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President's Message

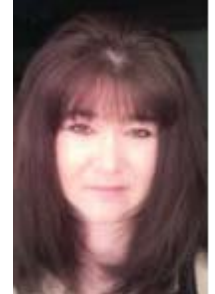
How time flies...it's hard to believe that it has been six months since the 2014 NPI Conference! Thanks to all of those who attended and made "Spurring Success" a memorable conference!

Your NPI Board of Directors has been hard at work. NPI's new website was launched in time for submitting 2015 AEP applications. A huge thank you goes out to Craig Rowley, Brian Garrity, Penny Marchell, Pam Kirkland, Phillip Ellison, and Annet Warzwick. Together, this team worked tirelessly to implement enhancements to the AEP program that will benefit both applicants and evaluators.

Please note that the deadline for submitting AEP applications is fast approaching! Don't miss out on being a part of the 20th anniversary of the AEP program, and earning a commemorative special edition crystal AEP trophy! Just a reminder that the 2015 application fee has increased to \$600 for non-members. Remember to renew your NPI membership in order to receive the NPI member discounts on the AEP application and conference registration, and to access the AEP Best Practices!

SAVE THE DATE! Planning is well underway for the NPI 47th Annual National Conference and Products Exposition and the 20th Annual Achievement of Excellence in Procurement Awards Presentation, October 11-14, 2015. This year's

conference theme is "Achieving Procurement Excellence in 2015 - The Pinnacle of Procurement" and the venue is the beautiful Tuscany Suites in Las Vegas, Nevada. Take advantage of the early registration fee of \$650 for members until July 3, 2015. The Delegate Registration Form is included in this newsletter.



Dawn Berry is once again coordinating the conference program, and has finalized a great line-up of educational sessions relevant to public procurement. The conference agenda is included in this newsletter, and offers continuing education hours that can be applied towards ISM and other certification/recertification requirements (18.5 CEH's for ISM/17 CEH's for UPPCC).

Penny Marchell is heading-up the Special Events Committee. This team is busy planning our events, including the 20th AEP Awards Gala! This will be a spectacular evening event, with all the glitz and glamour to celebrate this momentous occasion.

Jim Tillman and Michael Derr are hard at work recruiting partners for the Products Exposition. I encourage all of you to invite your vendors to join us and showcase their new products, services,

Continued on page 2...

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and technologies that will benefit our organizations. Please feel free to forward their contact information to Jim or Michael.

I am excited to announce that Annet Warzwick, CPPB, has been appointed to represent NPI on the UPPCC Board of Examiners (BOE) as a member of the CPPB Team. Her appointment is effective until December 2016. Congratulations Annet! I am confident that you will do a great job representing NPI.

I would also like to take a moment to thank Past Presidents Beth Fleming, Yoli Jones, and Pam Kirkland. They traveled to Nevada to provide the Board with history, guidance, and support during the Winter Board Meeting, where we were faced with discussing important issues and making difficult decisions. We couldn't have done it without you! We appreciate you more than you know!

As always, the NPI Board of Directors will continue efforts to move our great association forward. Please do not hesitate to contact us if you have a specific item of interest, or if you want to become more involved!

Remember, get those AEP applications submitted, and register for the conference!! Don't miss out!!

Yours in Service,
January M. Cook, CPPO, CPPB
2015 NPI President

2015 AEP Application

The May 29th deadline is fast approaching, but it's not too late! There is still time to submit your application for this prestigious award! Don't hesitate any longer - get started now!



SAVE THE DATE



October 11-14, 2015
Tuscany Suites
Las Vegas, NV



*Achieving Procurement Excellence in 2015
The Pinnacle of Procurement*



47th Annual Conference & Products Exposition
and the 20th Annual Achievement of Excellence in Procurement Awards Presentations

Conference Agenda

Sunday, October 11, 2015	
6:30pm-7:00pm	First Timers Welcome Reception
7:00pm-9:00pm	Welcome Reception
Monday, October 12, 2015	
8:00am-10:00am	Opening Ceremony and Breakfast and Keynote Speaker Presentation: A Pie in the Face of Adversity - Resilience and Laughter Keynote Speaker Linda Hedenblad
10:15am-11:15am	General Session NPI Platinum Partner Presentation: Doubling Down on Cooperative Purchasing Award Criteria #9 & #16 Duff Erholtz and Jonathan Yahn
11:30am-12:30pm	Presidential Awards Lunch
12:30pm-2:00pm	Concurrent Educational Sessions Achieving AEP Best Practices AEP Award Criteria #Various Brian Garrity, C.P.M., CPPB or Critical Thinking is Ethical Thinking AEP Award Criteria #1 & #3 Linda Hedenblad
2:15pm-3:15pm	Concurrent Educational Sessions Insurance – A Necessary Evil AEP Award Criteria #3 Carol Fletcher, CPPB, A.P.P., and Sharon Hauht, CPSM, C.P.M. or Gr84U NSFW: Business Writing for Professionals AEP Award Criteria #3 Christina Pryor, CPPB
3:30pm-5:00pm	Concurrent Educational Sessions Business Ethics AEP Award Criteria #1 Phillip Ellison, MBA, CPSM, C.P.M., RTSBA or Procurement's Role and Challenges with Construction Projects AEP Award Criteria #14 Beth Fleming, CPSM, C.P.M., CPPO, and Scott Arledge, CPPO, CPPB
7:00pm-10:00pm	Buyer/Supplier Networking Event
Tuesday, October 13, 2015	
8:00am-9:30am	General Session Barely Avoiding Disaster - Procurement Lessons Learned from the White House Reconstruction Project During Harry Truman's Presidency AEP Award Criteria #3 & #18 Mike Purdy
9:45am-10:45am	Concurrent Educational Sessions Shades of Gray: Passion in Purchasing Tammy Rimes or Performance Measures Specific to Procurement Function AEP Award Criteria #4e Monica Schuerr, CPPB, MBA
11:00am-2:00pm	46th Annual Products Exposition and Buffet Lunch
2:00pm-3:30pm	Concurrent Educational Sessions If Your Customers Had a Choice...Would They Choose You? Tammy Rimes or Procurement Risk Part 1 AEP Award Criteria #4 & #18 N&C Consulting
3:45pm-5:15pm	Concurrent Educational Sessions Developing a Contracts and Purchasing Academy AEP Award Criteria #3 Michael Derr or Procurement Risk Part 2 AEP Award Criteria #4 & #18 N&C Consulting
6:00pm-9:00pm	20th AEP Awards Gala and Carlton N. Parker Award Presentation

Wednesday, October 14, 2015	
8:00am-9:30am	Concurrent Educational Sessions Mock Disaster Exercise – Emergency Procurement Part 1 AEP Award Criteria #18 Beth Fleming, CPSM, C.P.M., CPPO, Scott Arledge, CPPO, CPPB, and Jody Gonzalez or AEP Session - to be announced
9:45am-11:15am	Concurrent Educational Sessions Mock Disaster Exercise – Emergency Procurement Part 2 AEP Award Criteria #18 Beth Fleming, CPSM, C.P.M., CPPO, Scott Arledge, CPPO, CPPB, and Jody Gonzalez or AEP Session - to be announced
11:30am-1:00pm	Annual Business Meeting and Installation of Officers Lunch
1:30pm-2:30pm	Concurrent Educational Sessions Developing the Next Generation of Procurement Leaders - Succession Planning Strategies that Work - Part 1 AEP Award Criteria #1, #3, #4, #6 & #18 Ron Holifield or How Much Do You Know About Purchasing Fraud? AEP Award Criteria #1 and #2 N&C Consulting
2:45pm-3:45pm	Concurrent Educational Sessions Developing the Next Generation of Procurement Leaders – Succession Planning Strategies that Work - Part 2 AEP Award Criteria #1, #3, #4, #6 & #18 Ron Holifield or Protests – Can They Be A Good Thing? Sharon Hauht, CPSM, C.P.M.
4:00pm-5:00pm	Closing General Session Jeopardy NPI Board of Directors

Keynote Speaker

Linda Hedenblad MSE, CRC, (MINT)

Linda has a national reputation for presenting topical issues, while infusing humor and vitality into her training style.

For the past 16 years, Linda has been teaching and developing a variety of continuing education courses for government professionals. Many of these have been conducted as distance learning courses using accessible learning platforms.

Linda's three greatest professional passions are teaching the complexities of Ethics, Motivational Interviewing, and Building Professional Resilience.

Linda is the Founder of the VR Development Group and Co-Founder of Designed2Learn. She is also a professional Improviser who has been performing with the Monkey Business Institute in Madison Wisconsin since 2008.



DELEGATE REGISTRATION FORM

47TH ANNUAL CONFERENCE AND PRODUCTS EXPOSITION
LAS VEGAS, NV • October 11-14, 2015

Name (last, first) _____ Certification(s) _____

Name to be printed on badge _____

Title _____ Agency/Organization _____

Mailing Address _____

Phone (_____) _____ Fax (_____) _____

E-mail Address _____

Any special dietary needs or special accommodations you may require? _____

Is this your first NPI Conference? Yes No

CONFERENCE FEES: These fees cover all scheduled sessions and events, per person. The non-NPI member full conference fee includes membership benefits in NPI (if eligible) from time of registration through January 15, 2016.

	Early Registration Fee until July 3rd	Fee if Received July 4 - Sept 15th	Late Registration after Sept 15	
<input type="checkbox"/> NPI member conference fee*	\$650.00	\$700.00	\$750.00	\$ _____
<input type="checkbox"/> Non-member fee	\$900.00	\$950.00	\$1000.00	\$ _____

*This rate also applies to non-NPI members who are members of an NPI chapter, ISM affiliate, or Recipient of Achievement of Excellence in Procurement.

SINGLE DAY CONFERENCE REGISTRATIONS

NPI Members Check Conference Day(s): Monday Tuesday Wednesday \$250/Day \$ _____

Non-Members Check Conference Day(s): Monday Tuesday Wednesday \$350/Day \$ _____

*The daily rate includes all activities and meals scheduled for that day.

RETIRED NPI MEMBER AND SPOUSE/GUEST FEES:

Retired members of NPI and delegates' spouse/guests may attend the conference and products exposition at no charge, but must purchase tickets for the following functions.

		Number of guests	
Welcome Reception	Oct. 11, 2015	\$50/person	Qty: _____ \$ _____
Opening Ceremony and Breakfast	Oct. 12, 2015	\$35/person	Qty: _____ \$ _____
Presidential Lunch	Oct. 12, 2015	\$55/person	Qty: _____ \$ _____
Buyer/Supplier Networking Event	Oct. 12, 2015	\$50/person	Qty: _____ \$ _____
Buyer Supplier Lunch	Oct. 13, 2015	\$50/person	Qty: _____ \$ _____
AEP Awards Banquet	Oct. 13, 2015	\$75/person	Qty: _____ \$ _____
Installation Luncheon	Oct. 14, 2015	\$50/person	Qty: _____ \$ _____
Full Meal Package		\$365/person	Qty: _____ \$ _____

TOTAL: _____ \$ _____

PAYMENT METHOD:

Enclosed is my check or money order, payable to NPI in the amount of \$ _____

Charge my VISA MASTERCARD AMERICAN EXPRESS

Amount Authorized: _____ Card Number: _____ Exp. Date: _____

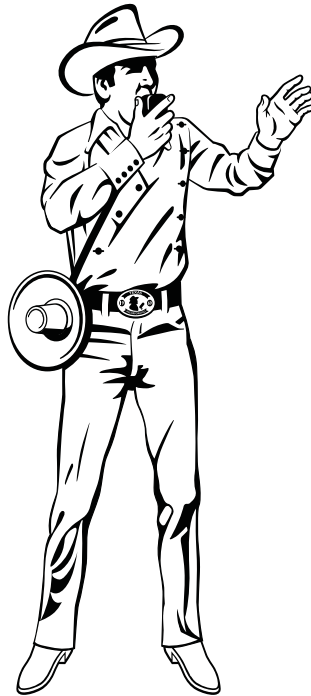
Name on Card: _____ Signature: _____

PLEASE FORWARD APPLICATION AND PAYMENT TO:

MAIL: National Procurement Institute • Delegate Registration • PO Box 370192 • Las Vegas, NV 89137
FAX: 702-967-0744 • Phone: 866-877-7641 • Email: executivedirector@npiconnection.org

Cancellation notice must be received in writing or via email to executivedirector@npiconnection.org. Cancellations received more than 21 days prior to the Conference will receive a full refund, less a \$100 administrative fee. Cancellations received less than 21 days prior to the Conference will receive a 50% refund, less a \$100 administrative fee. Attendee substitutions within the same agency may be done at any time with written or email notification to NPI. No refunds are given for no-shows.

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National Council for Public Procurement and Contracting (NCPPC)

Identifying Position Domains in Public Sector Procurement: Towards the Establishment of Standardized Job Descriptions for the Profession.

The Purpose of this study is to analyze the UPPCC Job Analysis dataset to determine if the job of Public Procurement requires sufficient particularized knowledge to be considered a profession.

The NCPPC hired Drs. Eric Prier and Clifford McCue, Associate Professors at Florida Atlantic University, to explore commonalities of job functions based on the 2012 Universal Public Procurement Certification Council Certification (UPPCC) job analysis survey. The following are excerpts from their report.

Is public procurement a profession, and its practitioner's professionals? So, how does a field or occupation come to be viewed as a profession? This very question has been the subject of considerable scholarly and practical debate over the last two centuries and crosses a host of disciplinary boundaries. Many occupations claim that they belong to a profession, possess most, if not all, of the idealized characteristics of a profession, yet they may not be seen as professionals.

Although we may still be debating what constitutes a profession, one thing does become apparent across all different perspectives; all professions require some given level of expertise and discretionary decision making. It is upon this premise that we look specifically at public procurement.

A first step in determining if public procurement qualifies as a profession is first to determine if it qualifies as an occupation. According to the U.S. Bureau of Labor, purchasing managers, purchasing agents, and buyers are considered an occupational group. As an occupational group purchasing managers, buyers, and purchasing agents typically perform most of the following tasks:

- Evaluating suppliers based on price, quality, and delivery speed.
- Interviewing vendors and visit suppliers' plants and distribution centers to examine and learn about products, services, and prices.
- Attending meetings, trade shows, and conferences to learn about new industry trends and make contacts with suppliers.
- Analyze price proposals, financial reports, and other information to determine reasonable prices.
- Negotiating contracts on behalf of their organization.
- Working out policies with suppliers, such as when products will be delivered.
- Meeting with staff and vendors to discuss defective or unacceptable goods or services and determine corrective action.

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- Evaluating and monitoring contracts to be sure that vendors and suppliers comply with the terms and conditions of the contract and to determine need for changes.
- Maintaining and reviewing records of items purchased, costs, deliveries, product performance, and inventories.
- Utilizing various procurement systems and software packages to increase efficiency.

Generally, purchasing agents and buyers consider price, quality, availability, reliability, and technical support when choosing suppliers. To be effective, purchasing agents and buyers must have working technical knowledge of the goods or services to be purchased. Evaluating suppliers is one of the most critical functions of a purchasing manager, buyer, or purchasing agent.

Moreover, purchasing managers, buyers, and purchasing agents use many resources to find out all they can about potential suppliers. They attend meetings, trade shows, and conferences to learn about new industry trends and make contacts with suppliers. They often interview perspective suppliers and visit their plants and distribution centers to assess their capabilities. For example, they discuss design of products with design engineers, quality concerns with production supervisors, or shipping issues with manager in the receiving department. They must make certain that the supplier can deliver the desired goods or services on time, in the correct quantities, and without sacrificing quality. Once they have gathered information on suppliers, they sign contracts with suppliers who meet the organization's needs, and they place orders. Buyers who purchase items to resell to customers largely determine which products their organization will sell. They need to be able to predict what will appeal to their customers. If they are wrong, they could jeopardize the profits and reputation of their organization.

Given that the U. S. Bureau of Labor classifies purchasing as an occupational group, the question then must shift to distinguishing between purchasing practitioners in the private sector and purchasing practitioners in the public sector.

Is public purchasing significantly different than private purchasing?

Public procurement has been defined as the "designated legal authority to advise, plan, obtain, deliver, and evaluate a government's expenditures on good and services that are used to fulfill stated objectives, obligations, and activities in pursuant of desired policy outcomes" (Prier and McCue, 2012). Accordingly, public procurement practitioners serve a central role in determining how governments across the world allocate resources that produce the goods and services demanded by citizens and to do so in an economic and just manner. Similar to Green, Keller and Wamsley (1993) in terms of public procurement, what its practitioners do, and why, requires an understanding of its basis in fact and in law.

Doubtless there are at least three important dimensions that need to be recognized by those engaged in public procurement, as opposed to those engaged in private sector supply management, and they include 1) the legal basis for practitioners' activities in discharging their responsibilities; 2) the organizational and structural boundaries of operative activities; and 3) the functional activities and intended outcomes of the practices used in the pursuit of

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governmental obligations. While the legal authority provides the basis for action of government, it also can prescribe specific procedures in how to do things or how to set up the institutions involved in procurement. The organizational dimension connects and structures the authoritative basis for pursuing any procurement action by aligning the functional activities and the choices practitioners make in a specific context. The functional procurement activities consist of the practices used in the pursuit of governmental obligations all of which operates with a particular institutional environment.

The total mix of procurement decisions creates the governmental outputs that are thought to produce desired effects or consequences of government policy. This often includes procurement programs such as living wage policies, minority business programs, and sustainable procurement strategies. Within these boundaries, what public procurement practitioners do in terms of their jobs becomes relevant to determining if in fact they can claim to be a separate occupation. As noted by Gordan, Zemansky and Sekwat (2000), it is ultimately the complexity of government procurement that challenges even the most talented and knowledgeable individuals.

To determine what constitutes the general knowledge necessary to successfully discharge the duties in public purchasing, we must further identify what are the tasks associated with procurement that would lead one to believe that it is unique. To accomplish the overall goal of determining if public procurement requires a specialized knowledge base to warrant consideration as a profession, we analyzed the 2012 Prometric Job Analysis dataset, conducted on behalf of the Universal Public Procurement Certification Council. Using this extensive dataset, we classify knowledge, skills and abilities within the occupation to determine appropriate conditional gradations among those occupying different public procurement jobs – and this leads to identification of a workable distinction between those individuals who are engaged in a public procurement occupation and those who are members of the public procurement profession.

I encourage you to visit the NCPPC webpage at www.goncppc.org and the National Procurement Institute's webpage at www.npicconnection.org to view the report in its entirety.

Edward McMullen

Immediate Past President 2013 – 2015

National Procurement Institute, Inc.

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Procurement and your Health

There was a time in our lives when exercise came easy, but for many those were the days of our youth. Days when we were full of vigor and vitality; however, those days have departed.

Would you like to relive those youthful days again? Then ask yourself, “What would it take to become more energetic and productive at work and normal daily activities?” Individuals that are productive and effective in the work place are those individuals that pursue a healthy lifestyle which include regular exercise on a daily basis.

Health and wellness is an essential ingredient that will relieve stress and achieve success in the workplace which include daily activities in our personal lives also. Research indicates that by becoming physically active and maintaining a regular physical activity program and access to nutritious foods reduce the risk of obesity and other associated diseases.

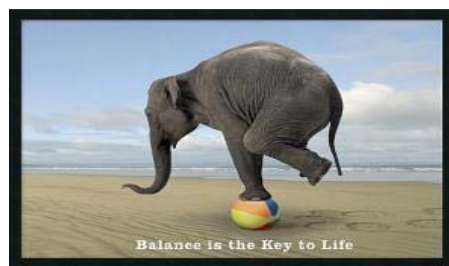
By investing 20-30 minutes of your time daily in an exercise program will provide you the necessary energy required to increase your productivity not only in the workplace but in your everyday life as well. Jumpstart your healthy lifestyle with an exercise program by following these simple steps for healthy living for procurement professionals:

- Take a brisk walk during lunch.
- Take the stairs and avoid elevators.
- Develop and implement a daily exercise program that will improve your cardiovascular system, promote weight loss, increase endurance and provide for better relaxation.
- Develop and implement healthy eating program that include fruits and vegetables. A healthy diet equals a healthy heart.

Exercise can be a fun activity. Walk with a friend or go bike riding and exercise while listening to your favorite music. So come on and join the fun. Get up off your seat and get up on your feet – Exercise! Regular exercise reduces and relieves stress and its associated problems that are harmful to the body.

What are you waiting for? Let’s get started today. Establish goals that are realistic and obtainable. Start slow and be patient because the results may not be noticeable at first.

Rediscover your youth and regain your energy and increase your productivity through a well thought out exercise and wellness program. **“A healthy solution for Procurement Professionals – Procurement and your Health”**.



*Edward McMullen, Immediate Past President
National Procurement Institute, Inc.*

Congratulations Tammy Rimes 2014 Carlton N. Parker Award Recipient



The Carlton N. Parker Award for Outstanding Service is the most prestigious award presented by the National Procurement Institute (NPI). The criteria for receiving the award, as established by the Board of Directors, require that the nominee must have made outstanding contributions to the development and progress of NPI and the public procurement profession.

Being recognized by your peers for outstanding services is both exhilarating and humbling. Any member of NPI in good standing may nominate someone for this award. The nominee does not have to be a member of NPI.

Each year at the Presidential Banquet, the recipient of the Carlton N. Parker Award is announced. The Carlton N. Parker award was formerly known as the Special Award for Outstanding Services (SAFOS Award).

Melissa Lee, the 2013 recipient of the Carlton N. Parker Award, presented Tammy with this most prestigious honor, at the 2014 NPI Annual National Conference.

Tammy takes her passion of horses with her husband's passion of wine, and combines them into a successful family business, Hacienda de las Rosas Winery, with a successful tasting room in Old Town San Diego which has been featured on the front page of USA Today, San Diego Union-Tribune and winner of the San Diego Chamber of Commerce Small Business of the Year in Marketing. As the author of "Drink Fine Wine...Ride Fine Horses - Leading the Life of Your Dreams," she provides a fun and informative guideline, with real stories, on how others can begin their own dream life.

Before the winery, Tammy served as Purchasing Agent for the City of San Diego, the 9th largest city in the nation. She served as the Emergency Operations Chief during the 2007 Witch Creek Fires that covered thousands of miles and destroyed over 2000 homes and the Mt. Soledad landslide which destroyed city streets and a high profile neighborhood. Under her leadership, the City consolidated its warehouse operations, and centralized all purchasing and contracting operations under a very political and combative Mayoral leadership. With a Master's degree in Public Administration, she also worked in the corporate world for Sears, Tandy Corporation, and Eastern Airlines. Tammy has the unique perspective of working in three different worlds - corporate, government and entrepreneurial!

New NPI Lifetime Members Announced

At the NPI annual business meeting held on October 22, 2014, in Frisco, Texas, the membership voted unanimously in favor of awarding NPI lifetime memberships to two very deserving individuals.

Congratulations Dave Seward!



Dave Seward is a thirty-five year veteran in private and public sector purchasing and materials management. Dave began his career working for Intel Corporation spending 13 years in various materials management positions with emphasis in Traffic and Transportation Management (now known as Logistics) and Purchasing. Since 1989, he has worked in various public sector agencies including community college, university and the past 16 years in county government. Dave has been a member of the National Purchasing Institute since 1993, and has served on the Board of Directors for ten years to include President in 2007-08.

Dave has a BS degree in Purchasing and Materials Management. He received his Lifetime C.P.M. Certification in 2000 and his CPPO certification in 2008. He was the recipient of the Carlton N. Parker award for outstanding service at the NPI conference in Las Vegas in 2010.



Congratulations Ron Williamson!

Ron Williamson, a nineteen year employee of the Houston Galveston Area Council and the HGACBuy Cooperative Purchasing Program, retired in October 2014. Ron is a forty year procurement professional, holding titles such as Buyer, Purchasing Agent, and Purchasing Manager, in private and municipal government, as well as federal agencies. He is a proud member of the National Procurement Institute, Inc., NIGP, and the Southeast Texas Association of Public Purchasing (SETAPP).

Ron earned the Certified Public Procurement Buyer (CPPB) designation in August 2007, and in 2013, he was awarded a lifetime CPPB certification. He received a BS degree in Criminal Justice from the University of Houston D/C, and is a veteran of the US Air Force. Ron is happily married to his wife, Lunita, and they are the proud parents of five children, and the grandparents of three beautiful girls.

*Beth Fleming, CPPO, CPSM, C.P.M.
Director of Purchasing
Denton County, Texas
Elected to the NIGP Member Council*



The NIGP Member Council will officially begin its work on July 1, 2015 as the NIGP 2.0 governance model is fully implemented. The newly instituted NIGP Member Council is empowered to make all decisions related to the eligibility and conditions of agency and individual membership. The Member Council also coordinates all formal relationships between the Institute and its network of chapter affiliates. Additionally, the Council establishes and maintains standards of professional conduct including a code of ethics and oversees the process for developing and approving position papers and official resolutions of the Institute. The Council also oversees the process for establishing an Institute honors and awards program.

Congratulations Beth!



*Le Sealey, CPPB
Manager of Purchasing
City of Mesquite, Texas
PPANCT Member of the Year*

Le Sealey, CPPB, was named as the PPANCT Member of the Year. Le was recognized for her outstanding contributions to the association while serving as the 2014 PPANCT Treasurer, and presented with a beautiful award during the January 29, 2015 membership meeting.

Congratulations Le!

News and Notes

The Public Purchasing Association of North Central Texas (PPANCT), a chapter of NPI, installed the 2015 Officers on January 29, 2015. Pictured left to right: Vanessa Freeman, CPPB, President; Nancy Corwin, CPPB, Vice President; Annet Warzwick, CPPB, Secretary; and Le Sealey, CPPB, Treasurer.



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Past issues are posted at
www.npiconnection.org



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