



The Fine Print

**The Newsletter of the Maryland Public Purchasing Association, Inc.
July / August 2004**

**PRESIDENT'S MESSAGE –
George F. Dietsch, CPPO**

By the time you read this writing, we all would have experienced another purchasing responsibility of closing our fiscal year. For our many years of experience, fiscal closing just doesn't seem to get any easier. For certain, Ringling, Barnum and Bailey have nothing over procurement during this period. It sure seems like a circus with all the juggling that takes place. The wearing of more than one hat, due to fiscal restraints, makes the task even more difficult. At times you feel as though you have two heads to go along with the extra hats.

Nevertheless, as professionals educated to recognize the problems and render solutions, we respond in excellent managerial style. Miraculously the rabbit is pulled out of the hat and another fiscal closing is consummated. Now without time to seize a breath, we prepare ourselves for the onslaught of the new fiscal year that has even greater budgetary restraints.

The key to our survival in this vicious circle is that we are prepared. The certified professional training and education received through NIGP has provided procurement professionals with the skills and knowledge required to accomplished complex responsibilities.

Our organization has set out to meet the demands of our membership by offering a variation of courses. There is a link on our website loaded with information regarding our education schedule. For those members who enjoy browsing the web, checkout our website MPPAINC.ORG and keep yourself abreast of what is available. Rick Shelton and Janet Womack have set the schedule for certification review course and testing to be taken place at two locations due to the demand. The classes will be held in the fall. Again, I encourage everyone to continually browse our website to keep informed.

Our next General Membership meeting is planned for July 8th to be held at the Steak & Ale restaurant on Timonium Road, Timonium. You know by now, check the website for more information. I look forward to seeing familiar faces and hopefully some new faces at this meeting. Have a great summer!

NOTE FROM THE VICE PRESIDENT

Stephen J. Ports, CPPB

Lost and Found - While reviewing a bag of historical documents from MPPA 1984-1996, I found a ladies broach. Silver, with mother of pearl in the center and eight small diamonds. I imagine it was found after a MPPA meeting and put in the bag. Anyone with information as to the owner should call me (Steve Ports) at Baltimore County 410-887-3888. It's a very pretty piece. If the owner can't be found, I'll leave it to the Board to decide what to do with it.

JULY GENERAL MEMBERSHIP MEETING & LUNCHEON

Deborah Meehan, CPPB – Facilities Chairman

WHEN: Thursday, July 8th, 2004 at 11:30 a.m.
11:30 A.M. to 4:00 P.M. (Lunch at 12 Noon)

WHERE: Steak and Ale
60 W. Timonium Avenue
Timonium, Maryland 21093
Telephone: (410) 252-6800

COST: \$20.00 – with advance reservation

\$23.00 – without advance reservation

(Due to MPPA's increasing costs, meals must be paid for at the time of reservation or at the door on the meeting day)

Menu will consist of these items...
(Individual food orders will be taken when seated)

SALAD BAR AND SOUP OR BAKED POTATO

Enjoy salad and your choice of French Onion soup, Lobster Bisque, soup of the day or baked potato.

TOP SIRLOIN

Certified Angus Beef brand center-cut sirloin. Includes Salad Bar.

CHICKEN CAESAR SALAD

Spicy chicken on Romaine tossed with Caesar dressing, topped with Parmesan cheese, chopped tomatoes and croutons.

SMOKED CHEDDAR BURGER

One half pound Certified Angus Beef brand burger topped with melted smoked Cheddar cheese, lettuce, tomato and onion.

SOUTHWEST CHICKEN

Marinated chicken breast topped with Provolone and Colby cheeses, diced tomatoes and green onions. Served with rice pilaf.

SALMON

Flame grilled and served with rice pilaf.

BEVERAGES

Coke, Diet Coke, Sprite, Dr. Pepper, Gingerale, Minute Maid Lemonade, Dasani bottled water, IBC rootbeer, Iced Tea, coffee and decaf coffee.

For those of you that need that little extra something sweet...

CHOICE OF DESSERTS

Cheesecake topped with strawberry puree

French Silk Pie (chocolate mousse & whipped cream)

Reservations are necessary to insure appropriate seating and food allowances. The number of attendee's must be submitted prior to the meeting. Please notify Deborah Meehan by telephone, fax, or e-mail if you plan to attend. Special diets can be accommodated upon request. Thank you for your cooperation.

Directions:

From I-695 Baltimore Beltway, merge onto I-83 North via exit number 24 toward Timonium / York PA.

Take the Timonium Road East exit – exit number 16A.

Turn slight Right onto West Timonium Road. Steak & Ale will be on your Left.

Note: The future MPPA meetings and social events through December 2004 have been finalized and are now posted on the website.

WORKSHOP/PROGRAM

Mary Jo McCabe, CPPB – Program Chairman

ENERGY - What is it - and how do I procure it for my agency?

Mr. James A. Gede, Jr. is a partner in the Baltimore office of Hogan & Hartson L.L.P. and a member of the firm's Project and International Finance, Energy, and Public Finance Groups. Mr. Gede's practice centers on energy and project finance, with particular focus on greenfield development and the purchase and sale of renewable energy, waste-to-energy, and conventional gas and coal fired power plants.

Mr. Gede represents several power marketers and the unregulated subsidiaries of utilities in connection with restructurings and power purchase and sale agreements. He represented the first entity in the United States to receive FERC power marketing authorization in connection with 12 successful IPP power contract restructurings. He represents several of the largest energy trading companies in the United States in connection with trading activities.

Mr. Gede is a frequent public speaker on energy and solid waste project development, including the national conventions of the American Wind Energy Association, the Solid Waste Association of North America and the National Association of Bond Lawyers.

Prior to joining Hogan & Hartson, Mr. Gede served in the United States Army JAG Corps as a prosecutor in the Federal Republic of Germany from 1982 to 1986.

Mr. Gede received his B.A. from the Virginia Military Institute, with highest honors, and his J.D. from the University of Maryland, with honors, where he was also a member of the Order of the Coif.

He is a member of the Maryland Bar and the National Association of Bond Lawyers.

MEMBERSHIP

Darla H. Herbold, CPPO

MPPA warmly welcomes the following professional purchasing practitioners who were accepted into membership at the MPPA Executive Board Meeting on Tuesday, June 8, 2004:

Margaret J. Foster, Administrative Aide
Howard County, Maryland

Vanessa R. Webb, Administrative Technician II
Howard County, Maryland

Michael C. Zimmerman, C.P.M., CQM, CQA
Director of Procurement

Twenty-seven (27) Recruitment Letters were mailed out to prospective members on May 3, 2004.

EDUCATION

Richard L. Shelton - Education Chairman

The current schedule of classes is still on. We do have a class coming up on July 29th and 30th - Contract Management. We could use a plug for this class and the August 12th class - Alternative Dispute Resolution. I want to encourage membership to sign up or at least call us if they can attend. A decision needs to be made by the end of June as to the status of this class. Right now we have approx. 6 people and could use 3 more to make it a go. I encourage early registration or simply a call to me with a verbal commitment would be helpful.

SEMINARS 2004

(Tentative Schedule)

July 29 & 30, 2004	Contract Management	2 Days
August 12 & 13, 2004	Alternative Dispute Resolution	2 Days
September 15- 17, 2004	Introduction to Public Procurement	3 Days
October 13- 15, 2004	The Legal Aspects of Purchasing	3 Days
November 17- 19, 2004	Planning, Scheduling and Requirement Analysis	3 Days

If you have any questions regarding the seminar schedule, please call Rich Shelton at 410-386-2181.

In other news, the education committee is working to partner with Montgomery College and Janet Wormack to offer classes at alternative sites. Janet is looking to host a review class and

test in early November 2004. Tentative dates are November 3 and 4 for the certification review and November 9 for certification testing.

MPPA ANNUAL ELECTIONS

Rick Curry, CPPB – Nominating
Committee Chairman

Elections for 2005 Officers and Directors will be held at the November General Membership Meeting. Over the next few months, I will be compiling a list of nominees for the slate of candidates. Should any member be interested in serving the organization as an Officer or Director, please contact me at 240-313-2332.

VOLUNTEER AWARD

George F. Dietsch, CPPO – President

At the June MPPA Executive Board Meeting, Gary Robson's name was pulled from the two names entered in the "hat" as MPPA's Selection of Volunteer member to Attend the Forum in Biloxi, MS in August. Gary will receive financial assistance in the amount of \$1,500 from MPPA to attend the Forum. Congratulations, Gary! Just one example of the benefit of being elected to hold office as an MPPA Officer or Director.

NO KIDDING!

Independence Day makes you think of the All-American apple pie and baseball. Did you know: Major league baseball umpires are expected to wear black underwear while on the job (in case their pants rip).

2004 NIGP REGION 2 CONFERENCE

The 2004 NIGP Region 2 Conference will be hosted this year by the Pennsylvania Public Purchasing Association, on October 27-29, 2004, at the Holiday Inn – Stadium, 900 Packer Avenue, Philadelphia, PA 19148. For further information, please check PAPPAs web site at www.pappainc.org.

AND THE SURVEY SAYS...

Karen R. Luther, CPPO – Newsletter Editor

At the June MPPA Executive Board meeting, the Board entertained discussion regarding production of the organization's newsletter, The Fine Print. Discussion centered on whether to continue to produce a "hard copy" of the organization's newsletter that is mailed to each member or to save the expense by producing the newsletter and to make it available only electronically on the MPPA website. The annual budget for the production of the newsletter is \$3,600.00. Therefore, we are inquiring as to the preference of the membership. Please take time to respond to me at kluther@washco-md.net as to how you wish for the organization to make the newsletter available to its membership in the future.

MPPA SOCIAL EVENT

Mark your calendars now to attend the MPPA Crab Feast on Saturday, September 25, 2004 from 3:00 p.m. to 7:00 p.m. at Captain James Landing, 2127 Boston Street, Baltimore, Maryland. Further details in the next newsletter.

25TH ANNIVERSARY OF ASSOCIATION'S CHARTER—

MPPA, Inc. will celebrate 25th anniversary of the Association's Charter in May 2005. If any member has any memorabilia such as stories, pictures, programs, etc. that they would like to contribute to the celebration event, please contact the event's organizer, Cindy Sennett (MPPA Director), so that the Association can begin compiling a list of items and ideas for the 2005 celebration event.

DID YOU KNOW?

Contributed by member Jack Wall (filling in for Kizzmet)

In George Washington's days, there were no cameras. One's image was either sculpted or painted. Some paintings of George Washington showed him standing behind a desk with one arm behind his back while others showed both legs and both arms. Prices charged by painters were not based on how many people were to be painted, but by how many limbs were to be painted. Arms and legs are "limbs", therefore painting them would cost the buyer more. Hence the expression. "Okay, but it'll cost you an arm and a leg".

As incredible as it sounds, men and women took baths only twice a year! (May and October) Women kept their hair covered, while men shaved their heads (because of lice and bugs) and wore ! wigs. Wealthy men could afford good wigs made from wool. The wigs couldn't be washed, so to clean them they could carve out a loaf of bread, put the wig in the shell, and bake it for 30 minutes. The heat would make the wig big and fluffy, hence the term "big wig". Today we often use the term "here comes the Big Wig" because someone appears to be or is powerful and wealthy.

In the late 1700s, many houses consisted of a large room with only one chair. Commonly, a long wide board was folded down from the wall and used for dining. The "head of the household" always sat in the chair while everyone else ate sitting on the floor. Once in a while, a guest (who was almost always a man) would be invited to sit in this chair during a meal. To sit in the chair meant you were important and in charge. Sitting in the chair, one was called the "chair man". Today in business we use the expression or title "Chairman or Chairman of the Board".

Needless to say, personal hygiene left much room for improvement. As a result, many women and men had developed acne scars by adulthood. The women would spread bee's wax over their facial skin to smooth out their complexions. When they were speaking to each other, if a woman began to stare at another woman's face she was told "mind your own bee's wax." Should the woman smile, the wax would crack, hence the term "crack a smile". Also, when they sat too close to the fire, the wax would melt and therefore the expression "losing face".

Ladies wore corsets which would lace up in the front. A tightly tied lace was worn by a proper and dignified lady as in "straight laced"

Common entertainment included playing cards. However, there was a tax levied when purchasing playing cards but only applicable to the "ace of Spades". To avoid paying the tax, people would purchase 51 cards instead Yet, since most games require 52 cards, these people were thought to be stupid or dumb because they weren't "playing with a full deck."

Early politicians required feedback from the public to determine what was considered important to the people. Since there were no telephones, TV's or radios, the politicians sent their assistants to local taverns, pubs, and bars who were told to "go sip some ale" and listen to people's conversations and political concerns. Many assistants were dispatched at different times. "You go sip here" and "You go sip there". The two words "go sip" were eventually combined when referring to the local opinion and, thus we have the term "gossip".

At local taverns, pubs, and bars, people drank from pint- and quart-sized containers. A bar maid's job was to keep an eye on the customers and keep the drinks coming. She had to pay close attention and remember who was drinking in "pints" and who was drinking in "quarts", hence the term "minding your "P's and Q's".

RECOGNITION

Congratulations to the following individuals for successfully completing the Universal Public Purchasing Certification Council (UPPCC) certification requirements!

Catherine Bowles, CPPB
Sr. Buyer - St. Mary's County Government

Marilyn Evans, CPPB
Agency Procurement Specialist
Maryland Department of Health and Mental Hygiene