



Southwestern Ohio Educational  
Purchasing Council

*Celebrating  
30 Years of Service*

[www.epc-online.org](http://www.epc-online.org)

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**Ken S. Swink**  
Director  
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TO: EPC Representatives

FROM: Ken Swink, Director

DATE: March 11, 2009

**Steffney A. O'Bryan**  
Purchasing Specialist  
[ep\\_finance@mdeca.org](mailto:ep_finance@mdeca.org)

RE: Minutes of March 10, 2009

The Southwestern Ohio Educational Purchasing Council met at its regular meeting on March 10, 2009 at 1:00 p.m. at Aullwood Audubon Center, 1000 Aullwood Road, Dayton, Ohio.

**Barbara Coriell**  
Benefit Plan Administrator  
[ep\\_benefits1@mdeca.org](mailto:ep_benefits1@mdeca.org)

**MEMBERS PRESENT:** **Champaign County:** Robert Huelsman, Urbana; Steve Godwin, West Liberty Salem; **Clark County:** Steve Graham, County Office; Wayne Leis, Clark Shawnee; Rick Broderick, Denise Schneider, Northeastern; Michael Whitfield, Greer Young, Springfield; Anthony Fraley, Springfield Clark CTC; Mike Lucas, Tecumseh; **Clinton County:** Kyle Lewis, Clinton Co MRDD; Gary West, East Clinton; Ed Blohm, Wilmington; **Darke County:** Jim Atchley, Ansonia; Dr. Joe Scholler, Arcanum Butler; Dr. Mike Gray, County Office; David Gray, Franklin Monroe; Tony Thomas, Tri Village; David Vail, Versailles; **Greene County:** Gary Sattler, Jim Bowen, Beavercreek; Patricia Michalski, Cedar Cliff; Joe Parish, Greeneview; Kevin Liming, Sugarcreek; Bryan Shirey, Xenia; **Highland County:** Bonnie Baldridge, Greenfield; Greg Hawk, Richard Hawk, Lynchburg-Clay; **Logan County:** Bill Badenhop, Bellefontaine; **Mercer County:** Kurt Wendel, Fort Recovery; **Miami County:** Bob Hoover, Bethel; John Decker, County Office; Chris Johnson, Milton Union; Tim Reed, Piqua; John Kronour, Tipp City; **Montgomery County:** Terry Bissett, Brookville; Charles Williams III, Bobby Smith, Dayton; Kevin Lacey, Miami Valley CTC; Tim Barrett, County Office; Robert McClintock, Northmont; John R. Smith, Trotwood Madison; Sherry Parr, Valley View; **Preble County:** Brian Smith, National Trail; Kevin Turner, County Office; Carl Walter, Tri County North; **Warren County:** Jerry Ellender, Wayne Maxie, Carlisle; **EPC:** Ken Swink, Steffney O'Bryan, Barbara Coriell, Robin Houston.

**2009-6. APPROVAL OF MINUTES:** Motion of John Kronour, seconded by Mike Gray, that the minutes of February 10, 2009 be approved as mailed. Motion carried.

### COMMITTEE REPORTS

**Audio Visual** – No Report

**Classroom Supplies** – Steffney O'Bryan reported that training is still available for any interested districts. The spreadsheet, mailing list information and other Classroom Supply ordering information can be found at [www.epc-online.org/products/classroomsupplies.htm](http://www.epc-online.org/products/classroomsupplies.htm).

**2009-7. Custodial Supplies** – Steffney O’Bryan reported that the committee met on February 24<sup>th</sup> to review quotes and prepare recommendations for custodial supplies. The following vendors were recommended for approval: Chris Shane Co, Corporate Express, Four U Packaging, Friends Business Source, Gordon Food Service, HP Products, Perfect Rubber Mulch, Phillips Co, Phillips Supply Co, R L. Shane, Ready to Haul, Rubberecycle, Scottissue, and Xpedx. The Gordon Food Service minimum order can be combined with food service orders to reach a combined minimum of \$250. Motion by Kevin Turner seconded by Mike Gray to accept the vendor recommendations. Motion carried. Ordering information was distributed and can be obtained from the EPC website: [www.epc-online.org/products/custodialsupplies.htm](http://www.epc-online.org/products/custodialsupplies.htm) . Pricing is on an excel spreadsheet that you can save to your computer for your own use. If you would like any help in viewing or sorting the items on the excel sheets, help with how you can create an order using the spreadsheet, or any other questions at all call the EPC office.

**Fine Paper** – Ken Swink stated paper pricing from Sterling Paper and Xpedx has been extended through March. Pricing is available on the EPC website at [www.epc-online.org/products/paper.htm](http://www.epc-online.org/products/paper.htm).

**Food Service** – Ken Swink reported that the committee would be meeting soon to discuss whether to extend pricing or go out to bid for Bakery, Dairy and Ice Cream products. Smith Dairy has contacted the EPC to express their interest in bidding on the Dairy. Smith Dairy had previously been unable to serve districts in the EPC area but they have now expanded their delivery boundaries. A request for quotations will go out to vendors in late spring for Food Products, Paper/Plastic and Small Ware products.

**Insurances** – Barbara Coriell reviewed handouts that showed 7-year claim histories for both Anthem and United Health Care. Renewal projections at this time are anticipated to increase 9% for Anthem and 8% United Health Care. Barbara also reported that there are currently 25 districts participating in the life insurance pool. Handouts were distributed regarding Life Insurance partnership with Sun Life and McGohan Brabender.

The implementation of the 4 Best Practice Standards is moving forward. Dependent Eligibility Audits done by AON will begin soon. The Insurance Committee has also approved a budget of \$424,000 for wellness activities and incentives. The budget includes: \$15 towards flu shots, \$25 for biometric screenings, \$25 for health risk assessments incentives and funds for district wellness program incentives.

New legislation has been passed regarding COBRA. Employers are now required to cover 65% of the cost for a 9-month period. Districts are to then deduct that 65% from their federal payments.

**2009-8. Lamps/Ballasts** - Ken Swink reported that Wesco is offering an extension on their discounted ballasts pricing. Motion by Dave Gray, seconded by John Kronour, to accept the vendor discounts. Motion carried. The Extension Request letter and the past 7 years of sales history was distributed to the membership. Pricing discounts for ballasts can be viewed at: [www.epc-online.org/products/lamps.htm](http://www.epc-online.org/products/lamps.htm) .

**Liability Insurance** – Ken Swink stated that the EPC Liability, Fleet and Property districts will be receiving their renewals in May.

**2009-9. Transportation** - Ken Swink reported that the Transportation Supplies Committee met February 19<sup>th</sup> to review quotes and prepare recommendations for Transportation Supplies and Bus Cameras. The following vendors were recommended for approval: Bob Sumerel Tire, Cardinal Bus Sales & Service, Carroll Wuertz Tire, Dayton Quality Starter, Dayton Tire Sales, Englefield Oil, Famtec Inc, Grismer Tire, Mays-Shedd Sales, Safety Vision, Seon Design, Sumerel Tire Service, and Transportation Accessories Co. Motion by Carl Walter, seconded by John Smith to accept the vendor recommendations. Motion carried. Ordering information was distributed and can also be obtained from the EPC website: [www.epc-online.org/products/transportationsupplies.htm](http://www.epc-online.org/products/transportationsupplies.htm).

Districts that purchased buses through the EPC during the past cycle were asked to submit a survey in regards to their purchases and how the bidding process went. Results were distributed to the membership.

**Utilities** – Ken Swink reported that First Energy is close to introducing a discount for schools in the First Energy service area. The discount is being negotiated with the PUCO and may be in place by May 1, 2009.

Dayton Power and Light is rolling out a rebate program to promote energy efficiency and conservation. Details of the program will be posted on the EPC website after the meeting today.

Ken attended the annual Energy USA Energy Conference at Notre Dame University on March 3 & 4, 2009. Dr. Jim Duncan from Conaco Phillips said that production cuts in natural gas drilling rigs from 1,600 down to 700 rigs will reverse the price slide in the third quarter of 2009. He stated that current market prices we are seeing now will not likely be seen again for years to come, if ever. OPEC will announce a large production cut in April. Shale Gas is the new hope for stabilizing long term supply of natural gas in the United States but costs \$5 to \$7 per mmbtu just to get it out of the ground, which will influence future pricing.

Joseph D'Aleo, Executive Director of the International Climate and Environmental Change Assessment Project (ICECAP) gave a presentation challenging the lack of scientific data related to global warming. He presented graphs and charts of the passive and active cycles of the sun over the last 200 years and predicts that we are entering a passive sun cycle for the next 20 years which will result in cooler winters more like the 1960's and 1970's in the United States. He cited that January 2009 was the coldest since 1997 and he predicts a 1 – 2 degree cooler summer again this year for the northern half of the United States.

**Worker's Compensation** – Barbara Coriell reported that school specific safety and risk management sessions will be presented at the Ohio Safety Congress on April 2 along with general info. The conference will be held from March 31 through April 2 in Columbus. Registration is online at the BWC website [www.ohiobwc.com](http://www.ohiobwc.com).

## DIRECTOR'S REPORT

**Financial Report** – Steffney O'Bryan distributed and reviewed the financial summary of the general operating fund. The balance of the General Fund as of February 28, 2009 was \$435,562.71.

**AEPA** – Ken Swink reported that Copier Pricing has been posted on the EPC Website. You can view cost per copy, cost per machine and all options. Pricing can be viewed at: [www.epc-online.org/products/AEPA.htm](http://www.epc-online.org/products/AEPA.htm).

## New/Old Business

**Diesel Fuel Survey** – A survey on Diesel Fuel hedging was distributed to the membership in February. The results of this survey were distributed to the membership for information.

**Presentation** – Stephanie Campbell of the DP&L Energy Program Group gave a presentation on their Energy Rebate Program. A copy of the presentation can be viewed on the EPC Website at: [www.epc-online.org/pdfs/DPLRebatePrograms.pdf](http://www.epc-online.org/pdfs/DPLRebatePrograms.pdf)

Meeting adjourned at 1:57 p.m.

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EPC Chairperson

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Financial Officer