



Southwestern Ohio Educational Purchasing Council



About the EPC

SHARED SERVICES FOR OVER 50 YEARS

The Southwestern Ohio Educational Purchasing Council (EPC) is a council of governments with over 50 years of shared services experience, pooling the purchasing power of 235 Ohio School Districts.

Starting with 13 school districts in Montgomery and Greene counties, the EPC today represents 235 school districts and boards of developmental disabilities in 39 counties, with a combined buying power of more than \$600 million.



Shared Services



Through cooperative purchasing, the EPC provides members access to low prices available only to high-volume buyers—economical prices not possible for schools purchasing on their own.

EPC's competitive bidding process gives small school districts that join the EPC the same purchasing clout as Ohio's largest school districts.

The EPC - with the help of qualified volunteers from member districts -- researches and develops product specifications and puts them out for bid, saving the personnel of each member the time -- and money -- of having to do the work themselves



Our Purchasing Programs

AEPA – State Bid Contracts	Audio Visual/Technology	Automated External Defibrillators
Carpet Tiles	Classroom & Office Supplies	Custodial Supplies & Air Filters
Drug & Alcohol Testing	Energy Savings Programs	Federal Commodities/USDA
Food Service	Furniture	LED Lighting, Lamps & Ballasts
Liability, Fleet & Property Insurance	Library Books	Medical/Clinic Supplies
Paints	Paper	School Buses
Transportation Supply/Bus Camera	Utilities – Electricity & Natural Gas	Vehicles – Trucks & Vans



AEPA Programs

- A local agency in your state manages the contract.
- Avoids duplication & expense of the bid process.
- Volume Contracts based on 27 State Participating
- Attract and leverage national vendors

Administrative Software	Athletic Equipment & Supplies	Athletic Field Turf	Athletic & Recreational Lighting
Classroom & Instructional Supply Catalog	Copiers	Custodial Catalog	Furniture Catalog
Hardwood & Synthetic Flooring	Industrial Arts & Career Tech Supplies Catalog	LED Lighting	Maintenance, Repair & Operations
Mobile Learning Solutions	Office Supply Catalog	Roofing & Building Envelope	Scoreboards & Marquee Signage
Technology Catalog	Track & Court Surfaces		



OCEPC

Ohio Council of Educational Purchasing Consortia

Southwestern Ohio EPC Vandalia OH	META Solutions Columbus OH	Ohio Mid-Eastern Regional Education Service Agency Steubenville OH
Ohio Schools Council Independence OH	Stark County Schools Council of Governments Canton OH	Unified Purchasing Cooperative Cincinnati OH





Automated External Defibrillators (AEDs)

- Cost is 10% below State Pricing
- 90% of Emergency EMS in Ohio uses Physio Control brand
- No taxes or shipping costs
- Fully automated – no shock button to press!
- Lowest cost to maintain with replacement batteries & electrodes
- Escalating energy to 360 joules – same as Ohio EMS & Hospitals
- Price includes delivery and in-service training
- Trade-In of current LifePak 500 & other devices accepted
- Longest Warranty in the industry





Audio Visual/Technology



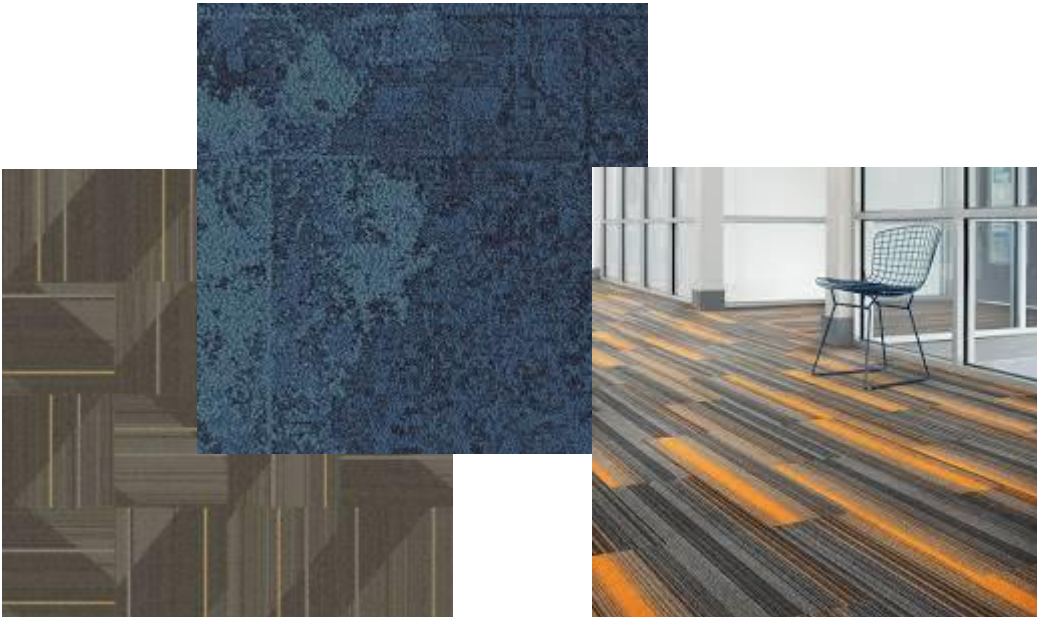
Discounts on majority of items on their website and/or catalogs.
Call for quotes.





Carpet Tiles

Interface®



Interface Carpet Modular Tiles are available in many styles. Easy to replace single squares instead of entire carpet.



Classroom & Office Supplies

- ✓ All district purchases from this contract earn .5% rebate from the EPC
- ✓ Additional discounts on catalog/website items not included on spreadsheet
- ✓ Still only \$50 Minimum per order
- ✓ Orders can be packed by Classroom (or grade, building, etc) with \$50 minimum each
- ✓ You can still use your AEPA discount on non-epc items with School Specialty





Custodial Supplies



Categories Include:

- Batteries
- Cleaners/Disinfectants
- Facial Tissues
- Gloves
- Hand Towels
- Paper Towels
- Toilet Tissue
- Trash Cans
- Trash Liners

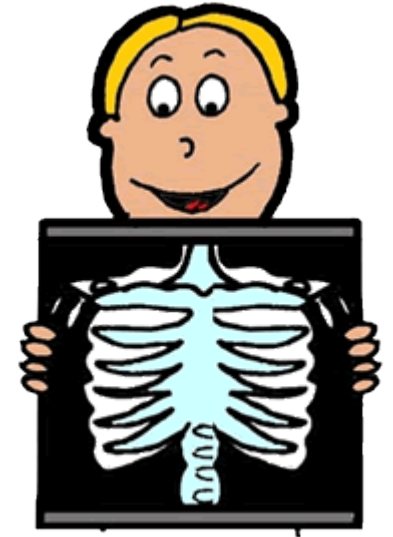
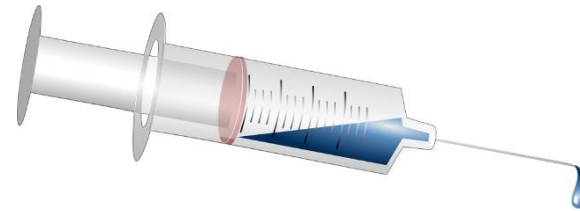




Drug & Alcohol Testing/Physicals

The EPC has agreements with 11 Drug & Alcohol Testing Vendors in the EPC Member area for:

- Drug Screenings
- Alcohol Testing
- T8 Physicals
- Flu, Tetanus & Hepatitis B Shots
- Pulmonary Functions Tests
- X-rays and more!





USDA/Federal Commodities

Your Source for Effective USDA Foods Management

Since 1994, the SWEPC Commodity Cooperative has been helping school districts manage the purchasing process of USDA Foods and commercial products by making the entire process simpler and more cost-effective. We began as a co-op of 14 school districts and we now serve over 600 districts throughout Ohio. The size of our member-run organization and our powerful business management tools enable SWEPC members to:

- **Maximize entitlement dollars**
- **Realize significant volume discounts and rebates**
- **Meet all USDA and state bid regulations**
- **Offer convenient school delivery at the lowest cost**
- **Ensure a seamless flow of USDA Foods and commercial products**
- **Easily plan menus, order products, and monitor inventories**
- **Provide networking opportunities and share best practices**

As a SWEPC member, you have a wide variety of resources and customizable tools available to help you make the most of your USDA Foods and commercial products. SWEPC membership brings confidence: knowing your schools get the right products, realize the best pricing and have access to the most effective systems for managing their foodservice products.



EPC Food Service Program



Shared Bid = Saving Money

This year's commercial food bid will represent over 1,000,000 Ohio Students and will be shared by 5 Ohio Co-Ops.

- Southwestern Ohio Educational Purchasing Council
- Stark County Council of Governments
- META Solutions
- Ohio Mid-Eastern Regional Educational Service Agency
- Ohio School Council



EPC Food Service GFS Prime Vendor Rebates

School Districts that sign a Prime Vendor Agreement with the EPC & Gordon Food Service are eligible for a Rebate:

- Prime Vendor Agreement: 90% of purchases **must** be with GFS. (Includes commodities, grocery, can liners, disposables, paper, small wares & chemicals. It does NOT include fresh bread, fresh produce and fresh milk.) [Those districts that abide by their Prime Vendor Agreement will receive a 2% Volume Rebate from EPC & GFS.](#)
- Prime Vendor districts are also eligible for a [½% quick pay incentive](#) on total purchases if you maintain an average days outstanding of 10 days or less.
- Prime Vendor Participating Members also get 3% off non-bid items.



EPC Food Service Sysco Prime Vendor Rebates

School Districts that sign a Prime Vendor Agreement with the EPC & Sysco are eligible for a Rebate:

- Prime Vendor Agreement: 85% of all available broadline distribution purchases **must** be with Sysco. [Those districts that abide by their Prime Vendor Agreement will receive a 2% Volume Rebate from EPC & Sysco.](#)



EPC Food Service Programs

The EPC Food Service Program includes:

- Commercial Food
- Dairy Products (Milk)
- Bakery Products
- Produce
- Ice Cream
- Paper/Plastics
- Small Wares & Chemicals
- Custodial
- Kitchen Equipment





EPC Food Service – What makes us *Special*

- ❖ EPC Food Service Dropbox – One stop to get anything you need. All pricing, documents and more can be found here.
- ❖ EPC Food Service Google Group – Ask fellow EPC Food Service supervisors their opinions, bounce ideas off of each other, share information, etc.
- ❖ Everything is member-driven! We have multiple meetings, food tastings, food shows, email communications all year long!



Classroom & Office Furniture



We provide a list of Furniture Manufacturers and the percentage of discount off of list price.

MANUFACTURERS	Friends Office	K-Log	Kurtz/ John R. Green	School Outfitters	School Specialty	The Library Store	Tom Sexton & Assoc
Abco			50%				
AIS	40-50%						
Alera	40-50%	37%					
Allied Plastics		See Notes					
Allsteel	40-50%						
Alumni				47%			
AmTab		See Notes	30%	29%			
Angeles				12%			
Artco-Bell							35-46%
Balt	40-50%	See Notes	40%	42%	34%	25%	35-42%
Basyx	40-50%		44%				
Best Rite	40-50%	See Notes	41%	42%	34%	25%	35-42%
Bestar		46.80%					
Biofit				30%			



Lamps & Ballasts

Choice of 2 Vendors

Becker Electric Supply

City Electric Supply





Arthur J. Gallagher & Co.

Liability, Fleet & Property Insurance

Our program is a protected self-insurance risk management program that gives districts long-term stability in premiums, as well as broader coverages and increased limits.

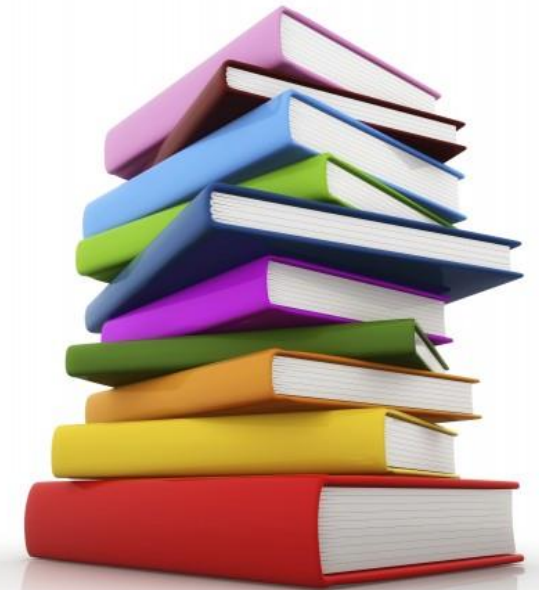
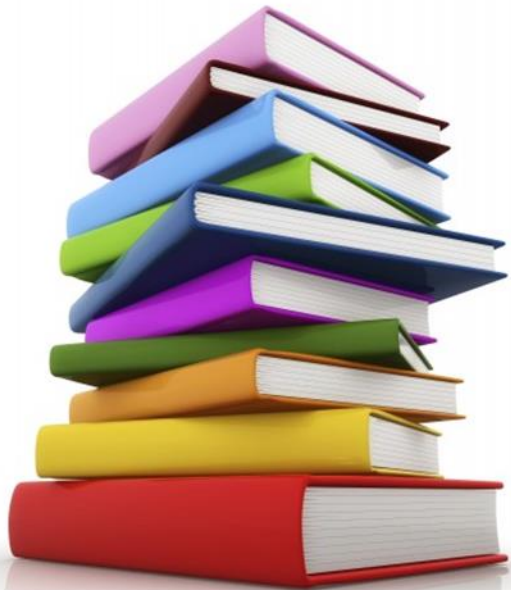
Lines of Coverage Provided

- Property and related coverages
- General Liability
- Auto Liability & Physical Damage
- Excess Liability
- Crime
- Boiler & Machinery
- Employee Benefit Liability
- Bonds – Treasurer/Life Safety/Notary Public
- Student Accident
- Sexual Abuse and Molestation
- Pollution Legal Liability
- Fiduciary Liability (optional coverage)
- Cyber Liability (optional coverage)



Library Books

Vendors are providing discounts in addition to what they normally made available to school districts. Companies that did not provide additional discounts were rejected by the committee. Listed discounts apply to the vendor's current catalog prices. Not the publishers list prices.





Medical/Clinic Supplies



Our Medical Supply Committee is made up of School Nurses. So the items chosen are both an excellent brand and an excellent price!





SHERWIN-WILLIAMS.

Paints



Types of Paints include:

- Interior
- Exterior
- Primers
- Industrial

Specialty Paints Include:

- Field Marking
- Breakthrough
- Dry Erase Board
- Chalk Board
- Gym Floor Coating
- Pool Paint



Copy Paper

Current 8 ½ X 11 White Copy Paper Per Case (Through June 30, 2019)

Office Depot Boise 273646 \$34.99/Case	Sterling Paper Boise School 055235 \$31.60/Case \$31.28/Case if paid net 30 days	Veritiv Comet 92 10465123 \$31.55/Case \$31.23/Case if paid net 30 days
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Passenger Vans

Your choice of 8 or 10 Passenger Vans.

*Only Ford Vans are available for 2019.
Chevy is not currently making 8 or 10 Passenger vans.



 BeauTownsend



Pickup Trucks

1 Ton and ¾ Ton
Ford Trucks are available



Southwestern Ohio EPC - Cooperative Vehicle Purchasing Program					
2019 3/4 Ton Pick Up Truck - Long Bed, 4WD					
Pricing Valid until 2019 Build Date Ends - Approx April/May					
Beau Townsend Ford					
				BASE UNIT PRICE:	\$27,250
				Delivery (in days)	180
				Indicate City/State of Manufacturer:	Louisville KY
				Make/Model:	FORD F-250
				Delivery charge per mile, per vehicle	\$0
				Minimum Delivery Charge:	\$0
				List Standard Paint Colors:	White, Black, Blue, Silver, Magnetic Red, Red, Stone Grey, Green, Green Gem, Orange, Yellow, Vermillion Red
Pricing below is IN ADDITION to Unit Price. Please Indicate STD if item is Standard and included in above price.					
Line No.	Standard Specification Items	Minimum Requirements	Order Code	Additional Cost	Addl Info/ Exceptions:
Powertrain:					
1	Engine Type (Liter/ Cylinder)	3.6L, V6	996	STD	6.2L/ V-8
2	Diesel Option		99T	9,120	6.7L
3	Horsepower (Net HP)	280			385HP
4	Transmission	Automatic			6-SPD
5	Locking Differential	Manufacturer Standard	X3E	\$390	E-LOCKER
6	Alternator (amps)	Manufacturer Standard			157 AMPS
7	Battery (CCA)	Manufacturer Standard			650CCA
8	Cooling System	Heaviest Duty Available		STD	



EPC Bus Purchasing Program

- The EPC will publish the Legal Advertisement on behalf of all member districts
- Bid Results are in Excel Format so you can compare pricing side-by side from each bus vendor.
- You can build your bus how you wish – the bidding spreadsheet contains all available bus options!
- Vendors offer “Stock Units” that are in stock and ready for immediate purchase.





EPC Bus Purchasing Program

Pricing is sent to you electronically in Excel

SOUTHWESTERN OHIO EPC 2018-19 CONVENTIONAL BUS BIDS								
	Rush	Cardinal	Myers	Ohio CAT	Cardinal	Myers	Ohio CAT	Rush
Bus Passenger Size (Conventional)	71/72	72	72	72	78	78	78	77/78
Base Bid	\$78,550	\$77,864	\$79,229	\$79,170	\$79,573	\$80,772	\$81,904	\$79,450
Model	IC	BBCV 3303	311TS	311TS	BBCV 3507	341TS	341TS	IC
Special Discounts	N/A	N/A	-	N/A	N/A	-	N/A	N/A
Engines Available	xxxx	xxxx	xxxx	xxxx	xxxx	xxxx	xxxx	xxxx
Must Contact vendor to insure availability	xxxx	xxxx	xxxx	xxxx	xxxx	xxxx	xxxx	xxxx
Compressed Natural Gas Engine Choice (CNFG) (list any additional required items at end of sheet)	N/A	\$32,000	\$31,785	\$31,600	\$32,000	\$31,785	\$31,600	N/A
Gasoline Engine Option (list any additional required items below at end of sheet)	-\$3,200	-\$2,600	N/A	N/A	-\$2,600	N/A	N/A	-\$3,200
Propane Engine Choice (list any add'l required items below)	\$4,800	\$7,000	\$8,446	\$8,150	\$7,000	\$8,446	\$8,150	\$4,800
Hybrid Engine Choice (list any add'l required items below)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Cummins ISB 200hp @ 520# ft 2500PTS (10)	STD	-\$900	STD	STD	-\$900	STD	STD	STD
Cummins ISB 200hp @ 520# ft 3000PTS (10)	\$4,200	N/A	\$3,125	\$3,610	N/A	\$3,125	\$3,610	\$4,200
Cummins ISB 220hp @ 520# ft 2500PTS (10)	\$250	-\$70	\$990	N/A	-\$70	\$990	N/A	\$250
Cummins ISB 220hp @ 520# ft 3000PTS (10)	\$4,450	N/A	\$4,115	N/A	N/A	\$4,115	N/A	\$4,450



Transportation Supplies

11 Vendors which provide Alternators, Auto Batteries, Fluids, Bulbs/Lamps, Seat Covers/Foams, Tires and Digital Surveillance Systems.





Utilities

Electricity



Natural Gas





30th Annual EPC Educational Vendor Fair

Reasons to Attend:

- Meet Current & Potential Vendors
- Product Samples, Information & Demonstrations
- Taste the latest & greatest in school food service
- Free Meetings & Seminars
- Win door prizes & meeting drawings throughout the day

***Mark your Calendars!
July 31, 2019 @Nutter Center***



Please contact us if you have any
questions or need assistance:

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