



Special Interest Articles

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2008 Manager of the Year

2008 Buyer of the Year

First Place Essay Winner
"HOW TO BECOME A BETTER
PROCUREMENT NEGOTIATOR "

Second Place Essay Winner
"HOW TO BECOME A BETTER
PROCUREMENT NEGOTIATOR "

Silent Auction

2009 KPPA Forum Theme,
And The WINNER Is...

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KPPA 23rd ANNUAL FORUM AND PRODUCTS EXPOSITION

As usual, the last KPPA newsletter of the year will be devoted to KPPA Fall Conference. This year the conference was held at a new location – The Galt House in Louisville Kentucky. In previous years, the conference had been held at the Executive West in Louisville and I believe most everyone thought this was a great change. As with any change there were some hitches, and of course notes taking for improvements for next year, but sure can't beat the view of the river and ability to walk downtown for dinner, lunch and entertainment.

The first speaker Dr. Don Bissell was absolutely fantastic and what a great way to start a conference. The theme of the conference was 'Building Better Bridges for Procurement' and with all the wonderful sessions and speakers hopefully that goal was met.

Some of the speakers included our Past President's husband – Doug Graham who provided wonderful knowledge about scams, and had closing session that was funny and even provided insight on Joan and their daughters that I think we can all relate too.

Don Speer Executive Director of Office of Procurement Services lead the session "Procurement 101" which included a lot of great information even for those of us that have been purchasing for while.

Some of the other sessions included RFP Training, Workplace Diversity, Ethics, Green Procurement, the annual Open Forum and of course the wonderful Vendor Expo. All of the meals were wonderful – even if some of us had a hard time figuring out which one of 5 forks we needed to use.

The Awards Luncheon and Business meeting ended the conference. A list of winners is located on page 2.



2008 KPPA AWARD WINNERS

MANAGER OF THE YEAR	Nancy Sherrow, CPPB Education and Workforce Development Cabinet Division of Fiscal Services Office of Administrative Services
BUYER OF THE YEAR	David Hecker, CPPB Cabinet for Health and Family Services Division of Procurement Services Office of Contract Oversight
ESSAY WINNERS	1st Place Winner: Theresa Smalley "How to Become a Better Procurement Negotiator" Education Cabinet Office of Administrative Services
	2nd Place Winner: Stacy Phillips, CPPB "How to Become a Better Procurement Negotiator" Cabinet for Health and Family Services Office of Policy and Budget
Betty Bingham KPPA Lifetime Award	Sondra Perry
KPPA Service Appreciation Recognition	Melinda Marburger, CPPB
NIGP 1st place \$1200 Scholarship	Winners: Adrienne Sparks, Commerce David McAnally, CHFS Alternate: Donna Carter, CHFS Jody Hall, Finance
KPPA Registration 2008 Conference	Winner: Jennifer Houchin, KYTC
New CPPB Certification Recipients	Jennifer Houchin, KYTC Peggy Stratton, KYTC
Newly Elected Officers	President: Joey Beatty, CPPB Vice President: Carolyn Turner Secretary: Ben McCray Treasurer: Gary Freeland
Newly Elected Board Member	Kathy Robinson, CPPB



TIPS OF THE TRADE

We want to take this opportunity to Thank all of the vendors that supported KPPA at the Vendor Expo. We had so many this year we had to use two pages – We really appreciate the support of the Vendors

ADDEN FURNITURE, INC.
ADVANCED SOLUTIONS
ALAMO INDUSTRIAL
ALAN HYMAN ENTERPRISES
ALLSTEEL
BACHMAN AUTO GROUP
BARNETT & ASSOCIATES (CHROMCRAFT)
BAUMANN PAPER CO.
BILL WAITS AUTO MALL
BOB HOOK CHEVROLET, INC.
BOBCAT COMPANY
BOMAG (WILSON EQUIPMENT)
BRYAN EQUIPMENT SALES
C.I. AGENT SOLUTIONS
CARDINAL OFFICE PRODUCTS
CASE-HUNT TRACTOR-WILSON EQUIPMENT
CBTS
CENTRAL BUSINESS GROUP
CENTRAL BUSINESS SYSTEMS
CG CONCEPTS
COMMONWEALTH TECHNOLOGY
CROWN SERVICES, INC.
CUSTOM QUALITY SERVICES
DAN BINFORD & ASSOCIATES
DELL, INC.
DIAMOND MOWERS, INC.
DMD DATA SYSTEMS INC.
DUPLICATOR SALES & SERVICE
ENERGY SYSTEMS GROUP
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GRAPHEL CORPORATION
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HAMILTON CO. EDUCATIONAL SERVICE CENTER
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JOHN DEERE

Silver Level Sponsor:

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Bronze Level Sponsor:

- Hold Equipment
- Officeware
- VF Imagewear

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KENTUCKY UNDERGROUND STORAGE, INC.
KENWAY DISTRIBUTORS, INC.
KI / KDA
KIMBALL OFFICE
LANG COMPANY
LIFE GEAR LLC
LOUISVILLE TRACTOR, INC.
LYON WORKSPACE PRODUCTS
MH EQUIPMENT
MICROSOFT
MIDWEST EQUIPMENT
MIDWEST GOLF & TURF
MSC INDUSTRIAL SUPPLY
MUNSON BUSINESS INTERIORS
MWA
NATIONAL WORKWEAR, INC.
NEW HOLLAND AGRICULTURE
NORIX GROUP, INC.
OFFICE DEPOT
OFFICEWARE
PACE, INC.
PITNEY BOWES
POMEROY IT SOLUTIONS
PROSYS
RAGLAND & ASSOCIATES, LLC.
RCS COMMUNICATIONS
RYTEL HOLLAND CONTRACT / VERSTEEL
SCHWAB CORPORATION
SCOTT MAILING AND SHIPPING
SEGWAY OF PADUCAH
SIGNATURE TECHNOLOGY GROUP
STEELCASE
SYSTEMS DESIGN GROUP, INC.
SYSTEMS DESIGN, INC.
THE HON COMPANY
TOM SEXTON & ASSOCIATES
TOSHIBA BUSINESS SOLUTIONS-KY
ULTRA PLAY SYSTEMS
VF IMAGEWEAR, INC.
VIRCO INC.
WHAYNE SUPPLY CO.



FIRST TIMER'S VIEWS OF THE 2008 KPPA FALL CONFERENCE

From Jason Kendall (Education Cabinet)

This was my first time attending the KPPA conference, and I have a nice blue ribbon to prove it. Although the ribbon was great, the knowledge I took back to my office far overshadowed everything else. Since I am somewhat new in the purchasing field, I was a little apprehensive about attending. I felt it would be things I didn't understand, or didn't pertain to me...Boy was I wrong! The conference was very well organized and catered to the needs of purchasing questions or problems statewide. No matter the question, someone had an answer, and I'm pretty sure it was the right one.

The first day started with a wonderful keynote speaker, Mr. Ben Bissell, whoever chose this gentleman made a wise decision. His topic, "Feeling good about yourself and your job" was a great lead into the rest of the conference. After Mr. Bissell spoke, we had the opportunity to attend different classes, which was very important. Each class had different topics pertaining to certain fields, so you could choose the one that best fits you. The classes were very interesting and the staff was very knowledgeable. The open forum was one of my particular favorites, it was very well organized, questions were answered thoroughly, and it was an all-around good atmosphere. The "Vendor Fair" was another wealth of knowledge, all of the vendors were more than happy to answer questions and take comments. This was a great opportunity to put a face with a name for the vendors we deal with via e-mail or phone.

The last day of the conference, we had an awards luncheon; this was more of a time to reflect on the accomplishments that were made throughout the year. Listening to the awards being given out made me realize just how important our jobs are. The State Government relies on our sound decisions on a daily basis, these decisions are vital to the functionality of State Government. This conference helped instill ideas to make these decisions easier, and I am very grateful for that. All in all, I had a great experience with this year's KPPA conference, and I am very proud to say I am a member of KPPA.

From Kathy Burke (CHFS)

This past year, staff within the Department for Mental Health, Developmental Disabilities and Addiction Services' Division of Administration and Financial Management stressed the value of KPPA to its facilities and encouraged attendance at the annual conference. With current financial constraints, it was wonderful to see so many "First Timers" taking advantage of this opportunity to meet and learn from the state's purchasing professionals.

This year, the facilities sent four (4) "First Timers" to the conference. Group sessions were informative, bringing awareness to available resources and providing an opportunity for peer interaction. Attendees came away energized by the experience with a new sense of the importance they play in the procurement process, especially during these lean economic times. Below are views of the conference from two of those attendees:

Denise Jefferson, Business Office Manager at Central State Hospital (CSH)

To be brutally honest I loved the conference. I found it to be a delight! I was so inspired and enjoyed it so much that I have volunteered for future events and would also like to attend procurement classes.

I liked the variety of topics and speakers. Since I am new to procurement, the Conference gave me an overview of many of the processes necessary to my position. I also found the "personal" training topics (*Ethics*, and *Feeling Good about Yourself and Your Job*) to be informative and enjoyable. The speakers were excellent! Ben Bissell and Doug Graham were the tops with their presentations. They both pulled the audience in with stories and humor while making their points about their topics.

I also enjoyed meeting all of the people that I work with over the phone or by e-mail. It's nice to put a face with a name. The Vendor Expo was a great opportunity to meet more of those people (vendors and co-workers) that I work with and again have never met. I found all aspects of the conference to be a great networking opportunity.

The location of the conference was also a great choice. It gave everyone a bit of history and allowed those from out of town to enjoy the downtown Louisville. The conference rooms were well organized and very accessible. The Masquerade Ball on the Belle was a great touch. It was nice to socialize with everyone outside of the conference and get to know them better.

All in all, I am very satisfied that I was able to attend the Conference and feel that it was very valuable to me and to my job performance. I would recommend it to anyone in procurement. I can't wait for next year!

Richard Bedwell, Purchasing Associate at Glasgow State Nursing Facility (GSNF)

Over all, I found the conference to be very informative and useful. I definitely was able to pick up some useful information and tips, which I feel, will assist me in the performance of my work at GSNF. This information will make me a more efficient and useful employee. Making contacts and networking was also a great benefit, which should help in solving unusual problems that may arise from time to time. In addition, I might be able to assist others within the department with questions or problems they might encounter. Some of the features that I really enjoyed and found most useful are highlighted below.

“Feeling Good About Your Job” presented by Dr. Ben Bissell, The Keynote Speaker, was a very good presentation. Dr. Bissell kept everyone’s attention with humor and great examples of ways to feel good about your job. It was a great morale booster.

RFP Training and Contracting for Professional Services, both presented by Bill Davison, were interesting and reflected that he knew his subject well. I do not do RFP’s in my current position, but did for many years in my former positions. I was familiar with most of the information presented, but did pick up a few tips. These were good refresher courses in the event there is ever a need for me to assist GSNF in the development of RFPs for professional services. I noted that there are some subtle differences between the Federal rules and the Commonwealth of Kentucky rules on RFPs.

The Ethics class, presented by national speaker Michael Bevis, was also a very good presentation. I have been to dozens of Ethics in Government training courses and this was a good refresher. His presentation on Building the Best RFP Review Committee was another well-presented class. Mr. Bevis went into much greater detail on how to select and build a team to review RFPs.

Scam I Am, presented by Doug Graham, was extremely informative and useful and I believe will greatly assist me in my current position. Mr. Graham’s presentation dealt extensively with various schemes to defraud credit card (Procard) users and purchases on line at websites and measures to defend against these schemes. This is a rapidly growing problem and people involved in these unlawful activities steal millions of dollars every year. I was astonished at the lengths and methods, which people will go to, to steal credit card information and on-line theft. It was extremely useful information and I certainly will be more careful when placing on-line orders and using my Procard. It would be great if this presentation could be given to targeted employees of GSNF.

The Vendor and Delegate Luncheon allowed me the opportunity to network with employees from other facilities and Frankfort. I found it very enjoyable and useful. The Vendor Products Exposition gave me an opportunity to talk with several vendors we use and a few vendors who we do not, but could potentially buy from in the future. I didn’t hear my name called and missed out on a nice prize! (The food at both the Vendor Luncheon and the Awards Luncheon/General Business Meeting was excellent, too.)

The Open Forum presented by Ken Koester and a panel of experts from the Finance Cabinet and other Agencies, with the opportunity to present written or oral questions on just about any procurement topic, was very useful and informative.

I feel that this conference would be very useful for other GSNF managers and payment/purchasing staff to attend. I regret that I missed out on additional networking opportunities being unable to stay at the Galt House and missing the Masquerade Cruise, but there is always next year!

THE PRESIDENT’S POST

Thanks

They say that as we get older years go by faster. That sure has been the case for me in 2008. It is hard to believe that my term as KPPA President is just about over. While part of me does not want it to end, I am excited knowing that the Association will be in good hands with Joey Beatty at the helm.

I want to take this opportunity to thank all the KPPA members. Your support and hard work has made 2008 one of the most enjoyable years of my professional career. More importantly, it is your dedication and commitment to excellence that year in and year out makes KPPA a great NIGP chapter.

Once again, thank you.
Ken Koester, CPPO, C.P.M.
2008 KPPA President

2008 KPPA MANAGER OF THE YEAR

Nancy Sherrow has worked diligently for the Commonwealth of Kentucky for 26 years. The majority of that service has been in the procurement field where she has 22 years experience, including 10 years management experience. She demonstrates an extraordinary work ethic and a strong desire to lead by example, not only to her employees but also to her co-workers.

As Branch Manager of Administrative Services, Nancy has served as a member of both Mars and eMARS Implementation Teams and has conducted trainings for Education and Workforce Development Cabinet employees in both governmental purchasing procedures and in Mars and eMARS processing. She has written and distributed multiple purchasing instructions and guidelines for WFD employees, as well as comprehensive checklists for vendors and bidders desiring to do business with the Education and Workforce Development Cabinet.

Nancy serves as Procurement Officer and advisor to all agencies attached to the Education and Workforce Development Cabinet, as well as the KY Environmental Education Council, Department for Workforce Investment, and the Office of the Secretary. Nancy has taken the hand of these state agencies and guided them through many complicated purchasing procedures with her vast knowledge and confidence.

When it comes to KPPA, Nancy does not shirk her responsibilities nor avoid leadership roles. She has been a KPPA member since 2000 and a board member since 2002. She is currently the Chairperson for the Awards/Scholarships committee and Vice Chair of the Publicity/Newsletter Committee. Nancy can always be relied upon to accomplish the tasks proposed by any committee of which she is a member. She works with a wholehearted enthusiasm and determination to advance KPPA's goal of promoting and improving public procurement. Nancy has demonstrated professionalism by achieving her personal goal of becoming a Certified Public Manager in July 1995, and she did not stop there; she became a Certified Professional Public Buyer (CPPB) with the Universal Public Purchasing Certification Council (UPPCC) in June 1998.

Nancy has not limited herself, her interest or her enthusiasm to the boundaries of the Commonwealth of Kentucky. She has attended three National Institute of Governmental Purchasing (NIGP) conferences, the first in Nashville, Tennessee, then in Portland, Oregon and most recently in July 2008, Charlotte, North Carolina. She strives to make the most of her presence at these conferences by learning how other states perform duties similar to her own. I'm positive you would not be able to find a more energized or eager participant at the national conference.

Nancy is a good role model and inspiration for everyone she works with. Co-workers had the following comments:

"Nancy is the go-to person in the Education Cabinet for any and all purchasing questions. She is extremely knowledgeable in all aspects of state purchasing procedures. Among Nancy's many qualities, she is down to earth, honest, and personable and displays integrity. She's a good leader who knows her own strengths and weakness and allows others to excel and share success. Nancy goes the extra mile to make sure things get done and that they get done correctly."

"Nancy is a very honest and outspoken person. She is a fair and open boss, doesn't hide behind feelings; not afraid to give her opinion. She lets you know when you have done a good job and that does not always happen with other bosses."

"As a co-manager in the same division, Nancy challenges me to maintain the same high bar of excellence in managing employees, projects, etc. as she does. The expertise she has on purchasing issues and the willingness to thoroughly train her employees in areas of purchasing makes us have one of the most well rounded purchasing branches in all of state government."

"Nancy has many excellent qualities. She is extremely thorough in every task she undertakes. Her commitment to being accurate, timely with adherence to the rules and regulations is irrefutable."

"I have supervised Nancy in some capacity for the past eight years. Nancy's strong work ethic coupled with a comprehensive knowledge of state procurement helps make her a valued employee. She is an asset to the Cabinet."

Manager of the year is a prestigious award that should be reserved for those who have truly led by example, managed with professionalism, inspired others and served diligently in their duties. It would be difficult to find a better example of someone with these qualities than Nancy Sherrow.

2008 KPPA BUYER OF THE YEAR

The 2008 KPPA Buyer of the Year, is Mr. David Hecker

David Hecker has been an employee of the Commonwealth for over 17 years. He has worked in the Procurement arena in one capacity or another throughout the years and is currently an Internal Policy Analyst III.

The Cabinet for Health and Family Services (CHFS) is one of the largest within state government and covers a diversified base throughout the Commonwealth. CHFS programs include Medicaid, Disability Determinations, Department for Community Based Services (food stamps, child support, welfare, etc.), Public Health (state laboratory, local health departments, bioterrorism, etc.), and Mental Health and Mental Retardation facilities.

David has been instrumental in providing the Cabinet's contracts for security guard services. The Department for Community Based Services (DCBS) staff routinely encounters potentially volatile circumstances inherent in the nature of the services that they provide. In many cases, DCBS staff works directly with individuals in need of assistance resulting from substance abuse or mental illness. The circumstances create a very real potential for abusive or violent outbursts, which pose an impending threat to the welfare of both DCBS staff and the clients whom they serve at the subject locations. Once David is notified of a potential threat, he immediately contacts vendors to purchase emergency security services. David is persistent and dedicated to providing staff with dependable security protection. He has stayed late in the evening and arrived early, often changing his personal schedule on numerous occasions, to ensure that our staff has the security they need to work in a safe environment. He does not leave until he is confident the services will be provided. David has received several commendations from upper management for his diligence and dedication to the delivery of security services.

David assists with the Cabinet's Wireless needs. He is knowledgeable with the functional capability down to the technical aspects of each wireless device. David determines the best device and best plan suited to the individual user. Due to his knowledge and willingness to help, David receives requests from various agencies to provide assistance. Recently, David was selected to serve on a statewide Wireless Committee that was responsible for reviewing specifications for a statewide Wireless Contract.

David is also the CHFS Procard program lead administrator. He wrote the CHFS ProCard user manual outlining the guidelines for usage based on the CHFS and Finance policies. He recently revised the user manual to comply with administration changes and he provides ProCard training when needed throughout the state. David also conducts ProCard audits of the various ProCard Administrators' paperwork and documentation to ensure purchases are made in compliance with policy. David is a true team player.

David constantly helps others with his extensive knowledge of agency programs and is a valued asset to the Agency. David is extremely knowledgeable with eMARS and runs a number of custom reports, creates hundreds of contract modifications throughout the fiscal year, and monitors contract usage/expiration dates daily. David has been a long time member of the Kentucky Public Procurement Association (KPPA) and National Institute for Government Purchasing (NIGP) for a number of years and has assisted on various committees to help make KPPA such a successful organization. David is a very dedicated individual who strives to make the team successful, which makes him an excellent candidate for Buyer of the Year.

First Place Essay Winner

“HOW TO BECOME A BETTER PROCUREMENT NEGOTIATOR”

By Theresa Smalley (Education Cabinet)

Do you get nervous at just the thought of negotiating the purchase price of a used car? Can every car salesman easily spot the look of fear in your eyes and feel your sweaty palms when the two of you shake hands? If so, you are not alone. Fear of negotiations is real and it can hinder your success in purchasing, whether it is for your own personal vehicle or goods or services for your agency. As a Procurement Negotiator, there are a few strategies and tips you can use that will make the experience less painful, taking away some of the anxiety that could occur throughout the negotiation process.

First, be prepared. As the buyer, you must know exactly what it is that you want to purchase. You must have the specific elements clarified and pinpointed. Multiple factors go into the price of an item, including material, supply and demand, overhead, and fuel or transportation fees, among other things. Prior to the negotiation, you should research competitive pricing to ensure your awareness of all the anticipated costs. You must know your bottom line or maximum amount you are willing to pay, before going into the negotiations. Most purchases have multiple components that can be negotiated. You should have these components prioritized in order of what can be compromised on and what cannot. Knowing as much relevant information as possible and being well prepared will give you more confidence and take away many unwanted surprises during the negotiation process.

Next, develop good communication skills. Being a good communicator is much more than just being able to convey your own needs. Although making certain the seller is aware of your specific requirements is imperative, you must also remember to be a good listener. Expect to be silent at times to allow the seller to share his needs and concerns. Try to observe the body language of the seller and notice the nonverbal signals that are being conveyed. A key factor in successful negotiations is the ability to keep your own emotions in check while empathizing with the emotions of the seller. This becomes especially important if the seller is becoming agitated or showing signs of stress. For example, the seller may inadvertently disclose a feeling of anger, in such a scenario, responding with anger of your own is seldom beneficial. Instead, reacting calmly can diffuse the situation, helping the seller save face, and guide the relationship in a positive direction. Demonstrating good communication skills can put both sides at ease and encourage smooth negotiations.

Finally, strive for a win-win situation. It is beneficial for both sides to feel they are being treated fairly, even if the feeling is merely perceived. The seller's ego may require him to feel he is on the winning side of the negotiation. In some cases, anything less could paralyze or block the success of the negotiation. One way to achieve this is to let the seller know that you understand his point of view. You can accomplish this by conceding on an issue that seems important to him but is not so important to you. This can also build trust and provide reassurance that a fair negotiation is taking place. This approach is especially valuable if there is to be an ongoing relationship after the deal is sealed.

So the next time, whether you are considering the purchase of the vehicle of your dreams, or you're the Procurement Negotiator assigned to close the big deal, you don't have to be afraid. Just remember these simple tips; be prepared, communicate effectively and strive for a win-win situation. With practice, you can become a better Procurement Negotiator.

Second Place Essay Winner

“HOW TO BECOME A BETTER PROCUREMENT NEGOTIATOR”

by Stacy Phillips (CHFS)

In today's world, more than ever, if you don't know how to use the power of negotiation properly, you are missing opportunities to resolve problems through cooperation. Your efforts to cultivate cooperation in negotiations will build trust and respect resulting in a greater probability of achieving your goals. Your cooperative spirit as a procurement negotiator will open many doors for you both professional and personally. Whether you realize it or not, you negotiate in some form every day. The ability to negotiate effectively is an essential life skill we should work towards improving everyday. We can always learn from our past failures and successes in negotiating and apply the lessons learned to making our future negotiations more successful. Below are some helpful ideas for us to use to become a better procurement negotiator.

Adopt the philosophy of win-win. What is a win-win situation? Roger Dawson, author of “Secrets of Power Negotiating,” describes this as a creative situation where BOTH you and the other party involved can walk away from the negotiating table feeling that you've both won. Each of you should come away from the negotiation with something. G. Jay Christensen states, “By your denying the other party anything from the negotiation, you are not an excellent negotiator”.

Do your homework and research. First, you must learn your product and/or service in which you are responsible for purchasing. You need to educate yourself by using available resources such as past solicitations and contracts, the NIGP library, the internet and KPPA contacts and other professional buyers. It is very important that you are armed with facts and prepared before you sit down at the table with the vendor. As Sir Richard Rightly stated, “If you don't know your strengths and weaknesses, the other side will find them”.

Be a good listener. When you do a good job listening, you not only gain new ideas for creating win/win outcomes but you also show your interest in what the vendor has to say and reinforce that you value their opinion. It's always important that you make your counterpart feel valued, and cared for. Active listening is critical to accomplishing this and keeping the lines of communication open. If you assume that the vendor's wants and needs are the same as yours, you will have the attitude that only one of you can “win” the negotiation; this will result in the failure of the negotiation. Therefore, make a conscious effort to assure that you are always listening.

Be honest and fair. I'm a believer that in life what goes around comes around. The goal in creating win/win outcomes is to have both counterparts feel that their needs and goals have been met so that they will be willing to come back to the table and negotiate again. An atmosphere of trust reduces the time required to create win/win outcomes.

Be cooperative and friendly. During negotiations, avoid being abrasive or combative, which often breaks down negotiations. Always enter the room smiling. I was raised to always treat people as you want to be treated and I stand firm in this belief. This philosophy allows negotiators to treat the opposing side as human beings while solving problems together and respecting differences as well as common interests. Having a good attitude can help seal the deal.

One of the major functions of the job of a buyer is to negotiate the best price and terms for the materials and services that your organization needs to operate. This complex task requires knowledge, tact, superior communication skills, and a solid game plan. The role of an effective buyer and negotiator should never be underestimated.

In summary, Henry Boyle has the following words of advice: “The most important trip you may take in life is meeting people half way.” Negotiation is an indispensable part of the purchasing function and you as a buyer play a critical role in the financial success or failure of your organization.

SILENT AUCTION

By Amy Richardson (Finance OPS)

KPPA offers professional development opportunities through seminars and workshops throughout the year in addition to providing awards and scholarships as a means to further individual professional education.

The proceeds from the Silent Auction that is held during KPPA's Annual Forum and Exposition assist with these professional development opportunities.

Thanks to you, this years Silent Auction raised \$1,236.00!

Agencies did a great job putting together some awesome baskets and several vendors donated some great items.



For the second year in a row, the Division of Engineering & Contract Administration raised the most money (\$350.00) with their "Trunk of Treasures" donation. The vendor donation that raised the most (\$115.00) was a very comfortable deck chair donated by Tayco.

KPPA thanks everyone that participated and supported the Silent Auction; it would not have been possible without you!



AND THE WINNER IS...

The Winner of the 2009 KPPA Forum Theme contest is Missy Jeffers (Finance) for her submission



#5 Wasting Away in Procurementville



Congratulations on your \$25.00 prize Missy

MEMBERS IN MOTION

Bridget Voignier (KYTC) – **IT'S A BOY** born June 12, 2008 Austin Thomas Voignier

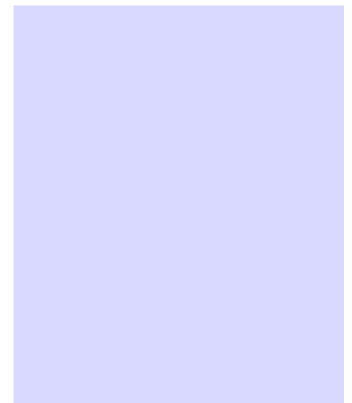
Melinda Marburger (KFSB) – Retired as of November 30, 2008

Peggy Stratton (KYTC) – Appointed Director of Division of Purchases September 16, 2008

Michael B. Gustafson (Finance OPS) – Received CPPO Certification

Donald E. Robinson Jr. (Finance OPS) – Received CPPO Certification

Kathy D. Robinson (Finance OPS) – Received CPPO Certification



For additional information on training events please check the website calendars for [KPPA](#) and [NIGP](#)

Dates to Remember

December

- Dec. 10 – Deadline for Webinar Registration – [Revisiting Specifications and Bids](#)
- Dec. 12 – Deadline for Webinar Registration – [Me Thinks Thou Doth Protest Too Much](#)
- Dec. 22 – Deadline for [2009 NIGP Call for Presentation Proposals](#)
- Dec. 25-26 – Christmas State Holiday

January

- Jan. 1-2 – New Year’s State Holiday
- Jan. 19 – Martin Luther King’s Birthday State Holiday

February

- Feb. 2 – Deadline for [UPPCC Certification May Testing](#)

March

March Purchasing Month activities to be announced

April

- Apr. 10 – Good Friday Half-Day State Holiday
- Apr. 30 – Deadline for [NIGP 2009 Early Bird Registration](#)

About Our Organization



The Kentucky Public Procurement Association (KPPA) was established in May of 1985 as the statewide chapter affiliate of the [National Institute of Governmental Purchasing](#) and chartered in October of 1990.

Membership Eligibility:

Kentucky Public Procurement Association (KPPA) membership is open to all public officials (elected and non-elected), agents, officers and employees of the Commonwealth of Kentucky and its political subdivision, school districts, and city and county governments.

Membership dues are assessed, as established by KPPA by-laws.

The Purpose of KPPA is to:

- Promote and encourage professional development and competence through continuing education, seminars and training of public officials;
- Promote cooperation and understanding among public agencies and officials;
- Provide a professional forum for the exchange of ideas, research, and experiences among public procurement officials;
- Support and promote continuing improvements in the field of public procurement;
- Support the principles and concepts of effective competition, increased public confidence and equitable treatment of all persons involved in public procurement, and;
- Support ongoing improvements in public procurement through seminars and technical workshops;

To contribute information, make suggestions on content, or provide comments please contact the KPPA Newsletter Committee members.

[Nancy Sherrow](#)

[Kathy Burke](#)
[Lynne McCroskey](#)

[Richard Mize](#)
[Audrey Patterson](#)

We're on the Web!
See us at:
<http://kppanigp.org>

