

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

BIDS, BIDS, BIDS!

The staff of Shared Purchasing Solutions want to do all that we can to assist you in saving time and money! We hope that with this newsletter, we can share information that will accomplish our goal.

One way that we can assist you is to forward your upcoming school year bids to our contracted vendors. All you need to do is send us an electronic list of items that you would like a bid for, and we will forward your request to the SPS vendors in that category. Whether for your office supplies, paper, audio visual and computer supplies, janitorial products, or health supplies we have vendors that will bid on your listing. When the bid is completed, the vendor will return your bid to you with your Shared Purchasing Solutions/Amerinet pricing.

Forward your bid to Sue Hayman at haymans@sps-gpo.com or call with any questions that you may have at 800-657-4445.

Principle of the Month



“The goal of education is to replace
an empty mind with an open mind.”

~Malcolm Forbes

Visit us at www.sps-gpo.com

WASBO 89th State Education Convention

The 89th WASBO State Education Convention in Milwaukee was another great opportunity to connect with current members, as well as meet potential new ones.

Many member shared budgetary concerns with us, and how SPS has made a positive impact on their bottom line in several product areas.

Making connections with current and prospective vendors, is always a positive experience for our staff at WASBO. We are always striving to increase our portfolio of vendors to bring our members additional savings.

We were pleased that our presentation "How is Your School District Doing in Today's Economy," was chosen to be part of the "Idea Exchange." Many attendees were excited to learn how we can help their district save time and money. If you know of a school district that would like more information on how SPS can save them time and money, please contact us at 800-657-4445.



Sue Hayman, Marketing Coordinator-left
Bob Eder, Marketing Consultant-center
Darcy Fechner, Food Program Coordinator-right



Bob Eder, SPS (left), Pauline Boregen,
Marinette School District (right)

Did You Know?

Shared Purchasing Solutions can assist in saving your school district time and money is by performing cost comparisons with contracted vendors. Fax or e-mail invoices for products that you are currently purchasing and we will have a comparison completed by our contracted vendor. One school district realized a 50% savings on what they are currently spending through using a Shared Purchasing Solutions contracted vendor.

Send your invoices to [Sue Hayman@sps-gpo.com](mailto:Sue.Hayman@sps-gpo.com) or fax to 608-781-4412. Contact Sue Hayman at 800-657-4445 or email at haymans@sps-gpo.com with any questions that you may have.

Food and Nutrition



Audits and Cost Studies are pouring in and we're finding savings for our members!

Check out some of these savings results!

-The SPS prime vendor program found a member district in the central-west portion of Wisconsin savings in the amount of almost 14%!

-Another SPS member discovered almost 7% in overall savings with the SPS prime vendor program.



How can your district save with the SPS food and nutrition program?

- ♦ **Audits:** Not sure if you're getting the allowances, rebates, and discounted pricing offered? SPS can review your invoices to ensure you receive the maximum savings.
- ♦ **Cost Studies:** Find out if there's a comparable product that can save you money! Even better, SPS can arrange product tasting and gather the essential nutritional data for you.

LET US DO THE WORK FOR YOU!!!

Food and Nutrition



SPS now has allowances available with Upstate Farms for yogurt in pack sizes of 4/5lb, 12/8oz and 48/4oz.

Contact our office at 800-657-4445 to receive the allowance listing

Upstate Farms Nonfat Yogurt

- ◆ Extended 90-day shelf life
- ◆ No artificial colors or flavors
- ◆ Only 90 calories per 4 oz. serving
- ◆ Double calcium and Vitamin D of some other yogurts
- ◆ No high fructose corn syrup
- ◆ Live and active cultures
- ◆ Made with real fruit
- ◆ 4oz. serving equals one meat alternative
- ◆ No gluten or gelatin
- ◆ Vanilla, strawberry, strawberry-banana, raspberry, peach, and cherry-vanilla flavors
- ◆ And best of all...kids LOVE it!

Get One **FREE** Case
GENERAL MILLS to the first 1000!

Visit www.gmfoodservice.com/snacksamples to get your snacks!

Nature Valley Oats n Honey
Chex Mix Hot n Spicy
Trix Cereal Bars
Simply Chex Strawberry Yogurt

Minimize Preparation, Planning and Paperwork!
Contact Darcy Fechner Today! 800-657-4445



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.



Contract # SH-60001

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

800-421-5354

www.lakeshorelearning.com



Contract # SH-30004

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

800-808-4239

www.cdwg.com



Contract # SH-60000

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

800-334-5551

www.carolina.com



Contract # SH-80003

Reference Bid #16GBORSB and that you are a SPS member to receive a 15% discount.

800-793-7900

www.flaghouse.com

Celebrate Earth Day With Butterflies

Live butterflies are a colorful way to celebrate Earth Day while addressing multiple life science topics. Carolina Biological Supply Company has everything you need to grow healthy, beautiful butterflies right in your own classroom.

One of the most popular insects for study is the painted lady butterfly (*Vanessa cardui*), commonly found throughout North America in open deserts, fields, and roadsides. Because of this wide distribution it is often referred to as the cosmopolitan butterfly.

The linked article below will discuss the painted lady life cycle, care, and feeding. You'll see how easy it is to maintain these insects and perhaps begin thinking of creative ways to use them in hands-on activities and research projects. Click below to read more about the painted lady butterfly.

http://www.carolina.com/category/teacher+resources/classroom+activities/getting+ready+for+butterflies.do?s_cid=site_sps

Carolina Biological

Contract #SH60000

www.carolina.com

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



Did You Know?

To receive contract pricing from vendors you ***must*** inform vendors you are a Shared Purchasing Solutions/Amerinet member and have a Group Designation Form signed, which 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.

New SPS Vendor



Contract #SH70011
www.tridim.com

TRIDIM offers the finest air filter design and installation which controls the dirt and dust in buildings.

Save on your annual budget! TRIDIM'S filters last longer between changes.

Save energy! Keep your coils clean and your system running more efficiently.

Indoor Air Quality issues can lead to a decrease in building value and a decrease in productivity.

Exclusive TRI-DEK Filters

- ♦ Will save your district at least 20% in annual filter savings
- ♦ Life cycle of 18 months vs. 12 months with a pleated filter
- ♦ Contains over 20% post consumer waste. Filters qualify for LEED points

Contact for more information:

Bob Harken
763-425-8520
b.harken@tridim.com

Mel Reeves
847-695-2600
m.reeves@tridim.com





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

One of the unique benefits of being a member of Shared Purchasing Solutions is the availability of a series of DVDs appropriate for providing supportive in-service training for staff. Your district may reserve these materials at no cost (except for the cost of returning them via UPS, Fed Ex or certified USPS). The titles available would be helpful for a departmental meeting, to help provide new insights for a supervisor or experienced staff, or to help train a new classroom or playground aide, custodial staff, coaching staff and so forth.

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

Playground Safety: Supervising Our Children

Topics include:

- ◆ Identifying Playground Hazards (play surfaces, equipment, and housekeeping)
- ◆ Supervising Children (including points as “Get involved with the children on the playground and don’t use playground time as a time for socializing with other adults” and “remind children that they are never to leave the playground area without a supervising adult’s permission and without an escort”)
- ◆ First Aide (generic “best practices” overview).

The included study guide includes a Playground Safety Checklist for both playground and equipment and for children’s activities.

Slips, Trips and Falls: Taking the Right Steps

Topics include:

- ◆ Slips: wet surfaces, spills, weather hazards
- ◆ Trips: causes of trips including cables and cords, mats and rugs, obstructed view, poor housekeeping
- ◆ Falls: overview of ladder hazards, stairwell challenges, loading docks and ramps.

This is an excellent overview of safety precautions that seem like “common sense,” but that are often forgotten in our daily routine. Good both for initial training and for annual safety review. A twenty-point quiz is included in the study guide.

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

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 Member

Manitowoc Public 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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