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By Neil Markee, Editor in Chief-Purchasing Link

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By Lois Sarfo-Mensah, University of Maryland-Baltimore

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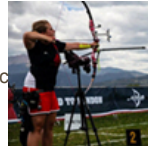
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Olympic News: *Miranda Leek is an Olympian!*

"July 15 - Miranda Leek, a 19-year old archer from Des Moines, Iowa, won the Olympic Trials in Colorado Springs"

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In this space each month we discuss whatever is going on within higher education that is likely to affect how NAEP Members contribute to the achievement of their institution's mission. The important and puzzling events at the University of Virginia had dominated higher education coverage in the national media until recently and were the lead story in the July 6, 2012 issue of the *Chronicle of Higher Education*.

We can't be sure we know or will ever know the whole story and you have to wonder if the last shoe has been dropped in Charlottesville or Richmond, for that matter. In any case, the perceived existing rate of change versus what was thought by some to be possible and desirable but not delivered seems to have been a major part of what initiated the eruption and subsequent implosion. Change--whether described as stagnant, evolutionary, incremental, transformational or at the "strategic dynamism" level--is a front-burner issue everywhere within higher education.

Apparently, for at least a short time, a majority of the governing board at Virginia were convinced that the policies in place were not working well enough to address the needs of the institution and they sought a remedy. Frustration with what they understood about the then-current approach to shaping and financing the delivery of educational and other services, in the face of escalating pressure on limited financial resources, seems to have led the governing board to focus on a change in leadership.

Just about every college and university governing board and chief business officer in the U.S. understands that the resulting extensive coverage is must-reading. This is a sensitive and perhaps

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painful issue that is entitled to careful handling. What can we learn from what has happened in Charlottesville?

Two thoughts came to mind. Frustrating and worrisome, but not unique, financial pressures certainly played a key role in the decision-making process. That reality, combined with the major shift in relationships at the policy-making level brought by the governing board's initial and subsequent reactions, guarantee that there will be substantial changes throughout the academic and administrative communities at Virginia. What we see there may be a preview of events elsewhere within higher education.

There seems to be a growing consensus that higher education needs to reinvent itself. But most of the changes publicly discussed by academic and business leaders amount to optimizing and trimming, not reinvention. Rapid advances in computerization had driven change on campus for decades, as we worked to take advantage of what was possible, or about to become possible, or might be possible at some point or hoped for. Economic pressure has boosted the voltage, changed decision-making rules and altered important relationships at Virginia. Whatever happened or is happening in Charlottesville may be confirmation that the game has changed everywhere and the way that performance is measured throughout institutions of higher learning has changed with it.

Many campus chief procurement officers have become comfortable with the ever-accelerating rate of change in how they support the educational mission of their institution. Actual transformation remains rare, although the word has become part of our lexicon. I'm not sure if anyone involved in the public discussion thus far has focused on and articulated what fundamental or even important changes are needed, how the restructured university of the future might be funded long-term, or by what means institutional performance should be measured.

Given that higher education is reputed to be change-resistant, you might wonder what will be different once the smoke and dust clear. Given the magnitude of the realignment likely at Virginia, the performance of every significant campus decision-maker there and elsewhere will likely be evaluated. Changes at the top will filter down through the chain of command to the procurement office and the role and performance of chief purchasing officers will certainly be examined. What are, or will be, the most important reports chief business officers and NAEP Members review to measure purchasing department performance?

Where does all this leave purchasing professionals and, for that matter, plant managers, food-service directors and other key members of the chief business officer's professional staff? Perhaps the most productive role for staff - when change is in the wind but specifics are lacking - is to optimize performance, describe viable alternatives, and seek to identify new sources of revenue or acceptable ways to maximize and redirect existing revenue streams to provide needed funding. And that is what many purchasing officers have been seeking to do, with some success.

If major change is in the offing, new priorities will be established in procurement. For example, will previously protected small, women-owned, minority and locally owned businesses find themselves competing with large, presumably more efficient, maybe lower-cost and, perhaps, distant businesses? I remember when we debated whether our goal should be more or fewer suppliers. Is that discussion back on the agenda? How about end-user satisfaction? Will it continue to be the key measure of performance in procurement? "Businesslike" as applied to strategic decision-making apparently was on the table in Virginia and that concept may be about to get much more attention throughout higher education. What will be the nature of the conflict if "businesslike" more occasionally conflicts with end-user satisfaction? Will end-users recognize the advantages in the new approach and embrace the change? If we don't see changes in priorities, is it possible to have major change?

The details matter. Are we likely to see more formal bidding? Will reverse auctions become the norm in some/many areas? Might we more aggressively use the university's economic clout to drive down prices? What about cooperative purchasing? For a variety of reasons, higher education has never fully exploited the potential there to the extent that healthcare seems to have. Is that likely to change? Other than as applied to adjunct faculty, the commercial world has taken advantage of outsourcing of services to a much greater extent than has higher education. Will we see a shift in that area? Might all or some of purchasing services be outsourced on a shared-savings basis, as has happened in New York's Nassau County? Will there be a more confrontational approach to relationships with employees? Are we likely to be pursuing previously unconventional sources of income such as endorsing commercial products and services? We have allowed commercials on score boards.

Purchasing's mission/vision statements typically describe its relationship to the overall organization. Relationships will inevitably change, if the institution alters its goals and redirects the use of its resources to accommodate new priorities. How about the relationship between the business side and academe? The make-up of the management team may be about to change a bit. Reportedly, the business school was at least informally involved in the goings on at Virginia. If business professors on your campus were to evaluate your institution's business-services policies and procedures, what would head the list of changes they would likely suggest? Would their views generally coincide with those of the mythical, average faculty member on your campus or perhaps lean toward commercial practice? Could the new business-services team productively involve a few business-school professors?

As the down-turn was becoming established, many campus business leaders who were gathered at the NAEP Annual Meeting in Providence a few years ago wondered if what was happening would result in major changes in higher education. More than a few were convinced that economic pressures would bring about long-discussed changes in how we do business, as reality dictated new and presumably

more effective approaches--or at least made some more palatable. Some thought recession would bring major change everywhere but others argued that the stronger public and private colleges and universities would emerge a bit battered but pretty much the same as they had long been. The consensus seemed to be that if the downturn persisted there would be increased alliances and mergers, among the more vulnerable institutions as they trimmed their sails, and a few would disappear. Recent events at Virginia suggest that there have been changes in how senior leaders see the future of higher education and that not even the strongest, most elite institutions are immune.

As in Providence, I doubt there is a consensus now on what the future holds. Have we hit bottom? Are we in recovery? If so, will it continue at a sluggish pace? What priority will higher education enjoy as public and private funding is allocated in a reshuffled economy? Will there be substantial changes in relationships among institutions, and how will our environment look in a few years? What changes in offerings and cost-structure will students and their parents demand/accept? Given the uncertainty, campus business leaders must be asking themselves what new skills will they need and where should they direct their efforts to best serve their institutions and their own job security.

As usual, I have asked many questions and suggested few, if any, answers. From the unique perspective of your campus, what major changes do you expect to see in higher education and in the way that purchasing supports the achievement of your institution's basic mission? Care to share?



From the President: *Who Said Summer Was Slow?*



By: Bill Harris, CPPO, University of Kentucky

From the President: *Who Said Summer Was Slow?*

By Bill Harris, CPPO, University of Kentucky, NAEP President 2012-2013

I can hardly believe that a new fall semester is upon us, as we bid farewell to summer. How time flies when you're battling year-end and doing your best to keep up with the Facilities and Housing folks in anticipation of our incoming and returning students.

Likewise, your Association has been busy this summer and continually strives to provide a wide array of programs and professional development opportunities for Members. Here is a sampling of recent and future activities:

Professional Development

- A successful Facilities Institute was held in July in Houston, Texas. More than fifty people attended the institute in spite of the heat.
- From August 27 through 30, [the Supplier Diversity Institute](#) will be held in Houston, Texas. This is a much anticipated event for large and small institutions who want to create a successful supplier diversity program. (Reduced room rates expire August 17th, so reserve your room now!)
- [Tiers I, II, and III Procurement Academies](#) will be co-located in Indianapolis, Indiana from October 29 through 30.
- VISA is sponsoring a series of Webcasts, specifically geared towards higher education procurement professionals, on the second Thursday of every month through December, 2012. These webcasts are free to NAEP Members.

Staff

- In an effort to enhance the professional development efforts of NAEP, Melanie Freeman has joined the staff of NAEP as Manager of Education & Training and will report to Doreen Murner, Chief Executive. Welcome aboard, Melanie!



Research

- The 4th annual Green Procurement Survey is currently open. This survey provides important data in the development of NAEP programs. I encourage and request that you participate in the survey. A minimum of 110 more survey responses are needed to make it statistically relevant. [Click Here to Take the Survey](#)
- The Innovators Forum's first white paper draft is under review by the Task Force. The Innovators Forum was co-sponsored by NAEP, SciQuest and Huron Consulting and chaired by Sandy Hicks, CPPB, University of Colorado. The Forum included twenty-five higher-education and industry-procurement professionals, with the goal of developing recommendations on how procurement leaders need to prepare for, and respond to, the challenges higher in education.
- The [2012 Salary Survey](#) is now available on our website.

Program Activities

- The RFP Library continues to grow as Members regularly submit sample RFPs. Send your RFPs, job descriptions, forms or manuals to [Jackie Hargett](#) to share with your peers.
- NAEP staff continually works to improve the website and offer enhanced functionality.

2013 Annual Meeting

- The NAEP Program Committee has been busy developing excellent program track descriptions for the 2013

Annual Meeting. The ["Call-for-Programs"](#) is now open and submissions can be made at the NAEP website until November 16th. Our 2013 keynotes are:

- Ed Poppell, AVP University of Florida
- Brad Wheeler, VP IT, Indiana University
- Roy Anderson, VP Metasys
- Larry Johnson, Johnson Training Group

2013 Committees

- All committees have begun deliberating their charges for the year, which all go to support you, the Members.

Regional Meetings

- NAEP regularly supports our regions during fall meeting time with our national staff resources. The NAEP Meeting Expert program is in its 4th year and we are ready to move to supporting more advanced features like programming and sponsorship.

So it has been a **busy** summer for us all. Whoever said "...those lazy days of summer..." must not have worked in procurement!



Student Perspective: *Preparing for NAEP's Fall Season Lineup!*



By: **Lois Sarfo-Mensah, University of Maryland-Baltimore**

Are you ready for an unbelievable season of events? I hope so! Here at NAEP's National Office we are preparing for season of remarkable events, major turns and twists, no drama included. This is one season you will want to keep your eyes on!

First on the lineup... The 2012 NAEP Supplier Diversity Institute. This mini-series will be on Monday, August 27th at 8 AM Central Time and conclude on Wednesday, August 29th at 12:15 PM. You will want to tune into this one for the best of the best in higher educational and corporate supplier diversity will be all under one roof - The Alden Hotel in Houston, Texas - to discuss the future of supplier diversity and how to get involved. Want to be there for the live show? [Register at our new and improved website](#) to take a part in this engaging event!

Whew! What an event! How can we top such an exciting event? Don't worry -- the National Office has that in the bag! We will be moving straight into our fall regional meeting line-up to engage and to promote innovation in our Members all across the country.

Starting us off in our season of Education, Engagement, and Entertainment will be the Kentucky Fall Regional Meeting in Lure Lodge, KY from September 23-25th. For more information, contact Sally Molsberger at 502.852.8223 to get registration and conference details. We are hitting you with a double show! The 2012 TOAL Regional Meeting will be kicking off on September 23rd as well and running until the 26th in Norman, OK. [Click Here for more information the TOAL Meeting.](#)

After September 23rd, we will be rocking and rolling into our season with the following regional meetings. Click on the locations to get more information about the event and to register.

- September 24th to 26th - District II Regional Meeting at the Wyndham Virginia Beach Oceanfront in sunny [Virginia Beach, VA.](#)
- October 2nd to 5th - Upstate NY Regional Meeting is "Going for Gold" at the Crowne Plaza in [Syracuse, NY](#)
- October 7th to October 10th - The MINK and MNDK Regions are coming together for a stellar event in [Council Bluffs, IA.](#)

Wow! We aren't even done yet...

- October 24th to October 26th - Great Lakes Regional meeting is gearing up for a great event in [Cincinnati, OH.](#)
- October 25th - Michigan Region will be wowing us with a one-dayer at the [Michigan State University Union Center.](#)

The National Office will then be heading to Indianapolis for this year's Procurement Academy in Indianapolis, IN. This compelling event will have all three tiers under one roof of the Embassy Suites, Downtown. [Register now to take part in this professional development opportunity!](#)

Once we take a few moments to enjoy some turkey and family, NAEP will be in full gear, no commercial breaks allowed, finalizing the best annual meeting yet. The 2013 Annual Meeting will be held at the Magical World of Disney Contemporary Hotel on the Disney Property. If you have any ideas for building the program, [submit a Call for Programs NOW!](#)

We have a jam packed year ahead of us. Join us and experience all the excitement.



Olympic News: *Miranda Leek is an Olympian!*



July 15 - Miranda Leek, a 19-year old archer from Des Moines, Iowa, won the Olympic Trials in Colorado Springs the first of June and will represent the United States at the 2012 Olympic Games in London.

Miranda's father Scott Leek introduced her to the sport of archery when Miranda was five years old, and he was looking for a father-daughter activity. He put a simple wooden bow in her hand and taught her about safety and the basics. Soon he bought her a compound bow, began coaching her and the journey began. She won several state titles, two national titles and a world title breaking many records shooting her compound bow until a regional coach encouraged Scott to switch her over to the Olympic-style recurve bow when she was 12, noting that she was Olympic quality. Within two years she was selected to be on the U.S. Junior Dream Team and has trained quarterly and had extended summer training at the Olympic Training Center in Chula Vista, CA, under national head coach Dr. Kisik Lee and her father as her personal coach while competing at national and international competitions.

In 2011 Miranda made the U.S. women's team, competing as a senior archer, after which she and her teammates won a silver medal at 2011 World Cup II in Antalya, Turkey. At World Cup III in Ogden, Utah, she took home gold after winning mixed team competition with Brady Ellison, world's top male recurve archer. Last summer she became the U.S National Outdoor Target Champion, won gold at the SoCal Showdown, and won silver medals for individual and team at the Pan Am Games in Mexico where she set a new record for 70 meters and broke the existing Star FITA record. At the London Archery Classic last fall she beat a highly ranked Korean archer before being eliminated in the quarterfinals. In 2011 she competed in 6 foreign countries and 8 states, some of them twice.

This year she took home individual silver and team gold at the World Indoor Archery competition in Las Vegas, won gold at the Arizona Cup and Northeast near Boston, silver at the Gator cup and came in fourth in World Cup I in China. She is featured as one of eight female recurve archers from around the world in the 2012 World Archery Media Guide.

The women's team qualified at World Cup III in Ogden, Utah, the end of June so the full three-member team will compete individually and as a team at the Olympics. The distance for recurve women is 70 meters. (That's three quarters of the way down a football field!) Miranda is known for her consistency regardless of distance or weather conditions.

Miranda graduated with honors from Dowling Catholic High School in 2011 then delayed going to college for a year so she could train intensely and compete at high levels to pursue her Olympic dream. She is ranked as #1 archer in the U. S. and 14th in the world. Not bad for a little girl with a big dream who just wanted to go shoot her bow and arrows!

Miranda will be attending Texas A&M this fall to study molecular and cell biology and be a member of their archery team.

Her proud grandmother, Marilyn Leek, Director of Procurement, at Simpson College in Indianola, Iowa, and her father are going to London to share this monumental accomplishment with her.

[Watch Miranda's Progress](#)



Supplier Diversity Conference, August 27-29, Texas



NAEP's 2012 Diversity Conference in Houston, Texas (August 27-29) will explore strategies and opportunities to engage your campus community in supplier diversity. We will look for holistic and integrated approaches to combine supplier diversity into the campus framework.

What You Will Learn

Best practices from peer campuses on successful supplier diversity programs; How to establish a supplier diversity program; Finding your champion on campus; Mechanisms for enhancing your existing supplier diversity program, and Examples and solutions of industry issues.

Who Should Attend

Campus supplier diversity leaders, directors of procurement, those with responsibility for supplier diversity, students and interns.

Registration fee: \$695.00

Location: Alden Houston Hotel

[Online registration and hotel reservations](#) (reduced room rates expire August 17th)

Hotel phone: 877-813-1888. Reference Group Code DINAEP

Be sure to check out, and share, the [Program-at-a-Glance](#) - this is a program you don't want to miss!



NAEP Procurement Academies, October 29-30, Indiana

Join us this fall as we run all three NAEP Procurement Academies - **Tiers I, II and III: Foundation, Professional, and Senior Professional** - concurrently at the Embassy Suites Downtown in Indianapolis, Indiana. The event will be held on October 29 and 30, followed by a banquet where all attendees can gather to meet and network.

Registration fees:

Tier I, Foundation: \$625

Faculty: Ted Nasser, C.P.M., University of Arizona; Robert Haverkamp, and Charlene Lydick, C.P.M., University of Colorado

Tier II, Professional: \$825

Faculty: Nancy Brooks, MPA, Iowa State University; Christopher Johnson, University of Idaho; and Burr Millsap, CPA, M.B.A., University of Oklahoma Norman Campus

Tier III, Senior Professional: \$825

Faculty: Robert Haverkamp; Ray Jensen, C.P.M., Arizona State; and Craig Passey, C.P.M., Brigham Young University

[Click Here to Register](#)

Registration Information: Contact [Shaunte Shelton-Slappy](#) at NAEP: 443.543.5541



Women's Leadership Institute



November 27-30, 2012 (**Registration is now open!**)

Ritz-Carlton Hotel
Laguna Niguel, California

And

December 2-5, 2012 (**Registration is now open!**)

Ritz-Carlton Hotel
Amelia Island, Florida

These sessions have been co-produced by members of the Council for Higher Education Management Associations. For more information or to register, please visit www.acui.org/wli.

A special opportunity to learn, not just leadership skills, but how other parts of the campus function, what their priorities and challenges are, and how to bridge the communication gap that may exist when we try to work across "cultures."

What You Will Learn

- Utilize key leadership skills: negotiation, communication, introducing and managing change, developing yourself and others, and creating effective work environments
- Develop your greatest strengths and talents through a highly regarded personal assessment tool
- Recognize and appreciate the roles, responsibilities, and perspectives of a broad range of higher education professionals
- Build relationships and improve goal achievement with people from across campus
- Help your institution respond successfully to the unique challenges of today

Who Should Attend?

Women who aspire to become senior leaders in higher education. Current responsibilities should include administrative functions that require decision-making that affects departmental operations and

involves other important relationships on campus.

For more information, [Click HERE](#).



Meet Your NAEP Business Affiliate: Airgas

Airgas

You'll find it with us.SM Airgas engineers the right gas and equipment solutions for universities, research and development laboratories, medical facilities and cryorepositories. We remove all the headaches and hassles of dealing with gases and equipment, gas management system design, installation and maintenance so our customers can concentrate on their research. With our value-added campus-wide solution approach, Airgas is the only gas supplier that has a national competitively awarded preferred supplier agreement with the Educational and Institutional Cooperative Service, Inc. (E&I Contract # CNR01291).

Airgas is the largest U.S. distributor of industrial, medical, rare and specialty gases, and equipment, one of the largest U.S. distributors of safety/PPE products, the largest U.S. producer of nitrous oxide and dry ice, one of the largest liquid carbon dioxide producers, and a leading distributor of process chemicals, refrigerants, and ammonia products. More than 15,000 employees work in over 1,200 locations, including branches, retail stores, gas fill plants, specialty gas labs, production facilities and distribution centers. Airgas can provide gases in supply modes of various sizes and types, such as high and low pressure cylinders, cryogenic liquid dewars, tube bundles, micro-bulk, bulk, trailers, etc., and can offer proven delivery solutions for every application and location with customized needs-based service programs.

Based on the specific needs and requirements of each NAEP Member institution, Airgas can provide: local stocking, support and customer service; direct delivery of highest quality products in required supply modes; state of the art eBusiness tools and eMarket integration support (SciQuest, Ariba, Unimarket, etc.); OUTLOOK® integrated supply chain management programs; Airgas Inventory Management (AIMTM) and cylinder tracking solutions; laboratory and cryorepository design services; technical expertise for all gas and equipment applications; turnkey cryogenic solutions for life science research; Safe-T-Cyl™ lecture bottle replacement program; stockroom management solutions; campus safety programs, audits and training.

Airgas has the products, expertise and capabilities to provide the highest value customized solutions to our university and R&D laboratory customers. For more information, visit our website dedicated to the university and lab markets: <http://airgasunivlabs.com/UnivLabs/Home>. Please let us know if you have any questions.

Airgas Contact: Todd Morris, VP - University & Lab Markets, Phone: 740-964-1178
E-mail: Todd.Morris@Airgas.com



Call for Programs: 2013 NAEP Annual Meeting, April 7-10, Orlando



The 2013 NAEP Call for Programs is now open. We invite our Members to submit a proposal for a 60- to 75-minute program for presentation at NAEP's 92nd Annual Meeting, to be held in Orlando, Florida, April 7-10, 2013.

The theme for NAEP's 2013 Annual Meeting is "The Magic of Collaboration and Partnerships." There is a great deal of focus on the global economies and the impact on the larger global community, but the most effective community building begins with the collaborations that happen in your own back yard, on your campuses, and at your institutions. The economic challenges of recent years have brought greater attention to the need to collaborate and innovate. To weather this fiscal storm, your peers and colleagues have found new and creative ways to innovate and collaborate. We are seeking out those best practices, successes, and even missteps and failures that can be shared with other procurement professionals at our 92nd Annual Meeting & Exposition.

This event is designed to tap and fully capture the diverse array of expertise and wisdom amongst our Membership and other professionals allied by the Higher Education industry. Most attendees will be purchasing professionals for two-and-four-year institutions in the public, private, research, K-12 school districts, and healthcare arenas. Other disciplines represented include HR, IT, facilities, food, and auxiliary services.

To submit a proposal, [Click Here](#)



VISA's Higher Ed Procurement Webcasts, Sept. through Dec.



VISA is sponsoring a series of Webcasts geared towards higher education procurement professionals. Webcasts air on the second Thursday of every month, September through December 2012, at 1:00 PM EST.

Topics covered will include:

- Fraud, Risk & Compliance Management
- Importance of Spend & Expense Management
- Program Optimization
- Innovation Initiatives
- Commercial Prepaid
- Overall Commercial Card Trend
- Commercial Card Programs: 101

These topics are subject to change and additional information on the scheduling of these sessions will be available as the details are confirmed. Recordings of these sessions will only be available for a limited time after the live session, so be sure to mark your calendar if you wish to attend.

[Click for Information and Registration](#)

These topics are subject to change and additional information on the scheduling of these sessions will be available as the details are confirmed. Recordings of these sessions will only be available for a limited time after the live session, so be sure to mark your calendar if you wish to attend.

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How to Get Published in Our Journal or Newsletter



NAEP welcomes submissions of proposals for articles in our quarterly *Educational Procurement Journal*, and contributions to our monthly digital newsletter, *Purchasing Link*. Authors are often recognized in our annual awards program, which offers a Communicator of the Year Award for written and/or oral communication in the service of the purchasing industry. In addition, there is the Professional Perspective Award for the year's most useful and informative journal article. Take advantage of these ample opportunities to get your innovations and

best practices recognized - a great career builder!



Solutions for You via NAEP's Many Listservs



NAEP has established a wide variety of listservs as a Member benefit to facilitate ease of access to, and communication with, your colleagues. They can be set up as open discussion lists where subscribers can post messages and communicate with one another or lists can be set up to distribute information, like a bulletin or newsletter to a group of people at the same time.

To actively participate in an NAEP Listserv there are two steps. The first is to subscribe to the list and the second is to post messages. In order to utilize most of NAEP's lists, your institution must be a Member of the Association. Business Affiliate Members are not eligible to subscribe to premium listservs.

National and Special Interest Lists

National List
eSolutions List
PCards List
Research Institution List
Supplier Diversity List
Supplier Shows List
Sustainability List

Premium Lists for NAEP Members Only

You must be an NAEP Member to join the following premium lists:

National List

For Members to communicate with one another over the entire Membership. An e-mail sent to this list will reach anyone who is a Member of this list regardless of their NAEP Region. This list is often used for things like requests for RFP's.

Research Institution List

In response to the success of our Community Exchange for Research Schools at our 2009 Annual Meeting in Providence, NAEP has established a Research University Listserv to enable this community to leverage the Association's technology infrastructure for collaboration and knowledge-sharing. This listserv is not intended to be a platform for RFP requests; rather, it is meant to provide access to your peer group in real-time to confront shared challenges and brainstorm effective solutions to issues such as Stimulus Fund Appropriations, AARA Funding, and other critical issues faced by Research Institutions.

Supplier Diversity List

For Members to communicate with one another about supplier diversity issues.

Sustainability List

For Members to communicate with one another about sustainability issues.

Regional Lists

While typically Members subscribe to their own Region's listserv, active institutional Members may subscribe to any of the 18 NAEP Regional listservs.



Sustainability on Campus

Grand Valley State University Acquire Bees to Help Teach Sustainability

The new apiary is home to thousands of honeybees and is designed to align with the university's commitment to sustainability, as well as promote the importance of the honeybees through education and awareness. The two hives will provide opportunities for interdisciplinary studies and research by students and faculty. The project received funding from a Sustainability Reinvestment Grant from the GVSU Sustainable Community Development Initiative.

**Mercer County CC Solar Project to Meet 70% of Electricity Needs**

The upcoming 8-megawatt solar installation on campus, funded by the Mercer County Improvement Authority, is expected to meet 70 percent of the college's electricity needs. This will yield an approximate savings of \$1 million per year in electricity costs.

SUNY Establishes 'No-Mow' Zones

The State University of New York is converting areas of turfgrass into meadows, kicking off a new "no-mow" initiative on its main campus. By focusing on plants and plantings rather than turfgrass and trees, the university aims to save energy, emissions, maintenance staff demands, and money spent on fuel, oil and machinery.

From AASHE Bulletin 2013



Committee Corner

Ever feel like purchasing professionals doesn't get enough credit for what they do for the colleges and universities they represent? Maybe your own staff doesn't get the recognition it deserves. There is a way you can recognize your institution, your staff or your peers from NAEP. Submit a nomination to recognize the people you feel deserve some credit.

Recognition for achievement or outstanding service is important to employees and our purchasing departments. By recognizing people for their contributions, we send a message that hard work and sacrifice is worth the effort. It communicates to the award recipient that what they did was important and made a difference. Awards and recognition are also ways to show your University that your department and staff are leaders in their profession.

We often don't get as many nominations as I believe we really should, so please take a moment and visit the [NAEP awards page](#) and familiarize yourself with the types of awards, criteria, and submission guidelines. Nominees can come from every area within our profession, which includes K-12 schools systems, hospitals, as well as small & large colleges and universities.

The Awards Committee, which consists of the NAEP Board of Directors, is here to assist you through the process. Therefore, if you have questions, please feel free to contact me at the phone or email shown below or you may contact any NAEP board member with questions. The committee looks forward to receiving your nominations.

Thank you,

Cory Harms
Iowa State University
Awards Committee Chairperson
515-294-2591
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Member News



Marilyn Leek (Simpson College) Cheers Granddaughter at London Olympics

Marilyn Leek, Director of Procurement at Simpson College in Indianola, Iowa, recently traveled to London to watch her granddaughter, Miranda



Leek, 19, represent the United States at the 2012 Olympic Games in the archery competition. Ranked as number one archer in the U. S. and fourteenth in the world, Miranda will be attending Texas A&M University this fall to study molecular and cell biology and join their archery team. To read more [click here](#).

Retiring...

Gail Morris retired from the University of Florida as of July 27.

Robert C. Moerke will be retiring from Texas State University-San Marcos at the end of August after more than 25 years of service at this institution.

Birthday Congratulations...

A little bird told us about the following Member birthdays in July and August:

Melissa Lee, Tarrant County Purchasing - July 2
Karen Harthorn, University of St. Thomas, Minnesota - July 3
Jeff Darling, University of Colorado - July 4
Darius Kimble, Wiley College - July 6
Karen Khattari, Cedar Crest College - July 14
John Klopp, University of Iowa (retired) - July 19
Terrence Haley, University of Alabama - Huntsville - July 21
Loette King, Emory University - August 3
Pamela Ryals, August 3
Travis Ball, Texas A & M University - Commerce- August 8



Calendar of Events

- **August 27 - 30, 2012: Supplier Diversity Institute - Houston, Texas** *Registration is open*
- **September 13, 1:00 PM EST: VISA Webcast Series: Innovation Initiatives in the Commercial Payments Industry**
- **September 23 - 25: Kentucky's Fall Regional Meeting - Lure Lodge, Kentucky**
- **September 23 - 26: TOAL's Fall Regional Meeting - Norman, Oklahoma**
- **September 24 - 26: District II's Fall Meeting - Virginia Beach, Virginia** *Registration is now open!*
- **October 2 - 5: Upstate New York Fall Regional Meeting - Syracuse, New York** *Registration is now open!*

- **October 7 - 10:** [District VI's Fall Meeting - Tucson, Arizona](#)
- **October 7 - 10:** [MINK / MN_DK Fall Regional Meeting - Council Bluffs, IA](#)
- **October 11, 1:00 PM EST:** [VISA Webcast Series continues](#)
- **October 21 - 24:** [New England Fall Regional Meeting - North Conway, New Hampshire](#) (call 978.542.6037 for info)
- **October 24 - 26:** [Great Lakes Fall Regional Meeting - Cincinnati, Ohio](#) **Registration is now open!**
- **October 25:** [Michigan Fall Regional Meeting - East Lansing, Michigan](#)
- **October 29 - 30, 2012:** [Co-located Procurement Academies](#) (Foundation, Professional, Senior Professional Academies) - Indianapolis, Indiana **Registration is open**
- **November 8, 1:00 PM EST:** [VISA Webcast Series continues](#)
- **November 11 - 14, 2012:** [TAGM Fall Regional Meeting - Biloxi, MS](#)
- **November 26 - 30:** [Women's Leadership Institute](#) - Laguna Niguel, California (Sponsored by ACUI, co-sponsored by NAEP)
- **December 2 - 5:** [Women's Leadership Institute](#) - Amelia Island, Florida (Sponsored by ACUI, co-sponsored by NAEP)
- **December 2 - 5:** [Carolinas Regional Meeting - Asheville, NC](#)
- **December 13, 1:00 PM EST:** [VISA Webcast Series continues](#)



April 7 - 10, 2013:
[NAEP's 92nd Annual Meeting in Orlando, Florida](#)

Call-for-Programs is now open: [Submit your session today](#)



Quote of the Month

“The brick walls are there for a reason. The brick walls are not there to keep us out. The brick walls are there to give us a chance to show how badly we want something. Because the brick walls are there to stop the people who don't want it badly enough. They're there to stop the *other* people.”

– Randy Pausch, *The Last Lecture*



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