



## V.A.L.U.E. OF THE MONTH

### AUGUST 2008



#### Plow Blades

I regret to inform I will no longer be doing the plow blades/cutting edges as a V.A.L.U.E. bid. The vendors have indicated that we are not realizing any significant savings due to the fact that we don't have enough consolidation of products to warrant better pricing (there are 71 line items). Therefore, you will be on your own for bidding and/or ordering plow blades/cutting edges for the upcoming snow season. Thank you for your understanding in this matter.

Cindy Greco  
Principal Buyer  
cgreco@waukeshacounty.gov

#### Sidewalk & Softener Salt

Please be advised that this bid will not be extended and will not continue as a V.A.L.U.E. bid. Superior Salt has requested a fuel surcharge, which is not allowed in the T's, & C's and Nassco will not extend. The other vendors were surveyed and they indicated that there would be an increase in price due to the cost of manufacturing and fuel increases. The vendors also stated that there is no volume pricing due to the many variables in product and locations, so it is not advantageous for Waukesha County to do this as a V.A.L.U.E. bid.

Waukesha County will be bidding Liquid Calcium Chloride, Bulk; Calcium Chloride Pellets, 50 lb bag; Water Softener Salt, Solar/Utah, 50 lb. Bag, NOT PELLETS and Ice Melt, or equivalent, 50 lb. Bag only.

I will put a piggyback provision in my bid to see if vendors will be willing to extend pricing to other agencies.

Diane Knoll, CPPB  
Sr. Buyer  
Waukesha County Purchasing

#### Ammunition Bid

I am suspending the ammunition bid process indefinitely. As I indicated before, with the war going on vendors are unable to commit to lead times and/or pricing because the federal government gets served first. If/when things go back to normal in the ammo world, I can review picking it up again but for now, there is no advantage to a V.A.L.U.E. bid. I trust you understand my position in this matter.

Cindy Greco  
Principal Buyer  
cgreco@waukeshacounty.gov



#### GSA Gets New Authority to Help State and Local Governments

GSA # 10519  
June 27, 2008  
Contact: Mike Collins, (202) 208-4220  
michael.collins@gsa.gov

WASHINGTON – The U.S. General Services Administration (GSA) received new authority to help state and local governments in purchasing homeland security equipment and services under the Local Preparedness Acquisitions Act (HB 3179) signed by President Bush on June 25, 2008.

"This is wonderful news for the American people and a big improvement to the status quo," said Acting Administrator David Bibb. "State and local governments can now take advantage of GSA's volume discounts for the supplies and services that will help keep our citizens secure."

The new law authorizes the GSA Administrator to allow state, local, and tribal governments to buy homeland security goods and services through the cooperative purchasing program. Officials will be able to use GSA's Schedule 84 to buy items such as: alarm systems, facility management systems, firefighting and rescue equipment, law enforcement and security equipment, and marine craft.

Federal Acquisition Service Commissioner Jim Williams said, "GSA's ability to leverage the federal government's enormous buying power enables us to provide goods and services at best V.A.L.U.E. and pass the savings on to our client agencies. Now we can pass these discounts on to state and local governments, while also

allowing for enhanced security through greater interoperability possibilities across the federal, state and local environment. That's a win-win for our customers and the American taxpayers."



## UPCOMING NIGP COURSES

### What's In the Fine Print and Why: Standard P.O. Terms and Conditions

**Presenter:** Michael Bevis, CPPO, C.P.M.

**Date/Time:** Tuesday, August 19, 2008  
12:00 – 1:30 PM

**Who Should Attend:** This course is designed for anyone involved in the design, issuance or use of purchase orders.

**Registration Deadline:** Wednesday, August 13, 2008, 5:00 PM.

### Preparing for the New CPPB Computerized Exam – What to Expect

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

**Date/Time:** Thursday, August 21, 2008  
Noon – 1:30 PM

**Who Should Attend:** Buyers, Purchasing Agents, Procurement Managers and Directors who are interested in preparing to take the new Certified Professional Public Buyer (CPPB) examination.

**Please note:** This Webinar is designed to provide a basic insight into the CPPB examination and is not designed to substitute other educational preparatory activities recommended in order to properly prepare for this examination.

This Webinar will provide some typical practice examination questions but will not cover actual questions that will be asked during the CPPB exam.

**Registration Deadline:** Friday, August 15, 2008, 5:00 PM

*For more information on these courses use this link:*

<http://www.nigp.org/educate/outline/WEBINAR.htm>

Contact Vera Butts at <mailto:vbutts@cr-sdc.org> if you are interested in taking any of these classes.

**V.A.L.U.E. Monthly Planning Meeting Minutes  
July 16, 2008**



### Contracts-Karen

Chemicals Deicing/Water Softeners-going out for bid. Because of price increases Waukesha County will put piggyback language in the bid.

Plow Blades- Will not be a V.A.L.U.E bid. No savings because of the variations in sizing.

Ammunition- still hard to get. Vendors unable to commit to items, pricing, and delivery.

Law Enforcement Vehicles- Ford and Chrysler will extend for next year. State bid has Chevy Vehicles for 2009.

Waukesha County is working on a Crossover Vehicle bid if there is any interest.

City of Milwaukee Property Room Contract you can piggyback off.

New Bid opportunities that are being looked into-Safety Supplies - a small group is going to be created to put the bid together.

Employee Recognition Awards- is being worked on by Chuck Birringer of MPTC.

Cold Patch - Dawn Gurda will be re-bidding due to price increases.

City of Green Bay will be doing a bid for Turnout Gear for the Fire Department.

### Strategic Planning Update

Working on taking time out to see what V.A.L.U.E means to us.

We are up to business objectives and are also working on major goals and key strategies.

Next meeting will be held August 26, 8:30 a.m. to 12:00 p.m. at the City of Wauwatosa City Hall.

### Annual Meeting

Will be held at the Crowne Plaza on Highway 100 and Watertown Plank Rd in Wauwatosa on March 19-20<sup>th</sup> 2009.

Single Room Rate is \$62.00

Talked about what was going to be on the agenda.

Robert Barwick talked about joining National Joint Powers Alliance (NJPA). On some bids there is a better savings than state contract pricing. It is free to join. Website address for more information is [www.njpacoop.org](http://www.njpacoop.org).

Dawn Gurda  
Milwaukee County



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

[www.value4gov.org](http://www.value4gov.org)

**Monthly Planning Meeting**  
Wednesday, August 20, 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 Laurie Dudley)

### 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)
  - 5. Lubes, wash, antifreeze, etc (Robert Barwick giving thought and consideration to this bid)

#### **II. Unfinished Business**

- A. Strategic Planning
  - 1. Update
- 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**

#### **V. Common Solutions**

#### **VI. Adjournment**

### Future Meetings – Date/Location/Refreshments

September 17, 2008  
City of West Allis  
Jim Bembenek

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