



Southwestern Ohio Educational Purchasing Council

The EPC currently serves 235 members (37 counties in Ohio and 2 in Kentucky).
 As a member of the EPC you will have access to discounts on products and services from the area’s top vendors.

EPC Purchasing Programs

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

Below are some examples of EPC membership benefits:

AEPA - The members of the EPC along with 27 other states join together to increase the purchasing power of member school districts. The contracts obtained through this association will offer the best prices on quality products and premier services based on the needs of over 35 million students in this national effort. Purchasing areas include: 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, Playground Recreation Structures, Roofing & Building Envelope, Scoreboards/Marquee Signage, Technology Catalog, Telescopic & Stadium Seating and Track & Court Surfaces.

Audio Visual – Items include Interactive Boards, A/V Carts, Camcorders, Cameras, DVD Players, Laminators, MP3s, Projectors, Student Response Systems, Televisions, Visual Presenters and more.

Hamilton Buhl AV Cart (PC1642E)		Dell XPS 15 Touch, 15.6” Screen	
	Retail Price	EPC Price	
	\$164	\$98	
			EPC Price
			\$2,910
			\$1,889

Automated External Defibrillators (AEDs) – AEDVentures/Lifeservers Inc offers Automated External Defibrillators at 10% below State Pricing. These AEDs are fully automated with no shock button to press, offer escalating energy to 360 joules – which is the same as Ohio EMS & Hospitals use, are the lowest cost to maintain with replacement batteries and electrodes, offer the longest warranty in the industry and Trade Ins of current LifePak 500 & other devices are accepted. Pricing includes delivery and in-service training as well!



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Carpet Tiles – Interface Flooring offers a wide variety of Carpet Tiles for schools. Contract pricing is by square yard. Samples are available upon request.

Classroom/Office Supplies - In addition to the very competitive pricing available to you as part of your membership, please remember that *all district purchases from this contract earn a .5 % rebate from the EPC.*



Mavalus Removable Poster Tape, Red

Retail Price \$6.69 **EPC Price \$2.76**



Index Cards, Pack of 100

Retail Price \$0.97 **EPC Price \$0.34**

Custodial – Discounts on air filters, gloves, hand sanitizers, soaps, toilet tissue, trash liners & more.

Kimberly Clark Paper Towels, 30 Rolls
#KCC28640



Retail Price **EPC Price**
\$66.30/Case **\$58.50**

Georgia Pacific Toilet Tissue, 80 Rolls
#18280



Retail Price **EPC Price**
\$79.27 **\$50.00**

Air Filters – Purchase your Airguard Brad Air Filters at Factory Direct Pricing! Contact the EPC or [Christy Fielding at Waibel Energy Systems](#) for a list of filter sizes and pricing.

Drug & Alcohol Testing – Drug Screening, Alcohol Testing, Physicals and Flu Shots are just a few of the services the EPC has secured reduced pricing for. We have 13 vendors with many locations throughout the area.

Energy Savings Programs – Have you had a comprehensive energy audit of your facilities recently? If not, why not take advantage of the no-cost Energy Audit offer extended by Energy Optimizers, USA to all EPC Members? Their lighting and energy auditors will: perform an on-site review of your lighting and HVAC systems, evaluate utility bills, provide financial analysis of each opportunity and identify potential funding mechanisms. To find out more or to schedule your No-Cost Energy Audit – call Belinda Kenley at 937-974-1549 or email her at bbenley@energyoptusa.com.

Federal Commodities/USDA Foods – 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. In conjunction with SWEPC staff and HPS staff, the co-op is operated through a voluntary advisory committee of school nutrition directors from across the state of Ohio.



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Food Service – Gordon Food Service, Rightway Food Service and Sysco Cincinnati has been awarded the commercial food bid for the 2019-20 school year. In addition to the discounted bid pricing, if a district agrees to purchase 90% of total food dollars GFS they will receive a rebate of 2% from EPC & GFS based on district purchases. We also offer Bakery (Aunt Millie's, Klosterman & Nickles), Dairy (Reiter & Smith), Ice Cream (Hershey's & Velvet), Paper/Plastics (Alcor, GFS, Ricking/Joshen & Rightway), Smallwares & Chemicals (Alcor, GFS, Ricking/Joshen & Sysco), Custodial (Alcor, Friends, GFS & Sysco), Produce (Creation Gardens & W.R. Hackett), Menu/Nutritional Sharing (Mealview) and Kitchen Equipment (Bushong & Middleby).

Furniture – The 7 EPC Furniture vendors offer discounts up to 66% off of manufacturer list prices and represent 97 manufacturers. Items include Instructional Classroom Furniture, Filing & Storage Cabinets, Furniture Systems, workstations, walls, Executive & Administrative Wood Furniture, Tables & Accessories, Fully Upholstered Furniture, Cafeteria, Library, Science, Laboratory & Vocational Furnishings and more.



Virco Chairs are up to 65% off of List Price in the EPC Program

Lamps & Ballasts – Items include incandescent, Fluorescent, High-Intensity Discharge and Tungsten Halogen Lamps, Projection Lamps, and Ballasts. Becker Electric will extend an additional ½% discount for invoices paid within 10 days of receipt; City Electric will discount 2% if paid within 10 days.

LED Lighting - Energy Optimizers, USA is the sole vendor selected for the LED Lighting & Energy Savings Program for all six Ohio educational purchasing cooperatives in the OCEPC Program. This program has already been competitively bid and waives the requirement for the traditional RFQ/RFP process. It allows the school district to have more control over its energy savings projects and reduces the overall project cost.

Liability, Fleet & Property Insurance - This is a fully funded program allowing the committee control over the loss fund which represents 37% of premium. Coverages include Property, General Liability, Auto Liability & Physical Damage, Excess Liability, Crime, Boiler & Machinery, Employee Benefit Liability, Bonds, Student Accident, Sexual Abuse/Molestation, Cyber Protection, Bleacher Inspections and Pollution Coverage (Chemical spills, etc.). Another feature included in the EPC policies, building appraisals, are conducted and then updated yearly at no additional cost.

Library Books - Vendors are providing discounts in addition to what they normally make available to school districts. Companies that do not provide additional discounts are rejected by the committee. Most vendors offer free shipping and no minimum order.



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Medical Supplies – There are 350+ items including everything from Band Aids and Sting Relief Spray to Ice Packs and Ankle Braces. We’ve also secured a general catalog discount for items that are not included on the bid. Two out of the three vendors have no minimum order amount or shipping charges. Most items have aggressively low pricing and are brands that have been approved by the EPC Medical Supply Committee (which consists of School Nurses from 15 local school districts.)

Aluminum Crutches



Retail Price	EPC Price
\$37.15	\$10.83

Powder-Free, Latex Free Exam Gloves



Retail Price	EPC Price
\$11.35	\$5.48

Paints – Includes Interior and Exterior paints, primers, urethane floor enamels, gym floor finish, athletic field paints, traffic paints and more from PPG/Porter Paints and Sherwin Williams.

Paper – Discounts are offered on multiuse copy paper in white and multiple colors in all sizes. Approved vendors are Sterling Paper and Xpedx. The EPC Fine Paper program will rebate 1% of district money spent on Fine Paper back to your district. Further discounts can be received on full (840 cases) or half (400+) truck loads. Sterling Paper also offers further discounts if paid net 30 days. (Pricing is updated every quarter)

8 ½ x 11 Copy Paper (20#, 92 Brite) Carton of 5000 Sheets from Xpedx



Retail Price	EPC Price
\$59.29	\$31.55




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School Buses – Each year the EPC requests bids for Conventional, Transit and Handicapped school buses. We receive pricing for multiple sizes of buses and an extensive list of options so each district can purchase a school bus based on their own needs. Results are sent out in Excel format so you can compare pricing side by side.

SOUTHWESTERN OHIO EPC 2018-19 CONVENTIONAL BUS BIDS								
	Cardinal	Myers	Ohio CAT	Cardinal	Myers	Ohio CAT	Rush	Cardinal
Bus Passenger Size (Conventional)	72	72	72	78	78	78	77/78	81
Base Bid	\$77,864	\$79,229	\$79,170	\$79,573	\$80,772	\$81,904	\$79,450	\$81,282
Model	BBCV 3303	311TS	311TS	BBCV 3507	341TS	341TS	IC	BBCV 3507
Special Discounts	N/A	-	N/A	N/A	-	N/A	N/A	83 Pass
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)	\$32,000	\$31,785	\$31,600	\$32,000	\$31,785	\$31,600	N/A	N/A
Gasoline Engine Option (list any additional required items below at end of sheet)	-\$2,600	N/A	N/A	-\$2,600	N/A	N/A	-\$3,200	-\$2,600
Propane Engine Choice (list any add'l required items below)	\$7,000	\$8,446	\$8,150	\$7,000	\$8,446	\$8,150	\$4,800	\$7,000
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)	-\$900	STD	STD	-\$900	STD	STD	STD	-\$900
Cummins ISB 200hp @ 520# ft 3000PTS (10)	N/A	\$3,125	\$3,610	N/A	\$3,125	\$3,610	\$4,200	N/A
Cummins ISB 220hp @ 520# ft 2500PTS (10)	-\$70	\$990	N/A	-\$70	\$990	N/A	\$250	-\$70

Transportation Supplies – Supplies include Antifreeze, Transmission Fuel, Fuel & Oil Conditioner, Windshield Washer Fluid, Vehicle Lamps/Bulbs, New Tires, Retreads and Bus Cameras.

	Marker/Clearance Lights #194 Box of 10	Retail Price \$4.99	EPC Price: \$3.00
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Vehicles – This is our newest Purchasing Category. Our member districts recently reached out to us to express their need for bids in Passenger Vans and Pickup Trucks for their districts.

We have confirmation in writing from the Director of Pupil Transportation at the Ohio Department of Education that both of these Passenger Vans meet the state of Ohio requirements. The largest Passenger Van allowed for school student transportation is 9 Passengers or less, not including the driver. The “10 Seat Passenger” vans are 9 Passengers plus a driver.

For Pickup Trucks we offer both a ¾ Ton Truck and a 1 Ton Truck. Pricing for our Pickup Trucks are on the EPC Website at www.epcschools.org/programs.html#PickUpTrucks

**Southwestern Ohio EPC - Coperative Vehicle Purchasing Program
2019 1 Ton Pick Up Truck - Long Bed, 4WD
Pricing Valid until 2019 Buld 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-350
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