It was my pleasure to represent the SE Florida Chapter at this year’s NIGP forum. Although attendance was down about 33%, NIGP did a very good job in presenting many informative breakout sessions. Also, as I walked around the trade show, I was encouraged to hear from most of the vendors that they were very satisfied with the traffic they were getting. As I sat at our assigned table at the awards luncheon, I was absolutely certain that we were going to win the Large Chapter of the Year award. Imagine my surprise when they announce the Rocky Mountain Chapter as the winner! In any event, Holly Raphaelson did a spectacular job in putting together our application and I thank her for her efforts.

Did you see our new website yet? If not, please go to www.nigpsefl and visit our new chapter website. I think you will be very impressed.

For those of you that could not attend our September meeting, I’d like to recap some of the discussion that we had with our guest speaker. Our guest speaker was State Representative Martin Kiar. Martin gave us an overview of the legislative issues passed during the last session. During our question and answer period, a discussion ensued concerning the Sunshine Law and the requirement to allow competing vendors to sit through their competition’s oral presentation since these are public meetings. Those in attendance expressed to Rep. Kiar how unfair we thought that was and the obvious competitive advantage that we felt it allowed. Rep. Kiar listened with great interest and told us that if we put together the language and passed it along to him that he would make every effort to tag it onto a bill dealing with similar subject matter in the upcoming legislative session. How exciting it would be if we were instrumental in changing law that would make all of our professional lives much better! The assigned task force is working very hard to come up with the right language.

I trust all of you have made it through the budget wars. It was a laborious task for the Town of Davie as I’m sure it was for all of you, as well.

Hope to see you all in December.
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UPCOMING QUARTERLY MEETINGS

• WEDNESDAY, NOVEMBER 4, 2009 - REVERSE TRADE SHOW
• THURSDAY, DECEMBER 3, 2009
12th Annual Reverse Trade Show
“Creating Positive Partnerships”

The 12th Annual Reverse Trade Show is less than 2 weeks away, where does the time go? I am happy to report that the current registrations are as follows: 37 agencies with 168 agencies attendees, 332 registered vendors, and 61 sponsorships. Our committees’ chairs are working hard to finalize their individual task.

We are doing something a little different this year… One of the results from our survey there were many comments that at last year’s show there was no coverage at the agency tables once lunch was being served. I am requesting agencies to please make sure that you provide coverage at your table from 9:00 am to 1:30 pm. We are trying to accommodate our attendees.

The next couple of weeks are going to be very busy for RTS Committee members and I am thanking you in advance for all your hard work and support.

Michal Durden, Vice President
2009 Reverse Trade Show Chair

AGENDA

- 8:00 AM—9:00 AM………………….Vendor Registration and Sign-In
- 7:30 AM—9:00 AM………………….Agency Registration and Sign-In
- 9:00 AM—12:30………………….REVERSE TRADE SHOW
- 12:00 noon—1:30 PM…………….. Buffet Luncheon
- 1:30 PM—3:00 PM………………….Concurrent Workshops

- HOW TO DO BUSINESS WITH GOVERNMENT
- HOW TO MAKE YOUR PURCHASING DEPARTMENT LEAN
- HOW TO PREPARE BIDS AND PROPOSALS
As advised on October 16 by our new Info@nigpsefl.org Email feature a reminder that our next Professional Development event, Contracting for Construction Services (Adv. LEAP), is scheduled for Jan 14, 2010. Details are available on our web site at nigpsefl.org.

Our series of Professional Development Events is designed to help you succeed in your career by improving your purchasing and negotiating skills, increasing your knowledge of public procurement and helping you becoming a valuable and strategic member of your agency's team. And you earn important recertification points each time you attend.

You can register for the meeting online or by mail. Visit the web site for details. And if you've already registered, we'll see you there.

HEALTH TIP

FOLLOWING AN INFECTION

Flu viruses constantly mutate, making it tough for our immune defenses to recognize the virus and combat it. Since the current strain of the H1N1 virus (known as swine flu) is relatively new, it may be more contagious than seasonal flu, although it seems no more virulent and most cases should be resolved without significant medical intervention. Here is a look at how flu infections spread:

WHAT DO YOU HAVE?
Symptoms to consider when making your own preliminary diagnosis:

Influenza
- Asthma medications can help people feel better if taken within 48 hours of onset of symptoms
- Headache
- High fever
- Dry cough
- Chest pain
- Chills
- Severe fatigue
- Severe aches
- Nose, throat, and/or some peripheral muscles

Cold
- Colds are caused by a different virus, symptoms are less severe — and they come on more gradually than flu
- Sneezing
- Stuffy nose
- Hacking cough
- Mild sore throat
- Mild fatigue

Croup
- A sore throat, but no stuffy nose, may mean it's a symptomatic bacterial infection — antibiotics can help
- High fever
- Runny nose
- Very sore throat

Stomach flu
- Virus enters via mouth and multiplies in small intestine, symptoms can appear in a few hours, but usually take a day, food poisoning typically is a bacterial infection, such as E. coli
- Headache
- Vomiting
- Fatigue
- Diarrhea

Flu symptoms can survive on a bill for up to 10 days if someone with a virus sneezed on it, so wash your hands after paying for that last food lunch.

John goes to work feeling fine: while he is out to lunch, John sneezes into his hands and then uses John's phone and computer during the afternoon. John picks up virus on all hands: while working, he uses John's phone and transfers virus into his system.

A study of office equipment found that 50% of viruses survived for an hour; 33% survived for 10 hours.

Karen takes her son Billy to the playground: they play with his friends — some sneeze and cough over the equipment. Fortunately, Karen used alcohol wipes on Billy before he could rub his nose or eyes, they return home free of virus.

Flu can survive on a bill for up to 10 days if someone with a virus sneezed on it; so wash your hands after paying for that last food lunch.

John enjoys an evening with family: untypically, he does not realize that he is spreading virus around the house. It can take a few days after you become infected before you show signs of illness.

John and Billy share bowl of popcort: now Billy has virus.

Driving to work, John starts feeling symptoms — mild headache, low fever — and returns home.

Flu symptoms usually come on quickly, in less than 24 hours. John and Billy have high fevers, severe aches and fatigue; the next three days are spent in bed. Meanwhile, Karen gives them acetaminophen, nonprescription flu medications and plenty of fluids.

The disease is at its most contagious stages, and Karen tries to protect herself from breathing in the virus; on the morning of the fourth day John feels better and he figures he can go back to work. Unfortunately, he is still invariant thousands of flu viruses when he exhales.

John and Billy need to be symptom free for 24 hours before returning to work or school. Some older, younger or weaker people can still be contagious for a couple of weeks because their immune system has a harder time eliminating the virus from their bodies.

Ways to Avoid Flu

Health officials recommend most people get a flu shot — including for the H1N1 virus.

Vaccination
- Vaccination provides up to 90% protection
- Swine flu shots should be made by October
- It takes about two weeks before protection begins
- H1N1 vaccination will be in two doses, a couple weeks apart
- Healthy adults may only need one H1N1 vaccination
- Seasonal flu vaccination is one shot, but for children under 9, they may need two seasonal flu vaccines, making the total to four.

Wash Hands
- Wash hands five times a day for at least 20 seconds; this is what it takes to prevent the spread of germs and viruses; use that time wisely and this often

Wear Mask
- Masks can be worn by sick people so any droplets they expel do not easily land on others; people’s masks are not as effective if worn by people who are not trying to avoid spreading the virus.

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Source: U.S. Centers for Disease Control and Prevention, Centers for Laboratory Work, Orange County Register.
ON THE LIGHT SIDE

The Art of Negotiation

“Lucky thing you took that negotiation course!”

Lets be subtle about this, we want to do business with them in the future.

"You DID ask for a bigger pay packet"

FOOTNOTE: NEGOTIATION.COM ALLOWS FREE USE OF THEIR BUSINESS CARTOONS AS LONG AS THEIR DOMAIN NAME SHOWS ON THE BUSINESS CARTOON.