

resilience

Oaks survive forest fires.

Diamonds form under extreme pressure.

Butterflies emerge from cocoons.

*Turn adversity
into opportunity.*

MEMBER PUBLICATION
SUMMER/AUTUMN 2022

DIETARY:
Better Breakfast Month

MAINTENANCE:
Pest Control

THERAPY SERVICES:
Rehabilitation

Bottomline

HPS contracts

UPDATED CONTRACTS

Dietary

Contract 70
Gordon Food Service for dispenser beverages (updated pricing)

Contract 209
Nestle Health Science for enteral feeding products (new Boost flyer)

Contract 305
Gordon Food Service for shelf-stable juice and equipment (updated pricing)

Contract 314
Alpha Baking for bread and bakery products (updated contract and pricing)

Contract 353
VendTek Wholesale Equipment for vending machines (updated contract and pricing)

Housekeeping

Contract 30
Essity Professional Hygiene for sanitary paper products (new products)

Maintenance

Contract 53
Sherwin-Williams for paint, flooring, MRO (updated pricing and new products)

Contract 84
Koch Filter for air filter & air media (updated pricing)

Contract 97
Best Plumbing Specialties for maintenance, repair & operations (MRO) & plumbing supplies (renewed)

Contract 134
American Messaging Services for pagers & paging systems (renewed with updated pricing)

Contract 462
The Lockout Company for security services (renewed)

Contract 542
Vector (formerly Refuse Specialists) for waste and recycling consulting (new name)

Medical/Surgical

Contract 599
Crest Healthcare for nurse call components, fall prevention and related products (new contact person)

Staffing

Contract 555
Robert Half for staffing & contingent labor (new testimonials)

NEW CONTRACTS

Medical/Surgical

Contract 1012
MHC Medical Products for diabetic supplies

Contract 1013
Drive Medical for beds, furniture, DME, safe patient handling

CURRENT FEATURES

Dietary (Member savings provided through HPS Allowance Program)
Danone, Blue Triton, The Father's Table, McCain, Schwan's, Strawfish

Housekeeping

Contract 551
Standard Textiles Co. for textiles, linens and uniforms

Maintenance

Contract 97
Best Plumbing Specialties for maintenance, repair and operations
Contract 561
Life Safety Services for fire door, smoke inspection and related products and services

Contract 578
Orkin for pest control

Contract 589
Rentacrate for moving crates and relocation services

Contract 1004
Carrier Enterprises for HVAC

Therapy Services

Contract 513
Concept Rehab for rehabilitation

New Members

August Haus, Gaylord, MI
Bellevue Independent Schools, Bellevue, KY
Best Point Education, Cincinnati, OH
Boone County Schools, Florence, KY
Bradford Place, Swansea, IL
Brighton Cornerstone, Madisonville, KY
Cambridge Place Group, Lexington, KY
Cedargate Healthcare, Poplar Bluff, MO
Center Grove Community School Corp, Greenwood, IN
Coleman Fields Assisted Living, Coleman, MI
The Community Learning Center, Kendallville, IN
Coventry/Andover School Food Services, Coventry, CT
Eden Village, Glen Carbon, IL
Elysian Gardens Assisted Living, Tampa, FL
Father Murray, A Villa Center, Center Line, MI
The Fountains in Calhoun, Calhoun, GA
The Fountains in Cartersville, Cartersville, GA
Friendship Manor, Nashville, IL
Goddard Schools of Fort Wayne, Ft. Wayne, IN
Grand Emerald Place, South Bend, IN
Groton Public Schools, Groton, CT
Guilford Public Schools, Guilford, CT
The Heartlands, Marlette, MI
Jackson County Schools, Ripley, WV
Legacy Health Service, Martin, TN
Lotus House, Miami, FL
Lutherhill Ministries, La Grange, TX
Merrill Fields Assisted Living, Merrill, MI
Metz Culinary Management, Dallas, PA
Milestone Academy, Temple Terrace, FL
Montville Public Schools, Oakdale, CT
Norwich Public School, Norwich, CT
Oscoda Fields, Oscoda, MI
Pioneer Trace Nursing Home, Flemingsburg, KY
Plainview Adult Care, Auburn, MI
Ramapo Country Day Camp, Airmont, NY
St. Joseph's, A Villa Center, Hamtramck, MI
Tender Care Learning Centers, Bridgeville, PA
UCAN Chicago, Chicago, IL
Villa at Bradley Estates, Milwaukee, WI
Villa at City Center, Warren, MI
Villa at Lincoln Park, Racine, WI
Villa at Middleton Village, Middleton, WI
Villa at Palos Heights, Palos Heights, IL
Villa at South Holland, South Holland, IL
Villa at the Bay, Petoskey, MI
Villa at the Park, Highland Park, MI
Villa at Traverse Point, Traverse City, MI
Villa at Windsor Park, Chicago, IL
Waterford Public Schools, Waterford, CT

calendar of events

AUGUST

- JULY 31–3**
FHCA (Florida Health Care Association), Orlando, FL
- 10–11**
OHCA (Ohio Health Care Association), Columbus, OH
- 11–12**
THCA (Tennessee Health Care Association), Knoxville, TN
- 14–16**
IN HCA (Indiana Health Care Association), Indianapolis, IN
- 26**
FSAAC (Food Service Administrators Advisory Committee), Virtual Meeting
- 31**
Gordon Food Service Florida Show, Orlando, FL

SEPTEMBER

- 2**
TAC (Technical Advisory Committee), Meeting, Location TBD
- 7**
EAC (Engineers Advisory Committee), Meeting, Location TBD
- 12–14**
TX HCA (Texas Health Care Association), San Antonio, TX
- 14**
Gordon Food Service Louisville Show, Louisville, KY
- 12–14**
HCAM/MCAL (Health Care Association of Michigan & Michigan Center for Assisted Living), Grand Rapids, MI
- 12–15**
IL HCA (Illinois Health Care Association), Peoria, IL
- 16**
RI HCA (Rhode Island Health Care Association), Warwick, RI
- 18–19**
WV HCA (West Virginia Health Care Association), Morganstown, WV
- 21**
Gordon Food Service Columbus Show, Columbus, OH
- 27–30**
Lifespan, Ocean City, MD

Summer/Autumn 2022

contents

COVER FEATURES

- SEPTEMBER—BETTER BREAKFAST MONTH: 4–5**
- 4**
(Danone)
Nonfat Yogurt Cups Drive Student Participation
- 5**
(Schwan’s)
Tony’s Breakfast Bagels Serving Up Smiles for Back to School
- 13**
(Concept Rehab)
Academy of Excellence, Specialized Education for SNF Leaders & IDT Staff
- 14**
(Orkin)
Pest Control

DIETARY

- 6**
(McCain)
Welcome Kids Back to School with Their No. 1 Vegetable—Potatoes
- 7**
(The Father’s Table Foundation)
50% of Profits to Charity
- 9**
(Strawfish)
Don’t Be Greenwashed!
- 10**
(Blue Triton)
Break Free—Have a Blast

- HOUSEKEEPING**
(Standard Textiles Co.)
Designed for Protection, Comfort and Experience

- MAINTENANCE**
- 16**
(Best Plumbing Specialties)
Protecting Your Stockroom from Supply Shortages
- 17**
(Carrier Enterprises)
iQi Evidence Based HVAC Sales & Service
- 19**
(Rentacrate)
Moving Crates & Relocation Services
- 21**
(Life Safety Services)
The Healthy Building Company

- HPS VALUE-ADDED SERVICES & OTHER**
- 11 (Menu Planner)**
- 12 (PO Advantage)**
- 22 (Design Center)**
- 24 (Furniture, Finishes & Equipment)**
- Back Cover (Join A Committee)**



Nonfat Yogurt Cups Drive Student Participation

Did you know?

Including nutrient-dense yogurt in a child's diet may help improve diet quality and provide nutrients often underconsumed in the U.S. Combining yogurt with fruit or vegetables (e.g., as a dip or smoothie) can also increase consumption of other underconsumed nutrients, like fiber.

Several nutrients in yogurt help support muscle and bone health, including calcium, vitamin D and high-quality protein. Dairy protein is one of the highest quality protein sources available and provides adequate amounts of all nine essential amino acids that the body needs but cannot make on its own. Calcium plays a major role in bone health and muscle contractility and vitamin D is required for calcium to be properly absorbed by the body.

Drive student participation and bring on more smiles with Danimals.

You can provide an easy, fun and nutritious choice that kids will love with Danimals, the No. 1 kids' brand in the dairy aisle. Our 4 oz nonfat yogurt cups are Non-GMO-project verified, certified gluten-free; gelatin-free, and made with ingredients you can trust from start to finish. They contain 9 gm of total sugar and are good source of calcium and vitamin D per 4 oz serving.

About Danone North America

Danone North America is a purpose-driven company and an industry leader in the food and beverage category. As a Certified B Corporation®, Danone North America is committed to the creation of both economic and social value, while nurturing natural ecosystems through sustainable agriculture. Our strong portfolio of brands includes: Activia®, DanActive®, Danimals®, Dannon®, evian®, Happy Family® Organics, Honest to Goodness®, Horizon® Organic, International Delight®, Light + Fit®, Oikos®, Silk®, So Delicious® Dairy Free, STÖK®, Two Good®, Wallaby® Organic and YoCrunch®. With more than 6,000 employees and 16 production locations across the U.S. and Canada, Danone North America's mission is to bring health through food to as many people as possible.

885750, Nonfat Yogurt Cup, Strawberry, Case pack 48 ct-4 oz

869921, Nonfat Yogurt Cup, Strawberry Banana, Case pack 48 ct-4 oz

200612, Nonfat Yogurt Cup, Vanilla, Case pack 48 ct-4 oz

For more information, visit danonenorthamerica.com. For more information on Danone North America's B Corp™ status, visit <https://bcorporation.net/directory/danone-north-america>. Available through Gordon Food Service. Check with your GFS representative for availability in your area. Contact Tori Mascho at HPS, tmascho@hpsgpo.com.



Tony's Breakfast Bagels: Serving Up Smiles for Back to School

With breakfast participation continuing to increase, districts are tasked with finding products that meet multiple service models from cafeteria service to grab-and-go and classroom service. Many directors need low-labor food solutions to balance the logistical challenges of serving outside of the cafeteria while finding products their students will love. Breakfast including protein, sets kids up for learning success.

Energize your breakfast with Schwan's innovative new Tony's™ Breakfast Bagels that offer students a warm breakfast with savory mozzarella and egg on a whole grain bagel. Tony's Breakfast Bagels come in two wrapped varieties: cheese and egg, and cheese, egg and turkey sausage.

The bagels are great for breakfast in the classroom or serving via a grab-and-go kiosk. Adding more options to your breakfast menu offers variety for your students.

The non-stick ovenable film on the Tony's Breakfast Bagels are easy for your staff to prepare by providing them with a heat and serve option with no assembly required. Simple heat-and-serve. Each delicious breakfast bagel are eligible for commodity processing and provide 1 oz meat/meat alternative and 1.25 oz grain per serving offering your students a great source of protein and whole grain to start their day.

274458, Tony's Cheese & Egg Breakfast Bagel, 96 ct-2.8 oz

274456, Tony's Cheese, Egg & Turkey Sausage Breakfast Bagel, 96 ct-2.83 oz

For additional information, contact your Schwan's sales rep or call 888-554-7421. Available through Gordon Food Service. Check with your GFS representative for availability in your area. Contact Tori Mascho at HPS, tmascho@hpsgpo.com.



Welcome Kids Back to School with Their No.1 Vegetable—Potatoes

Menu with confidence –no shortages expected.

Mix up lunchtime and give kids what they want most: potatoes. With their crispy outsides and soft, fluffy insides, it's no wonder potatoes are kids' No. 1 favorite veggie. The anytime, anywhere appeal of McCain bakeable potato products means they score high as a snack food or side dish. A guaranteed choice by kids time and again, the restaurant-quality familiarity of potatoes is popular with all ages.

Made to retain heat and stay crunchy longer, McCain potato products give students a hot meal with the comfort food they crave. And their hand-held portability and versatility makes them as easy to eat as they are to love.

But there's more to McCain potatoes than being all-around lunchtime favorites; they're loaded with nutritional benefits. Potatoes are an incredibly filling, energy-packed veggie and a nutrient powerhouse. A good source of fiber, each bite is loaded with vitamins, minerals and complex carbohydrates, providing long-lasting energy and increased satiety. Potatoes propel student performance, improving muscle movement, mood, learning and memory.

McCain is your No.1 partner and commodity expert of revenue-ready potato products. Extremely beneficial to any dietary plan, our potato products are developed specifically for the K-12 channel. As the nation's K-12 leader in frozen potatoes, McCain has the USDA Commodity Program expertise you can count on. We are committed to helping you maximize entitlement dollars.

Discover the No.1 veggie appeal, superior performance and profit potential of McCain bakeable potatoes. These popular school menu items offer more to love, which means less food waste. Add McCain bakeable potato products to your menu to bump up your ADP and step up a la carte sales. Meeting the nutrition regulations to be a USDA Smart Snack, you can feed your students and your students' futures. No matter the service model, we've got you covered with a wide variety of compliant cuts and flavors.

228818, Smiles® Potato Shapes

174251, Crispy Bakeable Seasoned Wedges

230962, Crispy Bakeable Seasoned Thick Fries

717490, Crispy Bakeable Seasoned Spirals

123790, Crispy Bakeable Crinkle Fries

Available through Gordon Food Service. Check with your GFS representative for availability in your area. Contact Christina Kain at HPS, ckain@hpsgpo.com.



Visit School Foodservice Potato Nutrition
<https://www.potatogoodness.com/school-foodservice-nutrition/>





50% of Profits to Charity

The Father's Table stands behind a goal we have had since our beginning—to make the best quality products at the most affordable prices, while having a positive impact on our local, national and international community. We support this effort by proudly donating 50% of our profits to women's and children's charities worldwide through The Father's Table Foundation.

The Father's Table Foundation was created 38 years ago as a family foundation until being formalized as a 501(c)(3) non-profit in 1997. The heart of the foundation's mission is to help meet the immediate needs of women and children worldwide and equipping them to be able to meet their future needs. We're achieving this through the support of projects that address six key areas:

Adult Readiness Employment Assistance, Homelessness and Education

Sustainability Agriculture Development and Micro-Finance

Humanitarian Aid Water & Sanitation, Food Security & Famine Relief and Anti-Human Trafficking

Child Welfare Homelessness, Education and Orphan & Vulnerable Children Care

Health Care Antiretroviral/HIV AIDS and Indigent Medical Care

Disaster Relief Emergency Response and Famine Relief

All of the products that we produce contribute to funding the foundation. These product brands include Ultra Loco Bread, Dunkers, Lil' Bites and The Father's Table. We are also the manufacturer of the Gordon Choice Cheesecakes for Gordon Food Service. These products are also included in our mission—50% of Profits to Charity. For a complete list of products, please talk to your Gordon Food Service representative.

We are proud to provide ongoing and valuable support to numerous non-profit organizations that have helped care for countless women and children both at home and overseas. If you have purchased one of our delicious products, please take the time to explore our websites for projects your purchases helped support. Without your support this ongoing funding would not be possible!

For more information, visit thefatherstablefoundation.com and thefatherstable.com. Available through Gordon Food Service. Check with your GFS representative for availability in your area. Contact Christina Kain at HPS, ckain@hpsgpo.com.

The Father's Table
FOUNDATION



Premium Bottled Water

A Rich Heritage for Today's Lifestyle

Born in the foothills of the Adirondacks in 1872, the name Saratoga has become known throughout the country for quality spring water carefully packaged in iconic, cobalt-blue glass bottles. The refreshing taste and stunning visual appeal of Saratoga have made it a top choice of sophisticated consumers and set the bar for domestic spring water for decades.

Designed to Make Every Day Exquisite

Saratoga was once served only to elite patrons of fine luxury resorts and dining establishments. But now consumers can get a taste of this grand lifestyle right at home with new Still and Sparkling water brands.

Saratoga Still has a smooth mouth feel that refreshes the tastebuds and allows its special flavors to shine. The cooling refreshment is just right for busy people on the go.

Saratoga Sparkling's effervescent, lively bubbles, balanced mineral content and unique flavor profile make it an excellent pairing with well-crafted dishes or for special occasions.

Whatever a consumer's modern lifestyle, the rich heritage of Saratoga and its new Still and Sparkling, can help make any day exquisite.

Meeting the Preference for Premium Bottled Water

These two new offerings also tap into a consumer preference for premium bottled water. According to a 2021 survey by Technomic, 41% of respondents said they would purchase premium bottled water if it were offered, versus 36% in 2019. In addition, still water is projected to grow nearly 18% a year through 2023 and sparkling water over 22%.

Now is the perfect time to make these beautiful blue bottles, a Saratoga hallmark, part of any modern lifestyle. Available in 28 oz and 12 oz sizes, and in infinitely recyclable glass, Saratoga Still and Sparkling will continue to please palates and set the bar.



488881, Saratoga Still Spring Water, 12/28oz
488870, Saratoga Sparkling Spring Water, 12/28oz

Available through Gordon Food Service.
Check with your GFS representative for availability in your area.
Contact Christina Kain at HPS, ckain@hpsgpo.com.



BLUETRITON

Don't Be Greenwashed!

There are easier ways to join the global movement of sustainability than jumping through hoops to dispose of single-use waste.

The sustainable products market has been confusing businesses and consumers ever since single-use plastic alternatives entered the market.

Products branded “compostable” require people to clean, collect, sort and pay (on their own dime) to send this waste to commercial composting facilities, which are few and far between. “Marine degradable” offerings only partially break down in our waterways, still ultimately requiring commercial composting.

The question is, who is the responsibility being ushered on to?

StrawFish® disposable solutions are tested to 100% biodegrade in natural landfill conditions, allowing any business or consumer to champion sustainability with ease. By up-cycling marine pollution into single-use plastic solutions, we can continue to clean up our coastlines and preserve our natural environment, together.

As 94% of plastic waste heads to landfills due to a national decrease in recycling rates (among various other reasons), StrawFish engineered disposable solutions that return to Earth even in environments with extremely low levels of oxygen, through a process of anaerobic biodegradation. At the end of their life cycle, the only by-products from these disposables are natural gas and organic matter, no toxic waste or micro-plastics.

As a consumer, simply throwing away StrawFish products in traditional waste bins allows you to contribute to the global shift away from harmful single-use plastics and the overall reduction of waste in our landfills.

178724, 100% Biodegradable Jumbo Straw, Wrapped
178720, 100% Biodegradable Standard Straw, Wrapped
178719, 100% Biodegradable Cocktail Stirrer, Unwrapped
319398, 100% Biodegradable Standard Straw, Unwrapped

Available through Gordon Food Service. Check with your GFS representative for availability in your area. Contact Christina Kain at HPS, ckain@hpsgpo.com.

STRAWFISH®





Break Free— Have a Blast

We all know it's important to keep hydrated, but let's face it, drinking plain water can be just plain boring. Now Splash Blast™ makes drinking water fun by offering a delicious range of fruit-flavored water beverages for those who want to be healthy but don't want to settle for boring. And because Splash Blast has zero calories, zero sugar and added electrolytes, it's guilt-free, refreshing and healthy hydration for every day.

Say hello to six new bold flavor options that include Acai Grape, Lemon, Mandarin Orange, Pineapple Mango, Watermelon and Wild Berry—surprising blasts of flavor that make hydrating anything but boring. (Your body and taste buds will thank you.)

Acai Grape checks all the boxes for fun and flavor. Lemon is the perfect combination of sweet and tangy for that Splash Blast of flavor, and Mandarin Orange is a delicious burst of orange flavor with all of the sunshine and none of the sugar. Or indulge in Pineapple Mango, a blast of tropical flavor to brighten up any day! For watermelon fans, it's our newest flavor. Welcome to the party! And go wild for Splash Blast Wild Berry. Packed with bold, berry flavor, it's the perfect thirst quencher for all day, every day.

Did we mention these delicious fruit flavors that consumers love offer an added benefit—electrolytes? Electrolytes are the number one wellness benefit in the water category, and 74% of households with kids find water with electrolytes appealing. The addition of electrolytes and Splash Blast's colorful, new packaging also appeal to young consumers.



Splash Blast is available in a variety of sizes, from 8 fl oz to 20 fl oz, to grab and go for flavorful hydration throughout the day. So, break free from boring water and have a blast with new Splash Blast—deliciously fun, fruity and healthy water.

284284, Splash Blast, Acai Grape, 12/20 oz
284279, Splash Blast, Pineapple Mango, 12/20 oz
284285, Splash Blast, Wild Berry, 12/20 oz

Available through Gordon Food Service. Check with your GFS representative for availability in your area. Contact Christina Kain at HPS, ckain@hpsgpo.com.



BLUETRITON

MENU PLANNER

Did you know?

The HPS Menu Planner is already setup with your specific purchases through Gordon Food Service—there is no need to spend hours looking up items or adding them manually.

It's really quite simple to getting started and using it to its fullest potential. Step one is to register for the free tool.

To learn time-saving tips, check out our Menu Planner Training course and workbooks on our Member site (*Menu > HPS University*).

Learn more today!

hpsgpo.com/800-632-4572

menuplanner@hpsgpo.com



MEMBER-OWNED
Group Purchasing Organization





PO Advantage: Request a Free Demo

New Value-Added Tool from HPS

How many people order supplies at your facility? How many dispense items from a storage unit?

Do you know how much money you are actually spending? Do you know how much paper you actually have? If more than one person orders items, it can be quite challenging to get a true accounting, both financially and inventory-wise.

And then you run the risk of spending too much, or, worse, having expired medications and other materials on hand.

HPS has a new solution for you, our latest value-added tool—PO Advantage.

It's okay! Before you start thinking this will be something complicated to set up and use, with a long learning curve, stop.

HPS, or rather MedProcure, the company that developed the tool exclusively for HPS Members, essentially handles the setup using your purchasing information, shows you how to use the tool, is available any time you want to make changes, and is just a phone call away to answer your questions.

In other words, we handle the back end work, and you get the credit for taking control of your organization's purchasing and supplies management.

Let's talk specifics:

PO Advantage is a simple and smart purchasing tool that allows you to accurately and efficiently manage all your POs, invoices and supplier payments—as well as make purchases—on one breakthrough digital platform.

It offers true Procure to Pay by seamlessly integrating your purchasing and accounts payable systems and processes.

PO Advantage allow you to:

- Configure and streamline your approval processes
- Grant specific permissions based on thresholds and category
- View all your POs at once, so you maintain oversight and monitor PO status in real time

Plus:

Pricing Audits

Know you are paying the right price, every time. PO Advantage automatically manages, tracks and audits pricing under the HPS contracts you use (including Gordon Food Service and McKesson), as well as from any other place you purchase from, from Amazon to other direct contracts.

Helps Eliminate Human Error

PO Advantage integrates with most accounting systems to eliminate double entry and errors. It also provides punch out solutions to vendors when you prefer to shop their catalogs yet maintain formulary and purchase order controls.

Inventory Tracking

Track on-hand inventory levels for all items you maintain. Eliminate waste by tracking expiration dates and serial/lot numbers on pharmaceuticals and other expensive and critical products.

Resident Charges

PO Advantage even allows long-term care facilities to track supply usage for their residents, eliminating the need for multiple systems. Staff simply and quickly notes usage on a PC, tablet or smart phone.

Check it out at poadvantage.com. Ready to get started? Reach out to your Region Manager or Dave Quattlebaum (dquattle@medprocure.com). Note: There is a small fee to set up and use the system. Check with us for details.



Academy of Excellence

Specialized Education for SNF Leaders & IDT Staff by Concept Rehab

With ongoing demands for SNF providers to drive organizational change, deepen staff skills, and optimize clinical and financial performance, the Academy of Excellence by Concept Rehab offers the opportunity for interactive education from industry experts. As an HPS Member, you can register for free for the Fall 2022 Academies to bring proven best-practices to your SNF facility and staff.

SNF Executive Academy

Designed for SNF executives, this four-part interactive education series helps leaders sharpen their lens on important metrics and technical aspects of facility operations while making strategic decisions to shift for a long-term vision. Participants will gain valuable insights including:

- Financial optimization
- Census development strategies
- Marketing best-practices
- Therapy partnership models

SNF Executive Academy

Executive education for driving organizational change

4 Courses | CEUs | Executive Education

MDS Academy of Excellence

By investing your time in MDS, you invest in the success of your facility. With the MDS Academy, MDS Coordinators gain valuable insights and participate in real-time training to take their skills to the next level. Going beyond the basics, MDS Nurses will refine their skills to effectively manage all aspects of the MDS Department.

MDS Academy

Deepen MDS skills with interactive training

5 Courses | Nursing Contact Hours

How to Register

Go to conceptrehab.com under Resources to receive updates on the Fall 2022 series dates. You can also contact morganb@conceptrehab.com with questions about the curriculum and speakers. As an HPS Member, your registration is free (use code HPSFREE).

Contract 513.
Contact Sherry Gear at HPS, sgrear@hpsgpo.com.





Mosquito Control Services

Mosquito season reaches its peak during the hot summer months, as mosquitoes thrive in warm weather. This means the threat of mosquitoes increases just as customers, guests and employees begin looking forward to spending more time outdoors. And when customers start avoiding businesses due to mosquitoes, it can really impact your bottom line.

Protecting your guests and staff from health threats is critical; these pests can cause more than the red, itchy bites for which they are known—they can transmit serious diseases including chikungunya, dengue, West Nile virus and Zika virus.

One mosquito may not seem like a big deal in comparison to the rest of your responsibilities, but that mosquito can multiply into as many as 400 in under two weeks.

Effective mosquito prevention starts with eliminating the source, specifically sites where they develop and breed. They are first drawn to standing water on your property, and they only need about a thimble's worth of water to breed. Mosquitoes also become attracted to body heat, making those in and around your business a target.

What is the solution?

Check out Orkin® Mosquito Control Services. Orkin Eclipse™ uses novel technology and green ingredients to effectively reduce mosquito populations. Orkin Eclipse targets multiple life stages: adult aedes mosquitoes, larvae and pupae. Additionally, Orkin Eclipse ensures continual efficacy, whereas new shrub growth or other factors can diminish efficacy between traditional mosquito treatments.

Orkin Mosquito Control Service is typically an integrated effort involving source reduction plus the use of chemical control products when needed. We'll help locate the source of your mosquito population, remove breeding grounds and reduce conducive conditions.

With Orkin, you won't have to worry about mosquito control again.

Contract 578.

Contact Sherry Gear at HPS, sgrear@hpsgpo.com.





Pest Control: Assess. Implement. Monitor.

Even with a regular pest control service, it's crucial to monitor pest activity between visits. Here are some tips on how to utilize your maintenance staff in your pest control plan:

- Share why pest control matters. Telling staff about the risks pests pose can give them a deeper understanding of how pests can compromise staff, customer and property safety.
- Assign roles and responsibilities. Pest-sighting protocols can boost confidence in your team to help them get the job done.

Once your maintenance staff is on board, they can integrate proactive pest control tasks into their regular maintenance duties like:

- Caulking and covering outlets or exposed utility lines.
- Applying door sweeps or weather stripping to all exterior doors.
- Repairing all leaky drains and pipes to help reduce sources of moisture.
- Sealing all vents, screens and windows to help prevent entry points.

Pay extra attention to pest activity hot spots like:

- Dining areas
- Restrooms
- Service entries

For best pest control practices, your provider should follow an Integrated Pest Management process. IPM is a proactive, effective and environmentally responsible approach to pest control. IPM accounts for seasonal pest fluctuations and works to deter pests. It only uses chemical treatments as a last resort.

Orkin Pros provide IPM care. We call our Integrated Pest Management process A.I.M.® (Assess. Implement. Monitor.):

Assess A comprehensive inspection. We'll find out how pests are getting inside, what's attracting them and how to best protect your property.

Implement A custom Precision Protection™ program with proactive pest control techniques, personalized tips and effective treatment.

Monitor We'll keep a close eye on your program by identifying pest activity and checking your property for conditions conducive to infestations.

Let Orkin help manage your pest control needs with our A.I.M. approach.

Contract 578.

Contact Sherry Gear at HPS, sgrear@hpsgpo.com.



Protecting Your Stockroom from Supply Shortages

A well-organized and operating stockroom is essential to maintaining commercial facilities such as hospitals, schools, and any other buildings where operations need to be seamless.

With today's supply chain issues, it is more important than ever to establish inventory levels and a replenishment system to avoid running out of supplies and wasting valuable time and money.

1. Audit and Examine your Stockroom

While examining your stockroom consider:

- Is my stockroom safe? To keep operations running and workers safe, it is important to regularly check for tripping hazards, fire code violations, items likely to fall off shelves, and ensure chemicals are safely stored and labeled.

Best Plumbing Specialties offers Stockroom Organization and Consultation for FREE!

<https://www.bestplumbingspecialties.com/get-organized/stockroom-consulting>

- Are items easy to find? When time is of the essence, items should be easily accessible and organized. Jobs such as water leaks, overflowing toilets, and inoperable flushometers or faucets demand a timely response.

Easily Find Supplies with Our Kit Box Assortments and Racks:

<https://www.bestplumbingspecialties.com/get-organized/custom-assortments>

2. Create Space and Organize Stock

If an audit of the stockroom demands more space, consider taking advantage of vertical space; sturdy shelving and bin boxes can go a long way to creating vertical space. Also, hanging bulky items such as cords can not only save space, but potentially make the stockroom safer too, by avoiding tripping hazards.

Consider our Solutions:

Bin Boxes

<https://www.bestplumbingspecialties.com/racks-boxes/>

Klein Stretch Cable Roll

<https://www.bestplumbingspecialties.com/products/11538/>

3. Establish Inventory Procedures and a Re-Ordering System

Stock Inventory Procedures: Regularly examining the procedures for taking items in and out of stock can have a big impact on the bottom line. Whether the stockroom is the size of a closet or as big as a football field, not having an accurate inventory count can waste valuable resources and cause frustration.

Purchasing Schedule: Make purchasing easy by buying at regular intervals, stocking up on supplies (especially those with long lead times or supply shortages), and buy in bulk to save money.

Best Plumbing Makes Re-Ordering Easy: Best Plumbing's items come labeled with Best part numbers to make re-ordering easy.

Need to know what you've ordered before? View your sales history online or reach out to us.

Reach out to us for assistance,

<https://www.bestplumbingspecialties.com/rep-locator>

Contract 97.

Contact Sherry Gear at HPS, sgear@hpsgpo.com.



BEST PLUMBING SPECIALTIES



Our customized assortments help you stay organized and make ordering easy. Three different sizes are available to fit any need.

View our pre-built assortment kits [bestplumbingspecialties.com/get-organized/custom-assortments](https://www.bestplumbingspecialties.com/get-organized/custom-assortments).



iQi Evidence-Based HVAC Sales & Service

HVAC Professionals always recommend add-on products or services to clients during service calls.

'You need a filter change.'
'You need a ventilation system.'
'Do you need a humidifier?'

When customers ask, "WHY do I need it?" Almost every single time, the technician explains the features and benefits of the systems. It is often the same canned response across all customers. Customers don't know if they really need the device or if the technician is trying to sell them something they don't want.

While Carrier Enterprise can definitely supply the parts you need, the biggest benefit from working with CE is we help you with the right solution to your issues.

Trust. It's the key to any relationship. One excellent product that we offer to help assess and monitor the air quality in your buildings is iQi.

iQi Assessment Kits dawn on the new "evidence-based HVAC sales & service era."

The iQi Air Quality Assessment Kit is the only system that supports comprehensive Air Quality Profiling across multiple locations and generates instant reports to share with clients. The Air Quality Monitors in the kits track 10 different metrics like temperature, humidity, dewpoint, PM1.0, PM2.5, PM10, VOC, formaldehyde, AQL, and CO2. All the sensors are NIST traceable (ISO 17025 certified).

It uses the latest IoT Zigbee and Cloud AI technology to collect data, do realtime analysis and profile it against millions of data sets generated worldwide. The AI is backed by experts with over 40 years of global IAQ experience.

With these reports, technicians would now be able to have a knowledgeable conversation with customers. "Look at your CO2 levels in this graph. Your CO2 levels are twice higher than the EPA recommended levels," and then propose a ventilation upgrade.

Similarly, for humidity levels, technicians would now say, "Look at your humidity and dew point levels in the graph. Leaving this unattended can cause mold issues very soon."

Doctors don't second guess medicines. They take blood pressure, pulse and vitals and then back up their finding with data to prescribe medication. We bring that same data and trust element to the HVAC world. We make HVAC contractors look like doctors.

Contact us at institutional@carrierenterprise.com to register for an account under the HPS program.

Contract 1004.

Contact Sherry Gear at HPS, sgrear@hpsgpo.com.





ROBOT KIT

CARNIVOROUS PLANT SET

BEAKERS

PAINT

MEATS

JUMP ROPE

CO2

MICROSCOPE

GOURMET FOODS

COMPUTERIZED SAFETY DATA SHEETS

FIRE DOOR INSPECTIONS

MATTRESSES

Check with HPS before you go shopping.
Our contracts cover most everything!

DEHL DESIGN

COPIERS

AUDIOVISUAL EQUIPMENT

VIALS

MRO

3D PRINTERS

SOFT BABY DOLL

SERVSAFE CERTIFICATIONS

CAN LINERS

SOAP

PEAT MOSS

WATER BATHS

COTTON STRING

PAGING SYSTEM

JARS

HAMMERS

INSECT CONTROL

FRYER OIL

HOT DOG CONTAINER

**We move
different, and
so should you.**



Rentacrate

Offering moving crates and relocations services: crate & dolly system, library carts, lateral file crates, computer crates, bins that can accommodate varying and specialized needs, a la carte moving/relocation services, and much more.

At Rentacrate, our offering is more than just a product, it is a process and a solution. We are considered the leader in this space in terms of quality, quantity of product, recognition and history. We are viewed as “the industry standard.”

Our crate system greatly improves moving processes and procedures. They stay stacked on dollies from origin to destination. There is no assembly, heavy lifting, weight limit or waste. The packing process is greatly expedited and the entire dolly-up, dolly-down process is eliminated, reducing time, cost and potential worker’s compensation issues.

Using our crate system in conjunction with color-coded labels aids in having high-level organizational efficiency. Our product is also an eco-friendly alternative to cardboard boxes. Over the life span of one crate, 10 trees will be saved. That is the equivalent of eliminating 450 boxes from the waste stream.

And what might be one the best perks with our system: It is estimated that one third of time can be saved by utilizing our moving crates.

We look forward to working with you!

Contract 589.

Contact Sherry Grear at HPS, sgrear@hpsgpo.com.

RENTACRATE®



Designed for Protection, Comfort and Experience

At Standard Textile, we've been servicing health care, hospitality, education and commercial markets since 1940 with a vision for helping customers provide a healthier, safer and more inspiring experience. We blend art, science and deep textile expertise to help you create beautiful and safe environments with reusable PPE, cubicle/divider curtains and solar shades.



Caring for patients and employees are your top priorities, and safeguarding against occupational exposure is ours.

- Our reusable isolation gowns (PPE) have continuous and manageable availability, proven performance, protection, lower cost-per-use and greater comfort. These gowns offer reduced medical waste in landfills and reduce cost for waste disposal.
- Our EasyRelease® isolation gown (PPE) offers unique protection and comfort to reduce potential for contamination in donning and doffing, allowing for fast, pull-forward doffing, patent-pending proprietary hook and loop closure at neck and waist, and patented cuff and shield design for under-cuff protection.
- We also offer a full line of white barrier lab coats that provide the ultimate protection for medical professionals.



As a vertically integrated company, we are able to measure, provide price estimates, fabricate and install the project—all while recognizing that the environment we work in requires exceptional coordination and professionalism.

- We have disposable privacy curtains available, and a full line of reusable privacy curtains, including splash resistant antimicrobial fabrics that can be fabricated to your exact health care, education or commercial facility styles and specifications.
- We offer a variety of manual, motorized and automatic solar shades to accommodate any facility. Our line of fabric shadecloths can be used with various hardware, offerings include:
 - Blackout Fabric
 - Sheers
 - Decorative Shadecloth
 - Custom Printed

With 81 years of expertise, you can trust Standard Textile to help meet today's challenges and anticipate future needs to deliver protective, safe and innovative solutions that will help you be more successful.

Contract 551.

For more information, contact John Wintz, Textile Consultant at jwintz@standardtextile.com or 513-673-9071.

Contact Sherry Gear at HPS, sgear@hpsgpo.com.

STANDARD
TEXTILE est. 1940



The Healthy Building Company

At LSS Life Safety Services, we are more than a fire and life safety company. We are also a Healthy Building company.

Recently, the impact of HVAC systems in the fight against airborne virus transmission has generated a renewed focus on air quality. However, with the introduction of fresh air, improved filtration, humidity control, ultraviolet germicidal irradiation air disinfection and other air treatment methods comes a growing concern about the potential for higher system loads—and the increased energy use that can result.

When the ductwork in a building is dirty, it becomes the perfect breeding ground for bacteria, viruses, fungi and molds, which are then spread throughout the building by the HVAC system. Biofilms form when mold and bacteria adhere to surfaces in moist environments. This forces your HVAC units to work harder, shortening the lifespan of your equipment and increasing your energy costs. And in places where occupants are more likely to have a weakened immune system, such as senior living facilities and hospitals, dirty ductwork can cause issues with infection control.

LSS Life Safety Services, can prepare a multi-step program to clean your systems and buildings, install and upgrade your HVAC units with UVGI when available, and install upper air systems and mobile units in designated areas as part of a comprehensive program to provide solutions for your Healthy Building goals.

The science-based systems used by LSS Life Safety Services are adaptable, easy to install and maintain, and work in the background to help save energy and maintenance costs. ASHRAE and others recommend using UVGI at the coil and in duct work for Healthy Building occupancy and improved air quality by sterilizing airborne bacteria, viruses and allergens.

Germicidal lights are simple, effective ways to curb bacterial and viral growths. These specialized lamps produce an ultraviolet light that disrupts growth and deactivates existing growths, aiding in the disinfection of surfaces, water and more. Using one in your facility can help improve everything from air quality to the health and well-being of you and your occupants.

If your facility does not have a traditional central HVAC system with ducts, LSS has a variety of other products to clean and sanitize the air. The first solution is simple and cost-effective: Packaged Terminal Air Conditioned Units. The benefits are numerous, including reduction of bacteria, viruses, mold and odors in settings such as classrooms, offices and senior housing facilities.

The past year has shown us that we need to be prepared for anything that may come our way. LSS Life Safety Services should be one of your first steps.

*Contract 561.
Contact Sherry Gear at HPS,
sgear@hpsgpo.com.*



Ask an Interior Designer

Q: What information should I have ready for an initial consultation to ensure a productive meeting?

A: There are several things interior designers will need to know from you to ensure the design estimate is figured correctly and will encompass your needs, goals and expectations. The following are suggestions on what you can do to be prepared for the initial meeting:

- **Have the decision makers at the meeting.**

This could be the department heads, administrator, architect or anyone else with information pertaining to the parameters of the project. By ensuring everyone is on the same page, we can move forward quickly with little confusion.

- **Define your project objectives.**

What do you hope to get out of the project? What services will you be looking for from the designer? This could include expectations of the finished environment, color direction, style preferences, furniture layouts or any standards that could help your interior designer effectively develop an outline of your needs and goals, and determine the amount of time involved.

- **Know your budget.**

The budget is probably one of the most important things to determine. It affects everything from finishes to furniture to equipment, so it is imperative that you define what your “real” budget is, versus a wish list of what you would like to see in the space. It will help define what can be accomplished. Experienced designers can work within a budget if they know what that budget is up front.

- **Have the plans of the space available.**

Having architectural drawings available of new projects or existing spaces will save time and money by relieving the interior designer from having to start from scratch. It also gives a better idea of the size of the project and what will be involved for furniture layouts and finishes.

- **Know your timeline.**

By knowing what your timeline is, the interior designer can determine what is feasible for the time involved in developing the design, as well as finish and furniture lead times.

- **Have an idea of what items will be needed.**

Having even a basic idea of what finishes, furniture and fixtures you will require is very helpful in determining what kind of time will be involved in the selection process. The designer can assist you in refining that list, but it certainly helps to have a starting point. Ultimately, the goal of the initial meeting is to align your goals with the interior designer’s capabilities to ensure that your project is done according to your expectations.

Why not start with the experts available to you through the HPS Design Center?
Contact us at 800-632-4572, or email design@hpsgpo.com.



Furniture, Finishes & Equipment

This is a sampling of the furniture and equipment available to HPS Members. Contact the HPS FFE group at 800-632-4572, or email ffe@hpsgpo.com.

Seating

Solis by Krug is a heavy-duty product, designed to stand up to the use and abuse that occurs in intensive-use environments. Backed by a lifetime warranty, it features highly durable materials and construction—and is designed for extended product life through the replaceability of its components. Metal side frames, as well as both wood and urethane arms, can be field-replaced if damaged. Complete seats and backs can also be field-replaced when worn out or damaged.

In the battle for infection control and healthy healing environments, Solis offers an impressive array of features. Removable upholstery covers are available, which can be removed and cleaned, or replaced, allowing the life of the product to be significantly extended. Mesh backs are removable, for cleaning or for replacement. When combined with antimicrobial upholstery, all surfaces can feature antimicrobial finishes, and the optional Splashguard protects the underside of the seat from pathogens and moisture.



krug

Shades

genesis®



SitOnIt • Seating®



Seating

Brighten up your common, multipurpose spaces with uncommon, multifaceted design. Lumin offers day-in-day-out comfort from a contoured seat and ultra-breathable, perforated back. Its slim, contemporary look and array of applications make this chair shine above the rest.



Imprint Science Table

Lets all the students record data right on the table top. These STEM tables are built similar to our oak and maple plain apron tables, but with an easy-to-use imprinted top. The top is imprinted with graphs and measurement tools so students can measure and record shared data. The dry erase top has a compass, meter stick, yard stick, circular graph and data recording graph. This hi-pressure laminate top works as a standard marker board, can be marked up with crayons, grease pencil or dry erase markers. Cleanup is easy with standard markerboard cleaner or a damp cloth. The 60" W x 30" D top is perfect for two to four students to collaborate. Table apron and legs are solid maple.



Please follow these guidelines when receiving your Furniture, Finishes & Equipment orders:

- ☐ Check all products for obvious AND concealed damage before signing the delivery slip or freight bill.
- ☐ Check all quantities of products at time of delivery before signing the delivery slip or freight bill.
- ☐ Note damage details on delivery slip or freight bill before signing.
- ☐ Call the HPS office (800-632-4572) to report any damage as soon as possible.

Feel free to contact your HPS customer service representative with any questions.



3275 N. M-37 Highway
Middleville, MI 49333-0247
800-632-4572
hpsgpo.com

Summer/Autumn 2022

PRSRT STD
U.S. POSTAGE
PAID
PERMIT #250
GRAND RAPIDS, MI

Vision: Strengthening communities by helping our Members fulfill their missions.
Mission: We will help our Members realize their goals and financial objectives by ensuring that all HPS offerings are relevant and provide value.

JOIN A COMMITTEE

Searching for Members to join



School Food Purchasing Advisory Committee

Includes Member practitioners who serve as food service directors from our educational facilities.

As a Member-owned GPO, HPS places significant decision-making power in the hands of our Members through 10 advisory committees. In fact, all HPS contract decisions, including recommendations for bidding and negotiations and contract awards, are made by our committees, which are made up of more than 150 Members.

Benefits of being part of an HPS Committee:

- Provides networking with peers
- Gives you an opportunity to share your expertise
- Allows you to interact with our Contracts team
- Includes you in the Committee Annual Meeting

Each of the HPS advisory committees meets approximately three to four times per year at the HPS office.* Meetings begin at 10 a.m. and conclude at noon with a networking lunch. For those who are not able to attend, conference calls are available.

If you're interested in serving on one of our advisory committees, please email contracts@hpsgpo.com.

HPS MEMBER COMMITTEES:

COLLEGE & UNIVERSITY PURCHASING ADVISORY COMMITTEE

ENGINEERS ADVISORY COMMITTEE

FOOD SERVICE ADMINISTRATORS ADVISORY COMMITTEE

ILLINOIS & WISCONSIN SCHOOL FOOD PURCHASING ADVISORY COMMITTEE*

INDIANA SCHOOL FOOD PURCHASING ADVISORY COMMITTEE*

KENTUCKY & TENNESSEE SCHOOL FOOD PURCHASING ADVISORY COMMITTEE*

OHIO SCHOOL FOOD PURCHASING ADVISORY COMMITTEE*

SCHOOL FOOD PURCHASING ADVISORY COMMITTEE

TECHNICAL ADVISORY COMMITTEE

WEST VIRGINIA & PENNSYLVANIA SCHOOL FOOD PURCHASING ADVISORY COMMITTEE*

**State-specific committees meet in the Member state.*