



# Procurement Department

DAV Store | Shipping & Receiving

# Our Team

**Julie Cron:**  
Procurement Manager



**Pamela Kyle:**  
Assistant Procurement Manager



**Tresa Barhorst:**  
Procurement Project Planner



**Jackie Downard:**  
Shipping & Receiving Facilitator



**Rick Garrard:**  
Shipping & Receiving Facilitator



**Brian Tull:**  
Procurement Analyst



**Kevin Gulley:**  
Procurement Operations Analyst



**Kristi Frank:**  
Procurement Coordinator



**Jessie Kerns:**  
Customer Service Representative



**Shawna Shepherd:**  
Customer Service Representative





# Responsibilities

Our team is accountable for all procurement efforts including:

- Strategic purchasing of good and services
- Sourcing Products
- Negotiation Terms
- Product Development
- Mailings for programs
- Shipping & Receiving
- Travel/Concur
- DAV Store

# Strategic Purchasing

How do they add value?



Find ways to be more efficient

Strategic sourcing of products and services

Minimize Risk

Analyze data to make best recommendation

Strategic sourcing of products and services

Maintain good vendor relationships



Best practices are applied as our team sources materials & services. Areas sourced:

- Program Services
- Business Operations
- Inventory & Supplies
- Events
- Mailings
- Travel



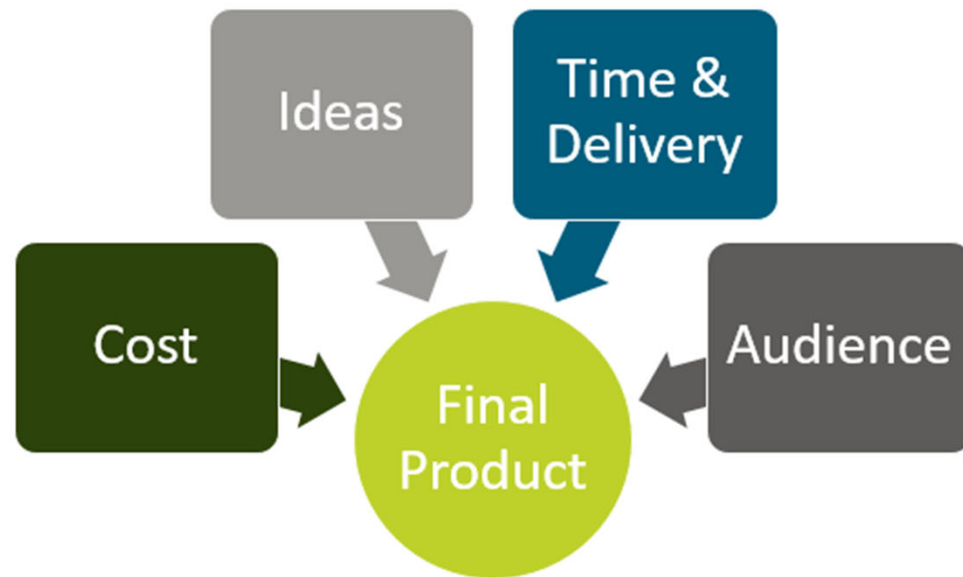
## Strategic Sourcing

Strategic sourcing ensures that future procurement needs are planned before they are needed in an attempt to minimize risk and avoid embarrassing situations that impact mission-critical outreach and our business operations.

# Negotiations

Good negotiations contribute significantly to our business success, as they help DAV build better relationships while delivering lasting quality solutions.

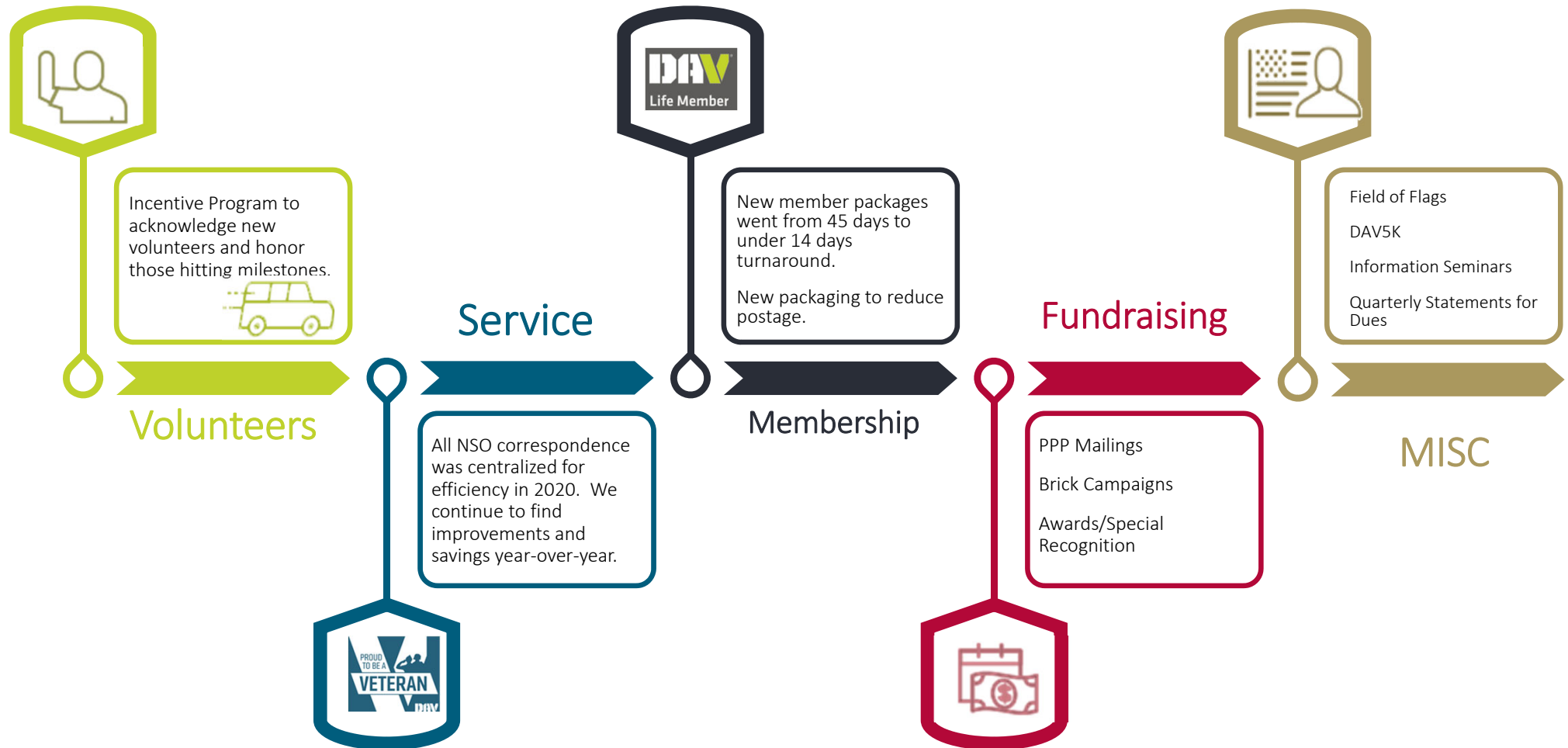




# Selection of products & services

# Mailings

Procurement works with each National Director or department head to find the best solution and partners for their program fulfillment and direct mail needs. Examples below.







# Shipping & Receiving

This team controls all packages going in and out of DAV

- Deliver all critical daily duties in outgoing mail and packages, receiving truckloads/shipments, and doing mail runs and offsite pick ups and drop offs.
- Coordinates daily deliveries and pickups to USPS and the bank with our remittance processing team.
- Intentionally works with the procurement staff to ensure our partners have the supplies for our mailings when needed. We are deliberately reducing the number of packages being shipped and received from our headquarters.

- Travel Administration
- Supporting DAV Events
- ERP Implementation Project
- New Program Initiatives
- Washington Headquarters  
Projects/Service Offices
- Honor Garden
- Building Maintenance and  
Improvement projects

# Additional Projects







# DAV STORE

## New Products

- Visit the DAV Store to see our new product line.
- New Made in the USA Polo with a vendor, Terra Arma, we are working with through our PBC event as well as a new Made in the USA drinkware company, Liberty Bottles.


## 2023 Stats

- 10,000+ orders processed
- < 100 returns
- Increase in sales in 2023, trending up in 2024

## My Order Desk



Welcome DAV Purchasing

Search   Cart

Home

Order

My Jobs

My Profile

Sign Out

Order > DAV Business Cards and Stationery

DAV Chapters



DAV Business Cards - Recruit a Warrior QR Code



DAV Contact QR Code Business Cards



DAV AUX Business Cards



DAV Business Cards



DAVCAN.org Cards



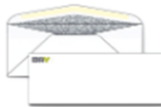
Letterhead Stacked Logo Order Form



Chapters Letterhead Order Form



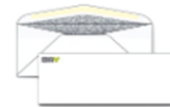
DAV Chapter Note Pads



#10 Regular Envelopes for Chapters



#10 Window Envelopes DAV Logo Chapters



#10 Regular Envelopes w/DAV Logo



#9 Return Envelopes Chapters

[Send email to DAV Purchasing](#)

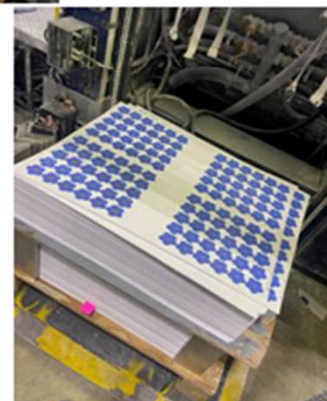
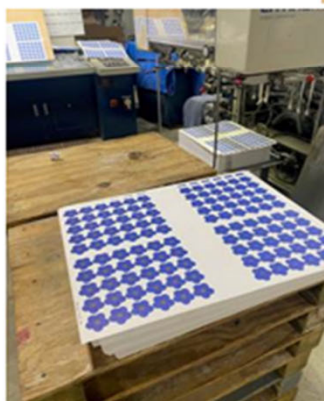
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 DAV



# FORGET ME NOT

The DAV Forget Me Not was first introduced on February 1926. The purpose is to raise funds to support DAV services and to provide assistance desperately needed by injured and ill veterans. Since 1966 the DAV flower was produced by a veteran owned family locally in KY. Due to their retirement we have had to move production of our flower and we are proud to introduce our new design made in the USA and assembled in the USA and put together by local volunteers and corporate partners.





**Thank  
You!**