



# METROPLEX CHAPTER CURRENT

MARCH 1980

## TAMING THE COST MONSTERS



The program develops the ground work, and site selection process as well as looks at negotiating labor contracts or food services. There are often hidden costs which must be taken into consideration and the program looks at these hidden costs.

This presentation is designed to help both the new and seasoned meeting planner reduce and control costs without losing quality or lowering organizational image.

### A BACKGROUND ON OUR SPEAKER DAVE COUNTIN

Seven years as director of training and public relations for the 285 Kentucky credit unions. Other experiences include three years in positions funded by federal grants, 1½ years teaching in junior high school and junior college, and one year internship at the University of North Carolina under State Director of Parks and Recreation Department.

#### EDUCATION:

B.S. University of Kentucky - June 1966 (Minor in Sociology)  
M.A. in Gerontology - August 1969 University of North Carolina

#### PUBLICATIONS:

"Planning Your Meeting"  
"Gerontology Training Programs Retrospect Book",  
Working with Senior Citizens Manual.



### PRESIDENT'S MESSAGE

by  
Charlotte St. Martin

My congratulations to Greg Elam and all of the table topic discussion leaders for putting on what was one of the finest meetings to date. I am sorry to have missed it, but from all reports, it was an exceptional meeting.

This month we have a most informative meeting presented by one of our international directors, Dave Countin. Please refer to the announcement for more details.

We are having a great time putting together our April 24th Fun and Games Program for the year to be held at Paul Osborn and Associates' warehouse. Wall's Catering will be doing the catering and this should definitely be an evening that no one will want to miss. Put is on your calendars now!!

Also, in the **CURRENT** this month is a more complete story on our Annual Meeting in Philadelphia. Start making your plans now.

At the May meeting with Jimmy Jones, we will have the election of officers for the upcoming year. Please be thinking now as to those members you would like to see elected. The nominating committee will make its suggestions and we would appreciate your advising us of your particular interests.

See you March 27, 1980!!

*Charlotte*

## TABLE TOPICS TALENT IS TOPS

The February 28th Metroplex Chapter meeting at the Summit Hotel once again showed the versatility of the members and the top talent of which the Chapter can boast.

The festivities started in the lovely Parke in the atrium area of the Summit as our members were treated to cocktails compliments of the management. The dinner in the Roosevelt Room saw us all enjoying a delicious onion soup, salad, roasted duck with all the trimmings, a lovely choice of wine, dessert and coffee.

President Charlotte St. Martin was out of the city, so the meeting was chaired by the Vice President, Greg Elam. Greg welcomed everyone to the meeting and had many guests introduce themselves. We were delighted to have with us: James Harrell of Ray Bloch Productions; Linda Miller of LeBaron Hotel; Margaret Eden from the Dallas Chapter of CPA's; Carol Thompson from Village Resorts; Bob Phillips from the Irving Convention and Visitors Bureau; Judy Strain from Judy & Company; Sandy Hamilton and Tom Begley from Anderson-Clayton Foods; Bonnie Day from Walls Catering. Ada Nell McComas was present and is our newest member in the chapter from Paul Osborne & Associates. It was good to have Gene Johnson from Telsco back after a long absence.

Greg Elam thanked everyone for coming and turned the meeting over to the Program Chairman, Harmon Hodge, who introduced some of the top talent in the Chapter who had to tackle some tough topics. Chairpersons deserving a pat on the back include Bruce Jaster, Tony DiRaimondo, Bill Boyd, Marilyn McGuire, and Evelyn Flores. After all five tables discussed their assigned subject, the chairperson gave a resume report for everyone's information.

No question about it--the thoughts that were fed to the chairpersons from the members and guests present showed, once again, that the Metroplex Chapter is blessed with not only the best looking and beautiful planners and suppliers in the world--but the smartest too. Thanks, Harmon, for another great program. Thanks, too, to the Summit Hotel and Phyllis Secrest for their hospitality.

## CURRENT

"CURRENT", a publication of the Metroplex Chapter of Meeting Planners International. Publication mailing address: P.O. Box 25104, Dallas, Texas 75225

## JASTER AWARDED BAHAMAS CRUISE BY UCC

DALLAS, TX., Feb. 21 -- Bruce Jaster, manager of meetings and conventions for University Computing Company, Dallas, has been named one of UCC's "most outstanding employees" and has been selected to join 83 other exemplary UCC employees in a company-sponsored cruise to the Bahamas.

In announcing Jaster's selection, J. Allen Hufft, vice president and general manager of UCC's Software Division cited "extraordinary performance and personal dedication" as reasons for the award. Jaster and the other select UCC staff members will board the SS/Emerald Seas in Miami for a late-March sail to Nassau in the Bahamas.

University Computing Company, a subsidiary of Wylly Corporation, specializes in computing services and software. The company maintains offices throughout North America and Europe.

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*Tell your prospects. . .*

## MPI--THE PROFESSIONAL ASSOCIATION FOR THOSE WHO MANAGE MEETINGS

MPI is dedicated to providing continuing education and professional resources for meeting managers.

- to upgrade the quality of meetings through education
- to maximize the return on dollars and time invested in meetings
- to create an understanding and recognition of the importance meeting planners play in the progress of their organizations

**WHO MAY BELONG.** . .MPI's membership provides equal status for two groups: Planners and Suppliers. There is also a Student Membership at a minimal rate. MPI membership is available to those engaged in the meeting planning field so they can enjoy the benefits and privileges of membership.

**PLANNERS.** . .In the Planner group, membership is open to all individuals actively engaged in planning and producing meetings for the firm or organization by whom they are employed and to all individuals who provide consulting services to clients solely for the purpose of planning and conducting meetings.

**SUPPLIERS.** . .In the Supplier group, membership is granted to all individuals engaged in supplying goods and services to meeting planners.

**STUDENTS.** . .Student Membership is for individuals currently enrolled in a post-secondary academic program that upon completion will lead to qualification as a member of an MPI Planner or Supplier group.

# COMMITMENT TO EXCELLENCE 1980 ANNUAL CONFERENCE



MPI's 1980 Annual Conference in historic Philadelphia on June 25-28 is built around the theme "Commitment To Excellence" to emphasize the continuous effort of the membership to strive for career improvement.

Education will be the conference's major objective, as always, and the Philadelphia Conference Committee under the chairmanship of Rodney E. Abraham will see that excellence is stressed throughout the program. Special orientation sessions will be held Registration Day on the conference itself as well as the three Interface programs to maximize "Getting Your Money's Worth" for the attendees.

There will be general sessions by F.X. Quinn, Ph.D. on "The Ethics of Clout" with others being "How Senior Management Views This Business of Meetings" and an eyefilling session on Effective Communications. The closing program will be a block-buster to complete the circle, "Another Perspective of the Ethics of Clout" by as big a name as you can imagine but one that must be kept secret.

The special events will have Class throughout. The opening reception will be an oldtime Philadelphia Block Party on the steps of one of the great art museums of the world. There will be a Valley Forge Encampment and the finale will be an optional black tie evening with Peter Nero and the Philly Pops followed by a Candlelight dinner at the nearby Fairmont Hotel.

All conference sessions alternate between the Fairmont and Sheraton Hotels with Holiday Inn, Center City and the Barclay aiding in accomodating MPI in Philadelphia.

Applications will be in the hands of the membership by early in March and additional mailings will follow on a schedule basis.

It isn't necessary to remind members that this will be another in what has become a string of successful conferences by MPI. See you in Philadelphia. Don't miss it!!



**JUNE 25 - 28, 1980**  
**PHILADELPHIA**

MAR 19 1980

# MARCH METROPLEX CHAPTER MEETING

DATE: Thursday, March 27, 1980

PLACE: Dunfey's Dallas  
3800 West Northwest Highway

TIMES: 11:30 - cocktails, compliments of Dunfey's  
12:00 - Lunch, Texas I Room  
1:00 - Program

COST: ~~\$7.50~~ per person  
8.50

PROGRAM: "Taming the Cost Monsters"



Inflation has hit absolutely every phase of American living and meeting planning and support services are no exception. What can be done about it? "Taming The Cost Monsters" is the title of Dave Countin's presentation this month and through his many years of experience with the Kentucky Credit Union and other affiliations, he has some of the answers.

This presentation is designed to help both the new and seasoned meeting planner reduce and control costs without losing quality or lowering organizational image. The program develops the ground work and site selection process as well as looks at negotiating labor contracts or food services. There are often hidden costs which must be taken into consideration and Dave's program looks at these hidden cost monsters.

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 MPI Metroplex Chapter  
 P. O. Box 25104  
 Dallas, Texas 75225

**DEADLINE FOR RECEIVING RESERVATIONS: TUESDAY, MARCH 25th**  
 You may call your reservation in to Teri (369-2354) by Tuesday morning

Please make \_\_\_ Reservations for the March Metroplex Chapter Dinner. The following will attend:

Name \_\_\_\_\_

Company \_\_\_\_\_

Name \_\_\_\_\_

Company \_\_\_\_\_

The cost for dinner is \$8.50 per person and may be paid at the door. If you prefer, you can pre-pay by sending your check in the proper amount payable to MPI Metroplex Chapter along with this reservation blank.