-gpo.com

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Fax 608-781-4412



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