



High Notes

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* Letter from the President

Renee Wersch, CPPO

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Greetings everyone!

I am truly honored to have the opportunity to serve as your president for the year 2003. Hopefully, I will be able to fill the shoes left behind by our Past President, Gina Abbott, CPPB, and continue to build on the ideals and plans that were put into motion by the previous administration.

I would also like to welcome aboard our new Board Members; John Stephen, CPPB - Vice President; Mike Thomas, C.P.M. – Secretary; Bruce Hartmetz, CPPB – Treasurer; Dirk Banks, CPPO, CPPB – Public Relations Committee Chair; and Tim Arnett, CPPB – Western Slope Committee Chair. Additionally, I want to thank the Board Members along with all of our dedicated committee members who agreed to serve one more year. Your dedication, time and effort are greatly appreciated.

My goal for the RMGPA Board this year is to increase membership and to promote the procurement profession. The membership committee has already begun this effort by contacting agencies that have not been active for the past 2 years and those that have never been members. We would like to invite all purchasing professionals employed by a public agency to join us and reap the benefits this great organization has to offer. It is a great feeling to know that we have unlimited resources for information and insight into processes already put in place by the many knowledgeable and experienced members in RMGPA.

If you were in attendance at our Winter Conference in December, you know it was a great success. If you were not able to make it, you missed a great time. We had some great presentations, a variety of breakout sessions along with an evening of mystery and intrigue. It just keeps getting better and better.

As we look ahead to a successful year, I look forward to meeting each of you personally and hearing your ideas and suggestions for the Board. I would also remind all of you that we have a great program lined up for our Spring Conference on March 14, at the Lory Student Center, Colorado State University in Fort Collins, thanks to our outstanding Program Committee. Look for your invitation via e-mail or log on to the RMGPA website www.frii.com/~rmgpa to download the registration form. Hope to see all of you there!



Get To Know Mike Thomas, C.P.M.

Mike Thomas is currently the Secretary for RMGPA. In his capacity as Secretary, he maintains a written record of proceedings of all meetings of the Board of Directors and the Association, and performs such duties as assigned by the President or Board of Directors.

Mike has worked in the Purchasing/Contracts field for over 26 years, primarily in the private sector. He is currently the Purchasing Manager for the City and County of Broomfield, Colorado. This is a newly created position, with the formation of a new Colorado County: Broomfield. Some of Mike's responsibilities include: managing and maintenance of the purchasing program for the city and county; supervising staff; directing and implementing programs associated with all aspects of purchasing, such as supplies and services, inventory, the purchasing card program, and the surplus material program. Mike also runs a small motor pool for the Finance department. He has recently revised the purchasing/travel procedures and policies and developed an online posting of open bids to the City and County web site. He finds the wide variety of purchasing activities challenging and rewarding.

One of Mike's previous positions was Manager of Purchasing/Team Lead, Qwest Communications, formally U S WEST, Denver, Co. In this position he was responsible for data network, internet, and electrical power agreements in excess of \$400M (primarily Cisco Systems). Some of Mike's other professional positions have been Manager of Purchasing for J D EDWARDS and Company (start up of a purchasing department); Senior Purchasing Agent, Space Imaging; and Senior Subcontract Administrator, Lockheed Martin. Mike is a lifetime C.P.M., and possesses MBA and BS degrees. He is currently pursuing his CPPO designation through NIGP. Mike is also a member of NAPM (26 years) and NCMA (10 years).

In his spare time his family keeps him busy. He has been married to Mary (a Jefferson County school teacher) for 19 years, and has a daughter (19) in college in NYC, and a son (15) at Green Mountain HS. He enjoys biking, skiing, his son's lacrosse games, and travel with his family.



Success is not a doorway, it's a staircase. ~ author unknown



When written in Chinese, the word crisis has two characters. One represents tragedy, the other one represents opportunity. ~ John F. Kennedy

2003 Class Lineup – For further information, contact Nancy Trontell, Education Chair, at (719) 546-5211 or email at nancy.trontell@state.co.us

General Public Procurement	2/19-2/21/03
Intermediate Public Procurement	3/19-3/21/03
Advanced Public Procurement	2/19-2/21/03
Public Procurement Management	3/19-3/21/03
CPPB Review	5/7-5/8/03
CPPO Review	5/8/03
CPPB and CPPO tests	5/12/03 **
Get What You Want Through Successful Negotiation Strategies	6/19-6/20/03
The Diversity Advantage--You, Me and Everyone Else	7/17/03
Excellence in Purchasing Management	7/18/03
Improving Procurement's Image through Cost Savings	8/21-8/22/03
Basic Legal Principles in Public Purchasing	9/11/03
How to Process and Evaluate Bids	9/12/03
Revenue Generating Contracts: A Program Where Everybody Wins	10/23-10/24/03

** Please note this change in dates. The test date was originally scheduled for May 9, but it has been rescheduled by NIGP to May 12.

All classes will be held at the Jefferson County Courts and Administration Building in Golden, Colorado. Course descriptions and registration forms are available on the RMGPA website at <http://www.frii.com/~rmgpa/> You can also send an email to nancy.trontell@state.co.us Be advised that all classes except Reviews are contingent upon RMGPA meeting registration minimums.

QUESTION:

Each RMGPA-sponsored NIGP professional development seminar (e.g. General Public Procurement, How to Process and Evaluate Bids, etc.) provides a certain number of recertification points. How many contact hours does each seminar provide toward new certification?

ANSWER:

- ◆ Each 3-day seminar is worth 24 hours towards certification or 3 points towards recertification.
- ◆ Each 2-day seminar is worth 16 hours towards certification or 2 points towards recertification.
- ◆ Each 1-day seminar is worth 8 hours towards certification or 1 point towards recertification.
- ◆ Any purchasing-related class applies toward the required hours for initial certification, including chapter conferences, which are worth 16 hours.



HOW TO EXPERIENCE A MILLION MIRACLES A DAY

1. Consider the miracle of modern technology.
2. Focus on the fact that the whole of modern technology cannot reproduce a single blade of grass.
3. Find a lawn



NIGP INTRODUCES NEW TRAINING

NIGP has developed an alternative, cost-effective way for procurement professionals to keep up with relevant and current hot topics. Integrating computer and phone, NIGP is now delivering web-enabled interactive seminars -- Webinars -- to purchasing professionals.

Webinars overcome objections to time out of the office, budget restrictions for travel and availability of training dollars. These 90-minute sessions, incorporating networking and learning, offer the chance to interact in "real time" with the presenter and others from across the country. Participants can ask questions, network, earn contact hours and have an active role in their professional development.

The first NIGP Webinar on Thursday, February 27, 2003 at 1:00 P.M. EST will feature Mr. Michael Asner, President of Michael Asner Consulting. Mr. Asner will be speaking on "Bullet-Proofing Your RFPs: A Six-Pack of Difficult Problems and Simple Solutions." Michael is known for his dynamic teaching style and wealth of knowledge regarding Requests for Proposals.

The cost is \$75 per person for NIGP national members and \$100 per person for chapter members and non-members. The fee covers participation by one employee. Each additional employee joining the Webinar pays \$25. Each registered participant receives 1 contact hour of training that is tracked by NIGP and reported to the Universal Public Purchasing Certification Council (UPPCC) for re-certification points.

Registrations are now being accepted online at NIGP's website, www.nigp.org/professional_development/Webinars.htm



NIGP Press Release February 4, 2003

GRIMM ELECTED TO LEAD INTERNATIONAL FEDERATION

Rick Grimm, the Chief Executive of the National Institute of Governmental Purchasing (NIGP) has been elected President-Elect of the International Federation of Purchasing and Materials Management (IFPMM) for 2003 - and will serve as the Federation's President in 2004 and 2005.

IFPMM represents a union of 43 National Purchasing Associations worldwide. Within this circle, about 200,000 Purchasing Professionals can be reached. IFPMM is a non-political, independent and non-profit oriented International Organization registered in Switzerland.

The Federation facilitates the development and distribution of knowledge to elevate and advance the procurement profession, thus favorably impacting the standard of living of citizens worldwide through improved business practices. Through its member associations, IFPMM offers links to professional development, global education and training, membership development, public relations and publications, certification programs, research centers, a World Congress and regional conferences, and Federation awards. Under NIGP's leadership, the Federation has taken a proactive role in recognizing the value and importance on public procurement on a global level and has included the public sector in its strategic plan and focus.

Mr. Grimm has served NIGP as its Chief Executive Officer since 1998. Prior to his appointment, he was employed with county governments and public school districts for 23 years, including over 12 years in the management of the public procurement function. As the Procurement Management Director for Miami-Dade County, he served as a founding member and first president of the Greater Miami Chapter of NIGP in 1987. During his nine-year tenure as Materials Management Director for the Adams Twelve Five Star School District in Colorado, Mr. Grimm was actively involved in the Rocky Mountain Governmental Purchasing Association as served as Chapter Treasurer as well as Conference Co-Chair of 1995 NIGP Forum in Denver.

2002 WINTER CONFERENCE

RMGPA closed out the year at what's become the annual holiday season event in Colorado Springs. Once again, the conference was supported by a high level of participation (111 registrants), as we returned to the convenient and centrally located downtown facilities of the Adams Mark Hotel.

With the consistently good attendance numbers, the Programs Committee was able to leverage better space arrangements for the conference portion of the event. This facilitated an agenda that provided a diverse range of presentation topics, as well as the opportunity for attendees to, again, participate in two different breakout sessions that were run concurrently, and then repeated.

Here's a breakdown on the individual sessions and some comments from those in attendance:

Strategic Alliances – Creative Approach to Benefits Driven Procurement (Ken Babich, CPPO, University of Victoria, British Columbia, Canada)

- Very progressive idea!
- New way of doing business is intriguing.
- Good to have topics that stretch us and challenge our as is way of doing things.
- Wonderful topic – new, innovative ideas.
- SA's are a great topic! Could use more information – maybe a more advanced class.

Utilizing Small Business (Francis Chang and Sharon Gonzales, Denver Public Schools)

- Excellent information.
- Loved the vendor guide she provided.
- Very good and lively presentation!
- Wish it was more how to ...

Procurement Card (Cristal Swain, Adams 12 Sch. Dist.; Terri Kindsfather, CPPB, and Barbara Ruley, City of Lakewood; Kathe Graham, CPM, Univ. of Colorado; Fran Mueller, CPPO, and Janet McFail, CPPB, Jefferson County)

- Great format – speakers had many new ideas.
- Well prepared and good handouts.
- It would be great to have a follow up panel in a year to see how things have changed.
- Handouts are invaluable.

Public Private Partnerships (Ken Babich, CPPO, University of Victoria, British Columbia, Canada)

- Let's have many more of these types of topics. We need to develop skills in these areas and other emerging concepts.
- Great to have right after the morning session to compare both concepts.
- Good info for the future.
- New process/subject – need NIGP class.

Rounding Up Energy Savings to Improve Your Facilities – A Win-Win RFP Process That Works! (Linda Smith, Governor's Office of Energy Management and Conservation and Carl Hurst, PE, Siemens Building Technology)

- A really win-win for purchasing folks. Hope members will pursue and share their experiences at subsequent conferences.
- We will check into this! Great idea.
- Very thankful for this information. Speakers were very well informed. Need more of this type of presentations.
- Good info.

Achieving Professional and Personal Excellence (Jones Loflin, H.O.P.E., Inc.)

- He was awesome!
- It's always good to be reminded of what's important, and to laugh!
- Easy delivery style – meaningful thoughts.

- Good speaker. I really liked the teamwork ideas.

2002 WINTER CONFERENCE - Continued

In addition, the Thursday night reception and networking opportunity was enriched by the performance of a mystery drama from the Red Herring Productions theater group. Their very professional and entertaining, presentation had RMGPA members trying to exercise their teamwork skills to solve the "who done it." In the end, in good fun, most members were reveling in how clueless we really were, with the exception of the winning team. Lesson learned for most of us: It's apparent that we all should strive to keep our day jobs.

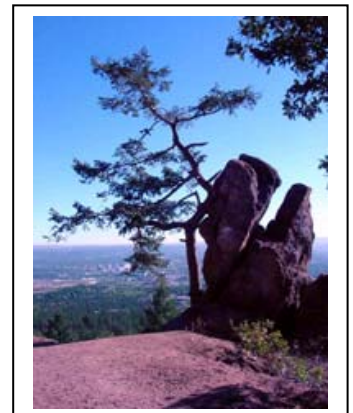


That's it for 2002. The Program Committee appreciates your support. Please keep your suggestions and feedback coming, so that we can endeavor to be responsive to your professional development needs.

Look for a brand new location for the 2003 Summer Conference (details forthcoming soon)!

Article submitted by: Pete Toth, CPPB, Programs Committee Member

A side note: The Executive Housekeeper at the Antlers Adam's Mark Hotel has extended an apology for the concerns we had with the level of service received at the hotel from the housekeeping staff involving the turndown procedures. The Adam's Mark Hotel is looking forward to providing RMGPA the level of service they know we expect and they are anxious to provide next year.



* Achievements



New Certifications

Colorado

Darla Geer, CPPB

Colorado Department of Human Services

Stephanie M. Combs, CPPB

Colorado Department of Transportation

Jeffrey D. Wylde, CPPB

Auraria Higher Education Center

Marcia A. Sieben, CPPO, CPPB

Jefferson County

Recertifications

Colorado

Dirk Banks, CPPO, CPPB

Northern Colorado Water Conservancy Dist

Helen Jackson, CPPB

Denver Public Schools

Carla Newens, CPPB

Jefferson County Public Schools

Donna Villers, CPPB (Lifetime)

Retired

Lanny Loveday, CPPO

Jefferson County

Ronald L. Watkins, CPPO

City of Grand Junction

CONGRATULATIONS!

Welcome to Paul Christman

My name is Paul Christman and I have been a member of RMGPA for the last year. I am the Purchasing Coordinator for Casper College, which is Wyoming's largest community college.

I have worked in the purchasing profession for a total of 14 years. The first 12 years were for a major oil company and the last two have been in the public sector. Although public purchasing is very similar to private, it does have some distinct differences.

I have attended three conferences now, and I feel it has really helped me adjust to some of those differences. The topics covered by the speakers and in the break-out sessions seem to be tailored exactly to my needs. Each time I have attended a conference I have brought back one or more ideas that I have successfully implemented.

Another aspect of RMGPA that has impressed me is the network of professionals I have met. I am hoping to meet more members at some of the upcoming conferences I plan on attending. It's great to belong to an organization that is so involved in promoting and improving the purchasing profession.



Paul Christman, Purchasing Coordinator,
Casper College, Casper Wyoming
pchristman@caspercollege.edu

QUESTIONS? SUGGESTIONS? CONTACT US!

RMGPA BOARD OF DIRECTORS

POSITION	OFFICER	AGENCY	PHONE	FAX
President	Renee Wersch, CPPO	Adams County School Dist 50, Westminster, CO	(303) 428-3535	(303) 657-3998
Vice President	John Stephen, CPPB	City of Fort Collins, Colorado	(970) 221-6777	(970) 221-6707
Secretary	Mike Thomas, CPM	City & County of Broomfield, Colorado	(303) 464-5824	(303) 726-9263
Treasurer	Bruce Hartmetz, CPPB	City of Northglenn, Colorado	(303) 450-8710	(303) 450-8948
Past President	Gina Abbott, CPPB	El Paso County, Colorado	(719) 520-6391	(719) 520-6396

STANDING COMMITTEES

POSITION	CHAIRPERSON	AGENCY	PHONE	FAX
Awards	Mary Kirschmer, CPPB	Douglas County Schools, Castle Rock, Colorado	(303) 814-5195	(303) 688-0750
Education	Nancy Trontell, CPPB	Colorado Lottery, Pueblo, Colorado	(719) 546-5211	(719) 546-5208
Elections	Linda Meserve, CPPB	Colorado State University, Ft. Collins, Colorado	(970) 491-6611	(970) 491-5523
Historian	Susan White, CPM	City of Thornton, Colorado	(303) 538-7588	(303) 538-7556
Legislative	Liz Estrada	Adams County, Brighton, Colorado	(303) 654-6052	(303) 654-6058
Membership	Linda Trimble, CPPB	City of Wheat Ridge, Colorado	(303) 235-2811	(303) 234-5924
Newsletter	Fran Mueller, CPPO	Jefferson County, Golden, Colorado	(303) 271-8589	(303) 271-8598
Programs	Tim Wellmann, CPPB	City of Arvada, Colorado	(720) 898-7094	(720) 898-7098
Public Relations	Dirk Banks, CPPO, CPPB	Northern Colorado Water Conservancy Dist.	(970) 667-2437	(970) 669-1143
State/Local	Susanna Lienhard	Colo Divn of Local Government, Denver, CO	(303) 866-3005	(303) 866-4819
West Slope				

Website: www.frii.com/~rmgpa