

Notes From Your President . . .

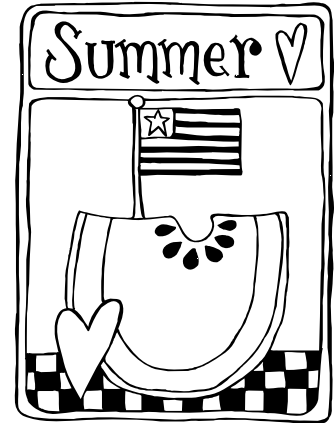
It was great to see everyone in Lynnwood. The spring meeting was a great success. I would like to thank Cindy Beyer and Jenene Gibbs for the fantastic job they did with the fish video. It was a high-energy session that had excellent group interaction. Don't forget the four principles of the fish philosophy: play, make their day, be there, and choose your attitude. If you can use these in your daily work, you should see an improvement in your environment. For those who were unable to attend the spring meeting, NACS has a copy of the fish video and they said it would be available to check out. I strongly recommend you watch this video. It's a great training aid.

I would like to thank Dixie Crabtree and Donna Johnson for all their hard work on setting up the meeting and Phil Frey, Marci Herron, Janet Kehn and Vicky Lamoreaux for all their efforts on bringing us quality education.

There has been an ongoing discussion concerning the continuation of the spring meeting. In the past, the spring meeting hasn't been very well attended. Our current by-laws state we need to have two general meetings. We're in the process of getting ready to send out a ballot to change the by-laws so that we have at least one mandatory general meeting. If the by-laws are changed, we plan to improve the NCBA Thursdays. I think we can provide better educational opportunities for the members by bringing education closer to you. The last NCBA Thursdays were well attended.

I hope everybody has marked his or her calendar for the fall meeting, November 19-21 in Portland. The meeting will be at the Doubletree Hotel in Jantzen Beach. I look forward to seeing all of you in Portland.

Gary Jones
President
gjones@grcc.ctc.edu



Past-President

Is summer coming????? I sure hope it gets here soon! It seems that each year, I have less slow time than before. There are so many things to get done when the store is not supposed to be busy. I am sure that you are all feeling these same pressures, and it is a good feeling to know that we are all in this together. Please don't forget that you will be getting a ballot this summer to vote for President-Elect and Secretary/Treasurer. Also let me know about retirees that can be honored at our fall meeting. I hope that most of us get a chance to participate in the spring and summer NCBA educational opportunities. The Mega-Regional planning committee will be meeting again this fall, and you will begin to see more information about this event set for fall 2003 in Reno. Summer is a time to relax, vacation, and enjoy life and I hope you get a chance to do it all!

C-Ya
Debbie Bruce

President

Gary Jones
Green River Comm. College

President Elect

Angie Zurcher
Pacific Lutheran Univ.

Secretary/Treasurer

John Wonder
Clatsop Comm. College

Past President

Debbie Bruce
Columbia Basin Comm. Coll

Newsletter Editor

Kathy Barnhardt
kathyb@chemeketa.edu
ChemeketaComm. College

Visit our web site:
www.nwcba.org

President Elect

Happy Summer! As I write this, we are having buyback and preparing for inventory. Just two more reasons why I love the bookstore industry. I want to thank all those who put on the Spring Meeting. The team building FISH program was a hit, as were all the educational sessions. Meetings are a ton of work, but the rewards are many. All the positions within our organization are fun and fulfilling. Getting new blood on the NCBA board is one way to keep ideas fresh and moving forward. Please step up and let us know what position you might be interested in. Phone 253-535-7668 or zurchea@plu.edu. We are going to do our own SKU level inventory this year using the new Palm device. I am excited in trying new and innovative ways to improve our processes. This will be short as I need to rescue a cashier. Wish me luck, my daughter is getting married June 8th. Have a great summer!

Angie Zurcher
NCBA President-elect
zurchea@plu.edu

Ad Hoc Committee

Attendance at recent NCBA spring meetings has caused the NCBA Board to consider the possibility of not having them. Since our by-laws mandate two meetings a year, the board has directed the committee to prepare for the possibility of having one general meeting per year by initiating the process whereby By-Law II, Section 1 would be amended to read "The organization shall hold

at least one (1) general meeting per year."

The committee has also contacted NACS counsel Marc Fleishacker of Arent Fox to determine if Washington State law permits voting in situations other than meetings by means other than mail.

The revised Constitution and By-Laws as approved by the membership on March 20, 2002, will be posted on the NCBA website (nwcba.org) in the near future. To save the cost of distribution, we will not be mailing copies to the membership.

WANTED!

Your favorite vendor who should be at the NCBA Fall Meeting Trade Show. Please send information to Katie Neiman, kneiman@clark.edu or Ueli.Stadler@reed.edu

**NCBA Fall 2002 Meeting
November 19-21, 2002**

Thomson Learning would like to remind customers that returns of Thomson's newly-acquired Harcourt College product should be sent to Thomson and that these returns will be subject to Thomson's returns policy. All Thomson and Harcourt College product that is returned to Harcourt's Troy, MO distribution center will be returned to the store customer at their expense. On Thomson's college store web site service.plus.thomsonlearning.com, stores can find complete lists of Thomson's newly-acquired Harcourt College titles (under *News You Can Use*) and details of Thomson's returns policy (under *Customer Service Center*).

Education Committee

This year's summer workshops will include a wealth of knowledge for receiving clerks and textbook managers on saving freight charges and Xanadu's digital delivery capabilities. **Who should attend?** Managers, textbook managers, shipping/receiving clerks, and anyone wanting to learn more about these areas. Don't miss this opportunity to improve your skills and to network with your colleagues for only \$20/person. The dates, times, locations, and agenda for the **Summer Workshops** are listed below:

July 23, 2002

Green River Community College
Auburn, WA
Contact: Gary Jones, 253-931-3961

July 24, 2002

Portland Community College
Portland, OR
Contact: Laurie Bales, 503-977-8030

July 25, 2002

Spokane Community College
Spokane, WA
Contact: Cathy Scott, 509-533-7085

Agenda:

9:00am - 11:30am: Cindy Sirani
Shipping/Freight Savings
11:30am - 12:30: Lunch
12:30pm - 2:30pm: John Keeney -
Digital Delivery
2:30pm - 3:00pm: Host School -
Textbook Managers
Networking Session

Phil Frey
Education Chair
frep@chemeketa.edu

Marketing Committee

Summer is near and eventually even the weather will catch up with the season. For NCBA, summer means that our memberships need to be renewed. I will be sending out the membership renewal forms by the end of this month. Please make sure to fill out and correct the directory information so I can update our little green book. Renewal forms are due back to me by the end of June.

On a related topic, if any of you deal with vendors who are not (yet!!) members of NCBA, please point out all the wonderful benefits our association has to offer and direct them to me. Or even better, just send me a note with their contact address so I can send them an NCBA information packet. The easiest way to reach me is via email at ueli.stadler@reed.edu. Have an enjoyable summer,

Ueli Stadler
Marketing Committee Chair
ueli.stadler@reed.edu

The NCBA Newsletter is now also available electronically. If you would like to sign up for that version, please contact Ueli Stadler at ueli.stadler@reed.edu or call me at 503-777-7758. Thanks!

NACS Article on UPS

This article is being reprinted with permission from NACS. It can be found or read in its entirety at <http://www.nacs.org/news/052402-ups.asp?cmb>

United Parcel Service (UPS) workers who belong to the Teamsters have voted to authorize a strike if contract negotiations are not settled when the current contract expires on July 31. The vote does not mean a strike is certain although the union is required to give advance warning of the possibility of a strike, so college stores should be prepared in any case.


In 1997, UPS workers went on strike for 15 days after contract talks broke down. The strike hit at the beginning of rush for many college stores.

Although most college stores did not rely on UPS directly for rush shipments, other freight carriers had their hands full picking up the slack. UPS and Teamsters began the contract renewal process on January 30, about a month earlier than in 1997, and more than half of the 32 items up for negotiation have already been resolved. However, the 1997 contract wasn't settled until three months after the strike ended, and negotiators still have the stickiest two issues to negotiate: pay raises and creation of full-time positions.

Both sides claim they want to avoid a repeat of 1997's situation, when the company lost \$800 million in sales and union workers lost \$200 million in wages. However, the UPS contract is critical to the union, and the Teamsters have publicly promised to do "whatever it takes" to yield a

successful contract. The union is in the process of amassing a larger strike fund to financially assist members in the event of a strike.

The NACS Freight Program is sending out updates on the UPS situation to all its enrolled stores. Even though stores who use the program's carriers for ground shipments will be a good shape if a UPS strike does occur, Managing Director John Finucane suggested stores may want to put some contingency measures in place. In particular, he recommended stores place rush orders earlier or take earlier delivery on delayed shipping, and possibly increase the order size a bit to ensure sufficient inventory through rush.



Please join me in welcoming our newest member to the NCBA. On May 23 at 5:37pm, Lara Mann (Southern Oregon University Bookstore Director) gave birth to Jackson Sanchez Mann. He weighed in at 8 lbs., 19 1/2". Lara and Jackson are both well and finding their new routine. Lara is planning to return to work (the paid kind that is!) in August. Congratulations to Lara, Don, and Ivy.


S U M M E R
Have a GREAT Summer!



Upcoming Events

NCBA Fall 2002 Meeting
November 19 - 21, 2002
Jantzen Beach,
Doubletree Hotel
Portland, Oregon

Summer Workshops
July 23 - July 25
(See inside newsletter)

The next NCBA Newsletter will go out approx. the end of August, 2002. To submit articles for the newsletter, send to: Kathy Barnhardt at Chemeketa Community College Bookstore or email me at kathyb@chemeketa.edu or fax at 503-399-4897.

When you submit something for the newsletter please indicate specifically that it's to be put in the newsletter. I get lots of information about NCBA and sometimes I'm not sure if it's just to read or to be put in the newsletter. Thank you!

PROPOSED NCBA BUDGET 2002/2003 4/10/02

<u>Dues and Revenues</u>	Budget 02-03	Budget 01-02
Dues-Stores	\$ 12,600.00	\$ 13,500.00
Dues-Associates	\$ 12,000.00	\$ 13,500.00
Meeting-Fall 02	\$ 44,500.00	\$ 44,500.00
Meeting-Spring 03	\$ 5,000.00	\$ 6,000.00
Mini-Nars	\$ 1,150.00	\$ 1,500.00
Marketing	\$ 200.00	\$ 200.00
Interest	\$ 1,000.00	\$ 1,000.00
Misc.	\$ -	\$ -
Total Dues & Revenue	\$ 76,450.00	\$ 80,200.00
<u>Program Service Expenses</u>		
Meeting-Fall 02	\$ 32,000.00	\$ 35,000.00
Meeting-Spring 03	\$ 5,000.00	\$ 6,000.00
Board Committee:		
Executive	\$ 7,500.00	\$ 7,500.00
Education	\$ 7,400.00	\$ 7,400.00
Marketing & Newsletter	\$ 3,000.00	\$ 3,000.00
Planning	\$ 500.00	\$ 500.00
Buying	\$ 4,000.00	\$ 4,000.00
Ad-Hoc	\$ 500.00	\$ 500.00
Scholarships	\$ 4,000.00	\$ 4,000.00
Awards	\$ -	\$ -
Mini-Nars	\$ 4,000.00	\$ 5,000.00
	\$ 67,900.00	\$ 72,900.00
<u>Support Services Expenses</u>		
NACS Leadership Conference	\$ 1,500.00	\$ 1,500.00
President's Travel	\$ 1,500.00	\$ 1,500.00
Admin. Office & Misc.	\$ 750.00	\$ 500.00
Insurance	\$ 700.00	\$ 700.00
Accounting	\$ 600.00	\$ 600.00
		\$ 2,500.00
Special Projects		\$ 7,300.00
Mega Regional Expenses		
Working Capital	\$ 2,000.00	
Camex Reception	\$ 1,000.00	
Planning & Travel	\$ 2,000.00	
Misc.	\$ 1,500.00	
Total Expenses	\$ 79,450.00	\$ 80,200.00
Loss (will recover in 2003 after Mega)	\$ (3,000.00)	

NORTHWEST COLLEGE BOOKSTORE ASSOCIATION

2001-2002 REVENUE AND EXPENSE SUMMARY

<u>Dues and Revenues</u>	<u>Budget 01-02</u>	<u>YTD (3-31-02)</u>	<u>Rem. Bal.</u>
Dues - Stores	\$13,500.00	\$12,610.00	\$890.00
Dues - Associates	13,500.00	11,250.00	2,250.00
Meeting - Fall	44,500.00	46,390.00	(1,890.00)
Meeting - Spring	6,000.00	0.00	6,000.00
Mini-Nars	1,500.00	4,340.00	(2,840.00)
Marketing	200.00	130.00	70.00
Interest	1,000.00	552.28	447.72
Misc.	0.00	191.25	(191.25)
Total Dues and Revenues	<u>\$80,200.00</u>	<u>\$75,463.53</u>	<u>\$4,736.47</u>

Program Service Expenses

Meeting - Fall	\$35,000.00	\$31,103.75	\$3,896.25
Meeting - Spring	6,000.00	100.00	5,900.00
Board Committee			0.00
Executive	7,500.00	3,555.07	3,944.93
Education	7,400.00	4,569.81	2,830.19
Marketing & Newsletter	3,000.00	3,100.72	(100.72)
Planning	500.00	179.75	320.25
Buying	4,000.00	2,697.14	1,302.86
Ad-Hoc	500.00	49.59	450.41
Scholarships	4,000.00	1,005.63	2,994.37
Awards	0.00	0.00	0.00
Mini-Nars	5,000.00	8,251.03	(3,251.03)
Total Program Expenses	<u>\$72,900.00</u>	<u>\$54,612.49</u>	<u>\$18,287.51</u>

Support Services Expenses

NACS Leadership Conference	1,500.00	0	1,500.00
President's Travel	1,500.00	361.25	1138.75
Admin. Office & Misc.	500.00	548.39	(48.39)
Insurance	700.00	564.00	136.00
Accounting	600.00	550.00	50.00
Special Projects	2,500.00	5740.09	(3240.09)
Total Support Services Expenses	<u>7,300.00</u>	<u>7763.73</u>	<u>-463.73</u>

Total Expenses	\$80,200.00	\$62,376.22	\$17,823.78
Net	0.00	13,087.31	(13,087.31)
Checking Account Balance			\$26,697.73
Money Market Account Balance			30,496.53
Credit Card Clearing Account			246.07
Total			<u>\$57,440.33</u>

**Northwest College Bookstore Association
Spring Business Meeting
April 24, 2002**

The meeting was called to order at 4:20pm at the Lynnwood Embassy Suites by President Gary Jones.

The minutes of the fall business meeting were approved as written.

President's Report – Gary Jones

The board is reviewing and evaluating the associations programs in an effort to make changes and improvements where needed. The Mega Regional is scheduled for November 3-6, 2003 in Reno, Nevada. It should be a fantastic meeting, with the planning proceeding quickly. Financially it should provide NCBA with the average revenue experienced at our local fall meetings. Educational sessions will be many and on a wide variety of topics. Debbie Bruce, Laurie Bales, and Gary Jones are serving from the northwest on the planning committee.

Secretary/Treasurer's Report – John Wonder

As of Monday, April 22, 2002 revenues for this year have been \$81,539.89, expenses have been \$63,205.66. The total funds available to date are \$60,151.34. The expenses for this meeting have not yet been paid. The financial documents for the association are being computerized, with historical data for the last two years being input at this time.

The Constitution and By Law change ballot was approved by 73%. The finalized document will be posted to the web site soon.

Past President's Report – Debbie Bruce

Nominations for President Elect and Secretary/Treasurer are now being accepted. Anyone with information about store managers who are retiring or any store employees who are leaving the store after at least twenty years of service should talk to Debbie. A tribute to Bob Cross, retiring general manager of the University of Washington Bookstore will take place at the fall meeting. Anyone with pictures or anecdotes should contact Debbie as well.

President-Elect's Report – Angie Zurcher

The budget for 2002-2003 was distributed and discussed. Members were encouraged to solicit new vendor members. Anyone in the Tacoma area who would like to attend the mini-nar, on merchandising next Wednesday at Pacific Lutheran University should contact Angie soon.

Standing Committee Reports

Buying Committee – Dave Taylor

The number of schools responding to the bid estimate sheets was about average. The committee is attempting to do more of their work through e-mail and postings on the web site in order to save money on printing and postage. The schedule of events has been changed to a calendar year with the product evaluations and awarding of bids happening at the fall meeting. Kay Akers will replace Dave as the chairman next year. Rachel Ward, Mary Henley and Bill Semmler are committee members.

Education Committee – Phil Frey

The first round of mini-nars take place next week. April 30th at Gonzaga University, May 1st at Pacific Lutheran University and May 2nd at University of Oregon. Tracy DeCourcy will present materials and "hands-on" opportunities in merchandising. The topic for the July session will include digital delivery and shipping and receiving. Any suggestions for educational sessions at the fall meeting should be forwarded to any of the committee members: Vicky Lamoreaux, Janet Kehn or Marci Herrin.

General Meetings – Gary Jones

Gary thanked Dixie Crabtree and Donna Johnson for all their help with this meeting. The fall meeting will be held at the Jantzen Beach Double Tree Hotel November 19-22, 2002. The spring 2003 meeting will be in the Portland areas, and the fall 2003 meeting is in Reno.

Marketing Report – Ueli Stadler

Max Hartman has made significant progress in updating and improving the NCBA web site. Ideas for additional changes can be directed to Ueli. They are currently working on making the site interactive in order to enable on line registration for meetings, etc. This project may take some time yet. Anyone who has any concerns regarding the level of moderation of the list serve should contact Ueli. The last three editions of the newsletter have now been posted to the web site, with e-mail notification being sent to the membership as that happens. The membership directory is slated to be updated and sent out by the end of August. Addendum to the directory will be mailed as needed.

A round of applause was given to Ueli and Max for their monumental efforts and accomplishments on the web site.

Old Business

Spring Meetings – Ueli Stadler

The viability of the spring meeting is again in question. It appears that the many more opportunities for networking being offered now are making ample attendance at the spring meetings more and more difficult to obtain. The proposal is to enhance the mini-nars and bring more education to locations that would be more convenient to the members. After discussion, it was decided that a proposal to change the wording about general meetings in the By Laws be made. The ballot for the change will allow for “at least” one general meeting rather than the current designation requiring two meetings each year. This language would not preclude having two general meetings should the membership desire. The ballot will be mailed soon. In order to be approved a By Law change requires a response from at least 50% on the membership with 2/3 voting to approve.

Mega Regional – Gary Jones & Debbie Bruce

The meeting will be held at the Peppermill Hotel in Reno at a room rate of \$69/night. The rooms are nice and the food very good. The planning committee is expecting approximately 500 attendees, with over 200 vendor booths for the trade show. The education budget for the meeting is \$20,000. There will be time for user group meetings and bonus sessions prior to the meeting. Each association will hold individual business meetings and presidential receptions. There has been excellent vendor response to the idea. There are 17 states in the associations participating.

New Business

Douglas Carlsen, NACS Trustee for the West fielded questions and concerns about NACS and NACSCORP.

Dixie Crabtree thanked Gary Jones for his extraordinary effort to make this meeting a success.

The meeting adjourned at 5:35pm.

Respectfully submitted,
Kristy Walker
Recording Secretary