



**MIDDLE TENNESSEE PUBLIC PURCHASING
ASSOCIATION CHAPTER NEWSLETTER – APRIL 2006**

May 18th Meeting

Who will be our speaker? Mr. Cal Vickers, Senior Director of Purchasing, Nissan-USA

What is the program? Procurement Procedures at Nissan

Where is the meeting? NES Cafeteria & Meeting Room 13th & Church Street by I-40

When will it be? 11:30 a.m. Thursday May 18th Finished before 1 p.m.

Why are we meeting? To Hear a good speaker and network with others

How can I make a reservation? Just email Dave Hatcher at dave.hatcher@nashville.gov

Stan's Statement-The Golden Rule of Purchasing

In government purchasing, it seems that every organization has an abundance of policies, procedures, rules, regulations, executive orders, laws, etc. So which one is the most important? While there may be a variety of answers to that question, certainly one to be considered is the Golden Rule found in the Bible in Luke 6:31 "And as ye would that men should do to you, do ye also to them likewise" or as you often hear "Treat others as you want to be treated."

The golden rule is endorsed by all the great world religions. Religious leaders for centuries have used it to summarize their ethical teachings. And for many centuries the idea has been influential among people of very diverse cultures. These facts suggest that the golden rule may be an important moral truth. In the world of government procurement, following the golden rule can be helpful during contract negotiations, vendor relations, fellow employee relationships and team work, customer relations-working with the departments, agencies, boards, and commissions we serve, boss relations, etc. One might even say that the foundation of good business ethics policies is the Golden Rule. We need not look any further than the NIGP Code of Ethics which is based in part on members following the ethical principle that every person employed by a public sector procurement or materials management organization be governed by the highest ideals of honor and integrity in all public and personal relationships in order to merit the respect and inspire the confidence of the organization and the public being served.

So please, remember the Golden Rule and Practice it in Procurement! We look forward to seeing you at the May meeting!!!

Stan

Stan Melton, CGFM, CFE, CIA

Chapter President

Minutes of the Middle Tennessee Public Purchasing Association-April 20, 2006

President Stan Melton called the meeting to order at approximately noon. He welcomed the crowd and asked if anyone had any guests. There were no guests introduced, but Stan welcomed back Amanda Cochran who has been on maternity leave. Stan then asked if everyone received the minutes from the previous meeting. A motion was made to accept the minutes. The motion was seconded and accepted by a show of hands. Robin Dieterich gave the treasurer's report stating that the balance is \$2,951.26. Robin also noted that there are fifty-five (55) paid members for the year.

Committee Reports:

Professional Development: Kim Marable announced that there will be a LEAP class offered at NES on June 21-23, 2006. Sourcing in the Public Sector is the name of the class and the instructor will be John Zeyer, CPPB, CPPO. This will be a comprehensive overview of the sourcing process within the public sector. There must be a minimum of eight (8) class members and the cost is \$550 for national members, \$725 for chapter members, and \$825 for non-members.

Membership Committee: Helen Crowley reported that she had the paperwork for three (3) new members. Stan stated that he had some possible leads for her to follow up on for some new members.

Roxianne Bethune announced that the second annual business symposium will be held on May 4, 2006 at the Nashville Convention Center and she invited everyone to attend.

At this time Stan asked if there was any new business. Kim Marable proposed that the MTPPA develop a logo to place on shirts, hats, etc as promotional items and also stated that this could be used to raise funds by selling the items. Kim then made a motion that funds be set aside to send President Stan Melton to the NIGP Forum in August. The motion was seconded and accepted by a show of hands.

Stan turned the meeting over to Vice President Curry Corder. Curry introduced Mr. John Sutton who is the Deputy Director of Contracting at the Arnold Engineering Development Center. Mr. Sutton showed a video, which gave a description of the awesome facility at which he works and what is done there. He then discussed some issues that he deals with and answered several questions from the group.

Following the presentation, Curry presented Mr. Sutton with a gift to show our appreciation.

The meeting was adjourned at approximately 1:00 PM.

Respectfully Submitted,

Dave Hatcher, Secretary

Chapter Officers:

President **Stan Melton** phone 862-6669 stan.melton@nashville.gov
Vice President Programs **Curry Corder** phone 271-1743 curry.corder@mnps.org
Vice President Professional Development **Kim Marable** phone 880-2640 kim.marable@nashville.gov
Vice President Membership **Helen Crowley** phone 741-3836 helen.crowley@state.tn.us
Secretary **Dave Hatcher** phone 862-6748 dave.hatcher@nashville.gov
Treasurer **Robin Dieterich** phone 741-1010 robin.dieterich@state.tn.us

CHAPTER TO SPONSOR LEAP COURSE

A three day LEAP Seminar "Sourcing in the Public Sector" has been schedule for June 21st to 23rd with Mr. John J. Zever, CPPO, CPPB serving as instructor. Those attending will receive 3 re-certification points and/or 2.25 CEU units. This seminar will be held here in Nashville at NES.

This course provides the participant with a comprehensive overview of the sourcing process within the public sector. Essential elements, including pre-sourcing planning, needs assessment, specifications, scope of work, deliverables, procurement strategies, value analysis, and internal control processes are explored. Determining the appropriate sourcing method, preparing the relevant sourcing invitation document, managing the acquisition process, evaluation of response submissions, and contract awards will also be explored. In addition, trends and technology developments and their effect of processes will be discussed.

Cost: National Members - \$550; Chapter Members - \$725; Non – Members - \$825

For additional information or to register on line, go to

<https://www.nigp.org/common/Seminar/SemSched.asp>

Nine have already registered so we have already met the minimum attendance requirement of eight in order to have the event. Please register today so that plans may be finalized. Contact Kim Marable for more information at 880-2640 or kim.marable@nashville.gov



NIGP WEBINAR OPPORTUNITY

The **Developing Effective RFP Evaluation Criteria** Webinar on Thursday, June 1st! There is still time to register. The registration deadline is Thursday, May 25th. Donnell Fowler, CPPB and Keri Stocks, CPPB, will be sharing some important aspects of the RFP process and offer useful ways to employ tools for effective RFP evaluation. They'll be talking about why you might want to use this technique. They'll offer suggestions as to how you can do a better evaluation and who can contribute to the time with expertise and effectiveness. You don't want to miss this!

To register click on <http://www.nigp.org/educate/WebRFPEval.htm>

Remember - Webinar credits can be used for UPPCC certification and re-certification!

For additional information, or with questions, contact distancelearning@nigp.org

Fund Raising Opportunities Coming Soon



Did you know that a big part of the \$15 annual dues that chapter members pay goes to NIGP national? That leaves only peanuts available for chapter funds and projects. Last year the chapter was successful in raising supplemental funds by selling candles under the leadership of **Helen Crowley**. This year, **Paula Cole**, Purchasing Agent with the State of Tennessee Dept. of General Services has graciously volunteered to head up our fund raising activities. At our May meeting, Paula is going to present some ideas that she has been working on.



Tour Opportunity

Members who attended the April meeting not only got to see an interesting film and hear an outstanding speaker, John Sutton. Contracting Officer for Arnold Engineering Development Center, they learned of a possible tour opportunity of the Center which is located near Tullahoma, Tennessee. The center has more than 50 test facilities ranging from large wind tunnels and altitude jet and rocket test cells to space chambers, ballistic ranges, ark heaters to small research tests cells. Several chapter members expressed interest in touring the facilities which would take the majority of a day with travel, lunch and the tour. We must have 12 people for a group tour and to arrange for a van. For additional information, see www.arnold.af.mil and if you would like to go, email Curry Corder at curry.corder@mnps.org and get on the list.



MEMORIAL DAY IS MONDAY MAY 29TH, 2006



Memorial Day, originally called Decoration Day, is a day of remembrance for those who have died in our nation's service.

Memorial Day was officially proclaimed on 5 May 1868 by General John Logan, national commander of the Grand Army of the Republic, in his General Order No. 11, and was first observed on 30 May 1868, when flowers were placed on the graves of Union and Confederate soldiers at Arlington National Cemetery.

Traditional observance of Memorial day has diminished over the years. Many Americans nowadays have forgotten the meaning and traditions of Memorial Day. At many cemeteries, the graves of the fallen are increasingly ignored, neglected. Most people no longer remember the proper flag etiquette for the day. While there are towns and cities that still hold Memorial Day parades, many have not held a parade in decades. Some people think the day is for honoring any and all dead, and not just those fallen in service to our country. Here in Nashville we have the opportunity to honor fallen veterans two times. On Sunday May 28th there will be a memorial service at the Tennessee Veteran's Cemetery at 7931 McCrory Lane and on Monday May 29th starting at 1145 a.m. there will be a memorial service at the Nashville National Veteran's Cemetery at 1420 Gallatin Road South. Check the newspaper for the exact times. If you can't make one of the services, drive by or through one of those cemeteries and see how beautiful they are kept. There will be a flag by every head stone.



Are you certified? If not, make plans now.