



## T-O-A-L, NAEP

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

# NETWORKING NEWS

Volume 07 – Issue 3

July, 2007

### Notes from the President

Hope you are all having a great summer – I know it has been a wet one for many of you.

Your TOAL Officers and excellent Texas host committee are actively working to bring you a great event in Galveston. I hope that each of you have already marked your calendar for October 28-31 for our annual conference. Registration is open and your early application helps our host committee and the rest of the officers plan better for your arrival. Don't forget that that deadline for early registration is September 15 – after that the fee is higher. Also, the cut off for hotel registration is Oct 3<sup>rd</sup> for the conference rate.

In addition to the TOAL meeting we will be sponsoring the NAEP Tier 3 Senior Professional Academy, October 31 - November 2, right after our conference. There is no registration cost to attend if you are a paid registrant to TOAL. However, you will just have the added expense of your hotel room and evening meals. We only have room for 40 and the class is filling up fast!

Our 2007 Host Committee has done excellent work in planning for every little detail to assure your stay is memorable. You will love the location complete with palm trees, beaches and surf. We will kick off the meeting on Sunday evening at our welcoming reception with a Luau around the pool – you may want to throw in your favorite “island” shirt for the event. We are happy to announce that Sons of the Beach (those of you who went to the Padre Island conference will remember these guys and sand castle building) will be back with us this year for some team building fun in the sand on Monday afternoon after the Supplier Expo. So come prepared dress wise to have fun in the sand. Speaking of the Supplier Expo – you will most definitely want to come to the “Pirates of Galveston” exhibit. There is no telling what fun the vendors and 2nd VP Rob Parker and his committee have up their sleeves for Monday afternoon! Tuesday evening will also be a “Halloween Ball” so bring your costumes – it will be fun to see all of your creativity.

Wow – what a week it is going to be and I haven't even started to tell you about all the great programs that 1<sup>st</sup> VP Sharon Toy has lined up for you. Our opening keynote speaker is a dynamic individual who will get our conference off to a big roll into many other great programs. Our closing keynote speaker promises to deliver an experience you will not want to miss. Don't even think about taking an early flight home.

I hope I have whetted your palate enough to get registered soon as we "Roll with the Tides of Purchasing."

Carol Barnhill C.P.M.

## **Gearing up for a Great Time in Galveston**

The 2007 TOAL Host and Program Committees have planned several fun events during your stay in Galveston.

The Welcome Reception on Sunday October 28 will be a luau at the pool. Please come dressed in your favorite "evening" beach-wear, like Hawaiian shirts, shorts and grass skirts. A festive time will be had by all. If the weather is not in our favor for a pool experience, the hotel promises that an indoor luau adventure will certainly be a memorable experience as well.

On Tuesday evening the Host Committee has contracted with one of the finest and most talented local bands to entertain us. In addition to great food and dancing, the Host Committee has planned this event to be a Halloween costume contest. Be sure to wear your cutest fairy princess, Shrek or Burr Millsap costume and have a great time!

So, bring your dancin' shoes, wear your favorite Halloween costume and prepare to have a grand meal and a fun entertaining time!

We have scheduled a wonderful group of trainers to join us at TOAL this year. The "Son's of the Beach" will provide a team building workshop on the beach. As you pack, be sure to bring clothing for activities on the beach.

As a reminder, our meeting is the last week of October and the evening weather might have a slight chill so consider a light jacket or sweater if you plan to be out.

For more information about Galveston go to [www.galveston.com](http://www.galveston.com)

## **Transportation to TOAL in Galveston**

The Host Committee has received several calls concerning transportation to the hotel from local Houston Airports. Before you make any arrangements, the closest airport is Houston Hobby which is about 55 miles from the hotel. George Bush Intercontinental is nearly 100 miles from the hotel! So, the Host Committee strongly recommends that you make your reservations to fly into Houston Hobby. Southwest Airlines is the largest airline into that airport.

### **Ground transportation:**

Ground Transportation is provided to the Resort from both airports through Galveston Limousine.

Advance reservations can be made at <http://www.galvestonlimousineservice.com/>.

Hotel Parking is complimentary!

## TOAL 2007 PROGRAM

The program for the 2007 conference is still under construction. Check the TOAL website at <http://www.selu.edu/orgs/toal/> for updates.

## TOAL PROGRAM-SPEAKER HIGHLIGHTS

**Opening Keynote Speaker:** Dr. Raj Basu is the opening keynote speaker (Monday, October 29, 2007) for the 2007 TOAL conference in Galveston. He is the Vice President for Academic Affairs for Oklahoma State University, Tulsa. Dr. Basu does research and teaches in the areas of leadership, employee performance, team building, and change management. He also consults with organizations in the aerospace, energy, financial services, technology, government, and non-profit sectors; and is distinguished by numerous professional awards and publications

Dr. Basu will be speaking on: **Power and Influence: Getting your stakeholder's to see eye to eye with you.** This session will highlight behaviors that make us powerful and influential. Psychological and social bases of power will be explored. Participants will learn the role of power in leading employees, resolving conflict

between peers, managing superiors, or negotiating with vendors.

## Update on your 2007 Supplier Exposition!

As many of you know, this year we are attempting to enhance your experience at the Supplier Exposition by offering levels of sponsorship to vendors and allowing them the opportunity to present their concepts, products, and services to you during short breakout sessions during the Expo. This has been received with enthusiasm by our supplier community and as of July 17, 2007, we have 6 Platinum Sponsors: Austin Tetra, HGACBuy Cooperative Purchasing, ImageNow, Steelcase & Polyvision, Matheson Tri-Gas, and VWR. We are seeing some new vendors that are responding this year in addition to our loyal group of suppliers that have supported us in years past. This is a direct result of the TOAL membership's response to a recent survey about what products and services that they want to see represented at the Expo. We have approached suppliers of ecommerce solutions, contract management software, document management and imaging, energy management systems, and vendor management solutions in an attempt to stimulate and connect the membership with the purveyors of processes and products that promote best practices in Higher Education. If you know of a supplier that has positively impacted higher education, please encourage them to contact me and register to participate in the Supplier Exposition. On a fun note, we are considering a "Pirates of Galveston" theme for the Expo (is it a coincidence that I have a Pirate Costume??.....Arggh!). Treasure

maps, swag, grog, and plunder! Avast, and see ye there!

## **GREETINGS FROM THE 2008 NAEP ANNUAL MEETING HOST COMMITTEE**

Not to be confused with the TOAL meeting in Galveston, the TOAL region is hosting the 2008 NAEP Annual Meeting (AM) in Austin, Texas, April 6-9, 2008. This particular meeting has not been in our region in several years and this is a wonderful opportunity to strut our stuff.

Karen Gross and Alan Phillips have been asked to chair the Host Committee for this conference as well. Wow, they must be gluttons for punishment!

Several events are in the early-planning stages and we are looking forward to a great event, deep in the heart of Texas! Over the next few months Karen and Alan will be soliciting help from the great TOAL members for the AM. If you are interested and want to sign up now, let Karen or Alan know.

### **Q & A**

The TOAL board has been working on a method to enhance our communications with the membership at large. We have decided to try a question and answer forum in the newsletter in order to address questions, concerns and or to hear ideas from the membership. Questions may be submitted under the individuals name or can be anonymous if desired. The questions will be answered by the board and then shared with the

membership under this section of the newsletter.

If you would like to submit a question to the board please email, fax or call me and be sure to let me know if you would like the inquiry to be anonymous or if we can use your name.

The following format will be used to share the information;

**QUESTION** – Can members submit questions to the TOAL board?

**ANSWER** – Absolutely, we would love to hear from you!

Kevin Holmes - Secretary

## **TOAL RECRUITING BLAST \$\$\$\$\$\$\$\$CONTEST\$\$\$\$\$\$\$\$**

If you would like to be more involved with YOUR purchasing organization but are not sure if you have the time or resources to dedicate as a volunteer, I have some opportunities for YOU! Set aside a few minutes to do one of the following items below;

- 1) Call or email a colleague or area University/school that may not currently be a member of TOAL and explain to them the benefits of membership. If every member recruited one new member, we would **DOUBLE** our **MEMBERSHIP** in **ONE YEAR**. [Membership Information](#)
- 2) Call or email a vendor and explain the benefits of participating in the regional purchasing conference. If every member recruited one supplier

we would have the LARGEST SUPPLIER EXPOSITION EVER! (We happen to have the largest exhibit hall that we have ever had and can accommodate as many vendors as we can recruit. [Vendor Show Registration](#))

Provide me with the contact information for your recruit and I will follow up with them. You will be registered for each recruiting effort in a drawing for **\$200**.

Kevin Holmes - Secretary

## **DISTRICT V JOINT MEETING**

The joint meeting of the regions in the NAEP District V has been suggested and discussed many times for over six to seven years.

The discussion was based on having a meeting that would include TOAL (Texas, Oklahoma, Arkansas, and Louisiana), MINK (Missouri, Iowa, Nebraska, and Kansas) and the MN-DK (Minnesota, South Dakota, and North Dakota). These discussions were suggested to bring out our Regional strengths and to learn from each other. Initially the suggestion was not embraced by our TOAL Membership as most of the members viewed it as an attempt to combine the regions and the subject was tabled. The three regions in the past several years continually scheduled their Regional meetings at the same time which also meant that we were reducing our supplier base at the product shows, as we had some of the same suppliers that could not be in two places at once.

About three years ago District V members at a NAEP annual meeting again suggested to try and have a joint meeting. The scheduling overlap of the meetings was discussed and it was decided to confer with the other regional officers to assure that our meetings were not scheduled at the same time. The suggestion for a joint meeting for the 2008 year was made and the officers for all the regions were to discuss.

The combination of the meeting could potentially be a meeting for approximately 300 attendees. (MINK has approximately 125 attendees, TOAL has approximately 140 and MN-DK has about 30-35 attendees). Discussions were held at each regional meeting last year. Locations suggested were Dallas, Kansas City, and Minneapolis. The overall feeling within District V is that there is no interest in combining all three regions. Each region is "very contented" with their current regional meetings but would consider a District V meeting to learn from each other. At the TOAL 2006 meeting, a show of hands by attendees indicated a willingness of the attendees to have a District V meeting. Again, this was suggested only as a meeting in 2008 and then perhaps another in 3-5 years.

This meeting has been suggested to be held in New Orleans, LA to assist in the rebuilding of this historic southern city. It is an act of social responsibility to support the recovery effort and promote this joint meeting in New Orleans. The success of a great District V meeting will not mean that we will be combining the regions but rather that the District V members work together to host, promote, and enjoy a combined meeting.

The decision for the 2008 District V Meeting will be made based on hotel availability in New Orleans and the three regions with the support of their members. This meeting has the TOAL membership support as indicated last year in Tulsa. Thank you TOAL members!!!!

Mary Sue Goldwater, C.P.M., CTPM

## **TREASURER'S REPORT**

I am very pleased to let you know that you can now pay your registration fees with your PCard or personal credit card. Sorry, no American Express. We have had many schools already take advantage of this service and not having to worry about cutting a check. It is safe and fast. If you would like to use this service just let the registration committee know that you are paying by credit card and then email me the credit card information your; name, account number and expiration date on the card and the amount to be charged and a phone number I can reach you in case of a problem. I will then notify you and the registration committee when the charges are processed.

Carol Barnhill C.P.M.

## **IN MEMORY**

Fred Perry Williamson, former president of TOAL, 1991-92, passed away on July 11, 2007, in Oklahoma City, Oklahoma.

Fred began his purchasing career at Oklahoma State University as a scientific buyer. He was named Assistant Director of Purchasing in

1979, and became Director of Purchasing in 1987. After 28 years of service, Fred retired June 1, 2000.

As well as serving TOAL, Fred was a member of the Oklahoma Association of Educational Buyers and served on the Purchasing Task Force for the Oklahoma State Regents for Higher Education.

Fred will be remembered by many that had the opportunity and privilege to work with him through the years. He was an active TOAL leader and member who was dedicated, loyal and supportive. TOAL will miss our friend!

## **2006 – 2007 TOAL OFFICERS**

### **President / Treasurer**

Carol Barnhill, C.P.M.  
Arkansas State University  
Procurement Services  
P.O. Box 1860  
State University, AR 72467  
870-972-2122 fax 870-972-3834  
[cbarnhil@astate.edu](mailto:cbarnhil@astate.edu)

### **1<sup>st</sup> Vice President**

Sharon Toy, C.P.M.  
Oklahoma State University  
Purchasing Department - Director  
1224 N. Boomer Road  
Stillwater, OK 74078  
405-744-5984 fax 405-744-5187  
[sharon.toy@okstate.edu](mailto:sharon.toy@okstate.edu)

### **2nd Vice President**

Rob Parker, C.P.M, C.P.I.M.  
LSU Health Sciences Center  
Purchasing - Director  
504-568-4814  
[rspark@lsuhsc.edu](mailto:rspark@lsuhsc.edu)

**Secretary**

Kevin Holmes, C.P.M.  
Oklahoma State University Tulsa  
Business Affairs – Director  
700 North Greenwood  
Tulsa, OK 74132  
918-594-8342 fax 918-594-8552  
[kevin.holmes@okstate.edu](mailto:kevin.holmes@okstate.edu)

**Host Committee**

Karen L. Gross, C.P.M., CPPB, CTP  
HUB Coordinator - Supplier Diversity  
Programs  
University of Texas Medical Branch  
E-mail: [klgross@utmb.edu](mailto:klgross@utmb.edu)  
Ph: 409-747-8060  
Cell: 281-546-9805

**Host Committee**

Alan A. Phillips, CPPB, CTPM  
Director of Purchasing  
University of Houston  
5000 Gulf Frwy., Bldg. 3, Suite 169  
Houston, TX 77204-5015

## **MARK YOUR CALENDARS**

### *Rolling with the Tides of Purchasing*



**2007 TOAL/NAEP REGIONAL MEETING  
OCTOBER 28th THROUGH 31<sup>st</sup>, 2007  
[Hilton Galveston Island Resort](#)  
5400 Seawall Blvd.  
Galveston, Texas**

Room rates: \$85.00 single \$115.00 double

Make your reservations by calling: 409/744-5000 Refer to NAEP/TOAL region rates

Continue checking the TOAL website for updates at: <http://www2.selu.edu/orgs/toal/>