

The EDUCATOR

*The Power of
Group Purchasing*

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Serving Educational Facilities in Wisconsin, Michigan, Minnesota & Iowa

SHARED
Purchasing Solutions

 A Division of Shared Health Services

It's Not What You Pay... What Does it Cost?

Have You Ever Wondered...

- How GPOs replace the need to bid out purchases?
- How does a line item bid work with very detailed specifications?
- Can a monetary amount be placed on support and service?

National Trends in K-12 Procurement Policy

- An individual district's RFP can add as much as 6% to contracted pricing due to district and vendor costs.
- Other states require districts to use consortium contracts rather than individual RFPs.
- Review overall cost of bid, rather than each item.

Change...It Isn't Always Easy... We're Here to Help

- SPS prime vendor food program meets DPI/USDA bid requirements.
- SPS agreements provide flexibility of choice.
- SPS contracted vendors provide enhanced pricing, expertise, specifications and quotes.
- SPS provides audit reviews.

Principle of the Month



"You can always tell luck from ability by its duration."

~Anonymous

Visit us at www.sps-gpo.com

It's a New Year!

The top priority of SPS is serving our members, and with our new data base in place, we are able to send our districts quarterly reports of their utilization. We are excited about this new feature that will keep our membership updated on a regular basis.

Please keep in mind that you can request a business review with SPS at anytime. Contact us at 800-657-4445 if you would like to schedule a meeting.

91st State Education Convention

Creating New Possibilities

Shared Purchasing Solutions will again be exhibiting at the 91st Joint State Education Convention in Milwaukee on January 18th and 19th. If you are planning to attend this convention, we invite you to visit our booth (#303) to register for a one year membership valued at \$200. This exclusive drawing will be for members only.

ASBO 2011



SPS was chosen to be a presenter at the 2011 ASBO Conference in Seattle. In addition to presenting "Centralized Purchasing and your Bottom Line," we also exhibited at the vendor show.

Joan Hauser, Left
Sue Hayman, Right

NEW CONTRACTS

Please Let us Know if You Would Like to be Connected to These Contracts:

Cambro Manufacturing Company VF-10164

Significant savings on their line of pellet base plate heaters, domes, bowls, tumblers, disposable lids, tray racks, cup racks, meal delivery trays, tray carts and beverage carts.

CarrierSales.com VH-10871

Telecommunications assessment including: hardware, technology review, billing and term contract inspections, service provider appraisals, and access to internet/data/voice telecommunications.

C&T Design and Equipment Company VF-10162

Design services and a complete line of foodservice equipment. C&T consultants are prepared to identify potential solutions for even the most challenging foodservice applications and installation requirements.

Foreman Group VH-10853

Architectural, design, construction services, roofing services, and construction document review services.

Lightspeed Technologies SH-30005

The trusted provider in classroom audio technology. Sound field classroom audio systems improve student achievement.

PAETEC Communications AS-10142

Network and data access, managed services and consulting, financing and support.

Progressive Roofing VQ-10252

A full service roofing installation and maintenance company. Progressive can provide nearly any type of roof system and no job is too large or too small. Authorized roofer with Tremco.

SCA Tissue North America, LLC VH-10850

Industrial paper to include: towels, tissue, wipes, napkins, and dispenser products,

Southern Computer Warehouse VH-10863

Full portfolio of products and services, including technology from industry leaders such as Hewlett Packard, Dell, Microsoft, Cisco, NEC, Samsung, and Fujitsu.

Wells Fargo Equipment Finance AS-10169

Equipment leasing, financing, and consulting services.

World Centric VF-10161

Compostable food service disposables.

The MarketBasket

Culinary Information for the Education Market



NSLP NEWS & VIEWS

School Nutrition Association Releases “State of School Nutrition 2011” *Nation Survey Shows Healthy Trends Taking Root in School Cafeterias*

NATIONAL HARBOR, MD, – A new national survey of school foodservice directors shows that students heading back to school this fall will find more fresh fruits and vegetables, whole grain options and locally grown foods in school cafeterias. School Nutrition Association (SNA)’s “School Nutrition Operations Report: The State of School Nutrition 2011” finds that more than 69% of the 1,294 directors surveyed consider implementing recently proposed nutrition standards for school meals, which require more of these healthy options, to be their top concern.

Results show limited funding and cost of food were also pressing issues for school nutrition programs. Yet despite the challenges presented by new, complex nutrition standards and tight budgets, The State of School Nutrition 2011 reveals school cafeterias nationwide have made dramatic progress in improving the quality of the meals served to nearly 32 million children every school day:

- Nationwide, nearly every school district offers fresh fruits and vegetables (98%)
- Whole grain foods have become readily accessible (97%)
- 89% of school districts offer salad bars or pre-packaged salads
- About two-thirds provide vegetarian meals (63%)
- Virtually all districts offer fat-free or 1% milk (98%)

School nutrition programs are also working to bring more locally sourced foods into schools, with nearly half (48%) of respondents offering locally sourced fruits and vegetables (up from 37% in 2009). School districts are working to help connect and educate students on the foods grown in their region, with 32% involved in farm to school initiatives and another 41% interested in or planning to implement these initiatives. Results also reveal the trend toward school gardens, with 21% of districts confirming to have a school garden and another 37% interested in or planning to implement these programs.

“From spinach to strawberries and pears to pumpkin, school nutrition professionals are constantly working to offer students more fruits and vegetables, and often they are partnering with teachers, farmers and chefs to teach kids about the importance of healthy choices at school and at home,” said Helen Phillips, SNS, president of the School Nutrition Association and Senior Director of School Nutrition for the Norfolk Public Schools (Virginia). “Schools face funding and regulatory hurdles as they work to meet proposed new nutrition standards for school meals, but State of School Nutrition 2011 shows that school nutrition professionals are rising to the challenge.”

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NSLP NEWS & VIEWS

School Nutrition Association Releases “State of School Nutrition 2011” *Nation Survey Shows Healthy Trends Taking Root in School Cafeterias*

~Continued

Results reveal nutrition education in the classroom is underway in 57% of surveyed school districts with another 31% planning or interested in implementing these programs. Additionally, nearly 9 out of 10 districts (89%) involve students in taste-testing new menu items with 35% reporting students test all or most of the new choices.

The report also found that at least 94% of districts prepare some of their entrees or sides from scratch. Of those that prepare items from scratch, more than 64% prepare at least a quarter of their entrees from scratch and more than 71% prepare at least a quarter of their side dishes from scratch – both results indicating an increase from 2009.

Short lunch periods continue to challenge school nutrition professionals who want their students to have enough time to finish their meals. The typical lunch period length has remained unchanged since 2009, with a median of 25 minutes reported for elementary schools and 30 minutes for middle and high schools.

The State of School Nutrition 2011 covers demographics and operational parameters, programs and policies, breakfast and lunch service types, food safety measures, foodservice budget issues, marketing and customer service and pressing concerns.

The survey was conducted in spring of 2011. Copies of the full report can be ordered from the School Nutrition Association's online bookstore at <https://my.schoolnutrition.org/productcatalog/product.aspx?ID=7010>

Basic Hand Equipment Safety Rules

- ◆ Use the right knife for the job.
- ◆ Do not grab falling knives. When a knife starts to fall, jump backward to get out of the way.
- ◆ Always carry a knife with the tip pointing downward and with the cutting edge turned away from your body.
- ◆ Never talk with a knife in your hand. If you should start to gesture with the knife, serious consequences could develop.
- ◆ When cutting with any knife, always cut away from your body.
- ◆ Never reach into soapy water in search of a knife.
- ◆ Use a cutting board at all times. Never cut on metal.
- ◆ Knives should never be placed in drawers. They should always be placed in a rack for proper storage.



MEMBERSHIP DETAILS

Shared Purchasing Solutions is pleased to announce that our membership in the SPS/Sysco Prime Vendor program has exceeded 60 members with the addition of Boscobel Area Schools, Cassville Public Schools, Cochrane-Fountain City School District, Columbus School District, Freedom Area School District, Goodman Armstrong Creek School District, Iola-Scandinavia School District, Lac du Flambeau Public Schools, Newman Catholics Schools, Oaklawn Academy, Regis Catholic Schools, River Ridge School District, Rosholt School District, School District of Auburndale, School District of Cassville, School District of Crandon, School District of Owen-Withee, School District of Florence County, and St Rose School, Walworth Joint School District #1.

WELCOME ABOARD!

*You're Smart about your menu choices.
LiveSmart Schools™ can help you get the word out!*

Let students, parents and the school community know what you're doing to ensure a healthier approach to school foodservice. With LiveSmart Schools™ from Schwan's, it's simple. Just use the ideas in our PR kit and soon the word will get out.

To help communicate the right message, Schwan's Food Service has provided:

- Media interview tips and training
- Fact sheets on the HealthierUS School Challenge and Alliance for a Healthier Generation
- ◆ Pre-produced press releases
- ◆ FAQs

The PR materials are designed as an easy way for you to manage the messaging around your school foodservice program. And the materials are also available via online downloads. If you have questions or need further information, please visit livesmartschools.org or call 1-877-302-7426.



By: Delores Teale

FILM HIGHLIGHTS

In-Service Library

Do you know that Shared Purchasing Solutions has a lending library for school district. The following materials have been added to our library at the request of some of our members:

Administering Medications To Students: A “how-to” from routine to emergency; standard medical and documentation practices including oral medications, EpiPens, inhalers, and so forth. 14 minutes

Bloodborne Pathogens in Athletes: For coaches, trainers and anyone who works with student athletes. 14 minutes

Bullying Prevention: Understanding the behavior; how to deal with it; taking action. 14 minutes

School Bus Drivers/Dealing with Young Riders: Understanding behavior and showing concern may prevent negative incidents inside the bus. 36 minutes

Buildings and Grounds/Avoiding Slips, Trips and Falls: One of the leading causes of on-the-job fatalities; includes prevention techniques; wet surfaces and poor weather; ladders and housekeeping. 18 minutes

School Crisis Planning/Intruder Drill: What should staff do if there’s an intruder on school premises? 14 minutes

Crisis Preparedness for Schools: Help staff develop a proactive, organized and well thought out plan for any emergency situation. 18 minutes

Playground Safety/ Supervising Our Children: Focuses on playground dangers and supervision techniques. 15 minutes

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. 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 ID number to access the reservation site.

If you do not already have your In-service Library ID number or you would like additional information about using the library, please call Delores Teale, Library Liaison, or Sue Hayman, SPS Marketing Coordinator, at (800) 657-4445.

Welcome New Members

Beecher-Dunbar-Pembine School District
Columbus School District
Dodgeland School District
Goodman-Armstrong Creek School District
Iola-Scandinavia School District
Lac du Flambeau Public Schools
Newman Catholic Schools
Oaklawn Academy
Rosholt School District

School District of Cassville
School District of Crandon
School District of Florence County
School District of New Berlin
School District of Owen-Withee
St. Rose School
Tomah Area School District
Waunakee Community School District
Wrightstown Community School District



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