



Message from the President

Special points of interest:

- Want the handouts from the 2007 NPI Conference? Visit the Member's home page at: www.npicconnection.com.
- How about job postings? From the Member's home page, select Job Opportunities.

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I am very excited and honored to serve as your president for 2007-2008 and looking forward to an outstanding year with NPI. I've been with NPI since 1992 and was sworn into office at the Galveston conference by my long time friend, Bill Martin, who I have known since joining NPI. The Galveston conference was a huge success thanks to the outstanding effort of past president, Pam Kirkland, and her team. The Las Vegas conference in September of 2008 is anticipated to be even better. The conference will be held at the newly remodeled Riviera Hotel and Casino September 21st through the 24th.

I have an outstanding Executive Board, Board of Directors and Committees to work with over the next year. NPI's finances are

very strong and our Executive Director, Craig Rowley, continues to do an outstanding job. We will be sending out a newsletter on a quarterly basis and working diligently to populate our website. Speaking of the website, please take a minute to check it out. You will find a lot of information including Galveston conference presentations, new AEP information, and job opportunities. My goal over the next year is to expand our specifications and best practices library. I urge all of you, as members, to submit your RFP and Bid specifications as well as best practices to be posted on the website. They can be submitted to anyone on the Communications Team. If anyone is interested in volunteering to be on a team or committee, please let me know.



Dave Seward, C.P.M.
NPI President, 2007-08

I am looking forward to an outstanding year with NPI and a successful conference in Las Vegas in 2008.

Warmest Regards,

Dave

Dave Seward, C.P.M.

NPI President, 2007-08

Jack McCown, C.P.M., receives 2007 CNP Award

By Beth Fleming, C.P.M., CPPO, A.P.P.

It was my distinct pleasure to present the 2007 Carlton N. Parker Award for Outstanding Service (CNP) to Jack McCown, C.P.M. on September 18, 2007 at the National Purchasing Institute Annual Conference in Galveston, TX. The CNP

award is the most prestigious award presented by the National Purchasing Institute and has been given to 35 individuals since its inception. The SAFOS (CNP) award was established on July 26, 1974 by the NPI Board of

Directors at the annual meeting held at the Antlers Plaza Hotel in Colorado Springs, Co.

The criteria for receiving the award, as established by the Board of Directors,

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2008 AEP Application—Summary of Changes

The Achievement of Excellence in Procurement® (AEP) Committee continually strives to adapt the AEP application to meet current trends and to elevate the benchmark for government procurement officials. The annual award is earned by those organizations that demonstrate excellence by obtaining a high score based on standardized criteria. The criteria are designed to measure innovation, professionalism, productivity, e-procurement and leadership attributes of the procurement organization. This year, the committee made several significant changes to the 2008 application as follows:

- Several time periods for criterion reduced to one year
- Added external customer survey
- Added formal internal customer training
- Deleted formal focus groups
- Opening tabulation and award notice combined
- “How to do Business” as a web page
- Performance measures requirements increased
- Internal automation must be web-based
- Staff certification increased to 60%
- Staff education increased to 60%
- Added author of published article to presentation criterion
- Revised/clarified several submittal requirements

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Jack McCown, C.P.M., is 2007 CNP Awardee

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requires that the nominee must have made outstanding contributions to the development and progress of NPI and the public purchasing profession.

Jack has over 39 years as a Procurement Professional and 21 years in public purchasing. He has been very involved in promoting education, professional devel-

opment, and promoting public purchasing and supply management. In 1994, he was a founding member of the Texas County Purchasing Association which was formed to aid in the education and pro-

“The Carlton N. Parker Award for Outstanding Service is the most prestigious award presented by the National Purchasing Institute.”

fessionalism of its members. Jack has received the Governor’s Award for Recycling Project and is a 6 time Achievement of Excellence in Procurement recipient.

Jack frequently worked with state

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2007 Galveston Conference Program Wrap Up

By Christine Green, C.P.M., 2007 Program Chair

September’s conference program in Galveston featured 17 educational sessions totaling 15.25 continuing education hours (CEHs). The sessions ranged from motivational (Mike Conduff’s “Sailing into Uncharted Waters – Lessons from a 30-year Voyage) to instructional (Dave Seward’s “How to

Develop a Cost Savings Program). Also in the mix were opportunities to talk shop with peers (Group Forum led by Bob Ashby and Andee Alexander) and gain industry insight from our vendors (Bank of America’s Larry Andress discussing P-Card Programs and Ion Wave’s Darren Henderson talking

about Trends in eProcurement).

Special thanks to all the participants who asked questions and contributed ideas at each session. The close interaction between presenters and attendees makes our conference a unique educational

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Jack McCown, C.P.M., is 2007 CNP Award Winner

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legislatures for the benefit of public procurement. In addition, he is a recurrent speaker at various local, state and national conferences providing much needed education and experience with topics such as ethics and negotiation.

Jack has been a member of NPI since 1985 and has served on nearly all of the committees and all offices. This person's active leadership includes:

- Past President of NPI
- Past President of TCPA
- Past President of Fort Worth Chapter NAPM

Jack is an avid community supporter who has worked with various groups such as the YMCA, Rotary Club, churches, cities and counties over the years. As a licensed auctioneer, he unselfishly assisted with fundraising projects raising over \$250,000 for charity and has also served as Past President of a local Rotary Club.

Jack has served his country admirably as a Lt. Col. In the Army Reserves and served in Vietnam as a helicopter pilot and was awarded the Distinguished Flying Cross for Combat Action.

Upon employment at Harris County, Jack merged the purchas-

ing operations of the Harris County Hospital District with that of Harris County currently utilizing over 600 contracts and over 700 service agreements to purchase all supplies, materials, equipment and services for the 3rd largest county in the United States with an annual volume that exceeds 1.2 billion. He was one of the first to implement a 24/7 electronic surplus auction system and electronic bidding system.

The public purchasing profession congratulates Jack McCown on this prestigious award.

2007 Program Wrap Up

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and networking event.

Please visit the Member Home Page at www.npicconnection.com to download PowerPoint files and other presentation materials from the conference sessions.

I hope to see all of you again September 21-24 at the 2008 NPI Annual Conference and Products Exposition in Las Vegas!

2008 AEP Application Changes

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The AEP Committee recommends agencies carefully review each criterion and the corresponding instructions to insure complete understanding of new requirements. This is especially true for agencies that have previously applied where complacency in submitting the application from one year to the next has cost valuable points due to new submittal requirements. The ap-

plication typically takes several months to complete, so don't wait until the last minute. Applications are due May 31, 2008 and may be downloaded at:

www.npicconnection.com.



Congratulations to the following NPI members with new certifications:



Texas

Joe (Scott) Arledge, CPPO, CPPB
Assistant Director of Purchasing
Denton County

Louisiana

JoAnn Garland, CPPB
Purchasing Manager
City of Lake Charles



Ronald Williamson, CPPB
Coordinator, Program Development
Houston-Galveston Area Council

NPI 39th Annual Products Exposition

~ Galveston, Texas ~

On behalf of the National Purchasing Institute, we would like to thank all of the following exhibitors and sponsors for participating in this year's conference in Galveston, Texas.

EXHIBITORS

Atlas Track and Tennis	Ion Wave Technologies, Inc. (IWT)	RFP Depot
Austin Ribbon & Computer (ARC)	John Deere Company	Solvit Software, Inc.
Bank of America	Kimball Midwest	Sorcity Spend Reduction
Baystone Financial Group	Komatsu America	Sprint Together with Nextel
Blauer Manufacturing Co.	Lone Star Auctioneers, Inc.	Staples Business Advantage
BQR Advertising	MSC Industrial Direct	The Cooperative Purchasing Network (TCPN)
Brother International Corporation	National Bankers Supply, Inc.	The Gordian Group
Coban Research and Technologies, Inc.	National Intergovernmental Purchasing Alliance (National IPA)	The Hartford
Corporate Express	National Office Furniture	The Toro Company
cpvn.com	Periscope Holdings, Inc.	ThyssenKrupp Elevator
Gilbreath Communications, Inc.	Philpott Motors, Ltd	Trane
Graybar Electric	PlanetBids, Inc.	Tymco International, Ltd
HD Supply	Poston Equipment Sales, Inc.	U.S. Communities
Herman Miller, Inc.	Public Surplus	Workhorse Computers
HGACBuy		

SPONSORS

Corporate Express	Austin Ribbon & Computer (ARC)
Trane	The Cooperative Purchasing Network (TCPN)
Las Vegas Convention & Visitors Authority	Philpott Motors, Ltd.
René Bates Auctioneers Inc.	NEC Unified Solutions, Inc.
Sandra Hearn Martin, C.P.M.	Smart City Networks
Tymco International, Ltd.	Educational Grants ~ The City of University Park, Texas

We hope all exhibitors, sponsors and attendees enjoyed the networking opportunities, general sessions and activities. We had a GREAT turn out and, once again because of YOU the conference was a HUGE success. Thank you for your continued loyalty and support to NPI and we look forward to seeing you next year in Las Vegas, Nevada!

Dave Seward, C.P.M.
NPI President, 2007-08

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National Purchasing Institute



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PAST PRESIDENT'S FAREWELL

By Pam Kirkland, CPPO, CPPB

Well, I hope everyone has gotten back into the swing of things at your offices since the conference. It seems like our conference falls at the end of our fiscal year and once I return I must dedicate my attention to taking care of business at the office. It has been a couple of weeks and now we are on our way to another year fiscally and NPI is also on its way to another new year with new leadership and a zest for obtaining new goals.

I cannot express what an honor it has been representing the National Purchasing Institute over the past year as your President and I thank you for your confidence, cooperation, and support. As I reflect back on my twenty-seven years in public purchasing, never in my dreams did I think I would serve as president of a national organization. There are a few that dream those dreams but most of us evolve into serving various organizations the best way we can. Those beliefs are inherent to the philosophy of leadership programs as defined by J.W. Fanning's *Tenets of Leadership*. Mr. Fanning states that:

- Every person has leadership potential;
- No one person or group possesses all of the necessary knowledge, skills, talents, and experience required for leadership today;
- Leadership should be dispersed throughout all segments of our society;



NPI's 40th Annual Conference & Products Exposition

Riviera Hotel

September 21-24, 2008

Watch for more details to come!

President's Farewell (continued from above)

- Leadership development is an ongoing process to maximize individual potential;
- With leadership training comes the responsibility for action;
- Leaders have a responsibility to nurture emerging leaders.

I believe the past and present leaders of NPI have shown these talents and the existence of NPI depends on our "nurturing emerging leaders." I challenge everyone to get involved in a committee or team, or better yet, nominate yourself to be a Director of NPI.

Come on, step up to the plate and hit the ball! I promise, it is a game you will never forget.