

# The EDUCATOR

*The Power of  
Group Purchasing*

Volume 2, Issue 4/ September-October



*Serving Educational Facilities in Wisconsin, Minnesota & Iowa*

## SHARED Purchasing Solutions

 A Division of Shared Health Services

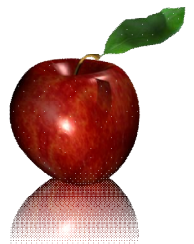
### *INTRODUCING.... SYSCO/SPS SECONDARY SUPPLIER FOOD DISTRIBUTION AGREEMENT*

SPS is excited to announce a “Secondary Supplier” food distribution agreement with Sysco. Your district may not be ready to sign a “Prime Vendor” agreement, but with our new agreement you can test drive Sysco as a distributor with a minimum of only 20% of your estimated annual food service needs.

By committing to the “Secondary Supplier” program, your district will have access to SPS member rebates, allowances and deviated pricing for the current academic year. By participating in this program you will be able to receive the benefits of the SPS/Sysco Prime Vendor Program.

Contact Jeff Schuster with SPS at 800-657-4445 or e-mail at [schusterj@sps-gpo.com](mailto:schusterj@sps-gpo.com) for more information.

## **Good things come from Sysco!**



## Principle of the Month



“People rarely succeed unless they have fun in what they are doing.”

~Dale Carnegie

**Visit us at [www.sps-gpo.com](http://www.sps-gpo.com)**

# *SPS/Amerinet Construction Support Program*

## What is the SPS/Amerinet Construction Program?

- A team of program specialists dedicated to construction/renovation and physical plant needs available to meet with facility staff, architects, designers, contractors and subcontractors for education, orientation, and engagement.
- Defined portfolio of group purchasing contracts specific to construction/renovation and interior design projects to streamline supplier identification and selection.
- Relationships with the supplier partner community at both the local and national levels provides unparalleled access to individuals with the authority to ensure success.
- Resources to support projects from pre-planning to commissioning results in up to date contract information and pricing; sales tracking and supplier reporting; post-construction life cycle value.
- Competitive bid process delivers market leading pricing from major manufacturers and distributors producing a positive impact to the project's bottom line.
- Dual or multi-source in most product and service areas means greater choice and flexibility in meeting project requirements for budget and timeline.
- SPS/Amerinet support activities provided at no cost to members.

## SPS/Amerinet Construction Support Program Features & Benefits

Your district will realize significant benefits including:

- Cost saving through SPS/Amerinet group purchasing agreements
- Time saving in supplier selections and in meeting completion deadlines
- Securing qualified vendors
- An organized plan based on specific needs
- Coordinated team effort
- National experience combined with regional presence

Using the same team for preconstruction and construction phases of your project provides maximum continuity of services with you in control. The SPS/Amerinet comprehensive program is designed to meet all requirements of your construction project, including:

- Strategic planning
- Master planning and programming
- Preparation of all design and contract documentation
- Selection of equipment and furnishings
- Acquisition services
- Asset management

*For your next renovation or construction project, let SPS/Amerinet provide you with a quality construction program from start to finish.*

*For more information contact Joan Hauser, Marketing Consultant  
at 800-657-445 or at [hauserj@sps-gpo.com](mailto:hauserj@sps-gpo.com)*

# Good News from Carolina Biological!



Carolina Biological has streamlined their ordering process. It is no longer necessary to reference proposal #P/106314 or to order directly through Elizabeth Stanfield. You may order directly through customer service at 800-334-5551.

SPS members receive a 10% discount on their orders; large bulk orders may be eligible to receive even better pricing options!

For more information regarding Carolina Biological, contact Elizabeth Stanfield at 800-334-5551 or email at [Elizabeth.stanfield@carolina.com](mailto:Elizabeth.stanfield@carolina.com)

**Contract #SH60000      [www.carolina.com](http://www.carolina.com)**

# **FLAGHOUSE®**

FlagHouse is a premier global supplier of resources for *Physical Education and Recreation*. The company enjoys a long history and reputation for innovative products that enhance the quality of life for people of all ages and abilities, accompanied by excellent customer service and support. Well into its sixth decade, this closely-knit, family-run company continues to reinvent itself to meet the needs of its customers.

FlagHouse values the relationships that it has built throughout the years—with its dedicated and highly skilled staff members, esteemed partners, hundreds of suppliers, and tens of thousands of customers. The company's commitment to making a difference in the lives of others, and to excel in all it does, will continue to drive its growth and success for many years to come.

**Contact Anthony Diamanti at 800-793-7900 x7538  
or [anthony.diamanti@flaghouse.com](mailto:anthony.diamanti@flaghouse.com)**

**Contract #SH80003      [www.flaghouse.com](http://www.flaghouse.com)**

**Don't forget to reference Bid # 16GBORSB and  
#18XBRUKB for Special Populations!**

# In the News...



There have been newspaper articles around the state regarding schools that have had to postpone classes regarding mold issues. SPS has solutions that can assist in the reduction and elimination of mold spores.

Arc-Ion manufactures Active Oxygen Systems that will kill bacteria, viruses, mold and organic odor. Test results have shown that Arc-Ion kills 99% of bacterial and viral pathogens in treated spaces.

To learn more about Arc-Ion contact Jim Daughtery at 800-214-9309 or e-mail at jimd@arc-ion.com.



Contract SH70012  
[www.arc-ion.com](http://www.arc-ion.com)

## ***Congratulations to the following SPS Members***



### **Newsweek Magazine Selects America's Best High Schools**

- ◆ Arrowhead High School, Hartland, Wisconsin
- ◆ Eau Claire Memorial, Eau Claire, Wisconsin
- ◆ Greendale High School, Greendale, Wisconsin
- ◆ Kettle Moraine High School, Kettle Moraine, Wisconsin
- ◆ Marshfield High School, Marshfield Wisconsin
- ◆ Middleton High School, Middleton, Wisconsin

# NEW CONTRACTS

## **Evans & Paul LLC - VH10720**

Evans & Paul is a leader in the solid surface industry. With over 30 years of experience delivering innovative solutions for commercial applications, Evans & Paul can expertly design manufacture, and install the innovative solid surface solutions created specifically for your facility and application.

## **NSS Enterprises, Inc. - VH10657**

NSS Enterprises is a privately owned and operated full line floor care equipment company. NSS provides high quality, heavy-duty commercial and industrial floor care equipment. Products carried are auto scrubbers, burnishers, floor machines, sweepers, wet/dry vacuums, carpet vacuums, and carpet extractors.

## **Tennant Sales and Service - VH10658**

The Tennant Company is a leading provider of commercial and industrial floor cleaning equipment. They offer equipment, service, and repair. Products included are: Rider sweepers, rider scrubbers, outdoor cleaning machines, automatic floor scrubbers, floor polishers, burnishers, tank vacuums, automatic sweepers, carpet vacuums, carpet extractors, back pack vacuums, restroom cleaners, mobile service and repair.

## **Fort Hill Associates, LLC - VH10661**

Fort Hill Associates is a full-service contract audit consultancy. Fort Hill engages as the owner's advocate in the construction project process, specializing in pre-construction contract evaluation and construction phase audits. Fort Hill Associates empowers the owner with greater fiscal control and understanding of their construction contracts. The process provides optimal confidence that their fiduciary responsibilities are being fulfilled. Products included are pre-construction contract review, in-process construction contract audit, closeout construction contract audit, educational seminars, and lessons learned analysis.



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](mailto:tealed@shsc-gpo.com).

## In-Service Library

As a member of Shared Purchasing Solutions, your district has access to a library of approximately 30 DVD's and videos that have a range of topics to meet the needs of your school district. Several of our titles are in the category of "School Specific." Titles such as "**Playground Safety: Supervising Our Children**" and "**Administering Medication to Students**" fit into that description. However, we also have several topics that address personnel and management concerns in every employment environment. Titles such as "**Working With You is Killing Me**" and "**Generations MEET for Respect**" are valuable for sharing with all staff, but might also be useful for administrative staff to view while developing management tools for use in the district.

There is no cost to reserve these materials except for the cost of returning the materials via a traceable means such as UPS or Fed Ex. By accessing the library listing, you will not be opening yourself to ads, pop-ups, or pressure to add your email to yet another spam account! Your library use information is not sold to another party; we use the membership information we already have only to facilitate filling your reservation request.

To view all titles and descriptive information, as well as to make reservations for materials you might like to review, go to the Shared Purchasing Solutions website: [www.sps-gpo.com](http://www.sps-gpo.com). Select the drop down Menu for "Services" and access "Educational Offerings." Click on "In-service Library." Follow the link to access the library listing. You will need your In-Service Library (Shared Health) ID number to access the reservation site. If you do not already have your In-service Library ID number, please call Sue Hayman, SPS Marketing Coordinator, or Delores Teale, Library Liaison, at 800-657-4445.

**Do you have ideas for in-service materials you would like us to add to the library?? Perhaps you have seen materials you would like to order, but that are too expensive to fit in your budget at this time. Our goal is to help *share solutions* for school districts!! Contact Sue or Delores with your ideas and suggestions, and we will see what we can do to locate materials that meet your needs and interests!**

**To arrange for use of any of these materials, please call Delores Teale at Shared Health Services/Shared Purchasing Solutions, 608-781-4410 or email her at [tealed@shsc-gpo.com](mailto:tealed@shsc-gpo.com).**



# IMPORTANT



*To take advantage of all the benefits that your district can receive as a SPS member, pass on 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 that you are an SPS member to receive 3% discount & free shipping.

800-421-5354

[www.lakeshorelearning.com](http://www.lakeshorelearning.com)



Contract # SH-30004

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

800-808-4239

[www.cdwg.com](http://www.cdwg.com)



Contract # SH-80003

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

800-793-7900

[www.flaghouse.com](http://www.flaghouse.com)

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 or Joan Hauser with Shared Purchasing Solutions at 800-657-4445 or 608-781-4410.

# Welcome New Members

Winneconne School District  
Portage School District  
Sauk City School District  
Bangor School District



## CLASSIFIEDS

### For Sale:

2006 Ford Econoline E350 Van with Handicapped Accessibility. Super duty extended cargo van.  
Engine: 5.4 L V-8  
Exterior Color: Dark Blue  
Interior Color: Gray  
Miles: under 28,000  
Price: Minimum offer \$20,000  
Lift: Braun Paratransit package C  
Roof: Executive top raised roof.  
Options include insulation package and rear seat area AC  
For appointment to view, contact Mark Egger at 608-635-4347 ex. 302 or [megge@poynette.k12.wi.us](mailto:megge@poynette.k12.wi.us).

### 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 District at 920-662-7702 or [karialve@hssd.k12.wi.us](mailto:karialve@hssd.k12.wi.us)

Each advertisement will run three months unless otherwise specified.

[haymans@sps-gpo.com](mailto:haymans@sps-gpo.com)

Shared Purchasing Solutions  
2635 Hemstock Street  
La Crosse, WI 54603  
Fax 608-781-4412



### Wade E. Turner

Executive Director  
[turnerwe@shsc-gpo.com](mailto:turnerwe@shsc-gpo.com)

### Joan Hauser

Marketing Consultant  
[hauserj@sps-gpo.com](mailto:hauserj@sps-gpo.com)

### Darcy Fechner

IT Specialist/Food Program Coordinator  
[fechnerd@shsc-gpo.com](mailto:fechnerd@shsc-gpo.com)

### Jeneen Ablan

Marketing Director  
[ablanj@shsc-gpo.com](mailto:ablanj@shsc-gpo.com)

### Sue Hayman

Marketing Coordinator  
[haymans@sps-gpo.com](mailto:haymans@sps-gpo.com)

### Delores Teale

Executive Assistant  
[tealed@shsc-gpo.com](mailto:tealed@shsc-gpo.com)

### Melissa Holtan

Business Manager  
[holtanm@shsc-gpo.com](mailto:holtanm@shsc-gpo.com)

### Jeff Schuster

Nutrition Services Manager  
[schusterj@sps-gpo.com](mailto:schusterj@sps-gpo.com)

### Wendy Hillertz

Business Support/Development  
[hillertzw@shsc-gpo.com](mailto:hillertzw@shsc-gpo.com)

Shared Purchasing Solutions ~ 2635 Hemstock Street ~ LaCrosse, WI  
608-781-4410 ~ 800-657-4445

[www.sps-gpo.com](http://www.sps-gpo.com)