



Message from the President

A big thanks to the VALUE members who hosted an excellent March VALUE/WAPP meeting! Those of us who attended were fortunate to hear John Di Frances speak on "Ethics – Organizations of Character. John's message touched on the "legacy" we each leave behind, both in our personal and our professional lives. In the next ten+ years, many baby boomers will be leaving the workforce taking with them (us) a lot of collective purchasing talent. There will be a whole new crew leading this WAPP organization. My thoughts are to ask what legacy will we leave for these future leaders? It's an interesting question to ponder. My hope is that we will continue to volunteer, to maintain high ethical standards, to share information and leave a legacy of our experience and knowledge. For newer members, don't miss out on the chance to volunteer for WAPP and begin building your legacy in making this organization better each year.

We all heard the news that Georgia Thompson's conviction was overturned. If you haven't read the details, please do so. Georgia paid a terrible price for doing her job and the conviction cast a pall on all Wisconsin purchasing folks as well as the

RFP process. Lee Johnson, retired from City of West Allis, provided the following link. You will find the oral arguments are particularly telling. And, it is interesting to hear how different the actual case is versus what was presented in the news media.
<http://www.ca7.uscourts.gov/fdocs/docs.fwx?caseno=06-3676&submit=showdkt&yr=06&num=3676>

Vice-President Laura Forbes is planning a top-notch WAPP meeting in Neenah on June 7 & 8 at the Bridgeport Hotel & Conference Center. Helen McCain, Director of the State Bureau of Procurement, will provide training for local agencies on the State's new RFP process. This promises to be a popular presentation, so I encourage you to register early. I am also particularly looking forward to the negotiation training session. Laura was referred to this speaker by the local ISM Purchasing affiliate.

Please also consider attending the NIGP Annual Forum in Hartford, Conn. on August 4-8. My agency allows me to attend the forum every other year and each time I attend, I work to bring back the "best of the best" ideas from other states for WAPP and for my agency. It's not too late to register, just go to <http://www.nigp.org/events/Forum.htm>

If you have any comments, concerns or questions, please do not hesitate to contact me. See you in Neenah in June!

Linda Dupuis,
President

**Wisconsin Association of Public Purchasers Minutes
Wauwatosa, Wisconsin
March 22, 2007**

The meeting was called to order at 9:00 am by President Linda Dupuis and followed by the Pledge of Allegiance. The minutes of the December meeting were approved with no changes.

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**Treasurer's Report –
Lyman Fuson**

As of February 28, 2007:
 Checking Account Balance \$13,622.66
 CD Balance \$6,680.18
 Savings Account Balance \$2,527.00
 Total: \$22,829.94

Committee Reports

Education Committee:
Frank Draxler indicated that sixteen members attended the February NIGP educational seminar "Legal Aspects of Purchasing" that was held in Madison on February 19-21, 07. Another seminar will be scheduled for fall, 2007. Susan Connelly suggested software licensing or negotiation be considered for future seminars. WAPP will contribute \$100 per person per day to reimburse members to attend. Frank indicated that seminar fees will be increasing for non-NIGP members.

Frank indicated that a "bridge" is available for individuals with CPM certification to obtain CPPO certification.

Membership:
 No information was presented

Expo Committee:
 No information was presented

Past Presidents Council:
 No information was presented

Business

Old Business:
 No information was presented

New Business:
 Susan Connelly suggested that host's for upcoming meetings should inquiry with the Hotel if a free room would be available for the webmaster. Discussion en-

sued and motion was m/s/p to approve that WAPP will pay the cost of the hotel room for the webmaster.

At December meeting, Linda Dupuis was asked about allowing/setting-up virtual attendance for members. The Executive Committee did discuss prior to this meeting and it was determined to be cost prohibitive to pursue at this time.

Upcoming Meetings

June 7-8:
 Bridgewood Resort, Neenah, WI hosted by Laura Forbes

September 13-14: Vendor Expo, Chula Vista, Wisconsin Dells

December 6-7:
 Olbrich Gardens, Madison, WI hosted by Lyman Fuson

March 2008: Hosted by VALUE Group in Milwaukee area

June 2008: TBD

September 2008: Vendor Expo, Chula Vista, Wisconsin Dells

December 2008:
 Hosted by City of Madison

**Newsletter Deadline –
 April 20, 2007** to Mary Hensler
 mary.hensler@dot.state.wi.us

Meeting Adjourned at 9:20 am

**Submitted by Dale DeNamur
 Secretary**

**~Cooperative Purchasing
 News~
 by Linda Dupuis**

Here are some questions WAPP members were asked at the March meeting:

- Are you manually registering-vendors and maintaining vendor lists?

- Are you mailing and/or faxing bids/quotes?
- Would you like to post your bids on the Internet?
- Over time, would you like to see local government better leverage their buying power to -

**SAVE YOU & YOUR AGENCY
 TIME & \$\$\$?!**

If your answer is YES to those questions, you'll want to keep yourself and your IT staff informed as the charter agencies progress through this transition to purchasing NovusVendor from Novusolutions. FAQ's will be provided to all WAPP members by the June meeting. FOR A SELF-GUIDED TOUR OF NovusVENDOR:

Our Cooperative Purchasing Committee has been very active during the past four months. The bi-weekly conference calls have allowed us to move forward with evaluating Novusolutions software. Bob Anderson and the Technical College folks are playing a key role in this work. Several Co-op members hope to have approval soon from their agencies to be "charter members" in implementing the software.

Future Plans:

- Costs have been set at a maximum of \$1,000 per agency. Final costs are dependent upon the final number of charter agencies.
- Once charter members obtain approval from their agencies, purchase software for group
- Software implementation at charter agencies (late summer & fall)
- Roll-out info for all WAPP members at December WAPP meeting



**WISCONSIN ASSOCIATION OF PUBLIC PURCHASERS
2ND QUARTER MEETING- JUNE 7-8, 2007
Best Western Bridgewood Resort & Conference Center
1000 Cameron Way, Neenah WI**



Lodging Information

A block of rooms has been reserved at the Best Western-Bridgewood through Wednesday, May 23, 2007. Room rates are \$62/single, \$82/double with your tax exemption certificate. Please make your reservation with the Best Western by calling 800-514-5206 or 920-720-8000. For driving directions go to www.bridgewoodresorthotel.com.

Registration Information

- Member Retired Member Non-Member First-Time Attendee*

Name: _____

Agency: _____

Email: _____

Registration Fees: (Includes Friday's continental breakfast** and lunch both days)

Check the Appropriate Boxes:

	WAPP Member	Non-Member	Retirees
Both Days:	40.00	55.00	20.00
Thursday Only:	25.00	30.00	10.00
Friday Only:	25.00	30.00	10.00

*First time non-members are free. A First-time, non-member must be a governmental official whose responsibilities include or are related to public procurement.

**Guests of the hotel may also take advantage of the full breakfast buffet served daily.

- I will attend **Both Days** I will attend **Thursday Only** I will attend **Friday Only**
 I will attend **Lunch on Friday** I will attend the **Certification Review on Friday**

Thursday Night's Group Dinner:

Thursday evening group dinner will be held at Eddie's Sky Club East, 1229 Gillingham Rd. Dinner will consist of your choice of entrée below served with a salad, potato, fresh baked bread, coffee and milk. For dessert there's a *chocolate fountain* with lots of tasty items for dipping. The cost is \$17, which includes the gratuity. If you plan to attend, please add \$17 to the registration fee or enclose a separate check. Please pick one of the entrées below:

- 10 oz. Prime Rib Chicken Cordon Bleu Lemon Herbed Baked Haddock

Make check payable to WAPP: Payment and registration forms must be received no later than May 30th. You may fax the registration form to (920) 236-4799. Mail to:

Laura Forbes
Winnebago County Purchasing
P.O. Box 2808 Oshkosh, WI 54903-2808



**WAPP Annual Meeting
June 7– 8, 2007**

**Best Western Bridgewood
Resort & Conference Center
1000 Cameron Way, Neenah WI**



AGENDA

Thursday, June 7, 2007

- 9:30 - 10:00 am** **Registration**
- 10:00 am** **Introductions and Welcome**
- 10:05 am** **Any One Have a Road Map?-Just Where Is Public Procurement Headed? - Donna McCarthy & Pam Huth, NIGP.** A status update on NIGP and the profession in general.
- 11:00 am** **Prevailing Wage Rates and Other Public Works Issues - Bob Anderson, Bureau Director of Labor Standards.** Bob will discuss when prevailing wage rates apply, why and what our responsibility is to enforce them. He'll present overview of Act 181 related to drug testing policies on Public Works projects and address questions.
- 12:00 noon** **Lunch**
- 12:45 pm** **Persuasion, Argumentation & Influence: Elements for Successful Negotiation – Kristin D. Charles, Ph.D.** Learn the essential skills to prepare yourself for effective negotiations. You'll learn the essential elements of "Principled Negotiation," a negotiation strategy researched and proven effective by researcher from the Harvard Negotiation Project. Learn how to communicate persuasively during bargaining through active listening and questioning. You'll also get some tips on how to deal with sole sources. Finally, you'll have several opportunities to practice these new skills with case studies and activities. (There will be a short break sometime during this session)
- 4:45 pm** **Past Presidents' Meeting**
- 6:00 pm** **Dinner with Colleagues** at Eddie's Sky Club East.

Friday, June 8, 2007

- 7:45 am** **Registration and Continental Breakfast**
- 8:10 am** **Introductions and Welcome**
- 8:15 am** **RFP Training – WI DOA, Bureau of Procurement staff** will do training on the state's newly adopted RFP processes.
- 10:15 am** **Break**
- 10:30 am** **Work Place Safety – Steve Herman, Winnebago County Crime Prevention Deputy.** Did you know that 2 million people worldwide are victims of violent crime at work each year? In this interactive presentation, Steve will offer practical ways to stay safe at work.
- 11:30 am** **Cooperative Purchasing – Linda Dupuis.** Update on co-operative software-purchase.
- Noon** **WAPP Business Meeting – Linda Dupuis, President**
- 12:20 pm** **Lunch**
- 1:00 pm** **Review for CPPB/CPPO Exams (optional)**

NOTE: Members attending both days of this WAPP chapter conference will earn up to 11 contact hours towards NIGP certification. Contact hours must be prorated for members who can attend only a portion of the meeting. If interested, WAPP certificates will be available following the Friday business meeting, confirming your attendance and the number of hours earned towards your CPPB or CPPO.

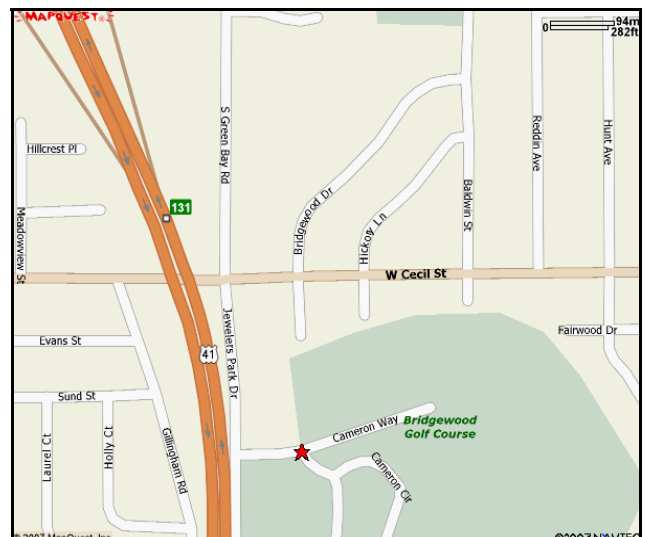
DIRECTIONS AND MAP

Green Bay, WI: U.S. Hwy 41 South to Neenah, exit 131. (35 minutes)

Milwaukee, WI: U.S. Hwy 41 North to Neenah, exit 131. (1.5 hours)

Madison, WI: U.S. Hwy 151 to State 26 to Hwy 41 North to Neenah, exit 131. (2 hours)

Local: From U.S. Hwy 41 take the Winneconne Ave/WI-114 exit #131. Turn onto WI-114 East. Turn right onto South Green Bay Road. Continue straight ahead onto Jewelers Park Drive. Turn left onto Cameron Way. (2 miles)



Linda Dupuis, President Laura Forbes, Vice President Lyman Fuson, Treasurer Dale DeNamur, Secretary	Program Planning Laura Forbes Presidents' Council Dean Helwig Membership / Public Relations, Co-Chairs Monica Gannon Kathy Jaglin Environmentally Preferable Purch.	<i>Newsletter information may be sent to:</i> Mary Hensler 4802 Sheboygan Av., #751 PO Box 7396 Madison, WI 53707-7396 <i>or e-mail:</i> mary.hensler@dot.state.wi.us
Past Presidents: Louis Bonneau, Andy Lehbraummer, Bill Mohaupt, Chuck Hintze, Clinton Warwick, Bill Holmberg, Bill Prodoehl, Jim Fering, Gary Nelson, Jack Hodak, Lee Johnson, Ed Witkowski, Ben Sowaske, Frank Draxler, Tom Wasley, Marie Hass, Alphonso Cooper, Susan Connelly, Ken Tronnier, Wallis Roberts, June Buchanan, Kim Verhelst, Iris Ost, Mary Lynn Seidl, Chris Wilmot, Sharon Weeks, Cynda Solberg, Steve Martinelli, Dean Helwig, Scott Noffke and others previous to 1970 . Committee Chairs Education Frank Draxler Conference & Product Expo Denise Charkowski Scott Noffke	Audit Eric Thornton Historian Kim Nelson Photographer Kim Nelson Finance Kim Verhelst Newsletter Editor Mary Hensler Newsletter Publisher Barb Weller Webmaster Jim Fering	
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WAPP VALUE VIEWS

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