

News and Views

**A Publication of the Illinois Association of
Public Procurement Officials, Inc.**

Chapter of the National Institute of Governmental Purchasing, Inc.



**PRESIDENT'S
MESSAGE -
Summer 2007**

By Larry Widmer, CPPB

In every organization, there is a special someone who you know is the catalyst.

That someone who is always able to set a clear direction and find a way to get things done. That person who always greets you with a smile and you know will listen to you. That volunteer who when you are having a bad day that you know will make you feel better just by hearing/feeling the warmth in the way you are greeted over the phone or in person. In our organization, that person is Patti Huth, CPPB, CPPO.

Patti retired from the Village of Lisle on June 30 of this year. She has taught many of us that by working hard at devising ways to improve productivity in an organization, successful results follow. When working to formulate ideas, she led the way with respect and you naturally trusted her, thereby establishing a positive working relationship. She is someone I always depended on and respected.

Patti was always finding ways to promote certification of members, training events and various conferences and vendor fairs. She understood the importance of seeing her responsibilities in the context of the larger picture. She also understood the connection between what you do everyday and how the organization performs. This has resulted in constant positive feedback from colleagues and members.

Patti spent 22 years in the public procurement service and was involved in NIGP, MAPP and

IAPPO for over 19 years. Her long list of credentials includes:

- Secretary MAPP
- Secretary Treasurer IAPPO
- Vice-President MAPP
- Vice President IAPPO (2 terms)
- President IAPPO
- Board Member IAPPO
- Buyer of the Year IAPPO
- President's Award IAPPO
- Leadership and Service Award IAPPO
- State of Illinois Membership Representative NIGP
- Chapter Relations Committee NIGP
- Area 8 Membership Representative NIGP

Patti did not just do what was asked of her, she always thought of other ways she could contribute to the success of the team. Therefore, I am pleased to announce that Patti will be staying active with IAPPO after her retirement from the Village of Lisle.

Patti, we wish you good luck in your retirement and thank you for your dedication, faithfulness, commitment and support in regards to public purchasing over these many years. I know I speak for the entire IAPPO Board when I say congratulations on your board approved Lifetime Membership status!

**1st IAPPO Reverse Vendor Fair
Trade Show
Participant Invitation and Information**

Date: October 10, 2007

Format: One session scheduled from 9:00 a.m. until 3:30 p.m.

Free Lunch will be served from 1100 until 1:00 p.m.

Location: Holiday Inn
860 West Irving Park Road
Itasca, IL 60143

Overview: On October 10, 2007 the Illinois Association of Public Purchasing Officials (IAPPO) is planning on holding our first Reverse Vendor Fair (RFV) at the Holiday Inn, 860 West Irving Park Road, in Itasca.

At the RFV, agency members from IAPPO along with other various government agencies will set up and populate booths, offer information about their respective agencies and how to do business with them.

It is our sincere hope that by hosting a RVF, vendors will have the opportunity to switch places with us and gain a chance to ask us the questions that they want to ask. The overall outcome should be to build a business relationship with vendors that can result in better service, better communications and better prices. *The RVF will also assist in sourcing new vendors and help IAPPO in raising funds for professional training!*

Registration Requirements:

Agency Participants: Please take advantage of this opportunity by sending your local government procurement representatives from municipalities, townships and other various government agencies, schools, etc. Once the rooms are filled up it will be too late to include your entity! To date, committed participating agencies include representatives from:

Chicago Public Schools
City Colleges of Chicago
Sell to Illinois Program (CMS)

IL Department of Corrections
DeKalb County
DuPage County Forest Preserve District
DuPage County Procurement Division
IL E.P.A. - Chicago Office
Village of Hanover Park
College of Lake County
County of McHenry Division of Transportation
County of McHenry – Procurement Division
Metropolitan Water Reclamation District
Of Greater Chicago
Northwest Municipal Conference
City of Naperville
Service Corps of Retired Executives
Village of Schaumburg
Small Business Administration
City of Wheaton
Village of Winnetka
U.S. Post Office – Chicago Branch
U.S. Post Office – Developmental Team
U.S. Post Office – Northern Division (Carol Stream)

Program Participant’s Directory: All participating agencies will be listed in the participant’s directory to be given to each vendor and attendees at the fall conference.

Cancellation Policy: Written notice via mail to Larry Widmer of cancellation is required no later than August 15, 2007.

Please contact IAPPO President, Larry Widmer at lwidmer@NWMC-cog.org to register for this event.

Professionalism

**Government Procurement Magazine
April, 2007
By Frederick Marks**

The words of Alistair Cooke and Al Robertson just about sum up what professionalism is in our careers. More and more we hear the word used, but we almost never define it. It's time! Our leaders demand it of us, and we demand it of others.

Professionalism is the cement of the foundation of our organizations. It's a motivational tool, it improves the quality of our teamwork, and it makes us stand out among our peers, our management, our elected officials.

It has nothing to do with where we come from, or race, or religion, or gender. Professionalism comes from within. It comes from the first day a new buyer sits at the desk and places his or her fingers on a keyboard. It's driven by excellence, and that can be taught from day one.

We spend countless hours writing and editing mission and vision statements for our organizations. We agonize over words and phrases to convey the intent of our professionalism. We ask it of ourselves and our staffs, but we have not defined it.

I'm the last person to create additional work for an overburdened group of professionals, but I think it's time for us to write a Statement of Professionalism and post it as prominently as our mission and vision statements. We should teach it to our staff, promote it within and without our organizations, and make the word part of our everyday vocabulary. Let our staffs sign a Statement of Professionalism and be proud of what it contains. It's time!

I'd love to see it become part of our professional certifications. Let's redefine our certifications--take one of the "Ps" from CPPO and CPPB and let it stand for "Professional." Let's use the word in our reward system by calling the best of our best "Professional Buyer of the Year" and "Professional Manager of the Year," or any other title as long as we use the "P" word.

My Statement of Professionalism would include:

- We are a beacon for Ethics for our organization.
- We will act responsibly to both our organizations and our vendors.
- We will not be duplicitous.
- We will treat everyone with candor and respect.
- Our decisions will be based on law, not politics.
- We will be custodians of the bid process, not manipulators of a system.
- We will actively support all efforts to assure opportunities of public solicitations.
- We are honorable professionals.

- We expect our internal clients and bidding communities to work as hard as we do.
- We will not hide behind a process.

Take some time out of your busy schedules, convene a staff meeting, and write your own Statement of Professionalism. Be serious about it. Develop your own department's statement and display it along with staff signatures. Send copies to your managers and elected officials.

Good luck and send me a copy of your best efforts via [e-mail](mailto:fmarks@mindspring.com) to fmarks@mindspring.com. I'd love to read what you have to say and will incorporate some into a future article on the subject.

About the Author

Frederick Marks, CPPO, VCO (Virginia Contracting Officer), is a retired purchasing officer who held positions as a Supervising Buyer for the Port Authority of New York and New Jersey, as well as Director of Materiel Management for Northern Virginia Community College.

"Efforts and courage are not enough without purpose and direction." President John F. Kennedy

Environmental Corner – by Larry Widmer, CPPB, Northwest Municipal Conference

U.S. Leads World in Wind Power Growth GovPro.com 5/24/07

The U.S. Department of Energy (DOE) released its first Annual Report on U.S. Wind Power Installation, Cost, and Performance Trends: 2006, which provides a detailed and comprehensive overview of development and trends in the U.S. wind power market. Most notably, the Report concludes that U.S. wind power capacity increased by 27 percent in 2006; and that the U.S. had the fastest growing wind power capacity in the world in 2005 and 2006. More than 61 percent of the U.S.'s total wind capacity - over 7,300 Megawatts (MW) - has been installed since President Bush took office in 2001.

"As we work to implement President Bush's Advanced Energy Initiative by increasing the use of home-grown, clean, affordable and renewable

energy, we are eager to continue the trend of increasing the use of wind power at unprecedented rates," DOE Assistant Secretary for Energy Efficiency and Renewable Energy Alexander Karsner said. "Another record-breaking year of the United States installing more wind generating capacity than any other nation is indicative of the President's durable, pro-growth energy policy. With DOE's support, wind power is one of the most important, emissions-free sources of energy being deployed to address climate change and improve our energy security."

In 2006, for the second straight year, the U.S. led the world by installing 2,454 MW of wind power capacity, enough to power the homes in a city the size of Philadelphia. The U.S. produced roughly 16 percent of the worldwide wind market, followed by Germany, India, Spain, and China.

The Report specifically analyzes trends in the marketplace including wind power prices compared to wholesale electricity prices, project costs, turbine sizes, and developer consolidation. It also describes the increasing performance of wind projects, current ownership and financing structures, and trends among major wind power purchasers. By collecting this information in one publication, the report will provide a valuable resource to industry participants, energy regulators, and state and local policymakers.

Specifically, some of the key findings of the Report include:

- The U.S. is the fastest growing wind market worldwide. There remains substantial potential for the expansion of wind power to achieve approximately 20 percent of the nation's generating mix.
- Texas, Washington, and California lead the U.S. in annual capacity growth.
- Wind power is competitive and has provided good value in wholesale power markets. Wind power has consistently been priced at, or below, the average price of conventional electricity (coal, nuclear, natural gas, etc.).
- The cost of turbines has risen since 2002. Higher costs have reversed the decline in total wind project costs and driven up the cost of generating wind power. Turbine cost

increases have been driven by rises in input material and energy prices, and some shortages in certain turbine components.

- Wind project performance, has increased sharply over the last several years. This has been driven in part by improved project siting, and technological advancements.
- The wind market is in a period of transition. Electric utilities have shown increased interest in wind project ownership, and merchant wind power plants and sales to power marketers have become more common.

"The country needs and, unless I mistake its temper, the country demands bold, persistent experimentation. It is common sense to take a method and try it; if it fails, admit it frankly and try another. But above all, try something."
President Franklin Delano Roosevelt

IAPPO Buyer & Manager of the Year Awards (2006)

Cindy Krebs, CPPB, CMS was named IAPPO's 2006 Buyer of the Year at the Spring Conference in Bloomington. She is a graduate of Eastern Illinois University and has been a Buyer for the State of Illinois for 21 years. In recent years at CMS, she has been responsible for statewide master contracts for computers, printers, copiers, fax machines, toner cartridges and office supplies, among many other business tools that State agencies need to operate.

"Without the things that Cindy buys, the State would have great difficulty functioning," said Mike Smith, Deputy Director of the Bureau of Strategic Sourcing and Procurement. "She has done an exceptional job of assessing agencies' needs, aggregating demand, buying in bulk and negotiating aggressive price discounts so agencies and local governments can buy more for less."

Congratulations to Cindy on a job well done!

Bill Sarley, Village of Glenview was named IAPPO’s 2006 Manager of the Year at the Spring Conference in Bloomington. He is a graduate of St Mary’s University in Winona, Minnesota. This year Bill celebrates 40 years in Public Purchasing. His career began as a Summer Intern with the City of Chicago in 1967. After leaving the City in 1979, Bill worked as Purchasing Agent for the Village of Skokie. Then in 1995, he became the Purchasing Agent for the Village of Glenview. Bill has served both locally as the founder of MAPP and on the Board of Directors for IAPPO. He has also served nationally on various committees for NIGP and was the second person to receive the NIGP “Buyer of the Year Award.” Over the past (nearly) 20 years, he has a long list of credentials that also includes:

- NIGP Manager of the Year
- MAPP Manager of the Year
- NIGP Distinguished Service Award
- NIGP Regional Membership Representative
- NIGP Instructor
- National Committee(s) for NIGP (4)
- Held Certification as both CPPO & CPPB
- Founder of CSCPA now known as MAPP
- Officer for APP
- IAPPO Committee(s)
- Chair NAMCO Purchasing Committee
- State of IL Advisory Committee on Central Purchasing in Small Communities

Congratulations to Bill on a job well done!

The criteria to be considered for the honor include a professional’s:

- Contributions to the purchasing and procurement field.
- Contributions to professional development.
- Contributions to the entity he or she serves.

NIGP Course Additions:

Educated Leaders and Managers...Priceless
 NIGP is pleased to announce their latest course addition which is now available in our area. Beginning July 1, the best-selling book, Fundamentals of Leadership and Management in

Public Procurement will be the basis for a two-day course with the same title.

Designed to examine leadership and management issues regularly faced by public sector professionals, this course will focus on motivation, decision making, communication, conflict management, group dynamics, and organizational change. Course highlights include:

- Leader v. Manager
- Evaluating the use of internal consultants
- Debates and discussions on ethics and integrity
- How ethics and integrity impact daily decisions
- Assess team productivity

Whether you are a supervisor or part of a management team charged with guiding, leading or coaching, this class is for you. If you are new to the public sector, this course will put public procurement into perspective as you identify procedural differences and distinctions in the workplace. Any individual contemplating making a move into a public management position, or striving to earn the CPPO designation will find this course beneficial.

Course registration is \$350.00 per person (textbook, networking, insights included).
 Course Description:

FUNDAMENTALS OF LEADERSHIP AND MANAGEMENT IN PUBLIC PROCUREMENT

Duration: 2-Day Seminar

Contact hours: 16 hours
 UPPCC* Re-Certification points: 2
 CEU Units**: 1.5

General Description:
 Designed to examine leadership and management issues regularly faced by public sector professionals, this course will focus on topics of motivation, decision making, communication, conflict management, group dynamics, and organizational change, with more attention being paid as to how these issues relate. Such discussions of theory with practical application are intended to improve an organization’s effectiveness when considering the professional.

Intended Audience:

The course will prove to be of value to all supervisory and management personnel charged with guiding, leading or managing. Any individual contemplating making a move into a public management position, or striving to earn the CPPO designation will find this course to be beneficial. For those individuals transitioning into the public sector from the private sector, the course will frame the context of public procurement and identify procedural differences and distinctions in the workplace.

Prerequisites: Although open to all, this course would best meet the needs of those already in a position of management and are interested in improving their skills, and advancing their public procurement career.

Course Objective and Intended Outcomes:

Upon successful completion of this course participants will be able to:

Explore procurement's strategic role in the organization and its relationship to Finance, Human Resources, Budget, Information Technology and Legal functions. Assess opportunities to improve performance of the procurement organization. Evaluate the concepts of leadership and management in public organizations and how each contributes to the success of goals and objectives within the organization. Utilize effective communication, internally and externally

Course Outline:

The following is an outline of the material that will be covered in this two day course. Practical examples, group exercises and case studies will be utilized throughout the course.

DAY ONE

Pre-test

Management Theory and Concepts

- Work Structures
- Employee Motivation
- Practical Applications

Leadership Theory and Concepts

- Functions of Management
- Leadership Theories
- Practical Applications

Political Environment

DAY TWO

Procurement within the larger organization

- Decision Making
- Change Management
- Core Values

Effective Communication

Continuous Improvement

- Internal Consultants
- Cross Functional Teams
- Evaluation

Post Test

This outline may be modified slightly at the course instructor's discretion.

* Universal Public Purchasing Certification Council (UPPCC)

**CEU units for this workshop are granted through NIGP, which is authorized by the International Association for Continuing Education and Training (IACET), to offer courses for CEU units. To learn more about IACET and CEUs, visit www.iacet.org.

Requirements of Participants to receive CEU units:

Attendance at the entire course is required. A sign-in sheet will be available each day the class is in session. Daily sign-in is mandatory to be eligible to earn CEU units. Active participation in all case studies, discussion and exercises. NIGP will not issue partial CEU units. An evaluation form must be completed and returned to the site coordinator prior to the completion of the course.

For NIGP's complete Continuing Education Units (CEU) Policy Statement visit: www.nigp.org/educate/CEUPolicyStat.htm

Legislative Committee Review by Larry Widmer, CPPB & Rick Hughes, CPA JD, Co-Chairs

Last years Legislation Impacting Procurement in the State. Will These be Coming to Your Town Soon?

SB2459 – Public Act 94-0978

Among the highlights of the law:

Requires after award subject to the provisions of the Freedom of Information Act, that the procuring agency shall make available for public inspection and copying all pre-award, post award, administration, and close-out document relating to that particular contract.

Encourage vendors competing for bids to hire both veterans and ex-felons.

Provides tax credits for employers who hire either ex-felons or veterans.

Procurement Code Rule Changes

In October 2006, CMS implemented multiple changes to the procurement rules designed to further enhance accountability and transparency in the way procurements are conducted. The revised rules:

- Provides a listing of required documents to be included in each contract file.
- Requires that all sole source procurements be submitted and approved by CMS prior to contract execution to ensure consistent application of sole source criteria.
- Requires more disclosure of evaluation criteria in the solicitation document to provide for greater insight into how the State plans to reevaluate offers.
- Outlines the process for conducting best and final offers with vendors in order to ensure the State's requirements and needs are clear and to ensure a fair exchange of information.
- Requires publication in the Illinois Procurement Bulletin the reasons the State would select a vendor for award who did not submit the lowest price as part of the bidding process.
- Describes when and how pre-solicitation assistance is permitted and how this assistance must be disclosed as part of the solicitation process.
- Requires a provision appear in Request for Proposal (RFP) documents that require vendors to identify any subcontractors they plan to utilize in the performance of the contract.

- Provides a complete listing of all procurement categories that are required to be set-aside for qualified small business, grants CMS authority to waive the requirement and provides acceptable factors that may warrant the waiver.

Other State Procurement Changes

Effective 12/1/06 the "small purchase thresholds for procurements under the authority of CMS as CPO is now:

Supplies and Services; not exceeding \$30,500
 Construction: not exceeding \$36,600
 Professional and Artistic Services: less than \$20,000

The small business set aside amount has been raised to \$50,000 from \$25,000. In other words, purchases for less than \$50,000 must be set aside for small businesses. There is a waiver process available. This is in addition to the 64 mandated categories that are set aside for small business. Again, a waiver process is available if circumstances dictate it within the 64 categories.

Governor's Executive Order No. 1 (2007)

Orders that the prudent efficient and ethical management of taxpayer dollars must provide for procurements to be free of influence and is based solely on the ability to provide goods and services on terms most favorable to the State. Further, the order requires Warrant and Certification:

Seeking to protect these interests, the State requires that all contractors, vendors and bidders subject to this Executive Order warrant and certify that they and, to the best of their knowledge, their subcontractors have complied and will comply with the requirements set fourth in this Order. All Chief Procurement Officers in the State shall issue whatever notices and directives they deem necessary to carry out this Order.

Vehicles – Effective June 1, 2007

HB 4137 of last year became law effective June 1, 2007 and July 1, 2007

Requires the use of state funds in purchasing vehicles shall be done by the purchase of Flex Fuel Vehicles (FFV) that operate on E-85 effective June 1, 2007.

On July 1, purchases of vehicles shall be either FFVs or fuel efficient hybrid vehicles (defined as automobiles or light trucks that use a gasoline or diesel engine and an electric motor to provide power and gain at least a 20% increase in combined US-EPA city-highway fuel economy over the equivalent or most similar conventionally powered model).

Certain vehicle procurements may be deemed exempt from this requirement based on “intended use or other reasonable considerations such as health and safety of Illinois citizens.”

“Thomas Jefferson once said, “we should never judge a president by his age, only by his words.” And ever since he told me that, I stopped worrying.
President Ronald Regan

Ethics Corner – by Cathy Link, CPPB, County of McHenry

**How Can Your Company Avoid Ethics Problems?
Better Business Bureau**

Recently, the topic of corporate ethics has graced the pages of newspapers and magazines all across the country. CEOs of businesses of all sizes are now realizing that the only way to have a successful company is to act and conduct business in an ethical manner.

Ethics should start from the top down in any organization. Being honest and open is the only way to succeed at business. As a CEO or top manager, how can you avoid ethics problems within your business? The Better Business Bureau offers the following tips:

- Bring your highest sense of ethics to your business and lead by example. Demonstrate high ethical standards of behavior toward

your customers, suppliers, shareholders, employees and communities in which you do business. Be honest in all your dealings.

- Develop an ethics policy. Make certain that your policy starts at the top level so that company management sets an important example for all employees. Set up training programs that will assist employees in carrying out established ethics policies. Although an ethics policy may not stop unethical behavior, it may give people something to think about and provide a measurement against which to assess their behavior.
- Establish an internal communication system that allows employees to express concerns directly to top management if they suspect wrongdoing or are uncomfortable with current practices. Consider appointing an ombudsman.
- Treat your employees with respect and fairness.
- Reward your employees for ethical decision making and actions.
- Meet with your accounting staff to reinforce the highest reporting and accounting standards and expectations. When the line between doing what is right and what is legal is not clear, move back to what you know is right.
- Know what is going on in your company. Routinely walk around and talk to your employees directly. Get a feel for what they are doing. Be accessible and interested.

“It is no use saying, “We are doing our best.” You have got to succeed in doing what is necessary.”
Sir Winston Churchill

New CPPBs

Congratulations to Cindy Anderson, CPPB for recently passing the written exam to earn the designation Certified Public Procurement Buyer! Cindy has been a Buyer at CMS for the past eight years, procuring food, cutlery, kitchen equipment and other essential commodities for agencies including the Departments of Corrections, Human Services, and Veterans Affairs.

Congratulations also is in order to Mike Knauer, CPPB for recently passing the written exam to earn the designation Certified Public Procurement Buyer!

Mike has been in Procurement at the Department of Corrections for seven years. As the Contract Manager, he is responsible for the Department's procurement of services such as Medical, Mental Health and Substance Abuse Treatment for inmates; Facility Repair and Maintenance services; Equipment/Office Machine leases, etc.

Mark Your Calendars!

**NIGP Webinar:
PO Terms and Conditions for Construction
Date: Thursday, July 12
Time: 12 PM Central
Presenter: Mike Bevis, CPPO, C.P.M.**

The session will cover:

- The unique nature and needs for a **Purchase Order for small construction projects.**
- The **legal requirements** of the P.O. to the business purposes and physical needs of the organization.
- **New and/or revise existing P.O.** documents to better fit organizational needs.
- The **development of P.O. training materials** for the use of client departments.
- The **analysis of the goals and intent** of the Purchase Order for Work (Construction).

- A **review of the different types of contracts** used by procurement professionals.

Registration deadline: Thursday, July 5

Go to NIGP.org and visit the Webinar Page and select the Website title on the right. You can select to register online or print and fax/mail the registration form.

The NIGP 62nd Annual Forum and Products Exposition will be held from August 4 through August 8, 2007 in Hartford, Connecticut.

Why should you attend?

The NIGP Annual Forum and Products Exposition is the largest North American educational conference exclusively for individuals in Public Purchasing! This is a once-a-year opportunity to engage in professional development and to discover new products and services in the Products Expo. Get your share of new ideas, innovative techniques and network with your peers to find out what they are doing to meet the demands placed on them by their customers and constituencies.

MAPP Round Table/TBD, Schaumburg Prairie Center for the Performing Arts - September 28

The 2007 IAPPO Fall Conference and Reverse Vendor Fair (IAPPO's 30th Anniversary) will be held on October 10, 11 and 12, at the Holiday Inn Itasca, Itasca, Illinois. IAPPO will host its first **ever "Reverse Vendor Fair"** on October 10 from 9:00 a.m. until 3:30 p.m. (Free Lunch and Free Parking!)

Steve Gilliland, CSP, Presents Mum's the Word as Keynote Speaker for the 2007 IAPPO Fall Conference

Steve Gilliland, CSP, is one of the most in-demand and top-rated speakers in the country. Steve's motto is "If you take care of people, the business will follow." Implementing this principle, he has helped people grow their business and expand their lives by teaching them to rethink their work, their relationships and themselves. Steve has shared the platform with such distinguished people as Dr. Warren Bennis, Governor Ann Richards, Rudolph Giuliani, Bruce Jenner and Bob Eubanks, as well as Jack Canfield, creator and cofounder of *Chicken Soup for the Soul*.

MAPP Round Table/Guest Speaker, Village of Oak Brook – November 30

MAPP Holiday Business Luncheon & Appointment of Executive Board Members, Millrose Restaurant, South Barrington – December 7

IAPPO Officers and Executive Board

President:

Lawrence F. Widmer Jr., CPPB
Deputy Director
Northwest Municipal Conference

Vice President:

Cathy Link, CPPB
Purchasing Director
County of McHenry

Secretary:

Joan M. Morange, CPPB
DuPage County Finance Department
Procurement Services Division

Treasurer:

Darcie Garza, CPPB
DuPage County Finance Department
Procurement Services Division

Executive Board

Theresa Dobersztyn, C.P.M.

Cindy Krebs, CPPB
Procurement Services Division
CMS

Phil Krysek
DuPage County Forest Preserve District

Darrell Marcy, CPPB
Secretary of State’s Office
Budget & Fiscal Management

Ray Restarski CPPO, CPPB
Purchasing Agent
Village of Winnetka

Ken Bailey
Purchasing Department
City of Springfield

Immediate Past President:

Robert Partridge, CPPB
Secretary of State’s Office - Department of Physical Services

Newsletter Editor: Lawrence F. Widmer Jr., CPPB

HOW DO YOU WISH TO RECEIVE YOUR COPY OF <i>IAPPO</i>'s NEWS & VIEWS?	
<input type="checkbox"/>	U.S. MAIL
<input type="checkbox"/>	Please e-mail my copy!
Be sure to include any changes in your name, address, telephone, fax, or e-mail.	
<u>FAX BACK TO JOAN MORANGE</u>	
(630) 407-6201	

Name: _____

Title: _____

Agency: _____

Address: _____

Address: _____

City, State, Zip: _____

Telephone: _____

Fax: _____

Email: _____

