



The Fine Print

The Newsletter of the Maryland Public Purchasing Association, Inc.
July / August 2005

PRESIDENT'S MESSAGE **Stephen J. Ports, CPPB**

I'd like to again thank Teresa Lemon of Howard County for spearheading the committee for the 25th Anniversary celebration event. It's a lot of work for an all-volunteer group and I know I speak for all the membership when I say "Thanks". We had a good group in attendance, with a fair showing of Charter members to share their insights on the changes experienced in the last 25 years. It was a wild night. Look for pictures on the MPPA web site courtesy of MJ McCabe.

We got word from several sources that our historical notes are less than accurate. We'll be correcting these in the near future thanks to the work of Joanne Dietz, CPPO, CPM, Advisory Council Chair and her committee. They will be compiling an "official" history of MPPA, with a focus on the early years and how it all got started. It's important to get this information recorded before all the Charter members are gone. Got any old photos, Fine Prints, announcements, etc. that you are willing to share? Give Joanne a call at 410-944-7667, or Martha Sullivan, CPPB our Historical Committee Chair at 410-462-8422.

We have had our By Laws posted on the website for a while now. Look soon for an electronic copy of the MPPA Policy and Procedure Manual. Be sure to correct the "official" mailing address of MPPA to c/o Howard County Purchasing, 6751 Columbia Gateway Drive 5th Floor, Columbia, MD 21046. This would be a good opportunity to thank Darla Herbold, Chief of Purchasing for Howard County for the use of their facility as our mail stop and for hosting the MPPA Board meetings every other month.

And finally, my continuing comment about money: MPPA STILL has some and would like to give it away to any member who would like to take a training seminar but whose jurisdiction's budget makes it impossible. Give Pam Jones a call at Montgomery County Procurement 240-777-9911 for an application. Mark Pemberton, CPM, CPPB our Vice President and George Dietsch, CPPO, our Immediate Past President have offered to review and make recommendations to revise and streamline the application process. Any comments can be directed to Mark or George.

We have the NIGP Forum coming up July 30 – August 4 in Anaheim, California. I hope to see many of you there. The Forum is a great opportunity to network with other public purchasing professionals (try saying that three times fast!) and pick up a few tips for your organization. MPPA will be assisting in leading the Chapter Leadership Symposium being held on Saturday, July 30, 2005. This one-day event was specifically created with you and potential chapter

leaders in mind. The symposium will touch on specific subjects that affect you, MPPA, other chapters and their members including:

Marketing - Starting or improving your chapter's website, developing brochures and flyers, and improving attendance at chapter events.

Chapter Operations - Financial management keeping your chapter in the black and out of the red. Committee members' duties; who is responsible for what in your chapter.

Strategic Planning - How to set realistic goals for your chapter and actually accomplish them as a team.

Communication - How effective communication can increase your membership, enhance your chapter's standing in the community, and raise revenue.

This will be a great opportunity to showcase MPPA and the fine association we have developed over the last 25 years and help other Associations as well. I'm sure we will be bringing back a few tips for MPPA to improve our functioning.

What is becoming our annual Crab Feast is in the works for September. Keep an eye on the web site for location, date and time. We should all be taking advantage of our close proximity to the Chesapeake Bay and the "land of pleasant living".

Always feel free to give me a call or an email if you have a comment, want to volunteer, or have a question about MPPA. My contact information is on the MPPA web site. Hope to see you in Anaheim and at all MPPA local events for the rest of this, our 25th anniversary year!

Note From the Vice-President:

On behalf of the membership, I would like to again thank Teresa Lemon and her Committee for their efforts relative to the 25th Anniversary celebration. It was certainly a splendid affair. I would also like to acknowledge the Harry Bain dancers, featuring the vocal styling of Lucy Slaich. I am confident the MPPA will see 25 more years of continued success.

Thanks,
Mark A. Pemberton
Chief Procurement Officer
MDOT

July General Membership Meeting

When: Thursday July 14, 2005
Time: 11:30 - 3:30 (Lunch at Noon)
Where: The Sunset Restaurant
625 Greenway
Glen Burnie, Maryland 21061
Cost: \$20 with advance reservation – send checks to Donita Hood, Treasurer
\$22 at the door
RSVP: By July 11, 2005

Menu Choices – Make selection at the restaurant:

ENTRÉE	DESSERT
-Orange Roughy Fillet	-Tiramisu

-Tips of Filet Mignon
-Chicken Marinara
-Shrimp Scampi
-Soft crab sandwich

-Cannoli
-Cheese cake

Drinks - ice tea & hot tea are refillable, soda purchased by the bar area is non-refillable

Directions:

From the Francis Scott Key Bridge

Continue on I-695

Take MD 10 South towards Severna Park for 1 mile

Take MD 710 West for .4 miles to MD 2 turn left

Continue on MD 2 South for 2.6 miles

Turn right on 5th Ave for .1 mile

Turn left on Greenway Rd for .1 mile

From Downtown Baltimore

Take MD 295 South for 4.2 miles

Take I-695 towards Glen Burnie/Key Bridge for 1.5 miles

Take I-97 South towards Annapolis for 2.2 miles

Take Baltimore-Annapolis Blvd/MD 648 towards Ferndale/Glen Burnie

Turn left on Baltimore-Annapolis Blvd continue for 1.2 miles Turn right on MD 3 continue for .1 mile

Turn left on Post 40 Rd go .2 miles

Turn right on Greenway Rd for .5 miles

From Annapolis

Take MD 2 North towards Baltimore for 12 miles

Turn left on Aqua Hart Rd go .3 miles

Turn right on Greenway Rd go .3 miles

From Columbia

Take MD 100 East go 11.2 miles

Take I 97 South towards Annapolis go 1 mile

Take the Quarterfield Rd/MD 174 towards Glen Burnie go 1.2 miles

Turn left on MD 3 go .3 miles

Turn right on 5th Ave go .5 miles

Turn right on Greenway Rd go .1 mile

SPEAKER: Joanie F. Newhart, CPCM

Joanie Newhart is the Chief of Procurement and Contracting at the U.S. Securities and Exchange Commission. She has over 22 years experience in Federal Government contracting and has procured a variety of supplies and services from major weapon systems to Morale, Welfare, and Recreation supplies and services. She has over 14 years experience in leading contracting teams. Ms. Newhart holds a Master's Degree in Strategic Studies from the Air War College (2004), a Master's Certificate in Government Contracting from George Washington University (1998), and an MBA from George Mason University (1990). Ms. Newhart has published articles in Contract Management magazine, and presented topics to a variety of organizations, including the CIA, Coast Guard, U.S. Army Community and Family Support Center, and the at NCMA World Congress 2005.

TOPIC: Exceptional Is Not a Four-Letter Word

Why be average when you can be exceptional! We'll look at several ways to stand out in the contracting career field. We're all familiar with the career model of starting at the bottom of the

ladder and staying at the same agency until you reach the pinnacle of success. This paradigm is changing. Learn how to be a customer service expert and build on relationships to achieve success. Find out how to be a continuous learner and stay current in the ever-changing contracting field. By putting into practice what you learn at this presentation, you will become exceptional!

RECOGNITION REPORT

Pam Jones, CPPB, MBA, CPM

Announcements

Please remember, if you'd like to forward information to be published (e.g., recent certification, promotion, etc.), please contact Pam or Tom, respectively, at pam.jones@montgomerycountymd.gov or thomas.savoie@montgomerycountymd.gov.

Awards: CONGRATULATIONS!

MPPA is pleased to announce its Professional Buyer and Manager of the Year recipients (see below). The MPPA's recipients' names have also been submitted to NIGP for its award consideration at the National level, which will be announced at the 2005 NIGP Forum in Anaheim, California:

MPPA Buyer of the Year:

Jocelyn Hare, CPPB, Staff Buyer, Baltimore County

MPPA Manager of the Year:

Mark A. Pemberton, CPM, Chief Procurement Advisor, Maryland Department of Transportation

****Remember, it's not too early to begin thinking about nominating yourself or someone else deserving for the *Professional Buyer or Manager of the Year Awards* for next year; an electronic application for candidacy will need to be submitted. Applications will be due sometime in March 2006 to the Recognition Chair for submission to the Board. Please review the criteria, directions, and entry forms on NIGP's website.

Certification

CONGRATULATIONS to the following individuals:

New CPPB/CPPO (March/April 2005 report from NIGP)

Jeri Bentley, CPPB, Agency Procurement Specialist, Maryland Department of Health & Mental Hygiene (March)

Thomas Savoie, CPPB, Procurement Specialist I, Montgomery County Government (MD) (March)

Re-Certified CPPB/CPPO (March/April 2005 report from NIGP)

Lorraine Ziara-Denmark, CPPB, Procurement Card Program Admin, Towson University (March)

Dual Re-Certifications CPPB/CPPO (March/April 2005 report from NIGP)

N/A

Dear Purchasing Colleague:

The Metropolitan Washington Chapter (MWC) of NIGP cordially invites you to join us for the [2005 Region II Conference, October 2-4 in historic Washington, DC](#). The conference promises two and a half exciting days of purchasing sessions, a vendor/products exposition and networking with your peers. A list of class sessions will be posted our this website <http://www.nigpmwc.org> for you to choose from within the next month.

This conference is an affordable solution for procurement professionals who want to add educational value to their position and agency. Registration has been set at an affordable \$150 for NIGP National or Chapter members and \$175 for non-members, with a *\$25 discount* if you register by August 31. If you are able to attend only one day, pay just \$50. Simply fill out the attached Registration Form and submit it with your payment by mail to:

Metropolitan Washington Chapter - NGIP
P.O. Box 30950
Washington, DC 20030
Attn: Adele Smith

A complete schedule of classes to be offered at the conference will be posted by June 31, 2005 on the MWC Website. At that time you will be able to choose the classes of your choice on-line.

The Conference is being held at the Washington Hilton & Towers, in the heart of Washington, DC. To make your room reservation, contact the Washington Hilton & Towers directly, and be sure to tell the reservations clerk that you are attending the MWC-NIGP Region II Conference. This will ensure that you are given the discounted room rate being offered by the hotel, \$153.00/night plus tax for single occupancy and \$25.00 for an additional person. All rooms are net, non-commission and subject to applicable taxes, currently 14.5%, per room, per night. To receive the discounted room rate, your reservations must be made on or before September 1, 2005. The Washington Hilton & Towers is located at:

1919 Connecticut Avenue, NW
Washington, DC 20009
Tel: 202-483-3000 or 800-445-8667
Fax: 202-797-3824 or 202-939-3271

We are planning an exciting conference, full of a wide selection of classes for everyone, which still allows adequate time to see the vendors and network with your fellow purchasing professionals.

We hope you will be able to join us. The NIGP Region II Conferences are great events to attend, not only for their educational content, but also to revive old contacts with purchasing colleagues and hopefully make a few new ones. We're excited about hosting this year's Region II Conference and are sure you will enjoy your visit to Washington, D.C.

Sincerely,
Cathy D. Ruth
President
Metropolitan Washington Chapter- NIGP

MEMBERSHIP

Darla H. Herbold, CPPO

MPPA warmly welcomes the following professional purchasing practitioners who were accepted into membership on June 15, 2005, by the MPPA Executive Board:

Manuel Gonzalez

Contract Review Specialist
Maryland Transit Administration
6 St. Paul Street, Suite 527
Baltimore MD 21202
Phone: (410) 767-3839
Fax: (410) 333-8175
Email: mgonzalez@mtamaryland.com

John H. Thornton

Manager of Procurement
Maryland Port Administration
2310 Broening Highway, Suite 260
Baltimore, MD 21224
Phone: (410) 631-1002
Fax: (410)-631-1009
Email: jthornton@mdot.state.md.us

Karen S. Smith

Senior Accountant
Chesapeake College
PO Box 8, 1000 College Circle
Wye Mills, MD 21679
Phone: (410) 827-5816
Fax: (410) 827-5852
Email: ksmith@chesapeake.edu

Michelle (Shelley) J. Liby

Buyer
Howard County Office of Purchasing
6751 Columbia Gateway Drive, 5th Floor
Columbia, MD 21046
Phone: (410) 313-6379
Fax: (410) 313-6388
Email: sliby@co.ho.md.us

Amber N. Butcher

Staff Buyer
Baltimore County Purchasing Bureau
400 Washington Avenue, Room 148
Towson, MD 21204
Phone: (410) 887-3887
Fax: (410) 828-7914
Email: abutcher@co.ba.md.us

Mark E. Huber

Procurement Specialist
Department of Human Resources, CSEA
311 W. Saratoga Street
Baltimore, MD 21201
Phone: (410) 767-2513
Fax: (410) 333-8992
Email: mhuber@dhr.state.md.us

Raymond J. Nowicki, C.P.M.

Buyer
Carroll County Public Schools
125 North Court Street
Westminster, MD 21157
Phone: (410) 751-3060
Fax: (410) 751-3105
Email: rjnowic@k12.carr.org

Stacy R. Rappold

Administrative Assistant
Harford County Department of Procurement
220 S. Main Street
Bel Air, MD 21014
Phone: (410) 638-3550
Fax: (410) 879-8658
Email: srrappold@co.ha.md.us

Sandee A. (Allen) Love

Procurement Officer
Anne Arundel Co. Department of Social Services
80 West Street
Annapolis, MD 21401
Phone: (410) 269-4660
Fax: (410) 974-8566
Email: slove2@dhr.state.md.us
(Reinstatement of Previous Membership Since 1991)

KAREN'S CORNER - THOUGHTS FROM THE EDITOR:

Karen R. Luther - CPPB, CPPO

Writing almost anything I want into this newsletter is a “perk” of the Editor’s job. When the organization had a printed hardcopy of the newsletter, I sometimes needed to place “filler” in the newsletter, as did Joe Zissimos with his “*kizmet*”. Filler is no longer necessary with the on-line version of the newsletter. However, I miss having to do that portion of the job and since things are a little slow around here right now, I thought I would add this writing.

On June 11, I married off my only daughter and best friend, Meghan. I became a mother-in-law to a terrific gentleman and also became a grandmother to the cutest 3-year old blonde haired, blue-eyed little man---all on the same day. Having lost many hours of sleep over weeks of planning for the wedding, Phil talked me into playing a *relaxing* game of golf the next day. Walking off of the #15 green, I fractured my ankle when I stepped into a grass-covered hole on the edge of the green....yes, I was drinking—only raspberry iced tea and water...and no, I didn’t

do this in order to not finish playing because I was losing to Phil which is the story he will tell you. Thank goodness for the ice that was used on my ankle from the cooler containing Phil's beer, my iced tea and bottled water.

With my ankle brace on, I was putting a bottle of water on the water cooler last week when one of my co-workers asked if I could handle doing it myself...I responded in the affirmative....the co-worker said she was disappointed that I didn't come back to her with "It's O.K., I'm using my hands to do it this time and not my feet!"

I'm looking forward to the NIGP Forum in Anaheim. I'm "*bunking*" with a delegate from Connecticut that I met a few years ago at a Forum; she has become a wonderful NIGP friend. There will be three of us then flying out of Anaheim to Las Vegas for three days before returning home. The Baltimore Orioles play the Los Angeles Angels in Anaheim on Tuesday, August 2. A few people have already contacted me about also attending the game. As of this writing, I'm checking to see if the Forum host is interested in buying a block of tickets to the game for delegates to purchase so that we can have an O's cheering section. Otherwise, we can make arrangements to get together in Anaheim and purchase tickets the day of the game.

In closing--Do we have a date and time yet for the MPPA crab feed?