



SCAGPO
South Carolina
Association of Governmental Purchasing Officials



**S.C.A.G.P.O.
2012 Fall Quarterly Training Seminar**

**Seawell's Banquet and Reception Center
1125 Rosewood Drive
Columbia, SC 29201**

September 13, 2012

AGENDA

- | | |
|---------------|---|
| 8:00 – 8:30 | Registration |
| 8:30 - 8:45 | Opening Remarks
Sam Hanvey, SCAGPO President |
| 8:45 -10:15 | Jeffery A. White, C.P.M.
President-CEO, J. A. White & Associates, Inc. |
| | Skills in Negotiations |
| 10:15 – 10:30 | Break |
| 10:30 – 11:45 | Jeffery A. White |
| 11:45 - 1:00 | LUNCH (lunch will be served) |
| 1:00 – 3:00 | Jeffery A. White |
| 3:00 – 3:15 | Break |
| 3:15 – 4:30 | Jeffery A. White |
| 4:30 – 5:00 | Announcements |