



V.A.L.U.E. OF THE MONTH APRIL 2009

V.A.L.U.E. INVITED TO PARTICIPATE IN GREEN PURCHASING

After our monthly meeting on Wednesday April 15, 2009, at 10:30AM, the V.A.L.U.E. Planning Committee has invited Abby Corso, P.E. of the Delta Institute to join us in a discussion on how the Delta Institute and V.A.L.U.E. could possible work together in establishing an environmentally friendly V.A.L.U.E. program.

The Delta Institute is a non-profit organization focused on environmental quality and community development. Their website is: www.deltainstitute.org. Specific info on Delta's purchasing activities can be found at: <http://www.deltainstitute.org/greenpurchasing/>

Currently, Delta Institute is working with a group of public purchasers in the Chicago region (City of Chicago, Cook County, and UIC) to form a green purchasing consortium for the Chicago area. They are also working in West Michigan and have formed a public private consortium in that area- the West Michigan Sustainable Purchasing Consortium (www.wmspc.org). The ultimate goal of consortium development is to create self-sustaining consortiums that will be a source of technical assistance, training, etc. to area organizations on green and local purchasing.

Delta Institute is working with Chicago and West Michigan using grant funds from the Grand Victoria Foundation and the Great Lakes Protection Fund, respectively. They are in year 1 of a 3-year grant from these foundations. Their grant funds from the Great Lakes Protection Fund can also be used in the Milwaukee-Racine area for Delta to provide technical assistance on green purchasing. They have some funds through the GLPF that, with the approval of the GLPF, can be dedicated to an organization to assist with outreach and building a green and local purchasing consortium in Wisconsin.

Both Abby and myself feel that there may be an opportunity for V.A.L.U.E. and Delta to work together to increase access to green products in Wisconsin by possibly developing an/or assist with RFPs, RFIs, and research on green products. Delta also has access to funds to develop a website on green purchasing. For example, the W. Michigan site has a member's only side where members can access pricing information, etc. Delta has also held a members only webinar and green janitorial products event in the Western Michigan region.

An important part of the grant is to measure the ecosystem benefits of the purchasing activities. They are working with Geosyntec consultants to identify the local watershed impairments and then qualitatively measure the benefits of the purchasing activities.

Please join us on Wednesday, April 15, 10:30 AM, at the West Allis City Hall to participate in this open discussion on Green Purchasing.

Robert Barwick, CPSM, CPPB
City of West Allis



PRINTER CARTRIDGES

After reviewing all the proposals we determined that the V.A.L.U.E. Office Supply Contract with Corporate Express (0505) provided us with a greater value than any of the proposals.

Chuck Birringer
Purchasing Associate
Moraine Park Technical College



GASOLINE / DIESEL FUEL

The current agreement for gasoline/diesel fuel will be expiring at the end of July. I do have the ability to extend and there is language for pricing escalation/de-escalation. I'm currently working with Lakeside on reducing pricing but I want to obtain some additional information from agencies rather than the vendor so I can determine what type of leverage I have for negotiating pricing for the extension. To that end, if you participate in this agreement, please send me an email that provides the name of your agency and the approximate annual dollars spend with Lakeside Oil.

I know everyone is busy but it is critical to have the correct information as I suspect several agencies have joined this agreement after the bid was awarded. Therefore, I would very much appreciate your responding by close of business on Wednesday, 4/15/09 so that I have sufficient time to rebid if needed. Thank you for your prompt attention to this matter.

Cindy Greco, Principal Buyer
Waukesha County Dept. of Administration
Risk/Purchasing Division



2-WAY RADIO BATTERIES EXTENSION

Bid No. VAL28014 for Motorola & Honeywell 2-Way Radio Batteries.

Bear Communications, the vendor who was awarded Groups 1 and 2 for 2-Way Radio Batteries, and Global Technology Systems, the vendor who was awarded Group 3, on last year's bid, have each agreed to extend for an additional one-year period with all pricing, terms and conditions remaining the same. This agreement now runs through 5/31/10.

Should you have any questions, please do not hesitate to contact me at 262-896-8035 or via e-mail at dknoll@waukeshacounty.gov.

Diane Knoll
Waukesha County



OFFICE SUPPLIES

I just sent out an office supply contract survey to only those agencies that I know are currently participating based on last year's rebate report. If you did not receive the survey, please send me an email so that I can send one to you and update my file.

Note: You must maintain active membership in V.A.L.U.E. to continue to participate in this contract.

Cindy Greco, Principal Buyer
Waukesha County Dept. of Administration
Risk/Purchasing Division

For more information on these and other V.A.L.U.E. bids go to: <http://www.value4gov.org/bids.html>

1ST QUARTER V.A.L.U.E. / WAPP MEETING MARCH 19 -20 CROWN PLAZA HOTEL IN WAUWATOSA

Included in the brief business meeting was a vote for the Chairperson and Treasurer positions. Bill Kurer, Washington County Purchasing Agent has accepted the position of Chairperson for his third term and Joanne Jacobson from Port Washington / Saukville School District has once again accepted the nomination of Treasure for the V.A.L.U.E. Group.

The 1st Quarter V.A.L.U.E. / WAPP Meeting was once again a success. The agenda and attendance was very good. Participants learned about a wide variety of topics. A few of the topics discussed were updates on cost reducing V.A.L.U.E. Bids, the different contract opportunities such as GSA Contracts, U.S. Communities, WSCA and some of the advantages of using these National Contracts. Also discussed was purchasing role is in emergency and disaster preparedness.

Helen McCain from Department of Administration updated everyone on State Contracts. A few of the contracts discussed were: ammunition, furniture, flooring, office supplies, and tires.

To learn more about these contracts go to: <http://vendornet.state.wi.us>



The Why, When, and How to Use Price as an Evaluation criterion in Your RFP's

Presenter: Mike Bevis, CPPO, C.P.M., PMP, City of Naperville, IL

Date/Time: April 28, 2009, 12:00 - 1:30PM

Course Objectives: Students in this webinar will learn how to choose the right procurement methodology for their purchases, the difference between strategy and tactics, and the role that strategy and tactics play in RFP criteria development. Students will also explore the five methods of evaluating cost in RFPs and also how to pick the right method for your RFP.

Registration Deadline: April 22, 2009

Your Ten Tips for Good Specifications

Presenters: Rob Rickard, CPPO, Secretary of State, Oregon

Date / Time: April 23, 2009, 12:00 - 1:30 PM

Course Objective: It's always a good idea to make sure your specifications are as clear as possible, whether you are new to procurement or a seasoned veteran. This Webinar will serve as a refresher course on paying attention to the finer points of specification writing, and will help the newer buyer who needs direction and assistance in getting specifications done with the right attention to details. Project managers or other end-users who will have a role in specification development will also find this session beneficial.

Registration Deadline: April 17, 2009

For more information on these webinars go to:
<http://www.nigp.org/educate/outline/WEBINAR.htm>

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



V.A.L.U.E. MONTHLY PLANNING MEETING MINUTES 2/18/09

Present: Robert Barwick, Jim Bembenek, Karen Bollinger, Vera Butts, Laurie Dudley, Dawn Gurda, Roy Hartmann, Jean Kienzle, Bill Kurer, Diane Meredith-Berndt, Vicky Nash, Debbie Robinson, Peggy Watson.

Common Solutions/Open Forum Discussion:

Jim Bembenek, City of Wauwatosa, shared a memo between the head of DPW for the City of Wauwatosa and the State of Wisconsin-DOT regarding the cooperative purchase of salt between Wisconsin and Minnesota. According to State's response, there are no plans to cooperatively purchase salt with the State of Minnesota at this time.

Peggy Watson - Walworth County: Wanted to know if anyone had a spec for insurance for employee dishonesty bond. Laurie Dudley and Jean Kienzle gave some leads on where they have found sources of information.

Jean Kienzle - Elmbrook School District - Wanted to know if anyone has a spec for truck body for a stake truck. Roy Hartman, Washington County said that he had a spec that he would e-mail to Jean.

Debbie Robinson - West Allis/West Milwaukee School District - Wanted to know how V.A.L.U.E. purchases paper and the cost. Laurie Dudley shared that Unisource provides virgin and recycled paper at \$28.50/carton. Debbie indicated that they currently use Unisource and that there have been complaints about the paper jamming machines, etc. from users. Laurie suggested that she contact the copier vendor to see if machine needs adjustment and also suggested that they order less than a truckload of paper at a time since delivery is next day so that paper is not exposed to elements that can make it curl or stick in machines.

Unfinished Business:

A. Strategic Planning:

Robert Barwick to add logo and dates to document. Also will change "volunteerism" under weaknesses to read "a need for more volunteers" to remove the connotation that our current volunteers are a weakness and to reflect that more are needed.

Bill Kurer passed around a new member packet that includes a bid list, by-laws, brochure and post-it notes for committee to look since one of the strategic action items in the strategic plan was to update the packet by the 2010 annual meeting. Peggy Watson suggested that the directory be added to the packet.

B. Annual Meeting 2009:

Meeting notice is out. Agenda was reviewed. Jim Bembenek is to check to see if Mayor of Wauwatosa will be addressing the group.

Bill Kurer has a potential conflict with Friday as facilitator for 10:30 timeslot. Roy Hartman and Karen Bollinger will fill in if necessary.

Vicky Nash will follow-up with Ernest Love from GSA. Vicky will also send a copy of the agenda to the Crowne Plaza so they know times and check on Internet access and make sure there is a mic, podium and screen available.

Robert Barwick will bring laptop and make arrangements to make sure it is available for Bill Kurer's presentation at 8:30 on Thursday.

Peggy Watson will send reminder to Helen McCain at the State.

NOTE: All handouts due to Robert Barwick one week prior to meeting (3/12/09).

Bid Reports/Updates:

Karen Bollinger distributed the updated bid list. She also indicated that Cindy Greco had a bid for light duty truck equipment (plows, lights, etc.) that the vendor agreed to allow piggybacking. It will be posted to the V.A.L.U.E. website.

Robert Barwick provided an update of the crack sealer bid that was recently awarded. He indicated that Crafcro Products made some errors in their bid pricing and one of the items (pails used by the City of Milwaukee) was removed from the bid award.

New bid opportunities:

Safety Supplies will be removed from the list because U.S. Communities has a contract for these items with Hagemeyer.

Employee Recognition Awards - State Fair Park only has one size 10 x 12 with State Fair Logo. Dawn Gurda will check to see if any piggybacking language was included in the bid and if so, will have it posted on the website. Bill Kurer indicated that has heard nothing from MPTC.

Lubes, Wash, Antifreeze - no new information.

Fire Gear - City of Green Bay did a bid for turnout gear but only included Northeast region of state. City of Milwaukee recently awarded a bid for turnout gear but it does not allow piggybacking by other agencies.

New Business:

Robert Barwick will e-mail Chris to let him know that any old links on the website should be removed.

Bill Kurer wanted to know if anyone has heard anything about Cascade being in trouble with the EPA for disposal practices of plastics, etc. Bill received some negative feedback from another vendor and was wondering if there was any merit to this information. No one in the group had heard anything on this subject. In discussing this with Cascade, they verified they weren't under investigation by the EPA so this is not an issue that anyone should be concerned with. Diane Meredith-Berndt did indicate that the City of Milwaukee has had trouble with Cascade in getting their rebates. The City of Milwaukee is still waiting for the 3rd and 4th quarter rebates from Cascade. Karen will follow-up on both issues.

Robert Barwick will be attending the Wisconsin State Fire Chiefs meeting with Julie Van Oss from the City of Green Bay on 3/12 to present cooperative purchasing efforts.

Karen Bollinger indicated that there is a shield for LED traffic lights that is only available from Fortran Total Transportation Solutions in Toronto, Canada. The DOT is currently testing this product.

Change in future meetings for refreshments/minutes - Karen Bollinger will be May 20, 2009 and Dawn Gurda will be June 17, 2009.

Robert Barwick reminded everyone that there is a webinar on 2/19/09 at the City of West Allis entitled "Everything you wanted to know about IT purchasing but were afraid to ask".

Next Meeting: Annual Meeting March 19 & 20 at Crowne Plaza in Wauwatosa.

Respectfully submitted,
Diane Meredith-Berndt



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

www.value4gov.org

Monthly Planning Meeting
Wednesday, April 15, 2009
8:30 AM - 10:30 AM, West Allis City Hall
7525 W Greenfield Avenue
West Allis WI 53214
Common Council Chamber
Phone: 414-302-8300
(Refreshments & Meeting Minutes by Diane Kelly)

AGENDA

- I. Common Solutions/Open Forum Discussion** (Learn from your peers or bring an issue you'd like to discuss)
- II. Ongoing/Unfinished Business**
 - A. Annual Meeting 2009 Review/Feedback
 - 1. Feedback from meeting (survey responses & discussion)
 - 2. Disaster Situations
 - B. 2010 Annual Meeting
 - 1. Topics/Theme/Ideas
 - 2. Date/Location
 - C. Strategic Planning
 - 1. Implementation of Strategic Action Items
- III. 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 (list of supplies or other contracts to use?)
 - 2. Lubes, wash, antifreeze, etc
- IV. New Business**
 - A. Delta Institute's Green Purchasing Program
- V. Adjournment**

Future Meetings - Date/Location/Refreshments & Minutes

May 20, 2009 City of West Allis Karen Bollinger	June 17, 2009 City of West Allis Dawn Gurda	July 15, 2009 City of West Allis Jean Kienzle	August 19, 2009 City of West Allis Vera Butts	September 16, 2009 City of West Allis Laurie Dudley
October 21, 2009 City of West Allis Jim Bembenek	December 9, 2009 City of West Allis Vicky Nash	January 20, 2010 City of West Allis Bill Kurer	February 17, 2010 City of West Allis Peggy Watson	March ??, 2010 ?? Annual Meeting