



TO: EPC Representatives

FROM: Ken Swink, Director

DATE: February 19, 2020

RE: Minutes of February 11, 2020

The Southwestern Ohio Educational Purchasing Council met at its regular meeting on February 11, 2020 at 12:30 p.m. at Aullwood Audubon Center, 1000 Aullwood Road, Dayton, Ohio. Executive Board Committee Chairperson, Ken Lackey called the meeting to order.

MEMBERS PRESENT: Jim Atchley, Ansonia; John Stephens, Arcanum Butler; Dan Bassler, Carlisle; Chad Mason, Cedar Cliff; Tom Sommer, Celina; Kyle Lewis, Clinton DD; Carol Forsythe, Covington; Mike Gray, Darke Co ESC; John Stanley, East Clinton; Jeff Parker, Rachel Tait, Eaton; Jeff Patrick, Fairborn; Keith Doseck, Fairlawn; Deanne Knapke, Fort Recovery; Don Burley, Graham; Eva Anderson, Greene Co Career; Ken Lackey, Kettering; Emily Houser, Michelle Miller, Legacy Christian; Jerry Ellender, Mad River; Kurt Wendel, Mercer Co ESC; Scott Gilbert, Scott Gilbert, Miamisburg; Kay Altenburger, Milton Union; Andrew Kinder, Montgomery Co DDS; Robert Fischer, National Trail; Amy Reineke, New Knoxville; John Kronour, Northeastern; Ann Ferraro, Brandon Knecht; Northmont; Debra Pierce, Parkway; Shawn Hoff, Preble Co ESC; Brad McKee, Southeastern; Ben Kitchens, Southeastern; Jennifer Bruns, St Henry; Denise Robinson, Tecumseh; Bill Derringer, Tri County North; Josh Sagester, Tri Village; Jim Putman, Trotwood Madison; Scott Cottingim, Twin Valley; Anthony Fraley, Upper Valley CTC; Robert Huelsman, Urbana; Marcus O'Brien, Vandalia Butler; Curt Bone, Wilmington; Bryan Shirey, Xenia; Belinda Kenley, Energy Optimizers USA; Andrew Conley, Clean Fuels Ohio; Christy Fielding, Waibel Energy Systems; Ken Swink, Doug Merkle, Cristi Goldshot, Bonnie Berkemeyer, Robin Houston, EPC.

Presentation – [Andrew Conley](#) of [Clean Fuels Ohio](#) gave a brief presentation to review possible grants towards the replacement of school buses. There will be a survey sent out to EPC Members to gauge interest in this area.

2020-10. Approval of Minutes - Motion of John Kronour, seconded by Robert Fischer, that the minutes of [December 10, 2019](#) be approved. Motion carried.

COMMITTEE REPORTS

Audio Visual – No report. The Current Audio Visual Catalog is valid through June 30, 2020 and may be viewed on the [EPC Website](#).



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2020-11. Classroom Supplies – Ken Swink reported that the committee recommended accepting a [one-year price extension](#) with Friends Office, Nasco and School Specialty/Frey Science from February 1, 2020 through January 31, 2021. Motion by John Kronour, seconded by Jim Atchley, to accept the recommendation to extend with current vendors. Motion carried. Pricing may be viewed on the [EPC Website. Ordering Options](#) which recommend districts to order online were distributed. Friends Office will be [randomly pulling 10 online orders of \\$100+](#) to win classroom and/or office supply items. [School Specialty is giving an additional 1% off all online orders](#) in addition to the regular rebate that the EPC pays out annually. Promotional flyers from each vendor were included in the packet: Friends Office- [Benefits of Online Ordering](#), [Full Service Printing Flyer](#), [Rover Table Information](#); School Specialty – [Account Team Contact Information](#), [Online Ordering Saves Time Flyer](#), [Furniture Brochure](#); Nasco – [Educational Options](#). Ken also announced that School Specialty has lowered the price on the [Halo Smart Sensor/Vape Detector](#) to \$969.

2020-12. Custodial Supplies/Air Filters – Ken Swink stated that Waibel has agreed to extend their HVAC Air Filter Purchasing Program through January 31, 2021. Motion by Brandon Knecht, seconded by Scott Gilbert, to accept the Air Filter Pricing extension. [Pricing is available on the EPC Website](#) and districts are encouraged to contact [Christy Fielding](#) of [Waibel Energy Systems](#) with questions or to setup an account with Waibel.

Fine Paper – Ken Swink reported that current paper pricing with Office Depot, Sterling Paper and Veritiv is valid through March 31, 2020. Veritiv's pricing for their Comet-92 8 ½ x 11 White Copy Paper is \$28.95 a carton, Sterling Paper's School Paper 8 ½ x 11 White Copy Paper is \$29.50 and Office Depot's White Box 8 ½ x 11 White Copy Paper is \$30.99 per carton. Both Sterling Paper and Veritiv also offer a 1% discount if paid in net 30 days and all three vendors may offer further possible discounts on half or full truck loads upon contacting the vendor directly. Members may view pricing for all paper sizes and colors on the [EPC Website](#).

Food Service – Ken Swink stated that Borden Dairy declared Chapter 11 and closed their Cincinnati plant and requested that we find a new supplier for our EPC Schools they were servicing. Stephanie Zinger called a meeting with these district and worked with our dairy consultant, Steve Benner, to secure Prairie Farms to replace Borden. The EPC has received numerous comments that the Prairie Farms milk tastes better and has resulted in increased milk participation. If you need food service related assistance or have procurement questions please contact [Stephanie Zinger](#) or [Bonnie Berkemeyer](#).

Insurances – Doug Merkle reported that a communication was sent out to every member in the EPC Benefits program that renewals will be going out in the latter part of May so we can get a better understanding of the trends into 2020 and the true impact of the 19-20 renewal that we are now seeing. Please contact [Ellen Lewis](#) if you need someone to meet with your district's committees or negotiating teams concerning benefits.



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LED Lighting & Energy Savings Programs – [Belinda Kenley](#) of [Energy Optimizers, USA](#) thanked the EPC members for extending the LED Lighting & Energy Savings Program for an additional year through January 31, 2021. Contact Belinda if your district is interested in a free energy audit. You may view current LED [Bulb Pricing](#) on the EPC Website. A [flyer on regional case studies](#) from local member districts was also included in the membership packet.

Liability Insurance – Ken Swink reported that the EPC Liability, Fleet & Property Insurance program gained a new EPC member district mid-year - Oakwood City Schools. Please [contact the EPC Office](#) if you are interested in receiving a quote for the EPC's LFP Program.

Security Cameras – The [OCEPC](#) (Ohio Council of Educational Purchasing Consortia), of which the EPC is a part of, has recently awarded a bid for Security Cameras to Konica Minolta. A [Konica Minolta Brochure](#) was included in the meeting packet. Feel free to contact Mr. Gary Ell at gell@KMBS.konicaminolta.us or 740-412-6802 if you have any questions.

2020-13. Transportation – Ken Swink reported that the Transportation Supplies Committee reviewed quotes and prepared recommendations for Transportation Supplies and Bus Cameras. The following vendors were recommended for approval: American Bus & Accessories, AngelTrax/IVS, Carroll Wuertz Tire, Dayton Quality Starter, Dayton Tire, Fortress Mobile, Gem City Tire, Grismer Tire, Seon/REM Communications, Sumerel Tire Service, Transportation Accessories (TAC), Vesco Oil and WS Electronics. Motion by Mike Gray, seconded by Scott Gilbert, to accept the vendor recommendations. Motion carried. [Transportation Supply](#) and [Bus Camera Pricing](#) was distributed and is available on the EPC Website.

2020-14. Vehicles – Ken Swink shared a list of [2019 Pick Up Trucks that Beau Townsend Ford](#) still has in stock. The committee recommended that we extend our agreement with Beau Townsend Ford for 2020 Model Pickup Trucks and Passenger Vans. Motion by Jeff Patrick, seconded by Jerry Ellender, to accept this extension recommendation. You may contact Mr. Colt Walden at colt@btford.com or 937-264-2126 directly to order or with any questions.

Utilities – Ken shared [Natural Gas Commodity Fundamentals](#), [IGS energy Market Updates from our Industry Expert](#) and reviewed a [High Level Summary of Natural Gas Hedging Program](#) with our members.

Worker's Compensation – No report.

DIRECTOR'S REPORT

Financial Report – Ken Swink reviewed the [financial summary of the general operating fund](#). The balance of the General Fund as of January 31, 2020 was \$519,788.74.

AEPA – Ken Swink reported flyers from AEPA Vendors [CDW-G](#), [CompleteBook.com](#) and [National Business Furniture](#).

Meeting adjourned at 1:10 p.m.