



INSIGHT JOURNAL

HPSI NEW MEMBERS

Norse Home, Seattle
Burien Nursing and Rehabilitation, Burien,
Copper Ridge Health and Rehabilitation, Butte, MT

HPSI BESTOWS HONOR

At our recent 2008 HPSI National Sales meeting, I was honored as the Western Region Purchasing Consultant of the Year. Thanks to each of you for allowing me to work with you and thanks for working with the HPSI vendor partners. I also celebrated my 10th year with HPSI. As you may already know, I really enjoy working with my members and my vendor partners. I look forward to continue working with you to provide you the best purchasing program and service available.

If there is anything I can do to assist you, please do not hesitate to call or email me.

FREQUENTLY ASKED QUESTIONS, with ANSWERS FROM YOUR PURCHASING CONSULTANT

Question: What steps can we take to meet our dietary budget?

Answer: According to the July issue of Today's Dietitian, food costs are rising at the fastest rate since 1990. The consumer price index showed a 5.3% increase in the first quarter of 2008. The main factors behind higher food commodity costs include stronger global demand for food, increases in US Agricultural exports resulting from stronger demand and weaker dollar, weather-related production problems in some areas of the world and increased use of some food commodities such as corn, for other than food uses. The largest increase is egg prices, up 29.9%. This article offers 3 steps to help manage food costs.

1. **Review your menu.** It is the most important factor in controlling food costs. It drives decisions related to the food you purchase, labor needed, food cost, production schedule, staff skills, equipment needed, customer satisfaction, nutrition, service and clean up and most important, your bottom line. The HPSI Menu provides all of the above. It provides standardized recipes which help offer a consistent product and control food costs, production sheets and much more. Check out the menu program at www.menu2Uplus.com.

2. **Keep control over all stages of preparation, service and handling of leftovers.** Your goal is to eliminate as much waste as possible. Serving the correct portion size is a must here.

3. **Join a GPO** (group purchasing organization). You have already done this. You are receiving lower prices through our large purchasing power. We have over 125 food manufacturers who offer reduced prices with our grocery distributors. We also offered a Loyalty Rewards program from many of the same manufacturers.

Reduce the number of vendors and deliveries, especially with many vendors adding on a charge for each delivery.

This article goes into more detail. Let me know if you want me to email it to your food service manager.

Question: How can we control our costs for medical supplies?

Answer: **McKesson Medical-Surgical** leads the industry with quality medical products, innovative technology and customer driven services. Their sales team is reliable, knowledgeable and will work with you on programs and in services. They do not use the "bait and switch" tactics. They now offer The Learning Department, a comprehensive Web- training and learning solution site. It is designed to reduce the amount of time staff spends in the classroom so they can spend that time caring for clients. It keeps your staff compliant with continuing education and regulatory requirements. McKesson works closely with many state associations and is a major sponsor for their events. If you want to speak with a representative, let me know.

EXPERIENCE
PURCHASING
POWER
AT ITS BEST

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THOUGHTS FOR THE DAY

Always keep in mind that the world is filled with marvels . . . Look for them . . . You never know what awaits around the next bend.

The secret to happiness is a Good Sense of Humor and a Bad memory.



Question: I have recently been approached by a non-contracted HPSI vendor. They say they have great prices. I am not familiar with them. What do you suggest I do?

Answer: Check with me to make sure you are attached to our contracted vendor pricing. Ask them to give you prices. Make sure they are comparing apples to apples. How long will they guarantee their prices? Will they put it in writing? What is their service level? Do they offer any training? Discuss the situation with your current vendor. Give them a chance to discuss options with you.

Question: How can I better manage our workforce and operate more profitably and efficiently?

Answer: HPSI is partnering with **ADP Major Account Services**. ADP understands the challenges faced by the healthcare industry and provides leading edge solutions that streamline administrative processes and focuses on managing and reducing costs. They provide more than payroll services. They can assist you to:

*Control Benefits Cost *Reduce Labor Costs *Improve Employee Retention *Improve Tax and Regulatory Compliance

Question: Employee training for all departments is so necessary. How can I offer "in house" training to our staff to avoid the expenses of travel and time away from their jobs?

Answer: **Silverchair Learning** provides internet training that takes place in your community. It is a highly effective, efficient and affordable turn-key learning program that delivers, tracks and reports on educational program for your entire organization. Try a free compliance course at www.silverchairlearning.com/cccourse.

Question: What are the choices for warewashing and laundry programs?

Answer: We have several choices for your kitchen and laundry needs. **Ecolab** has been an HPSI Partner for many years. We have a committed program with them that can save you additional dollars. Contact me if you want me to do some price comparisons for you.



Waxie Sanitary Supply has expanded their services to Washington, Idaho and Oregon. They provide a comprehensive warewashing and laundry service with equipment options. They also offer a complete line of housekeeping supplies including trash liners, paper towels, toilet paper, tissues, cleaning supplies and much more. To speak with a representative in your area, call 1-800-995-4466. State that you are a HPSI member.

Question: We do random drug tests on our staff. Do you have any suggested vendors?

Answer: **Redwood Toxicology** offers comprehensive low-cost drug testing options. They can provide you with sample kits for you to see what products they offer. Call Bryan at 800-255-2159 ext. 205 to receive a sample kit. Their website is www.redwoodtoxicology.com.

Question: What paint can I use that is least disturbing to our residents?

Answer: **Sherwin Williams** offers the **Harmony** line of paint. This water based coating delivers top quality performance. Its minimal odor means paint crews won't interrupt daily activities and everyone will benefit from better indoor air quality during application. You can minimize disruption to patients and staff and areas can be occupied during painting or immediately thereafter.

If you do not have a Sherwin Williams discount card, please email me with your information and I will mail you one.

Question: We are planning a remodel and need some ideas. Who should I contact?

Answer: Your first call should be to **Direct Supply Eldercare Interiors**. Their experienced team of consultants will help you through each phase of your project.

*Professional Interior Design

*Commercial Kitchen Design and Equipment Services

*Furniture, Fixture and Equipment Procurement

*Project and Logistics Management

Check out their website at www.EldercareInteriors.com or ask your account manger for more information.

They also work closely with new construction projects.

Question: We are looking to purchase several pieces of large equipment. How can I get several prices for this equipment?

Answer: Once you decide on the piece of equipment, email or fax the info to me and I will work with several HPSI vendor partners to get prices for you. They will be able to help find the best product for the best value. HPSI offers contracted prices through several vendors for most major product purchases.

If you have any questions you would like me to answer, please call me or email them to me.