



The Fine Print

The Newsletter of the Maryland Public Purchasing Association, Inc.
November/December 2005

PRESIDENT'S MESSAGE –
Stephen J. Ports, CPPB

Hello again for what will be my final message to you as President of MPPA. I hope to see you all at the elections at Snyder's Restaurant on November 10th. There is a full slate that will be sent to you shortly for consideration, and we do take nominations from the floor if you feel the Spirit at the last minute.

We will also have a special treat for all those attending the Nov 10th meeting! Several of our members in upper administrative /executive positions imbibed a bit too much at the Crab Feast (as reported by one of the imbibers) and were bemoaning the lack of purchasing talent in the pool of available candidates for both buyer and management positions. Much wailing and gnashing of teeth, I am told. The end result is we will have a panel discussion after the election luncheon with the topic "What are we looking for in a good candidate for a position in Purchasing?" Looking for a career change or to move up? Come and vote and eat and get an ear full of what it takes to advance in Public Purchasing.

The Crab Feast was excellent (as usual). We order the extra large crabs only and they were big and heavy this year. A wonderful time was had by all (despite the wailing noted above).

I understand from our Secretary, Maureen Flickinger, that we have quite a few bad email addresses in our membership database. If you have not been receiving emails on a regular basis from MPPA, please email Maureen with your correct address and we will get you back into the loop. We are also developing a list of those who do not have email capability and are not on the web. Please forward any names you may know to Maureen and she will mail a paper copy of The Fine Print to them.

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 direct work number is 410-222-7665.

MESSAGE FROM THE CHAPTER SECRETARY
Maureen C. D. Flickinger

I am requesting that each MPPA member check their membership information on the MPPA web site @ www.mppainc.org. Please send corrections to me at the following e-mail address mflickinger@ccg.carr.org. Please pass this information on to any member that may not have

access to The Fine Print. This information will help in developing one concise e-mail listing. Your cooperation is greatly appreciated

MPPA EDUCATION

Rich Shelton

The Education Committee would like to announce a couple of upcoming dates of interest to the membership.

1. November 2 and 3rd is Contracting for Services @ Carroll Community College - Contact Rich Shelton or Mary Moser 410-386-2181.
2. November 8 and 9 is CPPB and CPPO Review @ Montgomery College - Contact Janet Wormack 301-279-5292
3. The Diversity Advantage @ Washington Suburban Sanitary Commission - Contact Sally Barkley 301-206-8787

Special Thanks to the Membership for supporting our class offerings. The Diversity Advantage Class is in need of students. If you are planning to attend please contact Sally immediately!

If you have any suggestions for next years program please let me know by the end of November, 2005. Plans will be made to secure training locations and class offerings shortly thereafter. Thank You!

MEMBERSHIP

Darla H. Herbold, CPPO

MPPA warmly welcomes the following professional purchasing practitioners who were accepted into membership on October 12, 2005, by the MPPA Executive Board MEETING

Sean D. Watson

Agency Procurement Specialist
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Cynthia P. Thompson
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Patrick Sypolt
Procurement Manager
City of Havre de Grace
711 Pennington Avenue
Havre de Grace, MD 21078
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Fax: (410) 939-4948
Email: patrick@havredegracemd.com

The following 3 individuals from:

Maryland Transit Administration
6 St. Paul Street
Baltimore, MD 21202

Catherine Dalton
Administrative Officer I
Phone: (410) 767-7768
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Synethia Taylor
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Procurement Administrator
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The following 2 individuals from:

Maryland Aviation Administration
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Harry V. Brookes
Agency Buyer 1
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Phoebe E. Yost
Agency Procurement Specialist
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Joseph H. Charles
Buyer
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NOVEMBER SPEAKER SERIES

MaryJo McCabe, CPPB - Program Committee Chairperson

Your resume is polished.
You answered the classified ad and applied for that new job.
You've been invited to a job interview.
You're looking really sharp in your new suit and your polished shoes.
Now, it's the interview....

Ever wonder what the potential employer is really seeking in a candidate? At the November meeting, it's your opportunity to hear what distinguished Managers are really looking for in an employee. The program is a panel discussion about this very topic! "What exactly are you looking for in an applicant?" Panelists are purchasing managers/directors, from State, City, and County government offices, as well as higher education. Come prepared to participate in what should prove to be an informative – and fun discussion!

AWARD ACHIEVEMENT

Rick Gay, RSBO – Purchasing Manager
Baltimore County Public Schools

For your next issue of *The Fine Print* I wanted you to know that we have just been notified by The National Purchasing Institute that we have been awarded The Achievement of Excellence in Procurement Award for 2005 recognizing excellence in public purchasing.

The National Purchasing Institute (NPI), the public sector affiliate of the Institute for Supply Management (ISM), exists to promote the achievement of excellence in governmental and institutional procurement through education, certification, professional development and networking for our members and other professionals associated with public sector procurement and supply management. The National Purchasing Institute established Achievement of Excellence in Procurement (AEP) Award program to recognize organizational excellence in public procurement. This prestigious 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.

The National Purchasing Institute (NPI), founded in 1968, is designed to establish cooperative relationships among its members for the development of efficient purchasing methods and practices in the areas of governmental, educational, and institutional procurements. NPI, comprised of professional purchasing personnel from across the country, facilitates the educational and professional development of its members. NPI affiliated with the Institute for Supply Management (then called the National Association of Purchasing Management) in 1990.

This relationship with ISM provides NPI with the network and resources to effectively support and promote its objectives. Founded in 1915, the Institute for Supply Management (ISM) is one of the most respected educational associations in the United States. ISM is a communication link with more than 48,000 purchasing and supply management professionals. ISM is a progressive association with a mission to provide national and international leadership in purchasing and materials management, particularly in the areas of education, research and standards of excellence. Through various resources and a network of 180 affiliated organizations, ISM provides opportunities for expansion of professional skills and knowledge.

We continued to see unparalleled success during FY 2005, the Office of Purchasing for Baltimore County Public Schools initiated and completed over 223 bids this year valued at \$214,775,000. This year we again set a record for use of our online system eCommerce Suite. We processed 7154 orders a 52% increase over last year valued at \$2,328,847 a 37% increase. We reduced the number of paper PO's yet again this year by 4 percent. Not as dramatic as previous years, but still continued progress. We should see the number of PO's continue to drop and our on-line numbers continue to grow as we transition third party billing, and state and federal grants to our on-line system. If we are as successful with them as we were with Title V then I see no reason why we can't reduce our paper PO's even more. Speaking of Title V we saw a 375% increase over the previous year. In 2004 we processed 89 orders for Title V valued at \$10, 782, this year we processed 150 orders valued at \$51,195. We also saw our overall P-Card usage continue to grow by another 4 percent. We will continue to work hard in FY 2006 and hopefully see even greater results.

I am currently the President-Elect of the Association of School Business Officials for Maryland/District of Columbia, and in 2006-2007 I will serve as the President of this professional association. I've served as the Assistant Director and Director of the MD/DC ASBO Purchasing Committee (2002-2004). I've also presented at 2002 US Bank Supply Chain Conference in Miami and the 2004 US Bank Supply Chain Conference in Orlando as well as the 2003 MD/DC ASBO Spring Conference, 2003 Winter Conference, and the 2004 Spring Conference. I've recently published articles on eProcurement and Reverse Auctions in *ASBO Matters*, *Business Finance Magazine*, *MPPA The Fine Print*, and the NAPM Newsletter. Thanks for allowing me to stay in touch.

Check out our website at www.bcps.org/offices/purchasing

ATTENTION—POSITION ANNOUNCEMENT!

A Staff Buyer position is available in Baltimore County Purchasing & Disbursements Bureau. If you are a hard working, dedicated professional the information below may be of interest.

FYI ... A Staff Buyer position is posted on Baltimore County's. It will also be available on the MPPA and NIGP websites. Please visit www.baltimorecountymd.gov for details.

Deborah L. Meehan, CPPB
Chief, Purchasing Services
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POSITION ANNOUNCEMENT

JOB TITLE: Buyer

Garrett County Procurement Office

General Responsibilities: This contractual position in the Procurement Office of Garrett County Government uses knowledge of public purchasing requirements and methods to arrange the purchase of specified commodities, services and construction. General supervision is received from the Procurement Officer, but within established policies and procedures this person has considerable latitude for the exercise of independent judgment in performing day-to-day tasks.

Essential Tasks:

Assists the Procurement Officer by composing and processing formal quotation/bid/proposal documents, as assigned. This includes the following tasks: answering questions during the bidding process; conduct pre-bid meeting/pre-proposal conference; composes addendum documents; conducts formal bid opening or proposal process; analyzes bids/proposals; discusses/coordinates/concurs bid/proposal award recommendation with end user department or selection committee; composes recommendation and assembles supporting documents for presentation to the Board of County Commissioners; composes award/rejection letters and contracts and purchase orders as applicable. Verifies budget appropriations for commodities, goods and/or services to be procured through the formal bid or proposal process. Reviews specifications/scopes of work to develop a general understanding of commodity or service. Develops/coordinates time line schedule for invitation to bid or request for proposals. Review purchase requisitions/orders for compliance, completeness and approval as needed. Insure compliance of purchasing operations with federal, state, local and county rules and regulations. Performs other related duties as required.

Qualifications and Requirements:

- Bachelor's degree in business administration or related field desired.
- Possession of or ability to obtain certification for Certified Professional Public Buyer (CPPB) within five (5) years of employment.
- Five (5) years experience in purchasing with at least 2 years public purchasing experience.
- Ability to establish and maintain effective working relationships with county officials, co-workers, vendors and the general public.
- Strong interpersonal communication skills.

Salary:

This is a contractual position with the Garrett County Government. A competitive salary will be provided.

Application Process:

A Garrett County Government application along with a letter of interest, resume and salary history is required. Qualified individuals may apply by forwarding all required documentation to Garrett County Government, Office of Human Resources, 203 South Fourth Street, Room 206, Oakland, MD 21550. Applications are available at this address or will be mailed by calling (301)

334-8975. Applications are also available on our website at www.garrettcountry.org. Deadline for application is November 4, 2005.

Garrett County Government is an Equal Opportunity Employer. Qualified applicants are considered without regard to race, color, creed, religion, gender, national origin, age, marital status, or the presence of a non-job related medical condition or handicap

DUST OFF DEATH

by Officer Jeff Williams

First I'm going to tell you a little about me and my family. My name is Jeff. I am a Police Officer for a city which is known nationwide for its crime rate. We have a lot of gangs and drugs. At one point we were # 2 in the nation in homicides per capita. I also have a police K-9 named Thor. He was certified in drugs and general duty. He retired at 3 years old because he was shot in the line of duty. He lives with us now and I still train with him because he likes it. I always liked the fact that there was no way to bring drugs into my house. Thor wouldn't allow it. He would tell on you. The reason I say this is so you understand that I know about drugs. I have taught in schools about drugs. My wife asks all our kids at least once a week if they used any drugs. Makes them promise they won't.

I like building computers occasionally and started building a new one in February 2005. I also was working on some of my older computers. They were full of dust so on one of my trips to the computer store I bought a 3 pack of DUST OFF. Dust Off is a can of compressed air to blow dust off a computer. A few weeks later when I went to use one of them they were all used. I talked to my kids and my two sons both said they had used them on their computer and messing around with them. I yelled at them for wasting the 10 dollars I paid for them. On February 28 I went back to the computer store. They didn't have the 3-pack which I had bought on sale so I bought a single jumbo can of Dust Off. I went home and set it down beside my computer.

On March 1st, I left for work at 10 PM. Just before midnight my wife went down and kissed Kyle goodnight. At 5:30 am the next morning, Kathy went downstairs to wake Kyle up for school, before she left for work. He was propped up in bed with his legs crossed and his head leaning over. She called to him a few times to get up. He didn't move. He would sometimes tease her like this and pretend he fell back asleep. He was never easy to get up. She went in and shook his arm. He fell over. He was pale white and had the straw from the Dust Off can coming out of his mouth. He had the new can of Dust Off in his hands. Kyle was dead.

I am a police officer and I had never heard of this. My wife is a nurse and she had never heard of this. We later found out from the coroner, after the autopsy, that only the propellant from the can of Dust off was in his system. No other drugs. Kyle had died between midnight and 1 AM I found out that using Dust Off is being done mostly by kids ages 9 through 15. They even have a name for it. It's called dusting. A take off from the Dust Off name. It gives them a slight high for about 10 seconds. It makes them dizzy. A boy who lives down the street from us showed Kyle how to do this about a month before. Kyle showed his best friend. Told him it was cool and it couldn't hurt you. It's just compressed air. It can't hurt you. His best friend said no.

Kyle was wrong. It's not just compressed air. It also contains a propellant called R2. It's a refrigerant like what is used in your refrigerator. It is a heavy gas. Heavier than air. When you inhale it, it fills your lungs and keeps the good air, with oxygen, out. That's why you feel dizzy, buzzed. It decreases the oxygen to your brain, to your heart. Kyle was right. It can't hurt you. IT KILLS YOU. The horrible part about this is there is no warning.

There is no level that kills you. It's not cumulative or an overdose; it can just go randomly, terribly wrong. Roll the dice and if your number comes up you die. IT'S NOT AN OVERDOSE. It's Russian Roulette. You don't die later. Or not feel good and say I've had too much. You usually die as you're breathing it in. If not, you die within 2 seconds of finishing "the hit." That's why the straw was still in Kyle's mouth when he died. Why his eyes were still open.

The experts want to call this huffing. The kids don't believe it's huffing. As adults we tend to lump many things together. But it doesn't fit here. And that's why it's more accepted. There is no chemical reaction. No strong odor. It doesn't follow the huffing signals. Kyle complained a few days before he died of his tongue hurting. It probably did. The propellant causes frostbite. If I had only known.

It's easy to say hey, it's my life and I'll do what I want. But it isn't. Others are always affected. This has forever changed our family's life. I have a hole in my heart and soul that can never be fixed. The pain is so immense I can't describe it. There's nowhere to run from it. I cry all the time and I don't ever cry. I do what I'm supposed to do but I don't really care. My kids are messed up.

One won't talk about it. The other will only sleep in our room at night. And my wife, I can't even describe how bad she is taking this. I thought we were safe because of Thor. I thought we were safe because we knew about drugs and talked to our kids about them.

After Kyle died another story came out. A Probation Officer went to the school system next to ours to speak with a student. While there he found a student using Dust Off in the bathroom. This student told him about another student who also had some in his locker. This is a rather affluent school system. They will tell you they don't have a drug problem there. They don't even have a dare or plus program there. So rather than tell everyone about this "new" way of getting high they found, they hid it. The probation officer told the media after Kyle's death and they, the school, then admitted to it. I know that if they would have told the media and I had heard, it wouldn't have been in my house. We need to get this out of our homes and school computer labs. Using Dust Off isn't new and some "professionals" do know about it. It just isn't talked about much except by the kids. They all seem to know about it.

April 2nd was 1 month since Kyle died. April 5th would have been his 15th birthday. And every weekday I catch myself sitting on the living room couch at 2:30 in the afternoon and waiting to see him get off the bus. I know Kyle is in heaven but I can't help but wonder if I died and went to Hell.

This Officer is asking for everyone who receives this email to forward it to everyone in their address book, even Law Enforcement Officers.

The Truth

The "Jeff" of this email is Jeff Williams of Painesville Township, Ohio. His son Kyle died on 3/2/05 after learning from friends about the brief high that can be experienced from inhaling the compressed air that spews from a can of Dust-Off, which is frequently sold at computer stores and used for cleaning hard-to-reach places in or on computers.

Williams first posted his note on a web site then gave an interview to the Cleveland Plain Dealer newspaper.