



T-O-A-L, NAEP

Texas – Oklahoma – Arkansas – Louisiana Region, National Association of Educational Procurement

NETWORKING NEWS

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Message from the President . . .

Greetings to all of you from hot central Texas...summer is definitely in full swing here. Your TOAL Officers and excellent Oklahoma Host Committee are actively working to bring you a great event in Tulsa. We are working on finalizing our program content and a few other activities for our TOAL Annual Meeting on September 24-27. We have a terrific theme, Renaissance: The Art of Purchasing. A reminder...there is the added bonus of the NAEP Tier 1 Procurement Academy. For all of you seasoned procurement professionals, this is a great time to bring some of your newer staff for a superb annual meeting on September 24-27 and great foundational training on September 27-29.

I would like to provide a few unsolicited quotes from our evaluations of our Annual Meeting in Little Rock last year..... “Great Conference - relaxing, enjoyable, and educational!” “Warm, welcoming group for a 1st Attendee.” “Great ladies restrooms!”

Well, I am glad that someone in our group enjoyed the restroom facilities! I hope that you will join us in Tulsa for a great annual meeting and an exceptional educational bargain.

A quick look back at NAEP’s 85th Annual Meeting in Baltimore in May; my take on

it...the presentations were relevant and plentiful – lots of choices, the Baltimore Inner Harbor was beautiful and inviting for long walks, and the special events at the Aquarium and Gala Event celebrating NAEP’s milestone anniversary were very entertaining. It was a great time to visit with our colleagues from across the country. If you want to check out photos or even download presentations, go to <http://www.naepnet.org/AM/>.

Yes, we at TOAL are a giving group. As noted at the NAEP Annual Meeting, TOAL topped the list of other regions in contributing to the NAEP Scholarship Fund. Also, TOAL had the most volunteers for Annual Meeting Mentors including Carol Barnhill, Bert White, Steve Smith, Alan Phillips and Tom Hoffmeyer. Alan Phillips presented his “Purchasing – It’s the Law” session. TOAL’s Steve Smith and Omar Pachecano assisted Mary Sue Goldwater and Dick Scharff with the highly successful live pre-proposal conference. Of course, Carol Barnhill and I are pleased to serve on the National Board. Thanks to all of you for making TOAL a stand-out region of NAEP.

Looking forward to seeing you all in Tulsa in September!

Tom Hoffmeyer, C.P.M.
TOAL President

Vendors Wanted! . . .

Fellow TOAL members...your assistance is requested! Please help us make our TOAL Annual Meeting & Product Show a success by contacting past and present vendors to register for a booth at the Product Show scheduled for Monday, Sept 25, from 10:45 a.m. to 3:30 p.m.

The vendor exhibits will be in a very nice spacious area and we would like to have an exceptional turnout for the trade show this year. Registration information is at <http://www2.selu.edu/orgs/toal/>.

Call or e-mail your favorite vendor and ask them to help us by participating in a great product show in Tulsa. A great program, a fantastic location, and friendly TOAL members...what more could you ask for?

Tom Hoffmeyer, C.P.M.
TOAL President

Message from the District Director . . .

Most of you should have received your NAEP Dues Renewal Notice by now and I hope you have renewed! As you see this first billing is only for 6 months and then you will be billed again in January for a whole year. This is to get us in line with our new fiscal year change to be on a calendar year set up. Also, you may have noticed that there is a rate increase in your dues. As explained in your letter with the renewal notice, we have been able to maintain our membership rates since 1999 – over 6 years. These changes were not taken lightly and were discussed for quite some time by your NAEP board before we made the decision to move forward with it. In order to sustain all our new programs and relevant services to you

the members, we (the board) found it necessary to revamp our dues structure which resulted in an increase – one that is well in line with and below current industry trends. I also understand that this first year of getting the dues realigned and being billed for a 1½ year may put a strain on many of your budgets, I know it did mine, (my budget was set back early in the spring and set at the old rate) but I truly understand the benefits that this great organization affords my university and know it is worth the money I pay in dues.

If you have any questions about this subject or have any thing that you feel needs to be brought to the attention of the board, please feel free to contact me at any time.

Carol Barnhill, C.P.M.
NAEP District Director
TOAL Treasurer

News Briefs . . .

Contracts – E&I Cooperative **(<http://www.eandi.org/>):**

Newly Awarded Competitively Bid Contracts:

- Purchasing Card Program - GE Corporate Payment Services
- Audio Visual Equipment/Multimedia - CCS Presentations
- Bulk Liquid Nitrogen (LA, OK & TX Only) - Matheson Tri-Gas
- Plumbing Supplies - Sexauer
- Lab Furniture - Fisher Hamilton

Open Competitive Solicitations:

- Computer Hardware, Software, Peripherals, and Services

Solicitations Currently Being Evaluated:

- Classroom Furniture K-12
- Commercial/Industrial Roofing Systems
- Network Cabling and Wiring

Upcoming Competitive Solicitations:

- Library Furniture
- Premium Office Furniture

Certified Purchasing Manager (C.P.M.):

New Requirements for obtaining/renewing the C.P.M.:

- Check the Institute for Supply Management's (ISM) website (<http://www.ism.ws>) regarding new requirements for receiving/renewing the C.P.M.

Dates to Remember:

TOAL 2006 Conference

- September 24-27, 2006. The TOAL 2006 Conference will be held at the Renaissance Hotel and Convention Center, Tulsa, Oklahoma.
- June 30, 2006. Deadline for vendor registration for 2006 TOAL Annual Meeting. After this date, vendors add \$50.00 to registration fee.
- August 15, 2006. Deadline for individual registration for 2006 TOAL Annual meeting at discounted rate.

Volunteers are needed for the following:

Recruit vendors for the 2006 TOAL Annual Meeting

- Vendors may register by going to the TOAL website (<http://www2.selu.edu/orgs/toal/>), clicking on the link to "Conference 2006", and then clicking on the link to "Vendor Registration".

The 2006 TOAL Annual Meeting in Tulsa, September 24-27, 2006

- Session Moderators** – Session moderators introduce speakers and topics; and assist with collecting session evaluation paperwork. Contact Craig Sisco (craig-sisco@ouhsc.edu) or Yvonne Herbst (yherbst@delmar.edu).
- Assist with on-site check-in of attendees: Contact Kevin Holmes, Director of Business Affairs, OSU-Tulsa, 918-594-8342.

- Annual Meeting Mentors (AMM) are needed to mentor first-time attendees. Contact Sharon Toy (sharon.toy@okstate.edu)

Sharon Toy, C.P.M.
TOAL Secretary

TOAL 2006 Session Moderators . . .

** Hello to all! We are in the process of putting together the program for the TOAL conference in September in Tulsa. We are in need of 12 moderators for the breakout sessions to introduce and give a short bio for the speakers of each particular session. This is a great opportunity for our newer members to get involved with the conference. If you are planning to attend the conference and are interested in being a moderator, please contact Craig Sisco (craig-sisco@ouhsc.edu) or Yvonne Herbst (yherbst@delmar.edu) with your name, title, and school. The deadline for the program is soon so please respond as soon as possible if you would be willing to volunteer. Please let Craig or Yvonne know if you have any questions and we look forward to hearing from you. Thank you!

Craig Sisco
TOAL Program Committee

TOAL 2006 Host Committee Message . . .

The Host committee has been very busy firming up plans for the 2006 regional conference to be held in Tulsa from September 24th through the 27th. We have an exciting evening planned at the [Philbrook Museum of Art](#) for the opening reception that is a must see for all.

The “Renaissance” is both the name of the four star hotel where the conference will be held and the theme that will flow through the festivities for this year’s event. We have acquired some professional assistance this year to make sure that the festivities surrounding the program are as enjoyable as possible.

So act now! Contact your neighbors, your colleagues and anyone else who could benefit from the outstanding program, which is a staple of the TOAL conferences, and they will forever be indebted to you for this great opportunity to learn and network in a stimulating environment. In fact, you can enter into a drawing for free registration if you recruit at least 2 new attendees!

We look forward to seeing everyone in Tulsa!!!

TOAL 2006 Annual Meeting: Opening Speaker Jim Stovall . . .

You will laugh and you will cry, but you will never be the same after hearing Jim Stovall’s riveting speech. Steve Forbes, president and CEO of Forbes magazine, says, “Jim Stovall is one of the most extraordinary men of our era.”

He will give you a new vision of what you can achieve as he leads you through his own personal journey in life. Having lost his sight at a young age, Jim Stovall rose above this seemingly insurmountable obstacle to fulfill his dreams as an Olympic weightlifting champion, the President of the Emmy award winning Narrative Television Network, and a highly sought after author and platform speaker. He is the author of the best selling book, *The Ultimate Gift*, which is being made into a major motion picture starring James Garner. The President’s Committee on Equal Opportunity selected Jim Stovall as the Entrepreneur of the Year, and he was chosen as the International Humanitarian of the Year, joining Jimmy Carter,

Nancy Reagan, and Mother Teresa as recipients of this honor.

Jim Stovall will change your life by changing your mind, making it possible for you to follow in his footsteps to achieve your ultimate destiny.

Kevin Holmes
Host Committee

TOAL 2006 Annual Meeting: Message From the Closing Speaker. . .

“What a true pleasure it is to have the opportunity to return to the TOAL conference this year in Tulsa, Oklahoma. I thoroughly enjoyed speaking at your event last year in Little Rock, so to have the chance to present again is an honor. Get ready for a lot fun and excitement! I look forward to seeing you at the 2006 TOAL Conference – TOAL Renaissance, The Art of Purchasing!” ... Paul Vitale

TOAL 2006 Annual Meeting Program (still under construction) . . .

Now is the time to register for the TOAL 2006 Annual Meeting. The program is full of relevant training topics and is sure to provide information that will enhance the value of your contribution to your institution. Now is also the time to call a friend or two, and ask them to join you at the TOAL meeting. Share the experience.

Here are the topics/speakers:

Sunday Night, September 24, 2006:

- Mixer/Welcome . . . Philbrook Museum

Monday, September 25, 2006:

- Yes you can! . . . Jim Stovall
- Vendor Product Show
- A bag of eProcurement Tricks – Does one size fit all? . . . Panel

Tuesday, September 26, 2006:

- Imaging. “Put away that stone table, step into the digital age” . . . Jane Eaves Benton
- Professional Sustainability: Succession Planning for Higher Ed Procurement . . . Nancy Brooks
- Medical/Research Equipment Procurement, Part I . . . Suzanne Leslie
- Medical/Research Equipment Procurement, Part II . . . Suzanne Leslie
- Teams at Work . . . Lynn Baker
- RFP Training, Pre-proposal Meeting, Part I . . . MarySue Goldwater
- The Age Old Art of Public Speaking . . . Jane Eaves Benton
- RFP Training Pre-proposal Meeting, Part II . . . MarySue Goldwater
- Construction Contracting . . . Panel
- Coping with Difficult People . . . Lynn Baker
- Boost Your Career: Get Certified! . . . Yvonne Herbst
- Strategic Sourcing in Higher Education – What is it? Pros/Cons . . . Panel
- TBD. Paul Vitale

Wednesday, September 27, 2006:

- Enthusiasm – Your Secret Weapon . . . Paul Vitale

Notice . . .

If you did not receive this newsletter directly and would like to, contact Sharon Toy, sharon.toy@okstate.edu. You may also submit news items to this address.

2005 – 2006 TOAL Officers . . .

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