Southeast Florida Chapter of NIGP, Inc. - 2005 NIGP Best Large Chapter Award Winner

Members of the Southeast Florida NIGP Chapter accept Best Large Chapter Award at the NIGP Forum in Anaheim, California, on August 1, 2005. Front Row, left to right: Freddy Suarez, Richard Ewell, Mike Rath, Paul Collette, Keith Glatz, Dave Nash, Helen Rinker-Stokes and Glenn Marcos.

Back Row, left to right: Herb Hyman, Pam Thompson, Roxanne Sookdeo, Art Resnik, Kirk Buffington, Bud Roon, Karen Walbridge, Walter Pryor, Dick Cummings, Nora Laudermilk, Irene Costa, Randy Plunkett, Larry Strain and Ben Guida.
2005 Best Large Chapter Award

The Southeast Florida Chapter of NIGP, Inc. was honored to receive NIGP’s Best Large Chapter Award at the August 1 Awards Luncheon. In presenting the award, NIGP First Vice President Darin Matthews noted the following:

“Our 2005 Large Chapter of the Year had many outstanding achievements in 2004. Under a strong governance structure that incorporates 11 committees, this Chapter provided a variety of services to its public procurement community. They worked with a lobbyist to affect legislative changes at the state level and hosted a regional purchasing cooperative on their website at the local level. The Chapter supported a mentoring program as an outreach to other NIGP chapters while developing an internal marketing plan to grow its own membership. Our Large Chapter of the Year also co-sponsored a Reverse Trade Show involving 187 vendors and provided educational workshops for the supplier community.

This Chapter hosted 15 seminars including 8 NIGP classes during the year – Involving 164 students. With education comes certification - so it is no surprise that the Chapter saw a 40% increase in the number of new CPPB designees over the prior year. There’s clearly something in the water off the shores of the Atlantic Ocean in South Florida…because we just presented the Mid-size Award to the Greater Miami Chapter, and now we go just a few miles north on I-95 and impart this 2005 Large Chapter of the Year Award to The Southeast Florida Chapter of NIGP. 2005 President - Karen Walbridge, CPPB, C.P.M., A.P.P., Purchasing Agent III Specialist, Broward County, Florida. 2004 President - Kirk Buffington, C.P.M., Director of Procurement Services, City of Fort Lauderdale, Florida.”

Hurricane Katrina hit the Gulf Coast area with all its considerable fury on Monday, August 29. On Tuesday, the rest of American and the world viewed with disbelief the scenes of devastation along the Gulf Coast from New Orleans to Biloxi/Gulfport and into Alabama.

Those of us from Southeast Florida who attended the 59th NIGP Forum at Biloxi’s Beau Rivage Resort will always remember that beautiful facility and the wonderful staff from Mississippi who made us feel so welcome. They are the people who now need our help along with our friends and colleagues in New Orleans.

NIGP has established a Hurricane Hotline within its website at http://www.nigp.org/relief/ in an effort to coordinate professional assistance to the victims of Hurricane Katrina. Public procurement professionals from Alabama, Louisiana and Mississippi will post their needs for members and others to respond to. This list is already long and growing.

Please review the NIGP Hurricane Hotline List to determine if there are any needs that can be filled from your government entity. In addition, personal donations to the American Red Cross and other nationally-recognized relief organizations are always needed and appreciated.

We are proud that purchasing professionals can always be counted on in good times and in bad. We will do no less in this time of extreme need along the Gulf Coast.
Message from the President

Dear Members,

As the preceding group photo indicates, the Southeast Florida NIGP Chapter earned NIGP’s 2005 Best Large Chapter Award at the NIGP Forum in Anaheim, California, August 1 - 3. This is much more of an achievement for the Southeast Florida NIGP Chapter when taken in the context of other Chapters competing for the award. Both the South Carolina Association of Government Purchasing Officers (SCAGPO) and the Virginia Association of Government Purchasing Officers (VAGPO) - - statewide chapters who had won the award many times before: SCAGPO twice and VAGPO five times - - were competing again this year.

Since 2003, when Yasmin Teja put together the first Best Large Chapter Award Application which won the Runner-up Award, we have learned more and more each year about the application process. Credit for this year’s award is shared by all Chapter members because each member whether they serve on committees, as officers or participate in seminars and special events, have helped to make our Chapter successful. Saying that, however, I especially want to recognize the expertise of Award Committee Chair, Mike Walker, in putting together all the multiple pages of information and exhibits required to win the award. And without the accomplishments and leadership of 2004 Chapter President Kirk Buffington, the Chapter would not have had the achievements to exhibit in the 2005 Best Large Chapter Award Application.

In addition, Southeast Florida NIGP Chapter members attending the NIGP Forum assisted and aided the NIGP staff in many ways to ensure the success of the 60th NIGP Forum. Information about the participation of Chapter members can be found later in this newsletter. Southeast Florida Chapter members did not rest on their laurels after winning the award!

Plans for the 8th Annual Southeast Florida NIGP Reverse Trade Show, our major fundraiser, are well under way. Vice-President Keith Glatz and his Committee have been working tirelessly to present this annual networking and outreach opportunity to government agencies and vendors. Several new agencies have joined the Reverse Trade Show this year and we are excited that previous sponsors and vendors have contacted us and wish to be a part of the event again this year as well as new sponsors and vendors who have responded to our mailings and advertisements.

We are pleased that the Pro-D Committee has assembled a Seminar Schedule for 2005/2006 which includes State of Florida Certification classes to be presented for the first time in Southeast Florida. The State of Florida has been very helpful in working with us to present these important certification classes so close to home. Additionally, the 2005/2006 Seminar Schedule was assembled only after the Pro-D Committee carefully reviewed opinions and suggestions from surveys submitted. Responding to the important survey suggestions gave Pro-D Committee members added insights in order to assemble the 2005/2006 Seminar Schedule. We appreciate the time taken by members to complete these surveys and keep us advised.

As autumn approaches, we are mindful that the current term for Chapter Officers is coming to a close. The Chapter depends upon members who step forward and volunteer for these important offices. If you feel you would like to serve as a Chapter officer, please read the article inside for contact names of our Nominating Committee Co-chairs.

Regards,

Karen J. Walbridge, C.P.M., CPPB, President
Southeast Florida Chapter of NIGP, Inc.
Hats Off to the Two Ks
Karen Walbridge, Chapter President 2005
Kirk Buffington, Chapter President 2004
From left to right, Dave Nash, Kirk Buffington and Richard Ewell of the City of Fort Lauderdale savor the moment as members of the Southeast Florida NIGP Chapter - - NIGP’s 2005 Best Large Chapter of the Year!
Currently, Dave Nash is serving as Vice-President of the Florida Association of Public Purchasing Officials (FAPPO).
Kirk Buffington, immediate Past President of the Southeast Florida Chapter, is serving on the NIGP Board of Directors for the second year.
Richard Ewell is serving for the second year as Treasurer of the Southeast Florida Chapter.
Irene Costa and Karen Walbridge
at the Chapter Showcase Exhibit Booth for the
Southeast Florida NIGP Chapter.
This year the Southeast Florida NIGP Chapter showcased
the Chapter Logo Design Contest
as a way NIGP Chapters can utilize and celebrate the hidden talents of their
membership and develop a Chapter Logo.
Irene and Karen
lost count of the number of people coming to view the
Showcase all of whom wanted a tote bag or a shirt with the beautiful new em-
broidered Southeast Florida Chapter Logo.
Keith Glatz, Dave Nash, Freddy Suarez,
Randy Plunkett and Richard Ewell
all assisted with the Chapter Showcase.
Another Double-Win!!

While Dick Cummings, Purchasing Director of Broward County, has membership in only the Southeast Florida NIGP Chapter, he has the distinction of actually starting two NIGP Chapters -- and both of these Chapters won awards at the recent NIGP Forum in Anaheim, California.

In 1979, while Purchasing Director for the State of West Virginia, Dick Cummings started the West Virginia NIGP Chapter and the Greater Miami NIGP Chapter, celebrates a “double header” -- both Chapters won national recognition as Best Large Chapter and Best Mid-size Chapter at the NIGP Forum.

Mike Rath, CPPO, CPPB, Assistant Purchasing Director of the City of Miami, holds dual memberships in both the Southeast Florida NIGP Chapter and the Greater Miami NIGP Chapter, celebrates a “double header” -- both Chapters won national recognition as Best Large Chapter and Best Mid-size Chapter at the NIGP Forum.

While Dick Cummings, Purchasing Director of Broward County, has membership in only the Southeast Florida NIGP Chapter, he has the distinction of actually starting two NIGP Chapters -- and both of these Chapters won awards at the recent NIGP Forum in Anaheim, California.

In 1979, while Purchasing Director for the State of West Virginia, Dick Cummings started the West Virginia NIGP Chapter for public purchasing officials from all across the state of West Virginia.

In 1990, after coming to Broward County, he started the Southeast Florida NIGP Chapter with the help of Bud Roon for government purchasing agents from Broward, Palm Beach and Miami-Dade County areas.

Both NIGP chapters competed at the NIGP Forum for awards as Best Small Chapter of the Year (State of West Virginia Chapter) and Best Large Chapter of the Year (Southeast Florida NIGP Chapter). Both Chapters won first prize in their respective categories, making it a double win for Dick Cummings!
NIGP FORUM CONTRIBUTORS

Apparent from the group photo of the Southeast Florida NIGP Chapter Members at the August 1 NIGP Forum Awards Luncheon, the Southeast Florida Chapter was well-represented at the event.

We would like to recognize those individuals who not only attended the NIGP Forum but participated in the various Forum activities in a variety of ways. In the case of Anne Lodato and Yasmin Teja, they did not attend the Forum but made sure that the Anne Deatherage Retirement Resolution was completed properly. This Resolution was presented to long-time NIGP staff member Anne Deatherage at one of the NIGP Forum events.

Seminar Presenters:
Kirk Buffington - “Does It Really Say That? The Law and Public Procurement”; “Everything You Wanted to Know About RFID But Were Afraid to Ask”
Nora Laudermilk - “If Only We Knew Then, What We Know Now: The Florida Hurricane Story”

Networking Session Co-Moderators:
*Glenn R. Cummings Co-Moderator - Large Counties Networking Session
*Kirk Buffington Co-Moderator - E-Procurement Networking Session
*David Nash Co-Moderator - Volunteerism Networking Session
*Keith Glatz Co-Moderator - Cities Under 200,000 Networking Session
*Glenn Marcos Co-Moderator - Cities Over 200,000 Networking Session
*Karen Walbridge Co-Moderator - Co-ops: Sharing Successes Workshop

NIGP Forum Quality Control Team (Assist NIGP staff with Forum Seminars):
*David Nash, CPPO, City of Fort Lauderdale
*Irene Costa, CPPB, Broward County Port Everglades
*Keith Glatz, CPPO, City of Tamarac

Anne Deatherage Retirement Resolution:
*Kirk Buffington, C.P.M., MBA, City of Fort Lauderdale
*Yasmin Teja, CPPO, C.P.M., CPPB, A.P.P., Broward County Purchasing Division
*Anne Lodato, CPPB, South Florida Regional Transportation Authority

Chapter Showcase (Exhibiting Chapter Logo Design Contest Procedure):
*Irene Costa, CPPB, Broward County Port Everglades
*Keith Glatz, CPPO, City of Tamarac
*Dave Nash, CPPO, City of Fort Lauderdale
*Richard Ewell, CPPB, City of Fort Lauderdale
*Freddy Suarez, CPPB, Broward County Purchasing Division
*Randy Plunkett, CPPB, Broward County Purchasing Division
*Karen Walbridge, C.P.M., CPPB, Broward County Purchasing Division
HAVE BANNER – WILL TRAVEL!
BEST LARGE CHAPTER BANNER AVAILABLE

If any Chapter member would like to borrow the Best Large Chapter Banner for a group photo taken at your offices or to arrange some recognition from your elected officials during a Council Meeting, please call Karen Walbridge at (954) 357-5946 to arrange delivery.

Our Broward County purchasing director recently scored a double-header at the Annual Government Purchasing Conference, the National Institute of Governmental Purchasing (NIGP) Forum in Anaheim, California. In 1979 while purchasing director for the State of West Virginia, Dick Cummings started the West Virginia NIGP Chapter for public purchasing officials from all over the state of West Virginia.

In 1990, after coming to Broward County, he started the Southeast Florida NIGP Chapter for government purchasing agents from Broward, Palm Beach and part of Miami-Dade counties.

Both NIGP chapters competed at the NIGP Forum, August 1 through 4, for awards as Best Small Chapter of the Year (State of West Virginia Chapter) and Best Large Chapter of the Year (Southeast Florida NIGP Chapter). Both chapters won first prize in their respective categories, making it a double win for Dick!

Earlier this summer, the Purchasing Division was awarded statewide honors, for the eighth year in a row, by the Florida Association of Public Purchasing Officials with the Award for Excellence in Public Procurement.

The president of the Southeast Florida NIGP Chapter for 2005 is Karen Walbridge, purchasing supervisor for Broward County. In competing for the award, she was assisted by Broward County purchasing supervisor Mike Walker, award committee chair for the Southeast Florida NIGP Chapter, and Yasmin Teja, warehouse purchasing agent II, who won the Runner-up Award for Best Chapter during her presidency in 2003.
STATE OF FLORIDA CERTIFICATION SERIES

Beginning November 15 – 17, 2005, the State of Florida Purchasing Division will be presenting State of Florida Certification classes in the Southeast Florida area. The Southeast Florida Chapter Board of Directors is pleased that coordination with the State of Florida Purchasing Division proceeded smoothly. Russ Rothman, CPPO, and Cyndee Sams of the State of Florida Purchasing Division with the assistance of Linda Jeethan of the City of Coconut Creek very quickly assembled a plan to facilitate Dr. Bud Roon’s participation in Teacher Training classes in Tallahassee in September and October. Dr. Roon will team with Russ Rothman to present the first State of Florida Certification class at the Coconut Creek Community Center, November 15 – 17, 2005.

Following the initial class, “Public Purchasing in Florida: Statutes, Rules, Policies and Best Practices”, there will be two more Florida-specific classes required (“Negotiation in Florida: Statutes, Rules, Policies and Best Practices” and “Contract Administration in Florida: Statutes, Rules, Policies and Best Practices”) before an individual can become qualified for State of Florida Purchasing Certification. This series of classes will be repeated twice in the Pro-D 2005/2006 Seminar Schedule.

There are several levels of State of Florida Certification. For the Florida Certified Purchasing Agent and the Florida Certified Purchasing Manager, a CPPB or CPPO must also be earned in addition to successful completion of Florida-specific classes. For the Florida Certified Contract Manager and the Florida Certified Negotiator, UPPCC certifications (CPPB or CPPO) are not required but there are other minimum qualifications. For more information about the State of Florida Certification Program, please call Ronnie Escano at (954)357-6286 or e-mail a message at rescano@broward.org.
2005/2006 Pro-D Seminar Schedule Announced

Yasmin Teja and the Pro-D Committee published a Survey document in April soliciting Chapter members’ suggestions on a variety of subjects. Important suggestions from surveys which were returned by the June 17 due date (survey suggestions and comments were published in the August Chapter Newsletter) were discussed by the Pro-D Committee at its August Meeting.

After review of Survey comments, the Committee drafted the 2005/2006 Pro-D Seminar Schedule which appears in this issue. A number of Chapter members expressed interest in a seminar on Construction Procurement which Larry Barden, CPPO, C.P.M., Purchasing Supervisor for Broward County has agreed to teach on April 12, 2006 at the Tigertail Lake Center of Broward Community College. This seminar will be given at discounted as a Power Series Seminar to reach as many Chapter members as possible.

Survey responses also indicated interest in Certification classes and Exam Review Sessions. To that end, we are offering a January 18, 2006 CPPB Exam Review Session at the Anne Kolb Nature Center and in November 2006 a CPPO/CPPB Exam Review Session. We continue to offer the NIGP LEAP Certification Series and are beginning to make available the State of Florida Certification classes. All in all, this makes for a busy Seminar Season in 2005/2006.

Yasmin Teja, Pro-D Chair, is passing the Pro-D leadership baton to Ronnie Escano, CPPO, CPCM, Purchasing Agent III – Negotiator for Broward County. If you have any questions regarding the 2005/2006 Seminar Schedule please contact Ronnie at (954)357-6286.

Yasmin has pursued an ambitious Seminar Agenda this year and, with all but the two November seminars yet to coordinate, has succeeded in serving 106 seminar participants. Yasmin Teja and the Pro-D Committee consisting of Alex Denis, Ronnie Escano, Linda Jeethan and Rick Torres have done an outstanding job for the Chapter this year. Well done, indeed!
# SOUTHEAST FLORIDA CHAPTER OF THE NATIONAL INSTITUTE OF GOVERNMENTAL PURCHASING (NIGP) INC.

## 2005/2006 PROFESSIONAL DEVELOPMENT REGISTRATION FORM

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| Introduction to Public Procurement-LEAP Series | Anne Kolb Nature Center-Hollywood: Nov 1 & 2 Broward County Convention Center: Nov.3 | November 1 – 3, 2005 | N - $300.00  
C - $400.00  
NM - $750.00 |
| Florida Certification Program-Public Purchasing in Florida: Statutes, Rules, Policies and Best Practices (*Separate Application) | City of Coconut Creek-Community Center | November 15 – 17, 2005 | N - $305.00  
C - $305.00  
NM - $305.00 |
| CPPB Exam Review Seminar | Anne Kolb Nature Center-Hollywood | January 18, 2006 | N - $100.00  
C - $140.00  
NM - $250.00 |
C - $85.00  
NM - $85.00 |
| Legal Aspects of Purchasing-LEAP Series | Anne Kolb Nature Center-Hollywood | February 7 – 9, 2006 | N - $300.00  
C - $400.00  
NM - $750.00 |
C - $85.00  
NM - $85.00 |
| Planning, Scheduling and Requirements Analysis-LEAP Series | Anne Kolb Nature Center-Hollywood | March 7 – 9, 2006 | N - $300.00  
C - $400.00  
NM - $750.00 |
| Power Series-Contracting for Construction Services | Tigertail Lake Center-580 Gulfstream Blvd. Dania Beach, FL 33304 | April 12, 2006 | N - $30.00  
C - $30.00  
NM - $60.00 |
| Florida Certification Program-Public Purchasing in Florida: Statutes, Rules, Policies and Best Practices (*Separate Application) | City of Coconut Creek-Community Center | June 7 – 9, 2006 | N - $310.00  
C - $310.00  
NM - $310.00 |
| Contract Administration-LEAP Series | Anne Kolb Nature Center-Hollywood | July 18 - 20, 2006 | N - $300.00  
C - $400.00  
NM - $750.00 |
### 2005/2006 Professional Development Registration Form
#### Page 2

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|                      | Florida Certification Program-Contract Administration in Florida: Statutes, Rules, Policies and Best Practices (*Separate Application) | City of Coconut Creek-Community Center | August 30, 2006    | N - $85.00  
|                      |                                                                      |                                   |                     | C - $85.00  
|                      |                                                                      |                                   |                     | NM - $85.00  |
|                      | Developing and Managing RFP’s-LEAP Series                           | Anne Kolb Nature Center-Hollywood | Oct. 10 – 12, 2006  | N - $300.00  
|                      |                                                                      |                                   |                     | C - $400.00  
|                      |                                                                      |                                   |                     | NM - $750.00  |
|                      | CPPO/ CPPB Exam Review Seminar                                      | Anne Kolb Nature Center-Hollywood | CPPO: Nov. 1 & 2 CPPB: Nov. 1 | N - $100.00  
|                      |                                                                      |                                   |                     | C - $140.00  
|                      |                                                                      |                                   |                     | NM - $250.00  (CPPO x 2) |
|                      | Florida Certification Program-Public Purchasing in Florida: Statutes, Rules, Policies and Best Practices (*Separate Application) | City of Coconut Creek-Community Center | Nov. 15 – 17, 2006 | N - $310.00  
|                      |                                                                      |                                   |                     | C - $310.00  
|                      |                                                                      |                                   |                     | NM - $310.00  |
2005/2006 PROFESSIONAL DEVELOPMENT REGISTRATION FORM
Page 3

- National NIGP Member**  - Chapter Member  - Non-Member

**If National NIGP Member, please state your National NIGP Member Number ______

Name: __________________ ___________________________________
Entity: __________________ ___________________________________
Address: _______________ ______________________________________
City: __________________ _______, FL. Zip: __________________
Telephone: (__________) _____________ Facsimile: (__________) _____________
E-mail Address: _______________ ____________________________________
Course Desired: ________________________________________________
Date of Course: ________________________________________________

Payment arrangements must be made in advance.

Make checks payable to:
Southeast Florida Chapter of NIGP, Inc.

Mail registration form and payment (No Purchase Orders) to:
Ronnie Escano, CPPO, C.P.M., CPCM Telephone: (954) 357-6286
Broward County Purchasing Division Fax: (954) 357-6280
115 South Andrews Avenue, Room 301 E-mail: rescano@broward.org
Fort Lauderdale, FL  33301

Credit Card payments are also accepted:
Name of Card Holder: ____________________________________________
Type of Credit Card: Visa _____ MasterCard _____
Credit Card Number: _____________________________________________
Expiration Date: _____________________________________________

For State of Florida Certification Classes, please complete the attached State of Florida Certification Class Application.
Seminar Title: Public Purchasing in Florida: Statutes, Rules, Policies & Best Practices

Seminar Dates: November 15-17, 2005

SPA #: 9733101PA

Seminar Location: Coconut Creek Community Center, 1100 Lyons Rd, Coconut Creek, FL

Name: 
Title: 
Agency: 
Address: 
City, State, Zip: 
E-mail: 
Phone: 
Fax: 

Credit Card Information: (Please Print)

Card Type: 
Name Printed on Card: 
(Please Print Name Legibly)
Individual Name: 
(Person Attending Seminar)
Account Number: 
Expiration Date: 
Amount of Charge: $305.00

Authorized Signature: ______________________________

If Pre-payment is made by check, please make payable to: NIGP-Herndon. Check should be mailed to the address and attention above at least four weeks prior to class.
COCONUT CREEK COMMUNITY CENTER DIRECTIONS
1100 LYONS ROAD
COCONUT CREEK, FLORIDA 33066

Driving Directions:

From I95:
Take the Copans Road exit west to Lyons Road. Turn left on Lyons Road (southbound). Take Lyons Road south to Coconut Creek Parkway. Turn left on Coconut Creek Parkway. Make the first right, which will take you into the Community Center. The Community Center is between Lyons Road and 45th Ave. on the south side of Coconut Creek Parkway.

From the Turnpike:
Take the Coconut Creek Parkway exit from the Turnpike. Go west on Coconut Creek Parkway. Turn left on NW 45th Avenue and you will see the Community Center on your right. The Community Center is between Lyons Road and 45th Avenue on the south side of Coconut Creek Parkway.

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The 8th Annual Reverse Trade Show
– “Imagine the Possibilities”!

Plans for the 8th Annual Reverse Trade Show are moving along at a steady pace! This year’s Reverse Trade Show is scheduled for Thursday, November 3, 2005 at the Broward County Convention Center in Ft. Lauderdale. Last year, we had a great showing at the Broward Convention Center, and so far, it looks as if a lot of interest has been generated by both agencies and vendors alike!

Many local agencies will be joining us at the convention center this year, and this year we are pleased to welcome representatives from the State of Florida Department of Management Services from Tallahassee, who will be joining us for the show.

Everything will kick-off with a 8:30 a.m. Chapter Meeting, to be followed by a Breakfast Meeting Network Session for agencies and major sponsors to be held at 9:30 a.m. All agencies are invited to join us for this breakfast networking session. Later, at noon, we will feature a full luncheon, which will provide the opportunity for all vendors to meet informally with buyers from all over South Florida! The luncheon will include numerous door prizes for those of us that are feeling "lucky", and Nora Laudermilk from the City of West Palm Beach will be our emcee!

In between meals, from 10:30 to noon, we will feature several great workshop sessions. Vendors may be interested in the “How to Do Business with Government” segment, which will be presented, once again, by our own Kirk Buffington, CPM, MBA. Kirk will be joined in small part by the State Department of Management Services, who will be available for questions near the end of the program. Other sessions include “Evaluating Bids and Proposals”, to be presented by E. Ray Burnett, CPPO, Deputy Commissioner of Purchases & Supply” from the City of Kansas City, Missouri; and “Great Expectations” – a presentation about providing Great Customer Service, to be presented by Frederick Marks, CPPO, VCO, retired from the Port Authority of New York/New Jersey. We will also be holding the November SE Florida Purchasing Co-op Meeting at this time as well, so there are many great opportunities for sharpening your skills!

Finally, the main event – the Reverse Trade Show itself, will be held from 1:30 p.m. to 3:30 p.m., and we expect a whole lot of vendors to attend!

If you know of any vendors, they can register using their MasterCard or Visa card. The registration fee is $150 per person ($125 early registration fee per person, through September 15th). Vendors can also sign-up to sponsor our annual Directory prior to September 30th.

If you have any questions about the 8th Annual Reverse Trade Show, or if you need any brochures for your office, or to include with purchase orders, please contact Keith Glatz, CPPO, at (954) 724-1322.

We look forward to seeing everyone at the 8th Annual Reverse Trade Show, as we Imagine the Possibilities!
“IMAGINE THE POSSIBILITIES” with Purchasing professionals who spend in excess of one billion dollars annually on goods and services ranging from trash can liners to building construction. This unique opportunity is brought to you by the Southeast Florida Chapter of NIGP, Inc., and the Southeast Florida Governmental Purchasing Cooperative Group.

Meet, greet and connect with government purchasing professionals from various Florida government agencies including the State of Florida, Broward County, Palm Beach County, Broward County School Board, Broward Community College, Palm Beach Solid Waste Authority, City of Miami, City of Fort Lauderdale, City of Coral Springs, City of Hollywood, City of West Palm Beach and many more municipal purchasing and contracting representatives.

Pick up vendor applications, contract/bid listings, and business cards. Learn how to increase your company’s possibilities of doing business with these government entities.

Thursday, November 3, 2005
from 10:00 AM until 3:30 PM
Broward County Convention Center - Fort Lauderdale
1950 Eisenhower Boulevard
Fort Lauderdale, FL 33314

Admittance fee of $150.00 ($125.00 if registered before September 15, 2005) includes informative seminars about doing business with local governments, the 2005 Edition of the Southeast Florida Purchasing Professionals Directory listing the Broward, Palm Beach, Miami-Dade and other Counties’ purchasing professionals’ names and phone numbers, LUNCH and our innovative “REVERSE TRADE SHOW” where vendors have the opportunity to browse the tables/displays provided and attended by Government purchasing professionals. So, don’t delay, register today and “IMAGINE THE POSSIBILITIES”.

For further information, contact Keith Glatz, CPPO, Vice-President of the Southeast Florida Chapter of NIGP, Inc., (954)357-5946 or e-mail to: keithg@tamarac.org or visit the Chapter Website at www.nigpsefl.org
GOVERNMENT AGENCY REGISTRATION FORM
Register online @ www.nigpsefl.org or fax completed form to Marilyn Cahill at (954) 537-2849

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<td>2nd Choice:</td>
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</tbody>
</table>

Electricity Needed?

See attached room/table layout. Note: display tables given on a first come, first served basis. Register early!

<table>
<thead>
<tr>
<th>Agency Rep #1:</th>
<th>Phone:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Set Up</td>
<td>Mtg/Breakfast</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Agency Rep #2:</th>
<th>Phone:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Set Up</td>
<td>Mtg/Breakfast</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Agency Rep #3:</th>
<th>Phone:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Set Up</td>
<td>Mtg/Breakfast</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Agency Rep #4:</th>
<th>Phone:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Set Up</td>
<td>Mtg/Breakfast</td>
</tr>
</tbody>
</table>

- Use additional sheet if necessary.
- There will be NO FEE for government agency attendees manning their entity's table and registered before September 30, 2005.
# REGISTRATION FORM

REGISTER AND PAY ONLINE at www.nigpsefl.org or fax form to (305) 622-8001  ATTN: Pam Thompson.

<table>
<thead>
<tr>
<th>ATTENDEE NAME</th>
<th>PHONE</th>
<th>E-MAIL</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tr>
</tbody>
</table>

DOOR PRIZES ARE GLADLY ACCEPTED. Prizes will be distributed through a drawing of business cards during the Trade Show. You must be present to win.

☐ YES, I intend to contribute a Door Prize. I will donate (describe item or items): ______________  

☐ NO, I do not intend to contribute a door prize.

SPONSORSHIP ADS  ADS DUE to Leeta.Hardin@ccpbf.com by SEPTEMBER 30th, 2005

☐ YES, I'd like to place an ad in the Directory and receive recognition as a sponsor! My sponsorship level is:  
☐ Diamond: $2,500—4 FREE attendees  
☐ Gold: $750—2 FREE attendees  
☐ Bronze: $300—1 FREE attendee  

☐ NO, I am not interested in a Directory Ad.

PAYMENT INFORMATION

***REGISTER & PAY ONLINE TODAY AT www.nigpsefl.org!***

$125.00 x ______ # of attendees paid BEFORE Sept. 15, 2005 = ______

$150.00 x ______ # of attendees paid AFTER Sept. 15, 2005 = ______

Sponsorship Level = ______

TOTAL PAYMENT = ______

CREDIT CARD PAYMENTS: ☐ MC ☐ VISA

Card Number ___________________________ Exp Date _____________

Name (as it appears on card) _____________________________

Signature _________________________________

Please make checks or money order payable to SOUTHEAST FL CHAPTER OF NIGP, INC.

MAIL PAYMENT & REGISTRATION TO: Pam Thompson, City of Miami Gardens,  
1515 NW 167 St, Bldg 5 Ste 200, Miami Gardens, FL 33169
SPONSORSHIP OPPORTUNITIES

Looking for a tax write-off? Want to increase your company’s name recognition among South Florida government purchasers?

Place an advertisement for your company in the Southeast Florida Purchasing Professionals Trade Show Directory and see your business name prominently displayed on trade show Recognition Signage.

The 60+ page spiral bound resource directory has laminated covers for year-round use and lists all agency representatives attending the Trade Show as well as the 2005/2006 SE FL Chapter of NIGP Membership. All government and business attendees will receive a free copy.

Your company benefits, and net proceeds provide professional and educational development for NIGP Chapter members. Ads are due SEPTEMBER 30th, 2005.

Send ads to Leeta Hardin at Leeta.Hardin@conblf.com or contact her at 954-786-4098.

Show your support for the organization that makes this gathering possible - place an ad in the Directory!

DIAMOND SPONSORSHIP: $2,500
Opportunity Limited to Three Vendors – First Come, First Check Received Basis
♦ Full Page 2-Color Inside Front, Inside Back or Back Cover Ad
♦ Complimentary Admittance for 4 Including Breakfast Networking

PLATINUM SPONSORSHIP: $1,500
♦ Full Page 2-Color Ad
♦ Complimentary Admittance for 3 Including Breakfast Networking

GOLD SPONSORSHIP: $750
♦ Full Page 2-Color Ad
♦ Complimentary Admittance for 2 Including Breakfast Networking

SILVER SPONSORSHIP: $500
♦ Full Page 1-Color Ad
♦ Complimentary Admittance for 1 Including Breakfast Networking

BRONZE SPONSORSHIP: $300
♦ One-Half Page, Black & White Ad
♦ Complimentary Admittance for 1 Including Breakfast Networking

SPECIAL MENTION: $100
♦ Bus. Card size, Black & White Ad

Sponsorship Contacts: Ron Escano 954-357-6284, Fax 954-357-6280, e-mail: REscano@broward.org, or Eddie Bailey, 954-357-6282, e-mail: EdBailey@broward.org.

Receipts provided for tax-deductible purposes upon request. Consult your tax preparer for eligibility.
## Agenda

**8th Annual Reverse Trade Show**

**AGENDA**

Thursday, November 3, 2005 from 10:00 AM until 3:30 PM  
Broward County Convention Center - Fort Lauderdale  
1950 Eisenhower Boulevard  
Fort Lauderdale, FL. 33314

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 AM – 8:30 AM</td>
<td>Agency Table Setup &amp; Registration</td>
</tr>
<tr>
<td>8:30 AM – 9:30 AM</td>
<td>Chapter Meeting</td>
</tr>
<tr>
<td>9:30 AM – 10:30 AM</td>
<td>Continental Breakfast with Major Sponsors</td>
</tr>
<tr>
<td>10:30 AM – Noon</td>
<td>Four Concurrent Seminars/Speakers</td>
</tr>
<tr>
<td>Noon – 1:30 PM</td>
<td>Business Networking Lunch with Vendors</td>
</tr>
<tr>
<td>1:30 PM – 3:30 PM</td>
<td>Reverse Trade Show*</td>
</tr>
<tr>
<td>8:30 AM – 10:30 AM</td>
<td>Chapter Meeting, Continental Breakfast – Palm Rooms A &amp; B – Second Floor</td>
</tr>
<tr>
<td>10:30 AM – Noon</td>
<td>Breakout Session No. 1 – Rooms 113 &amp; 114 – Ground Floor “How to do Business with Government” presented by Kirk Buffington, MBA, CPPB – Assistant Director of Administrative Services, City of Fort Lauderdale</td>
</tr>
<tr>
<td></td>
<td>Breakout Session No. 2 – Rooms 207 &amp; 208 – Second Floor “Evaluating Bids and Proposals” presented by E. Ray Burnett, CPPO – Commissioner of Purchases Supplies, City of Kansas City, MO</td>
</tr>
<tr>
<td></td>
<td>Breakout Session No. 3 – Rooms 209 &amp; 210 – Second Floor “Great Expectations” presented by Frederick Marks, CPPO, VCO of the Smedley Group, Retired from New York/New Jersey Port Authority</td>
</tr>
</tbody>
</table>
| Noon – 1:30 PM  | Breakout Session No. 4 – Room 213 – Second Floor  
SOUTHEAST FLORIDA PUBLIC PURCHASING CO-OPERATIVE MEETING |
| 1:30 PM – 3:30 PM | Reverse Trade Show – Rooms 220–223 on Second Floor                   |
CALLING ALL CANDIDATES

Autumn is the time of the year when our thoughts turn to the eventual “changing of the guard” with the Election of Chapter Officers for the new year.

Herb Hyman, Procurement Manager for the Town of Davie, and Mike Rath, Assistant Purchasing Director of the City of Miami, are Co-chairs of the Nominating Committee and would like to hear from anyone who is interested in serving as Vice-President, Secretary or Treasurer for 2006. Keith Glatz, 2005 Vice-President, will automatically ascend to the Presidency.

If you are interested in these Chapter offices or know someone who would like to serve, please call either Herb Hyman at (954)797-1016 or Mike Rath at (305)416-1921. Their e-mail addresses are: herb_hyman@davie-fl.gov and mrath@ci.miami.fl.us

Please be sure to discuss this with and have the support of your supervisor in assuming the responsibilities of an office with the Southeast Florida NIGP Chapter.
President
Karen J. Walbridge, C.P.M., CPPB, A.P.P.
Purchasing Agent III Specialist
Broward County Purchasing Division
115 S. Andrews Avenue, Room 212
Ft. Lauderdale, FL 33301
Tel: 954-357-5946
Fax: 954-357-8535
E-Mail: kwalbridge@broward.org

Vice-President
Keith Glatz, CPPO
Purchasing/Contracts Manager
City of Tamarac
7525 N.W. 88 Avenue
Tamarac, FL 33321
Tel: 954-724-1322
Fax: 954-724-2408
E-Mail: keithg@tamarac.org

Secretary
Anne M. Lodato, CPPB
Senior Procurement Specialist
South Florida Regional Transportation Authority
800 N.W. 33 Street, Suite 100
Pompano Beach, FL 33064
Tel: 954-788-7912
Fax: 954-788-7963
E-Mail: lodatoa@sfrta.fl.gov

Treasurer
Richard W. Ewell, CPPB
Procurement Specialist II
City of Fort Lauderdale
1350 W. Broward Boulevard
Fort Lauderdale, FL 33312
Tel: 954-828-5138
Fax: 954-828-5650
E-Mail: rewell@fortlauderdale.gov

Co-op Chair
Pam Thompson, CPPO, CPPB
Procurement Manager
City of Miami Gardens
1515 N W 167th Street; Bldg. 5 Suite 200
Miami Gardens, FL 33169
Tel: 305-622-8031
Fax: 305-622-8001
E-Mail: pthompson@miamigardens-fl.gov

Vice Chair
Windol Green
Senior Procurement Specialist
City of Hollywood
2600 Hollywood Blvd, Rm. 303
Hollywood, FL 33414
Tel: 954-921-3552
Fax: 954-921-3554
E-Mail: wgreen@hollywoodfl.org

Secretary
Andrea Lues
General Services Coordinator
City of Hallandale Beach
400 S. Federal Hwy.
Hallandale Beach, FL 33009
Tel: 954-457-1332
Fax: 954-457-1342
E-Mail: alues@hallandalebeachfl.gov

For additional information contact:
Joel Mariani or Yasmin Teja
Broward County Purchasing Division
Phone: 954-537-2850
Fax: 954-537-2855
Email: jmariani@broward.org
yteja@broward.org

Photography courtesy of Dave Nash and Karen Walbridge