

ESPO DELIVERS...

According to a survey completed by an independent market research company, ESPO received an overwhelming 'thumbs-up' in terms of the service we provide to schools.

This survey is carried out to find out if we are providing the services that you require and that our product ranges remain relevant to the changing needs of our customers. A random mix of 1500 schools are asked to rate our service, reliability, choice, value, product availability and delivery to show how we are performing and highlight where improvements can be made.

Highlights of the survey include: **95%** rated our pricing and value as good or better, **91%** rated our customer service as satisfactory or better and **99%** rated ESPO overall as satisfactory or better.

Pricing & Value



Customer Service



ESPO overall



We want to thank everyone that responded, particularly those that provided us with suggestions that will enhance and improve our product ranges. Your feedback led us to set up a specialist project team charged with developing exciting new ranges of products for specific areas of the curriculum including Technology, Science, Literacy and Numeracy.

These new ranges will be available in next years catalogues. You also asked us for a regular newsletter – and here it is!



MAKING 'GREEN CHOICES'

In response to recent government guidelines and targets relating to sustainability and achieving carbon footprint reductions, we have launched 'Green Choices', a selection of recycled and sustainable products from our latest 2009-10 catalogue.

'Green Choices' is also available online at www.espocatalogue.org and www.espo.org demonstrating our commitment to making procurement a more sustainable process.

This publication includes details of our Big Green Swap competition. If your school or class has made a change to help the environment and combat climate change then you could become one of the monthly winners simply by telling us what you have achieved.

A copy of 'Green Choices' has been sent to every school, college and university.

If you have not yet received a copy or would like additional copies for your colleagues, please contact the ESPO marketing services team on marketing@espo.org or call 0116 294 4026.



Your Account Managers...

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For more copies of our catalogues contact Marketing Services Tel: 0116 265 7927/0116 294 4026 • Fax: 0116 294 4379 • Email: marketing@espo.org



This newsletter is printed on 130gsm 9Lives Recycled Silk (80% recycled) paper. An electronic version is also available on www.espo.org

EASTERN SHIRES PURCHASING ORGANISATION
Barnsdale Way • Grove Park • Enderby • Leicester LE19 1ES



ESPO Autumn Term 2009

Education Update

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Welcome to the first issue of the ESPO Education Update, the first of a regular newsletter for our education sector customers. This termly publication will be packed full of the latest news, products and viewpoints of interest to every member of staff.

ESPO is your local authority purchasing and distribution consortium and operates on a not-for-profit basis, using the aggregate buying volumes of our member authorities and other customers to maximise potential savings in every area of our procurement activity.

We provide a friendly and independent single source solution for everything you need from paperclips to minibuses and offer the best products and services at the best possible price. All are featured in our main catalogue as well as a range of smaller specialist publications featuring art, sport, early learning and site management.

All contracts and catalogue products fully comply with EU Procurement regulations and our experienced regional account managers provide the highest level of support to give you 100% confidence in every purchasing decision. See back page for their contact details.

We hope you find this publication both interesting and useful.

Do let us know if there are any subjects or products that you think we should feature in future issues as we always value your feedback.



DEALING DIRECT

In April we launched the new style Dealing Direct catalogue featuring an even wider range of products, services and suppliers. Instead of the product and price listings that included every last nut and bolt, we have streamlined the format to include more contracts.

The new catalogue is designed to be used in conjunction with the Dealing Direct website (www.espodealingdirect.org) which provides comprehensive product listings and the latest real-time information on prices and contracts.

The Dealing Direct catalogue will be subject to ongoing improvements.

Please let us know of any changes you would like to see – we always welcome your suggestions.



HEALTH & SAFETY

ESPO helping the fight against infection

Did you know ESPO provides Alcohol Hand Gel, an anti-bacterial hand sanitiser recommended to fight against many different types of micro-organisms.

These products meet the increasing need for quick hand disinfection in schools and colleges. It is available in a 100ml 'handy' size bottle or a 500ml dispenser for use with a wall fixing bracket.

122599	100ml	£1.77
12259P	Case of 12 x 100ml	£20.36
110272	500ml	£2.80
11027P	Case of 12 x 500ml	£32.23
122580	Wall fixing bracket for 500ml dispenser	£6.90

For further details see pages 805 and 1036 of the catalogue.



A Smart One in the washroom...

SmartOne is a new high performance single sheet bathroom dispenser from Lotus Professional that will reduce consumption and wastage of toilet tissue as well as reducing the incidence of blockages, vandalism and litter pollution.



Ideal for school washrooms and cubicles, this system will reduce maintenance and, because it lasts significantly longer between refills, will deliver significant cost savings on cleaning and re-stocking.

Manufacturer trials have shown that SmartOne can reduce tissue consumption by up to 42% compared with other toilet tissue systems by dispensing just a single sheet of 2 ply tissue every time.

It is also more hygienic and reduces cross-contamination as users only touch the sheet taken.

ESPO has negotiated a FREE 'try before you buy' scheme with Lotus Professional who will demonstrate the system, supply and install dispensers in up to 25% of a schools toilets and provide a two week supply of tissue **ALL FREE OF CHARGE.**

To see SmartOne or for more information please speak with your ESPO Account Manager or email: r.morton@espo.org

Magic in the Dragons' Den...

An appearance on BBC series Dragons' Den secured a £100,000 investment in Magic Whiteboard.

that is particularly important in schools where you cannot fix anything on walls. Also, being statically charged, you can place notes, photos and paper straight onto it.

Using standard dry whiteboard marker pens, Magic Whiteboard is completely erasable, even if left for days, and the sheets can be reused more than 20 times.

At just £19.95 for a roll of 25 perforated A1 (60x80cm) sheets, Magic Whiteboard can help your budgets go further.

147117	Roll	£19.95
14711P	Case of 9 rolls	£163.00

In fact, according to the manufacturer, a single roll can save you over £90 compared with using flipcharts.

See page 449 of the catalogue for full details



This innovative environmentally-friendly product offers a real alternative to flipcharts allowing you to create a whiteboard from a roll anywhere in seconds. Magic Whiteboard uses static to stick to most hard flat surfaces including walls, doors, glass and wallpaper without leaving any marks – something

FOUNDATION STAGE FURNITURE

A huge new range of high quality wooden furniture from Community Playthings enables nurseries to meet the dcsf's educational and organisational needs in the Foundation Stage of the National Curriculum. It has been developed to support play, with input from early childhood professionals across Europe, in six areas of early learning and development for 3-5 year-old children under the Childcare Act 2006:



- Personal, Social and Emotional Development
- Communication, Language and Literacy
- Problem Solving, Reasoning and Numeracy
- Knowledge and Understanding of the World
- Physical Development
- Creative Development

A 10-year warranty is provided for all items which are designed and manufactured at workshops in the UK.

For more information, please call ESPO on 0116 294 4059 or email hi.smith@espo.org

OPEN – an option for schools purchasing

The ESPO catalogue is now available via Open the online buying tool designed specifically for schools to make the process of buying goods and services faster, easier and simpler.

Schools joining Open will have access to ESPO on one easy to use website.

The system allows schools to purchase and pay for goods automatically from their financial management system.

A phased approach is being taken to the introduction of OPEN through local authorities across the East Midlands, West Midlands and East of England.

It is currently being trialed by over sixty schools throughout Leicestershire and Northamptonshire.



For further information Email: schools.eprocurement@dcsf.gsi.gov.uk

Safer Outdoor Play

Outdoor play equipment for school playgrounds will provide children with active and challenging play opportunities whilst promoting physical activity and health.



ESPO has selected suppliers with play equipment ranges that will stretch children's abilities, foster their imagination, build their confidence and resilience whilst helping them to learn how to evaluate and manage risk.

ESPO Contract 115 provides advice and quotations for the design, supply and installation of play equipment and safety surfacing.

The range of equipment includes low level timber trails, traditional and innovative play equipment, multi-use games areas, meeting places, skate and BMX parks and line marking.

Impact absorbing safety surfacing includes continuous wet-pour rubber, rubber tiles and bark. The contract also facilitates maintenance inspections of existing equipment to ensure they continue to meet current safety standards.

For more information, please call ESPO on 0116 265 7943 or Email: d.johnston@espo.org

REDUCING THE COST OF PHONE CHARGES

Save up to 27% on telephone line rental and up to 58% on calls.

These are examples of some of the savings that schools can make, without having to dial a prefix or install specialist equipment, under Contract 7 that ESPO has finalised with Uniworld Communications. Uniworld makes it easy to change from your existing provider and achieve big savings on your current line rental and call charges.

Online billing and reporting is available as well as paper billing with no additional charge for those schools that prefer to pay by cheque.

With daytime call costs from as little as 0.68p per minute to landlines, 6.9p per minute to mobiles, no minimum call charge and per second billing, it is no wonder that this contract is proving very popular.

CHARGES – PENCE PER MINUTE

Call Type	Standard	Economy
Local/National	0.68p	0.48p
NGN Local	2.75p	1.00p
NGN National	6.65p	4.50p
NGN = Non-Geographic Number		
Mobile	Standard	Economy
O2/Vodafone	6.90p	6.80p
T Mobile/Orange	6.90p	6.80p
3	14.00p	12.00p

For further information, please call your ESPO Account Manager

or Email: espo@uniworld.co.uk or call 0845 458 4510.



Tinted paper improves reading

According to The Dyslexia Action, that supports people with dyslexia and literacy difficulties, up to 20% of the population can be affected by the glare resonating off white backgrounds and exercise books printed on tinted paper can reduce that glare and play a major role in helping people with Irlen Syndrome to read.

We have introduced a new range of exercise books with ivory, blue or yellow tinted and recycled paper.

See page 439 of the catalogue for further details.



Pritt 40th Birthday Promotion



3 for 2
SPECIAL BIRTHDAY
OFFER*

...Buy 2 ...Get 1
FREE!

10910 Pack of 24 x 40g sticks with Free wallet
of 64 Repositional Glue Dots **£19.15**



Free
Glue Dots
Included

See current
ESPO catalogue
- page 59
for details...



3 FOR 2 SPECIAL BIRTHDAY OFFER

800953 3 Packs of (24 x 40g sticks with
Free wallet of 64 Repositional Glue Dots) **£38.30**

* Offer available during November 2009. Promotion only available on orders placed between Monday 2nd November and Friday 27th November 2009.

Pritt 40th Birthday Promotion

Order your special 40th birthday celebration promotion packs of Pritt Sticks using this order form and return it by post or fax to ESPO to arrive no later than Friday 27th November 2009

– or by telephone on 0116 265 7905

SCHOOL/COLLEGE/OFFICE _____

ADDRESS _____

POSTCODE _____

Customers from Lincolnshire must include their SAPS number here

Lincs SAPS N°

Delivery Point N°

CATALOGUE CODE	UNIT OF ISSUE	QUANTITY REQUIRED	DESCRIPTION	PRICE PER UNIT	TOTAL COST
800953	3 for 2 Triple Pack		72 x 40g Pritt Sticks + 3 FREE Wallets 64 Repositionable Glue Dots	£38.30	
GRAND TOTAL					

Promotion only available on orders placed between Monday 2nd November and Friday 27th November 2009.

HOW TO ORDER

Either Complete this order form and send to:
Customer Services ESPO Barnsdale Way, Grove Park, Enderby, Leicester LE19 1ES

or Fax the completed order form to: **0116 294 4390**

or Telephone the ESPO Orderline: **0116 265 7905**

PLEASE PHOTOCOPY FOR YOUR OWN RECORDS

Date.....Signed.....Position.....

THIS COPY - SEND TO ESPO • PHOTOCOPY - RETAIN FOR YOUR RECORDS

DELIVERY ENQUIRIES: CONTACT CUSTOMER SERVICES ON **0116 265 7901/2/3/4/8**

October 2009

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