



# Florida Association of Public Purchasing Officers

JANUARY 2005

38<sup>th</sup> Annual Conference registration form enclosed. Please forward your completed form along with your check to Treasurer Dave Nash. Forms and tentative agenda will be available on your Web site too! [www.fappo.org](http://www.fappo.org)

Check out the **Professional Development Seminars** we have in store for you!

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## *Message from the President*

Alan E. Weaver, CPPB

Dear Members,

I trust that everyone had a most wonderful and fruitful holiday and have their New Year's resolutions firmly in hand. We are the fortunate ones in that we have two new years every year – October 1<sup>st</sup> and January 1<sup>st</sup>. Although, 2005 has just begun, the executive committee has been continuing its work behind the scenes planning the events and happenings needed to produce the upcoming annual conference in Jacksonville, especially the educational program and trade show. FAPPO's current Vice President and Program Chair, Russ Wetherington, has arranged an educational program that will meet and exceed everyone's expectations, from beginning purchaser to the most seasoned. A copy of the tentative schedule and breakout sessions has been included in the newsletter. The theme for this year's conference is, "*Going the Extra Mile*," is not only a theme, but should be a way of life both professionally and personally. Also, Russ has arranged for some of the highly rated speakers from last year's conference to speak again this year.

I also want to extend my appreciation to everyone who was able to attend the Fall Workshop this past November 5. If you missed the workshop, the speakers were superb. The State of Florida purchasing staff provided considerable information regarding state contracts and on the future of procurement in Florida, and still had time to answer questions from attendees. Wayne Casper, Chairman of NPI's Award of Excellence in Procurement (AEP) Award, was on hand to give AEP Awards to many Florida entities.

I'm sure our workloads will place a number of demands and stress on all of us. Remember that your friends and colleagues in FAPPO are here, and are always willing to listen, help, and network on solutions and needs. Many of us have probably been through a learning curve on many situations that others may face. Be ready to help your neighbor and colleague when he or she calls on you in their hour of need. Many of your friends are still trying to recover from the hurricane season this past year.

*see page 2*

**Visit Our Web Site! [www.fappo.org](http://www.fappo.org)**

## **Message from the President**

(continued from page 1)

Please attend your local NIGP, ISM, and NACM chapter meetings. Get to know as many of your colleagues as possible, especially those in your immediate area. Also, a new NIGP chapter has been chartered in north Florida, an area that has been void of NIGP representation. The chapter has elected its slate of officers for its inaugural year and a chartering ceremony will be held on March 17<sup>th</sup>.

In the ensuing weeks and months, FAPPO, will be undertaking an outreach program to contact entities throughout the state. It is important to remember that we are a Florida association and that we reach out to all public entities around the state. Our association will be enriched by the diversity and synergy that we all bring to the table. If you know an entity that is not represented in FAPPO or someone that needs information regarding the benefits of membership, please email their name and address to Bernadette Hitchins at [bhitchins@ci.winter-park.fl.us](mailto:bhitchins@ci.winter-park.fl.us) or myself at [aweaver@sjrwmd.com](mailto:aweaver@sjrwmd.com).

Best wishes for the New Year. See you this May in Jacksonville along the St. Johns River!

With professional and personal regards,

*Alan E. Weaver*

FAPPO President, 2004-05

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### Web site Update

The Career Development section of the FAPPO web site has become very popular for advertising Purchasing Professional vacancies. Only the individual who posted the position is authorized to remove the posting from the Site. In an effort to provide the membership with up-to-date job opportunities, postings will expire and will be automatically removed 30 days from the date of posting. You may reenter the posting if not filled within that time frame.

**If you need help setting up a User Code and/or Password for this reason or to access FAPPO's Web site, please contact Rhonda**, not the membership folks. Also, if you have any additional suggestions or site recommendations, please do not hesitate to contact Rhonda Ledford, C.P.M., CPPO, Web site Liaison.

Rhonda

[rhondacpm@earthlink.net](mailto:rhondacpm@earthlink.net)

Visit Our Web Site! [www.fappo.org](http://www.fappo.org)

***...and a Big Welcome to our New Members!!***

Sarah Reinertsen, Collier County Clerk of Courts

Ivy Johnson, City of Jacksonville

Mike Paris, City of Naples

Kate Mix, City of Naples

Robin V. Braswell, Brevard Community College SBDC/DETA Office

Renee D. Swanson, Pinellas County -- Public Works

Lisa M. Tatro, Pinellas County -- Public Works

Tereasa J. Tuxhorn, Pinellas County -- Public Works

Janet Parish, Daytona Beach Community College

***WELCOME TO ALL!***

*We look forward to seeing you at the upcoming Annual Conference.*

[More information to follow!](#)

**38th Annual Conference- May 3-6, 2005 in Jacksonville, Florida  
"Going the Extra Mile"**

Russell Wetherington, Vice President

Keynote Speaker: Rick Butts.....a hilariously funny, motivational speaker, will provide the keynote address at the Opening Ceremonies. In this day and age of change and uncertainty, many of us feel a lack of control on certain aspects of our lives. Rick Butts will energize and amuse you with his hilarious speech, "Kicking the 'Big Butts' of Life-Get off Your Excuses and Do Big Things" Rick will share with us his insights on dealing with the stress of change and taking charge of your life using control, clarity and courage.

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# FAPPO-38th ANNUAL CONFERENCE

## "GOING THE EXTRA MILE"



**MONDAY, MAY 2, 2005**

**TIME**

9:00am – 4:00pm ..... Board of Directors Meeting  
1:00pm – Till ..... FAPPO Golf Tournament  
5:00pm – 6:30pm ..... Early Registration  
6:30pm - 9:30pm ..... Presidential Reception

**TUESDAY, MAY 3, 2005**

**TIME**

**SUBJECT / SPEAKER**

7:30am – 8:30am ..... Registration  
8:00am – 8:40am ..... First-Timers Orientation  
8:45am – 10:29am ..... Opening Ceremonies/Breakfast/Keynote Speaker

*Keynote Speaker: RICK BUTTS, a hilariously funny, motivational speaker, will provide the keynote address at the Opening Ceremonies. "In this day and age of change and uncertainty, many of us feel a lack of control on certain aspects of our lives. Rick Butts will energize and amuse you with his hilarious speech, "Kicking the Big 'Butts' of Life—Get off Your Excuses and Do Big Things" Rick will share with us his insights on dealing with the stress of change and taking charge of your life using control, clarity and courage. Rick has been a pig farmer, rock star, lumberjack, minister and sales trainer, just to name a few. Join Rick as he shares his many funny stories and examples for a one-of-a-kind unique look at the powerful methods he has used to do big things".*

***TUESDAY, MAY 3, 2005***

**TIME**

**SUBJECT / SPEAKER**

10:30am – 10:44am ..... BREAK .....

10:45am – 11:59am ..... Breakout Session: Rick Butts  
**"WORKS AND PLAYS WELL WITH OTHERS"**  
**The most important Secret to Success in the world!**

- 12:00pm – 1:00pm..... Lunch (Cold Cut Buffet)
- 1:00pm- 2:15pm..... Updates  
 STATE Update-Fred Springer  
 NIGP Update-Rick Grimm  
 NPI Update-Wayne Casper
- 2:15pm- 3:45pm..... “MAINTAINING ‘POSTIVITY’ NO MATTER WHAT HAPPENS TO YOU”  
 Carolyn Thompson, President,  
 Training Systems, Inc., Frankfort, Il
- 2:15pm- 3:45pm..... ”EXCELLENCE IN PUBLIC PROCUREMENT”  
 Wayne A. Casper, C.P.M.,  
 Achievement of Excellence in Procurement Committee Chair and  
 Director of Procurement, City of Tucson, AZ
- 3:46pm-3:59pm..... BREAK.....
- 4:00pm –5:30pm..... “LEADING AND FACILITATING GROUP DISCUSSIONS”  
 Carolyn Thompson, President,  
 Training Systems, Inc., Frankfort, Il
- 4:00pm –5:30pm..... Roundtable Discussion –  
“HURRICANES ARE YOU PREPARED – DISASTER PREPAREDNESS”  
 Co-Moderators:  
 Marian Howe, CPPO, CPPB, Procurement Manager, City of Punta  
 Gorda,  
 Nora Laudermilk, CPPB, Procurement Official, City of West Palm  
 Beach
- 6:30pm – Till ..... SPECIAL EVENT .....

*WEDNESDAY, MAY 4, 2005*

**TRADE SHOW**

*THURSDAY, MAY 5, 2005*

<b>TIME</b>	<b>SUBJECT / SPEAKER</b>
8:00 – 8:30am .....	Continental Breakfast
8:30 – 9:45am .....	<u>“EMBRACING A COMPETITION CULTURE: THE SOLE SOURCE DILEMMA”</u> Theodore G. Lucas, CPPO, Director of Procurement, Miami-Dade County,

Amos C. Roundtree, Competition Advocate, Miami-Dade County,  
Andrew S. Zawoyski, CPPO, CPPB, Chief Negotiator, Miami-Dade  
County

- 8:30 – 9:45am ..... **“CASE LAW”**  
Kirk W. Buffington, MBA, C.P.M., Assistant Director,  
Administrative Services, City of Fort Lauderdale, FL
- 9:46 – 9:59am ..... Break.....
- 10:00 – 11:30am ..... TBD  
Judy Bailey, President, PtdBailey, Inc., Seminole FL
- 10:00 – 11:30am ..... TBD
- 11:31am – 1:00pm ..... BUSINESS MEETING .....(Lunch Provided)

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*THURSDAY, MAY 5, 2005*

- | <b>TIME</b>          | <b>SUBJECT / SPEAKER</b>   |
|----------------------|--|
| 1:15pm - 2:45pm..... | <b><u>”GOD IS FORGIVING. CONTRACTS AREN’T”</u></b><br>The Ultimate success or failure of a contract depends on how it is monitored and administered.<br>“It is hard to administer a poorly written contract, but it is all too easy to administer a well-written contract poorly”<br>Beau Grant, President, Beau-Geste Enterprises, Inc. |

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*THURSDAY, MAY 5, 2005*

- | <b>TIME</b>          | <b>SUBJECT / SPEAKER</b>  |
|----------------------|---|
| 1:15pm - 2:45pm..... | TBD<br>Judy Bailey, President, PtdBailey, Inc., Seminole FL   |
| 2:46pm – 2:59pm..... | BREAK.....  |
| 3:00pm - 4:30pm..... | <b><u>“ON LINE SURPLUS PROPERTY MANAGEMENT SYSTEM”</u></b><br>Donna Wagner, Senior Purchasing Agent, County of Volusia  |
| 3:00pm - 4:30pm..... | <b><u>”CHANGE, CHALLENGES AND CHOICES”</u></b><br>Change happens whether we want it to or not. Find out how to identify the changes taking place in your procurement environment, evaluate the challenges (and opportunities) they present to you and then make your choices and develop a realistic plan of action.<br>Beau Grant, President, Beau-Geste Enterprises, Inc. |

6:30pm – Till ..... RECEPTION/DINNER/BANQUET

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*FRIDAY, MAY 6, 2005*

<b>TIME</b>	<b>SUBJECT / SPEAKER</b>
7:45am - 8:25am .....	Breakfast Buffet with Morning Session
8:30am – 9:40am .....	<b>ROUNDTABLE DISCUSSION- CITIES AND COUNTIES</b> Co-Moderators: Theodore Lucas, Director of Procurement, Miami-Dade County; Dick Cummins, Director, Broward County
8:30am – 9:40am .....	<b>ROUNDTABLE DISCUSSION-SCHOOLS/UNIVERSITIES/OTHER</b> Co-Moderators: Wendy Geltch, C.P.M., CPPO, CPPB, CPCM, Purchasing Agent, Polk Community College, Winter Haven, FI John Klatt, C.P.M., CPPO, Director of Purchasing & Warehousing
9:45am - 11:00am .....	<b><u>"SUNSHINE LAW"</u></b> Kirk W. Buffington, MBA, C.P.M., Assistant Director, Administrative Services, City of Fort Lauderdale, FI
9:45am - 11:00am .....	<b>TBD</b> Kenneth D. Hayslette, C.P.M., CPPO, CPCM, Director of Procurement, Lake County, FI
11:00am – 12:00 .....	Closing General Session

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Florida Association of Public Purchasing Officers

38th Annual Conference & Trade Show

“Going the Extra Mile”

May 3 - 6, 2005

Location: Radisson Riverwalk Hotel
1515 Prudential Drive
Jacksonville Florida 32207
Reservations: (800) 333-3333
Telephone: (904) 396-5100
Fax: (904) 396-7154

- ✓ The room rate is \$109.00.
✓ Your reservations should be made directly with the hotel.
✓ The cutoff deadline is April 15, 2005.
✓ When making your reservation, please specify that you are with FAPPO.
✓ No refunds if cancelled after April 1, 2005.

Check all that apply: [ ] First Timer
[ ] Would like to be a “Welcome Buddy” for a First Timer
[ ] Early Registration Fee: \$250 if paid on or before February 28, 2005
[ ] Registration Fee: \$275.00 if paid after February 28, 2005
[ ] One-Day Registration Fee: \$100 [ ] Tuesday [ ] Thursday [ ] Friday [ ]
NO CONFERENCE REGISTRATION REFUNDS WILL BE MADE AFTER APRIL 15, 2005.
Guest Fee: Tickets may be purchased separately for each event at Registration:
Lunch Ticket- \$20.00: Special Event Ticket-\$50.00: Banquet Ticket-\$50.00

Registration
(Please type or print)

Name: Last Name First Name Nickname for Badge
Check (If Applicable): [ ] CPPO [ ] CPPB [ ] C.P.M. [ ] A.P.P. [ ] CPCM
Title:
Agency:
Address:
City: , FL Zip+4:
Telephone: ( ) Fax: ( )
EMail:

IMPORTANT: Please fill in form completely, and return with your check payable to:

Florida Association of Public Purchasing Officers, Inc. or FAPPO, Inc.
In care of FAPPO’s Treasurer:

David Nash, CPPO, CPPB
949 NW 38th Street, Fort Lauderdale, Florida 33309
Office: (954) 828-7816 Fax: (954) 828-7897
e-mail: dnash@fortlauderdale.gov



## **RECENT CERTIFICATIONS**

October 2004

### **CPPB's**

***Bonnie Batchelor, CPPB***

Contract Specialist  
Martin County

***Shannon Graham, CPPB***

Buyer  
City of North Miami Beach

***Carol Lichon, CPPB***

Buyer  
Sarasota County School Board

***Catherine Richards, CPPB***

Contract Specialist  
South Florida Water Management Dist

***Ana Sanchez-Owen, CPPB***

Purchasing Buyer  
Pinellas Suncoast Transit Authority

***David Santiago, CPPB***

Contracts Analyst  
Seminole County

***Henry Taylor, CPPB***

Procurement Contracting Officer  
Miami Dade County Procurement

***Danette Witherspoon, CPPB***

Procurement Specialist  
City of Hollywood

***AnnDebra Diaz***

Purchasing Agent I  
Broward County BOCC

***Will Glasmyer***

Purchasing Agent II  
Broward County BOCC

*Continued on page 10*

**Ellie O'Connell**  
Broward County BOCC  
Purchasing Agent II

**Randy Plunkett**  
Purchasing Agent II  
Broward County BOCC

**Mark Roberts**  
Purchasing Agent I  
Broward County BOCC

**Freddy Suarez**  
Purchasing Agent II  
Broward County BOCC

**Adriana Lucker**  
Purchasing Coordinator  
City of Tamarac

NOVEMBER 2004

**Jeaniene Jennings, CPPB**  
Purchasing Agent II  
Volusia County

**CPPB, CPPO, and C.P.M.**

**Wendy Geltch, C.P.M., CPPO**  
Purchasing Agent  
Polk Community College

**CONGRATULATIONS TO ALL FOR RECEIVING YOUR PROFESSIONAL CERTIFICATIONS!!**

Visit Our Website! [www.fappo.org](http://www.fappo.org)



**Florida Association of  
Public Purchasing Officers**



**FLORIDA ASSOCIATION OF PUBLIC PURCHASING OFFICERS, INC.  
PROFESSIONAL DEVELOPMENT REGISTRATION FORM**