



V.A.L.U.E. OF THE MONTH SEPTEMBER 2008



Procurement Card (P-Card) Contract Extended

The P-Card Contract has been extended through February 28, 2011, with a new rebate structure that is retroactive to the current contract year (3/1/08 thru 2/28/09). The contract amendment along with the rebate chart are posted at the V.A.L.U.E. website, 2008 Member bid page.

I think you will all be very pleased with the impact it will have on the checks you receive after this contract year and for the next two years thereafter (based on Waukesha County's spend for 07/08, my check would be \$6000 more - yeah!). If you're not currently on this contract, there's no time like the present to get your agency a p-card program that not only streamlines your processes, but provides another revenue source for your agency. Here is the link to access the updated information for P-Card and Recycling Services Contracts

<http://www.value4gov.org/2008.html>

If you have any questions, or require additional information, feel free to contact me at 262-548-7889 or cgreco@waukeshacounty.gov.

Cindy Greco
Waukesha County

Squad Car Purchase

Dodgeland and Ewald Hartford Ford have agreed to hold their 2008 pricing for law enforcement vehicles for the 2009 model year. Some of the options listed are now available as standard options. A few options have decreased in price while the cost of two color paint schemes has increased.



If you have any questions, or require additional information, feel free to contact me at 262-896-8035 or dknoll@waukeshacounty.gov

The State of Wisconsin also has a Law enforcement vehicle Contract #15-07006-801 for agency's looking for another piggyback option. The contract is good until March 2009. Here is the link to access the information <http://vendornet.state.wi.us/>

Diane Knoll
Waukesha County



Crafco Bid Retraction

Sherwin Industries, distributor for Crafco, Inc. has announced that they can no longer supply crack sealant under the price, terms and conditions originally submitted to V.A.L.U.E. this past January. This retraction is due to soaring cost of crude oil, higher energy costs, and a weak US dollar. Please go to the V.A.L.U.E. website, Members Bid Page-2008, to view the retraction letter from Sherwin Industries.

While we try to get new Crafco crack sealant pricing for V.A.L.U.E., you may want to try using the Right Pointe crack sealant products that were awarded on this same bid. Gerdau Ameristeel and Right Pointe have so far been able to honor the contract pricing. Please call me with any concerns you may have with this new development with the crack sealant bid.

Robert Barwick



NIGP Training

Shelley Waughtal, City of Eau Claire, has asked that the following training and professional development information be broadcast to all WAPP/VALUE members.

The following WAPP sponsored, NIGP seminars are coming to Wisconsin in October:

Risk Management in Public Contracting, Oct. 2-3 in Pewaukee
<http://www.nigp.org/educate/outline/RISK-WI.htm>.

World Class Procurement Practices, Oct. 10th in Madison
<http://www.nigp.org/educate/outline/WCPP-WI.htm>

All the information you need to determine your interest in these seminars is provided at the two sites for which the links are provided. The seminars are sponsored by WAPP and conducted by NIGP. You may also access this same information on the WAPP website at <http://www.wapp.org/training.htm>



Preparing for the New CPPO Computerized Exam – What to Expect

Presenter: William E. Hertwig Jr., CPPO, CPPB, C.P.M., A.P.P.

Date/Time: Thursday, October 2, 2008
12:00 – 1:30 PM

Who Should Attend: Anyone planning on taking the CPPO computerized exam in the near future.

Please note: This Webinar will not cover actual questions and answers on the CPPO examination. However, it will provide a limited number of simulated questions and answers to assist test candidates in their study preparation.

Registration Deadline: Friday, September 26, 2008, 5:00 PM.

Contract Administration: A Plan for Success

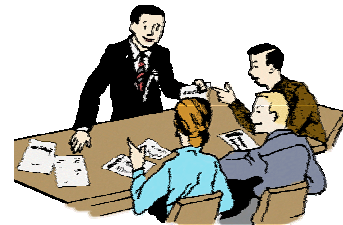
Presenter: Robin J. Rickard, CPPO

Date/Time: Tuesday, October 14, 2008
12:00 – 1:30 PM

Who Should Attend: Contract administrators or anyone looking to improve their contract administration skills.

Registration Deadline: Wednesday, October 8, 2008, 5:00 PM.

Registration fees are \$75 for members. Contact Vera Butts at vbutts@cr-sdc.org if you are interested in attending one of these webinars.



V.A.L.U.E. Monthly Planning Meeting Minutes August 20, 2008

Attending: Robert Barwick, Jim Bembenek, Diane Berndt, Vera Butts, Laurie Dudley, Dawn Gurda, Ruth Johnson, Diane Kelly, George Potym and Peggy Watson

Bids Reports/Update

Ambulance – Jim Bembenek updated the committee for City of Waukesha who is already saving money and efficiencies. The City of Milwaukee is having some issues.

Deicing chemicals – Extended to 9/08. Due to the cost of manufacturing, fuel increases and many variables in product and location it is no longer advantageous for Waukesha County to do this as a V.A.L.U.E. bid. Peggy Watson shared that she has piggyback language on her bid and Dawn Gurda shared the same.

Potassium Chloride - Robert Barwick reported a message from Jim Fering regarding potassium chloride shortage due to mine unions in Canada going on strike and there is only enough supply for 30 days.

Filters – Robert Barwick shared that Waukesha County has piggyback language with MSC.

Paper – Laurie Dudley informed the Committee that there was a paper increase of \$1.37 per case effective August 16, 2008 and the new pricing is available on the website.

Vehicles – 2009 law enforcement vehicles are available for 2008 pricing and Ford and Dodge will extend Crown Vics thru 2010. Holz will not extend pricing so you will need to go off state pricing.

Hot/Cold Patch - Dawn Gurda reported that Milwaukee County put out one bid to Northwest Asphalt and there is one more coming on the website and anyone interested can contact Dawn for information.

Update on ideas for new bid opportunities

Will be addressed after Strategic Planning is complete

Unfinished Business

The next strategic planning meeting is scheduled for Tuesday, August 26th at 8:30 a.m. in Wauwatosa

Draft agenda discussed for annual meeting and confirmation was made that the Crowne Plaza on Hwy 100 was booked for the event.

New Business

Robert Barwick shared dates and times for upcoming classes.

October 2nd and 3rd Public Contracting Risks – Pewaukee – 2 days \$160.00

October 10th – Madison – World Class Procurement Practices - \$60.00

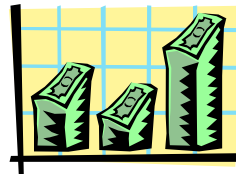
Common Solutions

Diane Kelley addressed the Committee on Emergency P-cards with no limits and how the process works. Discussion followed and the committee decided to wait until a representative from Waukesha County was present since they have the Emergency P-card in place.

Items for Next meeting

- Emergency Contracts
- List of supplies for emergencies
- Possible advertising from vendors in booklet to provide to municipalities

Laurie Dudley
School District of Waukesha



What Are The 4 C's Of Cost Containment?

PurchTips - Edition # 159 August 26, 2008

By Charles Dominick, SPSM

<http://www.nextlevelpurchasing.com/>

If you're looking at the letters in the term "cost containment," you'll only see two "c's." But there are actually four "c's" associated with the practice of cost containment. Use these four techniques to maximize the results from your cost containment initiative.

Consolidation - A timeless principle of cost-effective purchasing and supply management is that the more you buy, the less you pay per unit. So you need to consolidate your enterprise-wide spend in a category or combination of categories into a large "market basket" that you will entice suppliers to bid on. Leveraging your volume in this way helps to maximize the cost savings available to you.

Competition - Competition between suppliers is a powerful tool for reducing costs. After you have developed your market basket, you should identify a healthy number of suppliers to bid on your requirements, perhaps even using a reverse auction, if appropriate. The less certainty that suppliers have about earning a valuable chunk of business, the more aggressive their pricing will be.

Contracting - What gives suppliers a lot of incentive to win your business? A long-term guarantee of a certain volume of business does! If you are able to promise a forecasted quantity to the successful supplier via a contract lasting three or more years, you will likely inspire in suppliers a keen interest in helping you achieve your cost containment goals.

Collaboration - Your cost containment work doesn't have to end when the contract is signed. You can collaborate with your supplier to identify waste, inefficiencies, and other opportunities to take cost out of the supply chain in a manner such that both your organization and the supplier can financially benefit. Agree to meet regularly during the term of the contract with the goal to exchange ideas that can result in measurable cost containment activities.

With a large market basket, maximized supplier competition, a contractual guarantee of multi-year volume, and a plan for working with your suppliers,

you are well on your way to cost containment
success!



V.A.L.U.E. IN LOCAL GOVERNMENT
Cooperative Purchasing Program
Of Southeastern Wisconsin

www.value4gov.org

Monthly Planning Meeting
Wednesday, September 17, 2008
8:30 AM – 10:30 AM, West Allis City Hall
7525 W Greenfield Avenue
West Allis WI 53214
Room – 128
Phone: 414-302-8300
(Refreshments & Meeting Minutes by Jim Bembenek)

Agenda

I. Bid Reports/Updates

- A. Review V.A.L.U.E. Contracts Listing for updates and discussion items
- B. Update on ideas for new bid opportunities
 - 1. Safety Supplies (address after Strat Plan is complete)
 - 2. Employee Recognition Awards (Lead Agency – MPTC – this fall)
 - 3. Toner Cartridges/Printer Servicing/Cartridge Recycling Bid (Lead Agency – MPTC - watch for the commitment form. Will include everything in the bid if that's what agencies are willing to commit to.
 - 4. Hot/Cold Patch (Milwaukee County will be a piggyback bid to start)

II. Unfinished Business

- A. Strategic Planning
 - 1. Update
 - 2. Next Meeting: September 30, 2008
- B. Annual Meeting 2009 – March 19 & 20, 2009
 - 1. Meeting Location: Crowne Plaza Hwy 100 & Watertown Plank Road, Wauwatosa
 - 2. Update from Subcommittee
 - 1. Joe LaBarbera is holding the 3/19 date open for us (2:00 – 4:00 PM)
 - 3. Possible theme (Be Prepared)

III. New Business

IV. Other Topics/Common Solutions

V. Adjournment

Future Meetings – Date/Location/Refreshments

October 15, 2008
City of West Allis
Vicky Nash

December 17, 2008
City of West Allis
City of Milwaukee

January 21, 2009
City of West Allis
Peggy Watson

February 18, 2009
City of West Allis
Bill/Roy

March 19 & 20, 2009
Annual Meeting
Crowne Plaza, Wauwatosa