

## Message from the President

I hope you all are able to get outside to enjoy this warm & lovely summer.

Thanks to Laura Forbes for organizing a great June meeting in Neenah. Have you had a chance to use those K.D. Charles' "Principled Negotiation" techniques yet? And, it was also at the June meeting that Frank Draxler, Chair of the Education Committee, initiated a review group for CPPB/CPPO Exam. These WAPP members are studying hard this summer and will take the required tests with high hopes of attaining national certification by the end of this year. For those interested in getting started anytime in time in the future, Frank has training materials available and I don't think I'm out of line saying that any current CPPB/CPPO certified member would offer to support your efforts.

I also ask your support of the WAPP organization by attending the Vendor Expo September 13 & 14 at Chula Vista in Wisconsin Dells. Not only is this the single largest revenue source for WAPP, but there will be top-notch meeting content and an opportunity to meet new vendors and hear about new products and services. It looks like the Expo committee will outdo themselves again this

year by arranging direct vendor meetings with each attending WAPP entity. Please also refer vendors to our website to register for this year's Expo. This is a fantastic way for vendors to connect with the largest single government purchasing group in the State.

If you have any comments, concerns or questions, please do not hesitate to contact me. See you at the Dells in September!

**Linda Dupuis,  
President**

### Wisconsin Association of Public Purchasers Minutes Neenah, Wisconsin June 8, 2007

The meeting was called to order at 12:15 pm by President Linda Dupuis and followed by the Pledge of Allegiance. The minutes of the March meeting were approved with no changes.

### Treasurer's Report – Lyman Fuson

As of May 31, 2007:  
Checking Balance \$8,673.20  
CD Balance \$6680.18  
Savings Balance \$2429.42  
Total: \$17,782.80

### Committee Reports

#### Education Committee:

Frank Draxler indicated that there will be a CPPO/CPPB review session after the business meeting today for those members interested in obtaining certification.

#### Membership:

No information was presented.

#### Expo Committee:

Denise Charkowski reported that there will be no golf outing planned for this year. There will be a possible reformatting of the agenda and they will look at adding training opportunities. She requested that all members encourage their vendors to register and participate in the Expo.

#### Past Presidents Council:

No information was presented.

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**Business**

**Old Business:**

No information was presented.

**New Business:**

President Linda Dupuis asked members to give consideration to reducing the four quarterly meetings to three meetings per year.

Linda indicated that WAPP will be participating in the WGFOA (Wisconsin Government Finance Officers Association) winter conference being held November 29-30, 07 in Manitowoc. Participating WAPP members will talk about P-Cards, Professional Development and Co-Op Purchasing.

Linda indicated that WAPP will be represented at the 2007 Forum in Hartford, CT. by Vice President Laura Forbes and Secretary Dale DeNamur

**Upcoming Meetings**

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

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

March 2008: Hosted by V.A.L.U.E. Group in Milwaukee Area;

June 2008: TBD

September 2008: TBD

December 2008: Hosted by City of Madison

**Newsletter Deadline – July 16, 2007** to Mary Hensler – mary.hensler@dot.state.wi.us

Meeting Adjourned at 12:40 pm

**Submitted by  
Dale DeNamur, Secretary**

**~Cooperative Purchasing News~**

**by Linda Dupuis  
August 2007**

The Cooperative Committee has continued to hold bi-weekly conference calls to tame this tiger we've got by the tail. Our group took a new turn in the road during the past 8 weeks due to an option negotiated with DemandStar and by Periscopes' BuySpeed product, in addition to the Novusolution product we've been considering. We can't tip our cards too soon, but are actively pursuing a low-cost or even "cost-free" option for WAPP municipal members that includes a single website for:

- \* Vendor registration for bids
- \* Bid posting
- \* Automated vendor notification and a
- \* Wisconsin municipal specification library.

The selected product will be presented to WAPP members on Friday morning at the Expo. Since it will be a WAPP product, the Executive Committee will evaluate and hopefully approve the proposed contract. Their approval will be conditional on WAPP membership vote. If you are planning your 2008 budget, we are still suggesting planning \$1,000 for access to the selected product.

**Cooperative Committee Members:**

Monette McGuire, Judy Teune, Bob Anderson, Bill Kurer, Vicki Nash, Frank Draxler, Dave Knoerr, Dave Tiedt and Scott Noffke. Some of these members have been working on this for a couple of years (Grand Central Station) and some have joined more recently.

**WAPP Fall Newsletter 2007  
Can less be more?**

I'd like to ask that we begin discussions to consider having three WAPP meetings per year, instead of the four we currently hold. Let's discuss the pros & cons before making a decision. Here are some thoughts on the topic.

The May/June meeting is traditionally the lowest attendance meeting. It starts at noon Thursday and ends at lunchtime on Friday. Two workdays are disrupted and travel expenses are incurred.

We frequently have difficulty getting members to volunteer to host four meetings each year.

As an officer, I see how difficult it is sometimes for meeting hosts to find topics for four meetings. At meetings, our training sessions are brief, one or two hours and occasionally a half or full day. If we do decide to stay with four meetings, perhaps consider making one a purely professional educational meeting for one or two days.

Last but not least is that attendance by members and vendors at the Expo meeting has been declining. Would that trend be reversed if the June meeting was not held? The Expo meeting generates the revenue that allows the other meetings.

Should we stay with March/September/December meetings or September/January/April? Discuss locations . . . Madison/Milwaukee area & the Dells? Or include other parts of state?

Please think about this topic and bring your thoughts forward for discussion at our next business meeting.

Thank-you,  
**Linda Dupuis, President, WAPP**



**WISCONSIN ASSOCIATION OF PUBLIC PURCHASERS  
3<sup>rd</sup> QUARTER MEETING– Sept 13-14, 2007  
Chula Vista Resort  
4031 River Road, Wisconsin Dells WI**



**AGENDA**

**Lodging Information**

A block of rooms has been reserved at the Chula Vista through Wednesday, August 13, 2007. Room rates are \$62/single, \$82/double with your tax exemption certificate. Please make your reservation with the Chula Vista by calling 800-388-4782 or 608-254-8366. For driving directions go to www.chulavistaresort.com

**Registration Information**

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

Name: \_\_\_\_\_

Agency: \_\_\_\_\_

Email: \_\_\_\_\_

**Registration Fees:** (Includes Friday’s continental breakfast\*\* lunch each day as well as dinner on Thursday night.

**Check the Appropriate Boxes:**

	<b>WAPP Member</b>	<b>Non-Member</b>	<b>Retirees</b>
Both Days:	40.00	65.00	20.00
Thursday Only:	25.00	50.00	10.00
Friday Only:	20.00	25.00	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 **Thursdays Dinner/Entertainment**     I will attend the **Fridays lunch**

**Thursday Night’s Group Dinner:**

Thursday evening’s dinner will be a cookout of chicken, brats and burgers at the golf course under a tent, included in the member registration. The band will be playing at that location for our evening entertainment. Cost for additional guests will be \$20.

**Make check payable to WAPP**

Payment and registration forms must be received no later than September 4<sup>th</sup>.

You may fax the registration form to (608) 267-8778.

Mail to: Natalie Dixon, Metro Transit

1101 E Washington Ave, Madison, WI 53703-3052

Phone: 608-267-8768

Fax: 608-267-8778

ndixon@cityofmadison.com



**WISCONSIN ASSOCIATION OF PUBLIC PURCHASERS  
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## **AGENDA**

### **Thursday, September 13, 2007**

**7:30-8:30 am**      ***Registration***

**8:45-10:15 am**      ***Advertising Contracts - Bill Davison***, will be reviewing contracts, both those that worked and those that didn't, for advertising space in public places such as public vehicles and waiting areas. The ins and outs of this type of revenue generating contracts will be discussed and how to make sure your contracts in this area will be successful!

**10:15-10:30 am**      ***Break***

**10:30-11:45 am**      ***Option 1: Public Facilities and Revenue Generating Contracts - James Morgan, Director of City of Madison Parks***. Will be discussing revenue generating contracts as they pertain to use of public facilities. In particular, he will be discussing the City of Madison's contract with the Madison Mallards semi-professional baseball team. A discussion of how the responsibilities of each party are determined as well as a general overview of this type of contract.

***Option 2: Pandemic Preparedness and the Food Supply Chain - Tom Gillett***, Who is the President of Indianhead Foodservice Distributor (IFD), will present a supplier's view regarding food stuffs and availability and how the food industry would react during an "event".

**12:00-1:00 pm**      ***Lunch***

**1:00-4:00 pm**      ***Vendor Exhibits in Conference Center.***

This year we are asking representatives from each of the entities-education, cities, counties and state to conduct meetings with the vendors during the exhibition. Each entity will be assigned time in one of the conference rooms and vendors will sign up for time to talk to those entities about doing business with them. More information will be in your registration packet.

**6:00-9:00 pm**      ***Dinner and Music by The Invaders***, a rock band that performs classic music of the "British Invasion" and the artists who inspired them. Hits from the 60's make up the majority of the band's repertoire. Not to be out shadowed, tunes from the late-50's also creep into the set list. The Beatles, The Rolling Stones, Chuck Berry, Elvis, The Who, The Kinks, The Beach Boys, Creedence Clearwater Revival and The Monkeys are just a few of the artists covered by the band.

**Friday, September 14, 2007**

- 7:30-8:30 am**      **Registration and Continental Breakfast**
- 8:30-10:00 am**    **Project Management for Successful Procurements – Tekla Wlodarczyk, Department of Administration Project Manager.** Will be presenting practical tools to help you use project management techniques for procurement and contract development.
- 10:00-10:15 am**    **Break**
- 10:15-11:15 am**    **Updates**  
**State Bureau of Procurement - Helen McCain**  
**Vendor Registration and Bid Posting System - Linda DuPuis**
- 11:15-12:00 pm**    **WAPP Business Meeting – Linda Dupuis, President**
- 12:00-1:00 pm**      **Lunch**

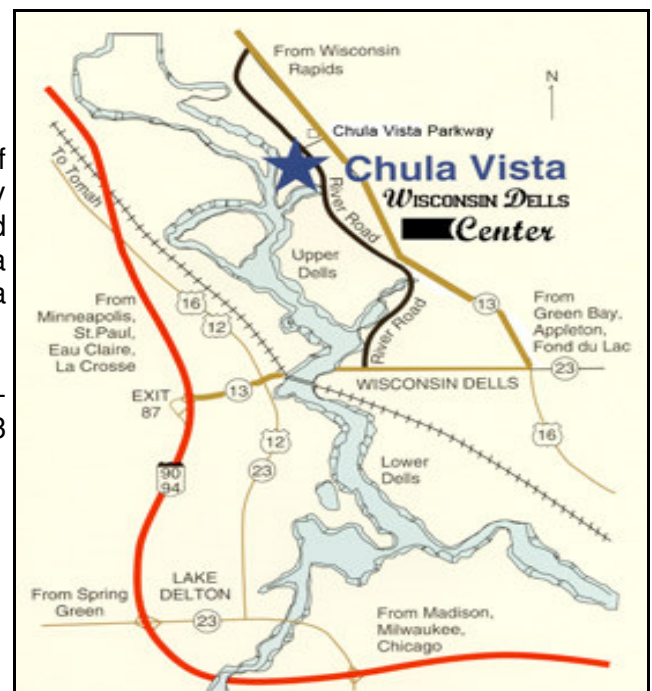
**Friday, September 14, 2007 - VENDOR AGENDA**

- 7:30-8:30 am**      **Registration and Continental Breakfast**
- 8:30-9:00 am**      **Vendor Feedback**  
 Roundtable discussion for the participating vendors to give feedback to the organizers.
- 9:00-11:00 am**    **Doing Business with Government (tentative)**  
 A seminar presented by the Business Procurement Assistance Center. BPAC is the state-wide Procurement Technical Assistance Program (PTAP) Center for the State of Wisconsin

**DIRECTIONS**

\*Access from the Interstate I90 – 94: Take exit 87 off the Interstate. Go to the 7<sup>th</sup> set of stoplights all the way through the downtown. Turn left onto Hwy. 13 N. and continue for approximately 3 miles. Turn left on Chula Vista parkway which will lead you right to Chula Vista Resort.

\*Access from the East: From the east, go to the intersections of Hwy's 16, 23, and 13. Go north on 13 for 3 miles. Turn left the Chula Vista Parkway entrance.



<b>Linda Dupuis, President</b>  <b>Laura Forbes, Vice President</b>  <b>Lyman Fuson, Treasurer</b>  <b>Dale DeNamur, Secretary</b>	Program Planning <b>Laura Forbes</b>  Presidents' Council <b>Dean Helwig</b>  Membership/ Public Relations, Co-Chairs <b>Monica Gannon</b> <b>Kathy Jaglin</b>  Environmentally Preferable Purch.  Audit <b>Eric Thornton</b>  Historian <b>Kim Nelson</b>  Photographer <b>Kim Nelson</b>  Finance <b>Kim Verhelst</b>  Newsletter Editor <b>Mary Hensler</b>  Newsletter Publisher <b>Barb Weller</b>  Webmaster <b>Jim Fering</b>	<i>Newsletter information may be sent to:</i>  <b>Mary Hensler</b> <b>4802 Sheboygan Av., #751</b> <b>PO Box 7396,</b> <b>Madison, WI 53707-7396</b> <i>or e-mail:</i> <b>mary.hensler@dot.state.wi.us</b>
<b>Past Presidents:</b> 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 .  <b>Committee Chairs</b>  Education <b>Frank Draxler</b>  Conference & Product Expo <b>Denise Charkowski</b> <b>Scott Noffke</b>		<hr/> <b>WAPP VALUE VIEWS</b>  WAPP Value Views is published quarterly by the Wisconsin Association of Public Purchasers (established in 1947) and is free to its members. The Association's mission is to serve its members and governmental purchasing in general through quarterly conferences and seminars, education, professional certification assistance, procurement communication and technical and professional interchange.  <b>All Rights Reserved</b>

## WAPP VALUE VIEWS

Wisconsin Association of Public Purchasers  
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