

The Public Purchaser

The Newsletter of the Public Purchasing Association of North Texas



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It's budget time and I'm sure everyone has been busy this summer preparing their 2012 budget. As we all know, our budgets have been impacted by the current economy, especially funding for training and education. I want to thank our Board for their hard work this year in finding ways to provide additional training to our members. The board not only added a Pro-D Day in July, but they have made it a point to provide monthly speakers with specific purchasing topics.

Our Pro-D Day in July was very successful. We had three great speakers who provided excellent topics for purchasing professionals. I would like to especially thank Nancy Corwin, Professional Development Chair, for all of her hard work. Nancy coordinated the July Pro-D Day on very short notice and it was a wonderful and successful event. Nancy is working on our Pro-D Day for November and we will be sending out registration information as soon as possible.

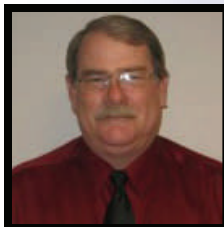
In addition to providing additional training, the Board is making every effort to provide better services to our members. We are currently in the process of scanning all of our old records for easy access. Also, David Setzer, Website Committee Chair, is exploring the option of adding a Specification Library to our website. This year the Board made the decision to purchase a laptop and accounting software to provide a consistent mode of tracking the financial records of the chapter. Rebecca Hunter, Treasurer, has been hard at work converting our paper system to the electronic software. Again, I just want to thank all of our Board Members for their hard work and dedication to PPANCT.

This month's speaker, Ms. Janet Hasty, will be presenting a topic that is of interest to purchasing professionals at every level – Negotiation Skills. If you have not registered, please make your reservations today. As a reminder, this month will be our last day meeting, we will return to the evening schedule in September.

In closing, registration is open for NPI's 43rd Annual Conference National Conference & Product Exposition. Come join us in Broomfield, Colorado, October 30th through November 2nd for "Leadership in Action".

Scott Arledge

PPANCT President



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Special Events Chair—Supplier Showcase & Holiday Party

vacant

VISION STATEMENT

To be recognized as an association of highly trained public purchasing professionals that promotes the advancement of the purchasing profession.

MISSION STATEMENT

To be a respected association that guides the public purchasing profession in a manner that promotes public trust while aggressively pursuing the professional development of its members.



43rd Annual Conference & Products Exposition October 30 - November 2, 2011



Omni Interlocken Resort - Denver, Colorado

If you have not made plans to attend the conference, you should do so now! This conference promises to be educational and fun. The opportunity to meet fellow purchasing professionals from all over the country is an important part of the conference. For more information, contact NPI at 866-877-7641, or visit the web site at www.npicconnection.org

Responsive or Not?

Most of us are familiar with responsiveness issues in sealed bids. But how about RFPs? RFP responsiveness poses a particular challenge because RFPs inherently are a more flexible process that permits discussions and even proposal revisions. Rejecting a proposal not only costs the vendor money – they commit a lot in time and resources to proposal development – it also may leave good ideas on the table. Still, no evaluator wants to waste time evaluating a proposal that is so deficient it would require a major rewrite to even be considered meaningfully. Or the exceptions to terms and conditions may be so extensive that you'll never get the proposal through legal review. State laws and judicial opinions take different approaches to responsiveness. NIGP's **GoPro** magazine published an article, Responsive or Not?, in its February/March 2011 issue that discusses the issue of responsiveness in RFPs. The author's final conclusion: use care in application of responsiveness rules and discuss the issue with your legal counsel to develop an approach. We thought the article was worth highlighting for our members.

http://govpro.com/resource_center/proposals_bids/rfp-responsiveness-201102-03/?cid=nl_gopro&YM MID=%60mmid%60&YM RID=%60email%60



Congratulations!

2011

NPI Scholarship

Awardees:

Michelle Brand

Lisa Cloud

Becky Dorsey

Vanessa Freeman

Greg Pervis

David Setzer

Public Purchasing Association of North Central Texas

Monthly Meeting: August 25thth, 2011

Sheraton Grand Hotel DFW Airport

4440 West John Carpenter Freeway

Irving, Texas 75063

Topic: Negotiation Skills

Speaker: Janet Hasty, CPPO, CTPM

Government Procurement Services

Cost \$20.00 for members \$22.00 non-members

RSVP: Before 12:00 Noon, Tuesday, August 24, 2011 to

<http://augustppanctmeeting.eventbrite.com/>

Any person needing a specialty meal for medical reasons should send their request to Vanessa at Vanessa.freeman@dentoncounty.com one week prior to our scheduled meeting.

Warm Rolls with Butter

Tossed Salad

Homemade Meatloaf w/ Herbed Tomato Sauce

Macaroni & Cheese

Green Beans

Strawberry Cheesecake

Iced Tea & Coffee

Professional Development Day

July 20, 2011



A total of 29 purchasing professionals participated in Professional Development Day on July 20th in Plano. According to the post-event survey, most attendees found the event to be educational with knowledgeable speakers and they would recommend other PPA events to colleagues. We consider this a great achievement for our chapter.

As a result of this event, PPANCT acquired 9 new chapter members!



Top Left: Janet Hasty, CPPO, CPTM presents her program on Ethics in Contracting. **Above:** PPA President Scott Arledge introduces presenter Mary Farrar, C.P.M., CPP. **Top Right:** Beth Fleming, C.P.M., CPPO begins her presentation on Specification Development. **Bottom Right:** Janet Hasty takes questions during the presentation.



Save the Date!

Mark your calendars...

The annual PPA Holiday party will be held the evening of Thursday, December 1st.

More information coming soon!

Do you have any news, announcements or thoughts you would like to share with PPANCT members? If so, please forward information to

jennifer.harbour@dentoncounty.com

for inclusion in the next newsletter.

Upcoming Meeting Topics:

- August 25** **Negotiation Skills**
Janet Hasty, CPPO, CPPB
- September 29** **Measuring Distribution Center Performance**
Gary Holcomb, C.P.M., CPPO
- October 27** **Construction Procurement**
Beth Fleming, C.P.M., CPPO



We currently have two open positions on the board. Please email Scott Arledge or Dawn Berry if you are interested.

