



**Southwestern Ohio Educational Purchasing Council**

The EPC currently serves 186 member school districts in 28 counties. As a member of the EPC your district will have access to discounts on products and services from the area’s top vendors.

***EPC Programs***

**AEPA – State Bid Contracts**  
**Audio Visual/Technology**  
**Automated External Defibrillators**  
**Carpet Tiles**  
**Classroom & Office Supplies**  
**Custodial Supplies**  
**Drug & Alcohol Testing**

**Federal Commodities**  
**Food Service**  
**Furniture**  
**Health Insurance Benefits**  
**Lamps & Ballasts**  
**Liability, Fleet & Property Insurance**  
**Library Books**

**Medical/Clinic Supplies**  
**Paints**  
**Paper**  
**School Buses**  
**Transportation Supplies**  
**Utilities – Electricity & Natural Gas**  
**Vehicles – Pickup Trucks & Vans**

***Below are some examples of EPC membership benefits:***

**AEPA** - The members of the EPC along with 25 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 Field Turf, Athletic & Recreational Lighting, Classroom & Instructional Catalog, Copiers, Custodial Equipment, Furniture, Hardwood & Synthetic Flooring, Industrial Arts, Interactive Classroom/Meeting Presentation Catalog, Live Finger Print/Palm Scans, Mobile Learning Solutions, Office Supplies, Roofing & Building Envelope, Scoreboards/Marquee Signage, Sports Equipment, Technology, Track & Court Surfaces & Walk Through Metal Detectors.

**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**



**Retail Price**   **EPC Price**

**\$287**   **\$132**

**Lenovo ThinkPad Yoga 260 12.5" 2 in 1 Notebook**



**Retail Price**   **EPC Price**

**\$1,943**   **\$1,795**

**Automated External Defibrillators (AEDs)** - 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!



**Southwestern Ohio Educational Purchasing Council**

**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 \$5.29 **EPC Price \$2.39**



**Index Cards, Pack of 100**

Retail Price 1.06 **EPC Price \$0.26**

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

**Array, Natural Single Fold Paper Towels  
#23504, 4000 Count**



Retail Price **EPC Price**

\$39.84/Case **\$23.71**

**Georgia Pacific Toilet Tissue  
#13718**



Retail Price **EPC Price**

\$33.56 **\$22.67**

**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.

**Federal Commodities** – The EPC Federal Commodity Program partners with Gordon Food Service and HPS.

**Food Service** – Gordon Food Service, Rightway Food Service, Performance Foodservice-Ellenbee and Sysco Cincinnati has been awarded the food bid for the 2017-18 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% based on district purchases. We also offer Bakery (Aunt Millie’s, Klosterman, Nickles & Schwebels), Dairy (Reiter & Smith), Ice Cream (Ice Cream Specialties, Hershey’s & Smith), Paper/ Plastics & Smallwares (GFS, I-Supply, Performance Foodservice-Ellenbee & Sysco Cincinnati)





## Southwestern Ohio Educational Purchasing Council

**Furniture** – The 4 EPC Furniture vendors offer discounts up to 60% off of manufacturer list prices and represent 56 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 55% off of List Price in the EPC Program

**EPC Benefits Program** - The EPC has offered high quality and efficient Health, Dental, Vision, and Life Insurance programs for over 28 years. In leveraging our non-profit status and volume purchasing of insurance services we have consistently operated with a competitive 4.5% administrative margin. The EPC program provides the districts with flexibility in plan design selection and have has given back \$750,000 in wellness program incentives annually to its districts. EPC renewals have consistently beat industry trends in averaging single digit increases on current plan designs in the last 10 years. Legislative compliance assistance, an online enrollment system, COBRA administration, and strategic guidance round out the service package that the EPC provides for the premiums that districts pay. With 70 + current districts and 28,000 members, the EPC Benefits program has grown by 30% in the last three years. The EPC offers Dental (Delta Dental), Life (Sun Life), Medical (Anthem & United Health Care) and Vision (VSP) Insurance.

**Lamps & Ballasts** – Items include: Incandescent, Fluorescent, High-Intensity Discharge and Tungsten Halogen Lamps, Projection Lamps, and Ballasts. Current Electric and Wesco will extend an additional 2% discount for invoices paid within 10 days of receipt.

### T8 Lamp, 25 Watt, Phillips



Retail Price	EPC Price
\$8.19	\$2.40

**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.



**Southwestern Ohio Educational Purchasing Council**

**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            **\$11.17**

**Powder-Free, Latex Free Exam Gloves**



**Retail Price**    **EPC Price**  
 \$9.09            **\$2.75**

**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 .5% 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.

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



**Retail Price**                    **EPC Price**  
 \$39.99                          **\$24.92**


**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.

	Cardinal	Edwin Davis	MV Int'l	Myers	Truck Sales
<b>EPC/OMERESA Conventional Bus Bids</b>	65	65	65/66	65	65
Base Bid	\$72,108	\$74,185	\$74,469	\$74,428	\$73,397
Model	BBCV 3011	281TS	PB105 CE	281TS	PB105
Special Discounts	-\$200	N/A	N/A	-	N/A
Bus Passenger Size (Conventional)	65	65	65	65	65
Engines Available	XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX
Must Contact vendor to insure availability	XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX	XXXXXXXX
Cummins ISB 200hp @ 520# ft 2500PTS (10)	Std	Std	N/A	STD	N/A
Cummins ISB 200hp @ 520# ft 3000PTS (10)	N/A	\$4,350	N/A	\$5,705	N/A
Cummins ISB 220hp @ 520# ft 2500PTS (10)	\$860	\$365	N/A	\$505	N/A
Cummins ISB 220hp @ 520# ft 3000PTS (10)	N/A	\$4,715	N/A	\$6,210	N/A
Cummins ISB 240hp @ 520# ft. 2500PTS-SEM (10)	N/A	\$975	N/A	\$1,344	N/A



**Southwestern Ohio Educational Purchasing Council**

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

	<b>Marker/Clearance Lights #194 Box of 10</b>	<b>Retail Price \$4.99</b>	<b>EPC Price: \$2.40</b>
---	---	--------------------------------	------------------------------

**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 Robert Harmon, 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. You may view both the Chevy & Ford Seating Layouts on the EPC Website:

[www.epcschools.org/programs.html#PassengerVans](http://www.epcschools.org/programs.html#PassengerVans).

For Pickup Trucks we offer both a ¾ Ton Truck and a 1 Ton Truck. Our vendors are located in the Dayton, Cincinnati, Columbus and Cleveland areas. Pricing for our Pickup Trucks are on the EPC Website at

[www.epcschools.org/programs.html#PickUpTrucks](http://www.epcschools.org/programs.html#PickUpTrucks)

Southwestern Ohio EPC - Cooperative Vehicle Purchasing Program - 10 Passenger Van						
		Walt Sweeney Ford		Bobby Layman Chevrolet		
		Addl Info/Notes		Addl Info/Notes		
Delivery (in days)				70		
Indicate City/State of Manufacturer:		Kansas City , MO		Wentzville MO		
Contractor:		Walt Sweeey Ford ,INC.		Bobby Layman Chevrolet		
Manufacturer:		Ford		General Motors		
Model:		Transit 350 low roof		Express 10 Passenger		
Model Number:		K1Z		GG3370L		
Item ID Number:						
Unit Price:		\$27,133.00		\$28,413.99		
Delivery charge per mile, per vehicle		.49 per mile		\$0.75		
Minimum Delivery Charge:		\$100.00		\$60.00		
List Standard Paint Colors:		yellow, Shadow Black , White , red		Regular & Special Paints. Yellow, Blue, Green, Inca Gold, Silver Metallic, Woodland Green, Victory Red, Doeskin Tan, Yellow, Tangler Orange, Dark Toreador Red, Blue, Petro Blue, Dark Blue Metallic, Silver Birch Metallic		
Line No.	Standard Specification Items	Minimum Requirements	Item ID No.	Dealer Option/ Order Code	Cost	Addl Info/ Exceptions:
<b>Powertrain:</b>						
1	Engine Type (Liter/ Cylinder)		99M			196 \$905.00 6.0, 8 Cyl
2	Horsepower (Net HP)		275hd			297
3	Transmission	Automatic	446			M5A \$0.00
4	Locking Differential	Manufacturer Standard	m/s,yes	X7L		GBO \$296.00