



Dear Valued Members,

With budget cuts underway, I checked with our HPSI Vendor Partners to find ways to help you save money on your purchases in 2012. I hope the information I found will be useful. Please feel free to contact me if you have any questions.

Wishing you the best for a happy 2012!

Bev

Which Printers are most economical?

My contact at Office Depot recommends you purchase laser printers. They might have higher upfront costs but your per-page cost will only run 2-3 cents compared to 8-9 cents for an ink jet printer.

When printing color, send the info to your Master printer if available. This is a more economical way to print. Office Depot has improved their remanufactured cartridges. They are usually more cost effective and offer the same quality as an original cartridge. Office Depot will recycle your old cartridges at NO cost. They provide the box and you can send it back via UPS for free.

Where's the best place to purchase health care supplies like beds, mattresses, wheelchairs, etc.?

There are many companies offering health care supplies:

Direct Supply...has built their reputation on supplying senior living with all your healthcare needs. They have worked on lowering their shipping costs on many items. Their customer service is phenomenal and they guarantee their products. 800.306.4774.

HD SupplyHealth Care Solutions...carries an extensive line of health care products, including wheelchairs, walkers, bathing and toilet supplies, patient care, beds and parts, mattresses, wandering systems, laundry and linen cars and receptacles. 90% of these items ship next day with free shipping on orders over \$50. Order online or call for their catalog: 800.431.3000. Make sure you state your HPSI membership number.

McKesson Medical Surgical...offers a complete line of beds, mattresses, wheelchairs, walkers and all your bathing and toilet supplies. Please check with your account manager to get price quotes.

Encompass Textiles...now offers beds, mattresses, fall mats, etc. along with their linen program and flooring program. Ask me for your contact at Encompass.

Who can I contact to update my lighting fixtures and light bulbs?

Note: Due to the instability of phosphor prices, fluorescent bulb pricing will be increasing significantly.

HD Supply...offers quite a variety of light fixtures and light bulbs.

BBC Lighting & Supply...specializes in lighting fixtures and bulbs. Their new catalog that gives suggestions for replacement bulbs for items set to be discontinued in 2012. Email Joanne Wagner, jwagner@bbclighting.com for a catalog or call 800.472.7794.

Our community needs to upgrade our monitoring systems. Who can help us?

To stay competitive in the market place, you may need to upgrade your monitoring system. To attract future residents and maintain the ones you have, your facility must provide for their safety and security with instant response around the clock.

RF Technologies...offers code Alert Safety & Security Solutions. They offer a wandering management system and wireless nurse call system that can be integrated. Contact Gus Talhami at gtalhami@rft.com or call 800.669.9946 ext. 522. Please mention HPSI.

Direct Supply Services and Solutions...offers a wander monitoring, nurse call, plus fall and activity monitoring. They can integrate multiple systems with the aforementioned including security, fire and smoke alarms. Ask your account manager at Direct Supply for more details.

Where can I purchase Carbon Monoxide Alarm Detectors?

Carbon monoxide is a deadly colorless, odorless and tasteless gas produced when carbon-based fuels are burned in an enclosed space without proper ventilation. Preventing carbon monoxide poisonings by proper maintenance of your appliances and heating devices is of utmost importance. You may consider buying a carbon monoxide detector as a secondary means of security. Make sure your purchase complies with all the state regulations. Check out the Direct Supply website for more info. Vendors to check with for these detectors are listed below. If ordering large quantities, talk to your account rep and ask for special pricing.

Direct Supply • HD Supply • BBC Lighting

INSIGHT JOURNAL

Does HPSI offer special pricing through our grocery distributors?

HPSI works with our manufacturers to offer both rebates and deviated pricing when purchasing from Food Services of America and Sysco. We have over 173 agreements which cover 22,000 line items under our Loyalty Rewards Program. We have over 10,351 line items offered in our deviated pricing programs. If you would like a list of manufacturers who participate, let me know and I will email the list to you. Our distributors work closely with us to ensure our programs are quite competitive. We constantly monitor our agreements to keep our prices competitive. Please contact me if you have questions.

Which alternative food products should I consider when looking for a better price?

Check out the most current Prudent Buyer Report and look under your dietary purchases. Items are listed in descending dollar order on all purchases. Most likely, the items listed are coffee, juice, eggs, protein and supplements. Ask your food service manager to review these items to see if there are alternate items at better prices.

Coffee and juice are some of my top spends? Any suggestions for better priced items?

HPSI has negotiated some great contracts with coffee and juice vendors. For coffee, consider Folgers or Farmer Brothers for ground, or Nescafe for liquid.

Many juice programs are available from bag in a box to counter dispenser. We offer great prices through Vitality and Lyons Magnus. Lyons Magnus offers a FlashPak shelf stable juice for a table top dispenser--no need to thaw before inserting into machine. If you want more info on any of these vendors, please contact me.

Serve your real juices for breakfast. As an alternative for med passes and other meals, serve flavored waters-- Lyons Magnus offers pomegranate berry and tropical mango. This is a great way to save on your juice budget.

Should I thicken my own juice and water?

Juice and water can be purchased already thickened in nectar or honey, in both 32 oz. containers and individual containers. Positive reasons for purchasing prethickened products are consistency in product, readily available, better flavor and no time spent mixing it. Prethickened juice may cost a bit more, but it really saves time and offers a better quality product.

Egg products are one of my top 10 spends? Any suggestions for better use of products?

Of all the bacteria that cause foodborne illness, Salmonella is number one, causing more cases of illness than any other bacteria. Four out of five of these illnesses trace back to eggs. A few simple food-safe steps can lend extra protection to you or the vulnerable seniors in your care.

Use pasteurized eggs for egg meals like sunny-side-up, omelets, quiche, or French toast. Also use them for any dish that calls for raw or undercooked eggs, like eggnog, Caesar salad dressing or even raw cookie dough--where sampling is irresistible!

Pasteurized eggs come in several ways. Use them in the shell for your fried or poached eggs. Use either fresh or frozen pasteurized eggs that come in 2# or 5# cartons for scrambled eggs, French toast, quiche or baking. Don't spend time cracking eggs as it is very time consuming.

Is it best to purchase Fresh or Frozen Bread?

If your bread comes frozen from your grocery distributor, you do not need to put the bread into the freezer or cooler. It has a shelf life of 7 days at room temperature. Do you really need to have a bread distributor? Make sure you check the slice count per loaf and do a comparison.

How can I prevent the dishes from moving around on the serving trays?

Cambro Healthcare offers Non-Skid Trays to reduce waste, save money and provide a stable tray surface for meal delivery. Switching from paper tray mats can generate annual savings over 50%. Non-Skid Versa Camtrays come in several sizes and colors. Reusable Camlids are also available. For those who want to be "Green," please consider these. Save cash and reduce trash with these lids. Switching from disposable lids can save 75% in lid costs each year. To get more information or a cost analysis of your current usage, please call (WA) 253.347.9492, (ID) 503.804.5774 or (MT) 801.328.0712.

How can I lower my spend on housekeeping supplies?

Trash liners: Make sure you are using the correct type and size of liner for each container. Ask me to email you the guidelines for how to choose the correct liner. Evaluate how often the liners need to be changed. Are you changing them with only a few items in them?

Paper Products: HPSI has negotiated some great prices on towels and tissue through Georgia Pacific and SCA Tissues. Consider using these products through one of our distributor partners or your grocery distributor.
