



NAPM Oregon Mid-Valley's mission is to provide continuing education in the best purchasing and supply management techniques available, enabling members to utilize this knowledge while practicing the highest ethical standards to maximize the profitability of their employers.

Volume 5 Issue 8

October 2004

NAPM-Oregon Mid-Valley, Inc

Next Meeting

November 9th, 2004

Profession Dinner Meeting

Speaker: Tracy Gregg & Dirk Pierson

Topic: “Contracts”

Our presentation will cover key areas for purchasing contracts - course of dealing, capacity issues, Article 9 issues and other general business tips.

Where: Brices Restaurant – Salem

When: Tuesday, November 9, 2004

Time: 6:00 PM

Cost: Members \$20.00,
Non-Members \$25.00

TRACY L. GREGG



Education:

Pacific Lutheran University, Bachelor of Business Administration, 1990

University of Washington, School of Law, Doctorate of Jurisprudence, 1994

Professional:

Tracy L. Gregg is a shareholder in the Salem law firm of *Pierson, LaMont, Carlson & Gregg, P.C.*, where she is head of the business section. Her practice experience spans all aspects of general practice from domestic relations to corporate derivative suits. Ms. Gregg primarily focuses her practice on advising businesses, with an emphasis on

employment and entity formation issues. Ms. Gregg is a frequent speaker on employment and business law topics to civic groups, professional organizations and other lawyers. Recent topics include *“Time Off in Oregon, State and Federal Laws on Employee Leave, Vacations and Holidays.”* She is involved in a number of professional groups and organizations including the Oregon State Bar Business Law Section, the Marion County Bar Association, the Willamette Valley Inns of Court. Ms. Gregg is a member and past president of the South Salem Rotary.

DIRK L. PIERSON



Education:

Northern Arizona University, Bachelor of Science in Sociology, 1988

Willamette University College of Law, Doctorate of Jurisprudence, 1993

Professional:

Dirk L. Pierson is managing shareholder for the Salem law firm of *Pierson, LaMont, Carlson & Gregg, P.C.*, where he is head of the litigation section. His practice experience spans all aspects of general practice from domestic relations to corporate derivative suits. Mr. Pierson primarily focuses his practice on litigation, with an emphasis on employment and business law. Mr. Pierson is a frequent speaker on employment and business law

topics to civic groups, professional organizations and other lawyers. Recent topics include "Business Aspects of Divorce," and "Time Off in Oregon, State and Federal Laws on Employee Leave, Vacations and Holidays" He is involved in a number of professional groups and organizations including the Marion County Bar Association (Chair of the Pro Bono Committee), the Willamette Valley Inns of Court and the Salem Business Builders Inc. Mr. Pierson is a member of Kiwanis and frequent coach for his children's various sports activities.

**From Lori Aljets, Your NAPM-OMV
President**



Volunteers Wanted! You should have received a volunteer sheet and questionnaire recently via e-mail. Please take the time to review. NAPM Mid Valley encourages you to get involved with your affiliate. Thanking you in advance for your support.

Expanding our membership as relayed is another priority this year. Continuing to build our association will support the networking within the membership, broaden our expertise, and expand our educational offering. Please suggest membership to your colleagues, let us know if there's a company or individual we can contact. Help spread the word of the opportunities we provide.

Again noting to all of us the affiliate is what we make of it. As we go through this year please let us know how we're doing. Any suggestions, comments, let myself or any board members know. We appreciate the ideas and direction, welcoming your opinion.

Looking forward to seeing you in November.

Lori Aljets, President
NAPM - Oregon Mid-Valley, Inc.



Mark Pagell presenting the October Dinner/Speaker meeting topic of "Does Green Purchasing Pay?"

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UPCOMING DINNER MEETINGS



NAPM-OMV members selecting dinner entrees at the October 12th Profession Dinner & Speaker Meeting

December 2004

Speaker: **Steve Hasenmueller**

Topic: **“Know The Enemy(Salespersons!)”**

Where: Brices Restaurant – Salem

When: Tuesday, December 14th, 2004

Time: 6:00 PM

Cost: \$20.00

News From ISM

<http://www.ism.ws/membersonly/newsline/Newsline1004a.cfm>

Below is the list of ISM seminars for the months of November and December 2004. For seminar details, please refer to inserts published in [Inside Supply Management®](#); call the ISM Customer Service Department at 800/888-6276 or 480/752-6276, extension 401; or log on to the ISM Web site (www.ism.ws) and select the [Seminars and Online Learning](#) link.

TITLE	DATE	LOCATION
November 2004		
Best Practices in Procurement (3-Day) #4171	November 3-5	Chicago, IL
Six Sigma: A Process Improvement Tool for Supply Management Professionals #4170	November 4-5	San Diego, CA
Leading and Managing Supply Relationships #4172	November 8-9	Atlanta, GA
Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism (3-Day) #4173	November 8-10	Las Vegas, NV

The People Side of Global Competency Skills for World-Class Supply Management #4174	November 15-16	St. Petersburg, FL
Services Purchasing - An Advanced Applications Workshop #4185	November 30-December 1	Scottsdale, AZ
December 2004		
Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism (3-Day) #4180	December 1-3	St. Petersburg, FL
Legal Considerations of Software Licensing and Other Technology-Related Agreements #4181	December 6-7	Atlanta, GA
Purchasing and the Law: The Basics You Need to Succeed (3-Day) #4182	December 13-15	Dallas, TX
Power Negotiations: Unlock Your Powers of Influence and Persuasion (3-Day) #4183	December 15-17	Orlando, FL
Advanced Contract Writing for Purchasing and Supply Management #4184	December 16-17	Dallas, TX

no longer accept new exam registrations for the Accredited Purchasing Practitioner (A.P.P.) designation. Those individuals who have registered prior to March 1, 2005, will have up to one year to take their exams. If they are interested in securing A.P.P. Original/Original Lifetime accreditation, they will need to apply by February 28, 2007. Individuals already holding the A.P.P. designation may still apply for reaccreditation.

An extensive study of ISM's credentialing programs, conducted in association with Knapp & Associates International, Inc., initiated ISM's decision to free up resources to strengthen other programs and undertake new initiatives. Paramount to the recommendation was the diminishing interest in the A.P.P. designation within the supply management community, which prevented the program from remaining financially feasible. The decision to cease issuing new A.P.P.s received the support of ISM's Board of Directors. Beginning in March 2005, ISM will reallocate credentialing resources to activities of greater interest and benefit to supply management professionals. In the next year, the Certified Purchasing Manager (C.P.M.) designation will be reviewed and updated.

The A.P.P. will still be recognized and honored within the supply management profession. ISM encourages individuals who have achieved the A.P.P. designation to continue citing it as part of their professional identity and consider acquiring the C.P.M. designation. ISM will send communications to all A.P.P. professionals, and the ISM Web site will continue to offer detailed information on all Certification resources at www.ism.ws/Certification/index.cfm. Contact ISM Certification at certification@ism.ws or 800/888-6276, extension 3027.

CELEBRATE DIVERSITY

Use this calendar to plan special events, or to start a dialogue about significant days and special times that are important.

October 2004

19-20 Birthday of the Bab (Baha'i)
31 Halloween

ISM ANNOUNCES REALLOCATION OF ACCREDITATION RESOURCES

The Institute for Supply Management™ (ISM) has announced a change to one of two professional designations available to eligible candidates. After February 28, 2005, ISM will

November 2004

1 All Saints' Day (Christian)
2 General Election Day
9-10 Lailat Ul-Qadar (Islamic)
11 Veteran's Day
11-12 Birthday of Baha'u'llah (Baha'i)
13-14 Eid Al-Fitr (Islamic)
25 Thanksgiving Day

Institute for Supply Management(tm) (ISM) Broadens Online Course Offerings

*Institute Responds to Member Need for Convenient
Education Alternatives*

October 13, 2004 (Tempe, Ariz.) - The Institute for Supply Management(tm) (ISM), the world's largest institute for supply management professionals, announces the debut of several new online courses. Offered in ISM's online Knowledge Center, the courses provide education alternatives that are easy, convenient and cost-effective. The Knowledge Center specializes in self-directed study and is designed to provide basic to advanced training covering a variety of topics for several industries. As participants venture to keep current on critical topics, the broadened course offerings deliver expert strategies and world-class tactics in the areas of price analysis, cost analysis, total cost of ownership and negotiation. In addition, two e-commerce courses are slated for release later this fall.

"Our members are realizing the need to 'do more with fewer resources' while striving to survive in an extremely competitive economy," says ISM CEO Paul Novak, C.P.M., A.P.P. "As this trend continues, our Knowledge Center will address these very real issues by supporting the needs of both the individual and corporate entities."

ISM's Knowledge Center offers entry-level through advanced courseware to meet the needs of all supply professionals. Both cost-effective and convenient, course fees are \$195 for members and nonmembers. ISM is offering an introductory enrollment fee of \$149 for the new courses. Participants can complete courses from virtually any location using a

laptop computer and an Internet connection, and have 24/7 access for a full year. The Knowledge Center provides an interactive multimedia delivery using practical exercises, real-world scenarios and case studies.

"ISM will continue to develop more courses in response to our members' needs," explains Vince Killian, manager, ISM instructional design. "One of our goals is to make the lifelong learning process more valuable and meaningful. Our belief is that the enrollment decision should not be based solely on time or travel resources."

The ISM Knowledge Center is located online at www.ism-knowledgecenter.ws. Additional information is available through ISM Customer Service at 800/888-6276, or 480/752-6276, extension 401. ISM also offers a host of Web seminars, online learning and independent study aids. Information is available at www.ism.ws.

As the oldest and largest supply management institute in the world, the mission of the Institute for Supply Management(tm) (ISM) is to lead supply management. By executing and extending its mission through education, research, standards of excellence, influence building and information dissemination - including the renowned monthly *ISM Report On Business*^(r) - ISM continues to extend the global impact of supply management. ISM's membership base includes more than 43,000 supply management professionals in 75 countries. Supply management professionals are responsible for trillions of dollars in the purchases of products and services annually. ISM is a member of the International Federation of Purchasing and Materials Management (IFPMM).

CONTACT:
Jean McHale
ISM Public Relations
800/888-6276 ext. 3143
jmchale@ism.ws



Did you know that the Table Decorations are raffled at the end of each dinner meeting? Four of these filled candy jars were given away at the October 12th meeting! Tina Galloway, Mike Mundy, Jason Kim, and guest Ken Murphy took home the goodies, while Jerry Mink's pockets were loaded as he took home the silver coins.



Interested in a FREE Dinner?

Your NAPM-OMV Board of Directors is pleased to make the following offer:

Bring a first time guest who is qualified (<http://www.ism.ws/ISMMembership/MemberRequirements.cfm>) to become a NAPM-OMV member to our dinner meeting and the guest will be treated to a free dinner/meeting that evening. If your guest becomes a NAPM-OMV member within 90 days, your next dinner meeting will be free, courtesy of NAPM-OMV Board of Directors.

Your NAPM-OMV NEEDS YOU!

Lori Aljets says!



I NEED YOU TO VOLUNTEER!

We need volunteers for the following areas:

1. **Send e-mails for meeting & event reminders.**
2. **Conduct an annual "Treasurer's audit".**
3. **Maintain an attractive and "eye catching" website, or assist in locating a reasonable source to do this and be the liaison between them and our affiliate.**
4. **Do some graphic communications/advertisements for our affiliate.**
5. **Volunteer speakers or locate speakers.**
6. **Volunteer to be a back-up to collect money @ dinner meetings & issue receipts where necessary.**

- 7. Bring table gifts to dinner meetings.**
- 8. Organize a monthly meeting by locating speaker and location.**
- 9. Assist with the monthly newsletter by obtaining articles. (assist Mel).**
- 10. Assist with a membership drive. (Lend ideas and marketing skills)**
- 11. Hand out attendance record slips, collect them along with a quarter for the drawing. Conduct the drawing and be sure Patti receives the slips after the meeting has concluded.**
- 12. Be the Greeter at each meeting and hand out name badges.**
- 13. Be in charge of an information table or easel at each meeting where other members can bring pertinent information such as job openings or seminars that may interest the group.**
- 14. Send meetings to local papers to be placed in business section prior to our meeting.**

**NAPM-Oregon Mid-Valley, Inc.
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Sign up sheets are attached.
Please respond to meklw@comcast.net