



FOOD FOR THOUGHT

EPC/MEC COMMODITY NEWS

Volume 1, Issue 2
December 2009

Commodity 102 sessions to be held beginning in January

In January DJ Co-Ops and Gordon Food Service, in cooperation with the EPC and MEC, will again be conducting sessions on the commodity processes for ordering and participation.

These sessions provide a great opportunity to learn more about the commodity program. If you are new these sessions are invaluable!

Three sessions will be conducted across the state in 2010. The first will be held at the Metropolitan

Educational Council offices on Monday, Jan. 11, the day before the Commodity Food Show in Columbus.

MEC is located on just down the street from this year's food show site, so this would be a perfect opportunity to come into Columbus on Monday and stay over for the food show on Tuesday, Jan. 12.

Seating for the commodity class is limited, so early registration is necessary!

Registration is from 8:30 – 9:00, Opening and Welcome at 9:00, DJ Co-Ops Training 9:15 – 12:00, Lunch 12:00 – 12:30, Gordon Food Service Training 12:30 – 3:00. CEU's will be offered. The locations and dates are listed below.

Please contact Toni at DJ Coops at toni@djcoops.com or call 1-800-441-6067 to register for any of these sessions.

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Register now so we know who is planning to attend!

Commodity 102 Session Schedule

January 11, 2010

Metropolitan Educational Council
2100 CityGate Dr.
Columbus, OH 43219

January 13, 2010

Sycamore Community Schools
(on the grounds of Raymond Walters College)
UC Educational Wing of Blue Ash Elementary
9541 Plainfield Road
Cincinnati, OH 45236

January 14, 2010

Union-Scioto Schools
1565 Egypt Pk.
Chillicothe, OH 45601
2100 CityGate Dr.
Columbus, OH 43219

The 2010 Commodity Food Show is just around the corner!

January 12, 2010 should be circled on your new calendar as a date to remember – that's the date of the EPC / MEC Commodity Food Show at the Aladdin Shrine Temple on Steltzer Road in Columbus, OH.

If you are not already planning to be there, now would be a great time to request to attend! Below is an outline of the show information.

The EPC/MEC Cooperative Direct Diversion Commodity Program will host our annual food show and participating districts meeting on **Tuesday, January 12, 2010 at the**

Aladdin Temple (3850 Stelzer Rd. in Columbus, Ohio 43219) again this year. We plan to begin the meeting at 10:00 a.m. with registration starting at 9:30 a.m.

We have re-bid processors for Beef (A704 only), Cheese, Chicken, Eggs, Oil and Turkey. Our Advisory Committee needs your district's evaluation of the products at this meeting in order to award processor contracts for the 2010 - 2011 School Year.

Please RSVP to us who will be representing your district by emailing Robin Houston

at the EPC at ep_finance1@mdeca.org or call 1-800-589-6684 or Ron Miller at the MEC at rmiller@mecdc.org or call 1-877-632-4248.

Commodity items to search

New commodity item suggestions are requested from our members.

Please let your regional representative know if there are high volume items you would like to see added to our commodity program.

Some suggestions we have received are turkey hot dogs, turkey corn dogs, and breakfast flapsticks.

Commodity Bid Schedule released by committee

The Commodity committee has developed a commodity product bid schedule for this year and the years to come.

This schedule was developed to help improve communication about what is happening to everyone, vendors included. Following is the adopted schedule for the commodity processing bids:

2010-2011
cheese (barrel & mozz), turkey, eggs, oil

2011-2012
chicken, pork, fruit, peanut butter

2012-2013
beef, potato, corn, tomato

DJ Coops Account Login Change

Just a reminder that your account logins for DJ's have changed.

You must now put OH in front of your existing three-letter user name.

Seems the people on the west coast might have caught up with the OH-IO thing! Kind of like OHRon!

New Members Joining the EPC/MEC Commodity Cooperative

This year we are welcoming 23 new members to the commodity cooperative.

We would like to welcome **Arts and Science Preparatory Academy, Austintown Local SD, Brecksville-Broadview Heights, Carrollton Exempted Village SD, Cleveland Arts and Social Sciences Academy, Cuyahoga Falls, Field Local SD, Hamilton City SD, Harvard Ave. Community School, Holgate Local SD, Holy Spirit, Joseph Badger, Lake Erie Academy, Lake Local SD, New Miami, North Canton, Norwalk City SD,**

Rossford Exempted Village SD, Struthers City SD, Swanton Local SD, US Grant, Western Reserve and Youngstown Christian.

If you know anyone who might be interested in becoming a part of the cooperative, please have them contact one of our regional committee members, and be sure to invite them to one of the commodity 102 sessions coming in January!

King's Delight

Have you been asking yourself "Why did I receive this check from King's Delight?" Well here is why:

The USDA requires a minimum yield from each chicken processor, and because King's Delight is not able to use the meat from the wings of the chicken in the products they offer, they are required by law to credit back the value of the wing meat to each school district in the form of a check.

Additional concerns to be discussed at the show include delivery problems and a lack of interest in using the dark meat products currently offered by King's Delight.

Commodity Shopper are you Smarter than a 5th Grader?

If you think so, explain this commonly known commodity abbreviation -- **NOI**

NOI is the abbreviation for "Net off of Invoice." Now is that good or bad? Well, according to commodity experts around our parts, it's good.

NOI benefits members in that it guarantees fair market values for the commodity product, and this gives EPC / MEC members the best bang for our buck.

We buy commercial products and simply get credit off of our invoice for the amount of commodities used in making each case. This has many advantages:

1. We can still get BID pricing on the commercial product AND get the commodity rebate ALSO—more bang for our buck!
2. Commercial products are still available to order IF you run out of commodities— therefore, menu stability AND nutritional data remains unchanged.

3. No need to be "responsible" for comparing Fee for Service Pricing— just know if it's a good commercial product offered at bid price, then NOI will give you extra value—next best thing to cash in lieu of commodities.

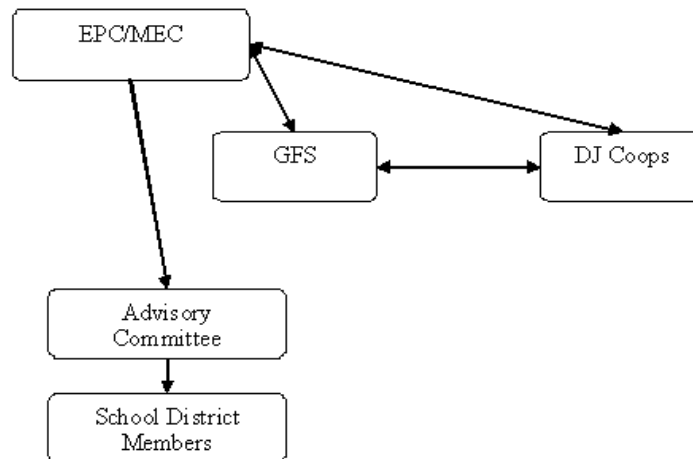
The advisory committee strongly suggests that we encourage manufacturers to offer NOI pricing. If you agree, you can search for NOI offerings to utilize from the co-op commodity list and encourage manufacturers to consider this pricing option.

Commodity Communication Outlined

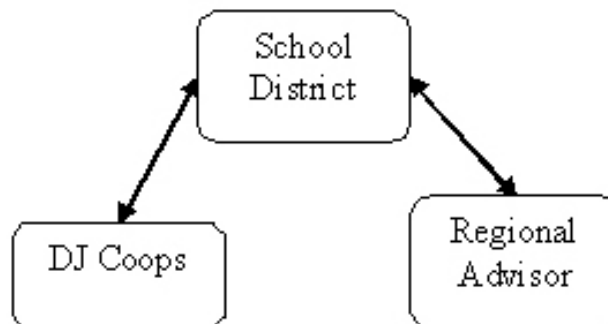
Below is a communication flow chart that has been developed by the committee to help improve communication among the members. This essential chart specifically outlines the who, what and when of the EPC / MEC commodity program. We are privileged to have many individuals interested in helping make this commodity program the best in the state! Please refer to this chart if you have questions and/ or concerns. We are all here to help and effective communication can help eliminate frustration and improve the efficiency of our commodity program.

COMMUNICATION FLOW CHARTS FOR THE EPC/MEC COMMODITIES COOPERATIVE & CONTACT INFORMATION

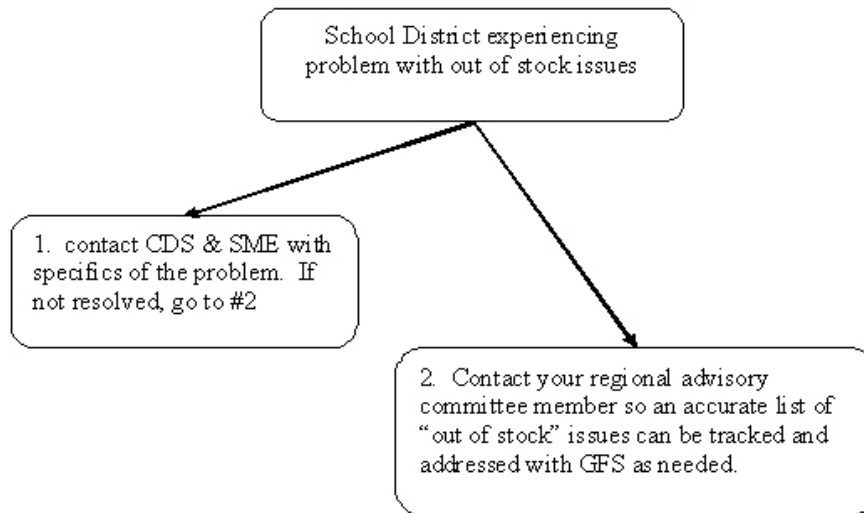
MAJOR COMMUNICATION ABOUT CHANGES OR NEW DIRECTIVES:



GENERAL QUESTIONS AND COMMUNICATION

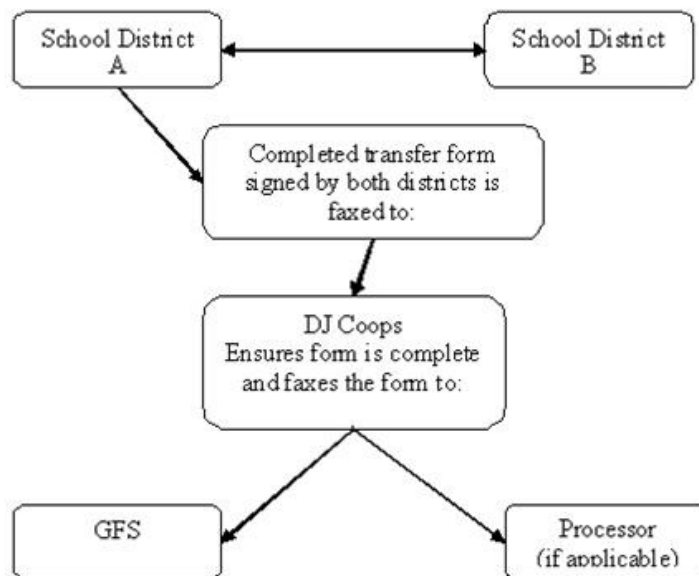


OUT OF STOCK ISSUES



CDS: Customer Development Specialist (your sales rep from GFS)
 SME: Subject Matter Expert (another sales rep from GFS that focuses on the Commodity Program)

TRANSFER OF PRODUCT BETWEEN DISTRICTS



CONTACT INFORMATION

Denise Oleszkiewicz: GFS commodity program coordinator
 email: Denise.Oleszkiewicz@gfs.com
 phone: (616) 717-7073

Ron Miller: MEC Executive Director
 email: RMiller@mail.mecdc.org
 phone: (614) 473-8300

Ken Swink: EPC Executive Director
 email: ep_director@MDECA.ORG
 phone: (800) 589-6684

Toni Torres: DJ Coops, Ohio coordinator
 email: toni@djcoops.com
 phone: (800) 441-6067



On behalf of the EPC, MEC and
Commodity Advisory Committee, we
extend a very special holiday
greeting to you and your loved ones
and we look forward to seeing you on
Tuesday, January 12, 2010

EPC / MEC COMMODITY PROGRAM

Educational Purchasing Council (EPC)
Ken S. Swink, Executive Director
303 Corporate Center Drive, Suite 208
Vandalia, Ohio 45377

Metropolitan Educational Council (MEC)
Ron Miller, Executive Director
2100 CityGate Drive
Columbus, Ohio 43219
Phone: 877.632.4284

Visit us on the Web!
www.epc-online.org
www.mecdc.org

SAVING YOU DOLLARS THROUGH DIVERSION

The mission of the EPC / MEC Cooperative is to reduce costs to school districts and offer a better selection of commodity options to schools. The Co-Op receives pricing on processed items from interested manufacturers. The Co-Op advisory board chooses and approves products that member school districts wish to use in their meals. Member schools may use any approved processor, as long as the amount of product ordered meets the state and processor minimums. Each district is charged the contract price and the distributor markup for a delivered-to-the-door price. The program facilitator (currently DJ Co-Ops) also receives a small fee per case shipped to a processor or distributor. All offerings are sent either to the manufacturer or distributor as requested by the member school district.