



07/15/11

## *Announcing the 68th Pacific Northwest Purchasing Conference and Affiliate Leadership Training Workshop*

Join us for the 68<sup>th</sup> Annual Pacific Northwest Purchasing Conference and Affiliate Leadership Training Workshop hosted by the Oregon Mid-Valley Purchasing & Supply Management Association, an affiliate of the Institute for Supply Management. This conference is focused on “*Adding Value*” to the knowledge and skills of the conference attendees, thus allowing them to lower their employer’s operating costs and enhance profitability.

This fantastic educational learning opportunity will be held at the Embassy Suites Hotel in Portland, Oregon on Monday, October 24<sup>th</sup>, through Wednesday, October 26<sup>th</sup>, 2011. As a bonus for the ISM Affiliate Leaders, we are providing an Affiliate Leadership Training Workshop prior to the Conference for “free” when you register for our Conference.

The PNPC Educational Committee has focused on identifying current educational needs for everyone, either in or working with our profession, to identify the important topics for today and then searched and found qualified and knowledgeable professionals to share their respective knowledge with you. There are topics on best practices and trends, economic outlook, ethics, forecasting, future trends, legal, measuring supplier performance, negotiation, professional certification, quality, risk management, sustainability, and other personal skill improvement. Speakers were selected with outstanding credentials from a variety of background experiences including representation from universities, consultants, and practitioners, as well as, from the healthcare, legal, public sector, and the private sector. Also, be aware that Continuing Education Hours (CEH) will be earned by attendees.

Looking forward to seeing you at this excellent learning opportunity on October 24<sup>th</sup> – 26<sup>th</sup>!!!

*Enhance Your Company's Profits By Adding Value to Yourself!!!*

# Conference & Affiliate Leadership Training at a Glance:

## Sunday, October 23, 2011

4:00 pm – 6:00 pm      Registration and Information Desk open

## Monday, October 24, 2011

7:00 am – 5:00 pm      Registration and Information Desk open

8:00 am – 8:30 am      **Affiliate Leadership Training Opening Session**

8:30 am – 10:00 am      **Affiliate Leadership Training Breakout Session # 1**

10:15 am – 11:45 am      **Affiliate Leadership Training Breakout Session # 2**

12:00 (Noon) – 1:45 pm      Lunch (plated) and Opening/Keynote Address:  
John Mitchell *“Economic Forecast.....A Shocked Recovery”*

2:00 pm – 3:15 pm      Conference Breakout Session # 1

2:00 pm – 3:15 pm      **Affiliate Leadership Training “Roundtable”**

3:30 pm – 4:45 pm      Conference Breakout Session # 2

4:45 pm – 6:30 pm      *Vendor Showcase “Kickoff” Reception*

## Tuesday, October 25, 2011

7:00 am – 5:00 pm      Registration and Information Desk open

7:30 am – 8:15 am      Breakfast (plated)

8:00 am – 9:15 am      Visit *Vendor Showcase* area

9:15 am – 10:30 am      Conference Breakout Session # 3

10:30 am – 11:00am      Break in *Vendor Showcase* area

11:00 am – 12:15 pm      Conference Breakout Session # 4

12:30 pm – 2:00 pm      Lunch (plated) and Keynote Address:  
Jerry Baker, C.P.M. *“Best Practices & Trends in Procurement and Supply Chain Management”*

2:00 pm – 2:30 pm      Dessert in the *Vendor Showcase* area

2:30 pm – 3:45 pm      Conference Breakout Session # 5

3:45 pm – 5:30 pm      *Vendor Showcase* Finale & prize drawings

6:00 pm – 8:30 pm      Conference Banquet Dinner

## Wednesday, October 26, 2011

7:00 am – 2:00 pm      Registration and Information Desk open

8:00 am – 9:00 am      Breakfast (plated)

9:00 am – 10:15 am      Conference Breakout Session # 6

10:30 am – 11:45 am      Conference Breakout Session # 7

12:00 (Noon) – 2:00 pm      Lunch (plated) and Closing Keynote Address:  
Lee Buddress, PhD., C.P.M. *“Gamechangers: Why Tomorrow Won’t Be The Same”*

# Conference Keynote Presentations:

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## Monday, October 24, 2011

### *"Economic Forecast.....A Shocked Recovery"*

**Speaker: John W. Mitchell**

The Great Recession formally ended in mid 2009. Since then output has surpassed pre-recession levels, while employment has lagged. The recovery has been slowed by the real estate hangover, restructuring consumers, state and local fiscal problems and adjusting to a new credit world. The opening months of 2011 brought another oil shock, a major earthquake disaster in Japan, and a third war. The shocks pose a downside risk to the upturn which had finally begun to show up in the labor markets. Prospects and risks facing the nation and the region will be covered in the presentation.



## Tuesday, October 25, 2011

### *"Best Practices & Trends in Procurement and Supply Chain Management"*

**Speaker: Jerry Baker, C.P.M., CPCM**

This presentation will give supply chain managers access to tools that will enable their organizations to maximize productivity and enhance their ability to perform and compete.

Supply chain performance is a critical factor in determining an organization's competitiveness; leading edge organizations are meeting the performance challenge by using Internet tools, build-to-order/mass customization programs, vendor managed inventory and other productivity initiatives. Understanding and correctly using best practices to achieve world-class performance is crucial to an organization seeking to improve supply chain effectiveness.

We will look across the entire supply chain to identify detailed performance metrics and best practices that insure superior performance by looking at on-time delivery, cycle time reduction, and cost controls, just to name a few.



## Wednesday, October 26, 2011

### *"Gamechangers: Why Tomorrow Won't Be The Same"*

**Speaker: Lee Buddress, PhD, C.P.M.**

There are several events and developments that are sure to change much of what we do in Supply and Logistics Management. These are not evolutionary changes, but are truly game changers – taking us into entirely new territory. China's industrial strategy is vastly different from ours. We need to rethink how we support industrial growth. New technologies are making electric vehicles as easy to refuel as gasoline powered vehicles. The events in Japan have demonstrated the vulnerability of supply chains, especially ultra lean ones. These and other key developments will be addressed in this presentation. While we are always stressed to complete our daily activities, it is sometimes worthwhile to take a moment to look ahead at events that may change our professional lives.

*If you have any questions, please contact.....*

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# Conference Keynote Speakers:

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## ***Monday Luncheon Keynote Speaker:***



### **John W. Mitchell, Ph.D.**

John Mitchell received his B.A. degree from Williams College and his M.S. and Ph.D. degrees from the University of Oregon. He is a fellow of the College of Arts and Sciences at the University of Oregon and a member of Phi Beta Kappa. He was a professor of economics at Boise State University for 13 years, before joining U.S. Bancorp in July of 1983 and was Chief Economist of U.S. Bancorp until July of 1998 and served as Economist Western Region for US Bank until July of 2007. He wrote US. Bancorp's regional publications including the Update, The Business Barometer, Northwest Portrait, US Territory, Oregon Tidbits and was a columnist for Oregon Business Magazine. He currently speaks to conventions and business groups around the nation and writes Sterling Savings Bank's economic newsletter. He was a business analysis for KPTV in Portland. He has been making economic presentations on the nation and the region for 40 years. John is a member of the Western Blue Chip Forecast Panel, a Trustee of the Aquila Tax Free Trust of Oregon, a board member of Oregon Mutual Insurance Company and Western Capital Bancorp in Boise, Idaho. John was Chairman of the Oregon Council of Economic Advisors from 1992 to 1998 and a member from 1984 to 1998. John was Chairman of the Oregon Governor's Technical Advisory Committee on Tax Review and Chairman of the Life Flight Consortium.

## ***Tuesday Luncheon Keynote Speaker:***



### **Jerry Baker, C.P.M., CPCM**

Mr. Baker has been teaching purchasing, supply, and other business administration courses at Shoreline Community College since 1999. Previously, he has taught purchasing, marketing, and production management at Elizabethtown College, Penn State University, Edmonds Community College, and Arizona State University. He is the author of three reference books and

numerous articles about purchasing, supply chain management and inventory control. Mr. Baker is a principle in the Global Supply Chain Institute, LLC, an organization dedicated to providing learning opportunities for Northwest supply chain professionals. Mr. Baker was the Executive Vice President for the National Association of Purchasing Management (renamed the Institute for Supply Management in 2001) for eighteen years, retiring in 1998. He earned a Bachelor of Arts degree from Western Washington University and a Master of Business Administration from the University of Michigan at Ann Arbor.

## ***Wednesday Luncheon Keynote Speaker:***



### **Lee Buddress, Ph.D., C.P.M.**

Dr. Buddress, Ph.D., is Robert G. Gleason Professor and Director of the Supply and Logistics Management undergraduate degree program at Portland State University. He is also responsible for the four-course Global Supply Chain Management specialization within the Master of International Management degree. In addition to his Ph.D. Degree in Supply Chain Management from Michigan State University and undergraduate degree in Operations Management from the University of California at Berkeley, he has twenty years of supply and logistics management experience. He has received teaching awards from the School of Business Administration and the School of Engineering as well as awards from several professional associations for contributions to the supply management profession. Dr. Buddress is the author of two books and several chapters in various supply management reference works, including the *Supply Management Handbook*. He serves on the editorial board of the *Journal of Business Logistics*, the *International Journal of Services and Operations Management* and the *International Journal of Integrated Supply Management*. His articles have appeared in a wide variety of supply and logistics-related journals and publications. His current research interests focus on supply chain management, forecasting, logistics and negotiation.

# Conference Workshop Presentations:

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**Session: PNPC-1A 2:00pm, Monday, Oct 24<sup>th</sup>**  
**“Assessing & Leveraging Partner Relationships: Strategies for Building Business”**

**Speaker: Tom W. Ayala**

In the throes of an ever changing business environment we are called to diversify our business partner relationship skills now more than ever. Mr. Ayala will share important characteristics of interpersonal relationships in the context of organizational psychology. Some areas of discussion will include: self-reflection, emotional intelligence, and developmental schema. Gaining further insight into these relationship compulsories will allow the attendees insightful leverage in their existing and future business relationships. This conversation is likely to help the attendee’s interpersonal relationships as well.



**Session: PNPC-1B 2:00pm, Monday, Oct 24<sup>th</sup>**  
**“Evolution of Supply Management: 2012”**

**Speaker: Charles Noland, SPSM, C.P.M., CPIM**

Purchasing and materials management became increasingly important in the last years of the twentieth century with the concurrent rise of strategic sourcing, quality, increasing dependence on outsourcing and the rise of global sourcing. Many of the functions within the organization became interdependent with this evolution and the concept of an expanded supply management integrated with other organizational functions emerged. By the turn of the century the National Association of Purchasing Managers had evolved into a professional organization representing more corporate functions than purchasing and the expansion of the organization into supply management had evolved and continues to evolve. Most Fortune 500 and Global 2000 companies have implemented strategic sourcing. Many firms have reported 15% to 20% annual cost savings through strategic sourcing and the boardroom is now counting on this contribution to continue. The evolution has increased the corporate demand for value add from supply management. Today, supply management

professionals must have competence in the expanded supply management organization. This presentation will review the evolution of purchasing and materials management to supply management reviewing the definition and functions included in supply management. This will include a review of strategic sourcing, global sourcing, total cost of ownership, sustainability, supplier rationalization, and supplier relationship management. In summary, supply management skills for the new millennium.

**Session: PNPC-1C 2:00pm, Monday, Oct 24<sup>th</sup>**  
**“Uncrossing the Wires: The Challenges and Opportunities of Generational and Gender Differences in the Workplace”**

**Speaker: Karin Magnuson**

Are you facing challenges with intergenerational and gender communication differences conflict in your workplace? Attend this workshop to:

- Better understand the dynamics and needs of the different generations and between the sexes in the workplace.
- Learn some of the “invisible rules” each generational and gender culture uses to define appropriate workplace behavior
- Learn practical ways to manage diverse working styles and improve team communication and teamwork.

**Session: PNPC-1D 2:00pm, Monday, Oct 24<sup>th</sup>**  
**“Affiliate Leadership Training Workshop Roundtable”**

**Facilitators: ALTW Team**

Interactive roundtable review and discussion for the Affiliate Leaders to identify key affiliate challenges today and express the problems your affiliate is faced with today as well as to share your affiliate successes and best practice solutions to help each other survive in today’s difficult environment. Open to anyone interested in helping our affiliates survive.

<i>If you have any questions, please contact.....</i>	
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<i>Ron Brown</i>	<i>503-632-6056</i>

# Conference Workshop Presentations:

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## **Session: PNPC-2A 3:30pm, Monday, Oct 24<sup>th</sup>** ***“Contract Management”***

**Speaker: Darin Matthews, CPPO, C.P.M.**

This session will take a look at an often overlooked area of purchasing and supply management. It is easy to feel that after a successful bid or RFP process is complete, and the contract is fully executed, that the hard work is done. However, the experienced supply management professional realizes that the work is really just beginning. This session will discuss the importance of post award activities and the role purchasing should play in it. Attendees will be offered tips on how they can best position their organization during contract management.

## **Session: PNPC-2B 3:30pm, Monday, Oct 24<sup>th</sup>** ***“Just in Case NOT Just in Time Revisited”***

**Speaker: Greg Hutchins PE, CERM**

Supply Management assumptions and rules are changing. Single source partnering. Just in time. No buffer inventories. ISO 9000 supplier audits. Many of these conventional wisdoms are now being challenged as our sourcing world becomes more volatile, uncertain, complex and ambiguous. Greg will discuss how risk-based problem solving and risk-based decision making are now essential for all supply management and purchasing professionals as the two newspaper items below reveal:

□ ‘Quake Disrupts Key Supply Chains,’ *Wall Street Journal*, March 12, 2011 –Even relatively short disruptions could further stress a supply chain already stretched tight in spots over the past year by strong demand for hot gadgets.

□ ‘Stress Test for the Global Supply Chain,’ *NY Times*, March 19, 2011. –Modern global supply chains, experts say, mirror complex biological systems like the human body in many ways. They can be remarkably resilient and self healing, yet at times quite vulnerable to some specific, seemingly small weakness — as if a tiny tear in a crucial artery were to cause someone to suffer heart failure. ... Adding inventories and backup suppliers reduces risk by increasing the redundancy in a supply system.”

## **Session: PNPC-2C 3:30pm, Monday, Oct 24<sup>th</sup>** ***“Interdependence and Self-Reliance: Leading Teams in the Modern Workplace”***

**Speaker: Joseph Bailey, M.A., CPF**

The contemporary workplace has an increasing number of demands on the way people work and lead. One of the conundrums we face is being a self-reliant, self starter but also working with others, communicating well, and sharing information. At this session we will look at ways of balancing these different ends of the spectrum in a way that strengthens your leadership tool kit. You will walk away with some specific tools to help you apply the concepts of interdependence and self-reliance.

## **Session: PNPC-2D 3:30pm, Monday, Oct 24<sup>th</sup>** ***“Sustainable Procurement: Recent Developments and What It Means for Your Organization”***

**Speaker: Alison Hopcroft**

The sustainable purchasing landscape is evolving rapidly. While Wal-Mart made a splash in 2009 by announcing their Sustainability Index initiative, an increasing number of other companies are requiring their suppliers to complete sustainability performance questionnaires, using scorecards to quantify product performance or taking other steps to measure and improve their supply chain sustainability. This session will cover some of the latest developments in the sustainable purchasing world in 2011, and what they mean for your business.

## **Session: PNPC-3A 9:15am, Tuesday, Oct 25<sup>th</sup>** ***“Successful Contract Management – Aligning Contracts to Corporate Business Strategy”***

**Speaker: Elaine Whittington, C.P.M., CPCM**

This workshop will cover the basics of contract management beginning from source selection to contract closure. The supply chain manager has a responsibility to assure not only that the contract is completed on time and within budget constraints. There is also a responsibility to include the firm’s business strategies in the written contract as a contribution to their firm’s success. With this in mind this workshop will provide some ideas on how best to include these items in the written contract. The material in this workshop should be useful to all supply chain managers who wish to support their firm’s goals and objectives.

# Conference Workshop Presentations:

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## **Session: PNPC-3B 9:15am, Tuesday, Oct 25<sup>th</sup>** **"Negotiation Basics"**

**Speaker: Gary Hopper, MBA, C.P.M.**

Objective: Provide general understanding of negotiation principles and common approaches. Deliver value-based tools and opportunities for hands-on practice.

Target Audience: buyers and sourcing specialists who are new to the purchasing profession; experienced buyers, commodity managers and strategic sourcing managers wanting to refresh their knowledge and skills.

Areas of Focus:

- Assessment of Core Skills
- Getting To Yes: Principled Negotiation Philosophy
- Learn Effective Communication Methods
- Learn and Practice Key Negotiation Tactics & Counter-Tactics

## **Session: PNPC-3C 9:15am, Tuesday, Oct 25<sup>th</sup>** **"Re-Shoring: Keeping Manufacturing Jobs in the United States"**

**Speaker: Rick Pay**

In this presentation Rick Pay addresses how a company's vision for the future can provide the framework for a re-shoring campaign. The decision to keep production in the US (or to bring it back from overseas), when made with a view toward congruency with the overall business strategy and operations and supply chain vision, has the power to launch a company upward on the ladder of Continuous Improvement. Additional considerations in re-shoring that Mr. Pay will discuss include taking a total cost of ownership perspective on production and inventory, reliable delivery, quality, cost issues on resources such as fuel, exchange rates, inventory, new product development, intellectual property protection, and the special challenges facing small companies

## **Session: PNPC-3D 9:15am, Tuesday, Oct 25<sup>th</sup>** **"MRO Distribution Update"**

**Speaker: Bill Derville**

Bill started working for General Tool and Supply as a Receiving Clerk while in high school in 1961, 50 years ago. He has seen everything from the arrival of the computer age to the emergence of systems contracting, integrated supply, EDI, MRO purchasing

on the web, punchouts, reverse auctions, documented cost savings by vendors, vending machines, and industry consolidation. Bill will share his perspective on how MRO buying has evolved, and where he views it is going.

## **Session: PNPC-4A 11:00am, Tuesday, Oct 25<sup>th</sup>** **"Using Technology to Manage Contracts and Purchases"**

**Speaker: Mike Taylor, C.P.M**

Making better use of available software tools to be a more effective Supply Chain Manager.

## **Session: PNPC-4B 11:00am, Tuesday, Oct 25<sup>th</sup>** **"Advanced Negotiations"**

**Speaker: Gary Hopper, MBA, C.P.M.**

Objectives: Identify advanced skills for pressure-filled negotiations. Learn how-to turn your opponent into your partner. Prepare a bullet-proof walk-away position.

Target Audience: buyers and sourcing specialists who are new to the purchasing profession; experienced buyers, commodity managers and strategic sourcing managers wanting to learn best practices.

Areas of Focus:

- Assessment of critical skills
- Getting Past No
- Advanced Communication Skills
- Negotiation Preparation

## **Session: PNPC-4C 11:00am, Tuesday, Oct 25<sup>th</sup>** **"Forecasting Strategies"**

**Speaker: Rick Pay**

Many inventory and production planners rely heavily on a sales forecast as the foundation to their inventory planning and MRP process. In fact, an accurate forecast is one of the three keys to MRP success. The only problem is that accurate forecasts are an oxymoron at best, and at worst, sales doesn't produce one at all. So what does the planner do? This presentation shows you how to manage without a reliable forecast, how to integrate supply chain planning with sales and operations planning, and provides tips on creating flexibility throughout operations and supply chain for maximum efficiency and profitability.

# Conference Workshop Presentations:

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**Session: PNPC-4D 11:00am, Tuesday, Oct 25<sup>th</sup>**

***"Ethics: A Survival Kit for the Purchasing Professional"***

**Speaker: Robin (Rob) J. Rickard, CPPO**

This course will introduce the student to proper ethical practices during the procurement process. The course will empower the student with the ability to make distinctions between competing choices that face the procurement professional. Being ethical is not always easy, but it is always important. The participant will learn to focus on discernment, discipline and effectiveness as vital elements of ethical decision-making. Both moral and business considerations will be analyzed in this seminar. This seminar is designed to offer a practical hands-on approach to ethical decision-making in the public procurement process by engaging in exercises and case studies that reinforce presented concepts. Being ethical isn't always easy. Procurement professionals have to make many decisions under economic, professional, social and political pressure. From the basic day-to-day to the complex decisions, this will be a comprehensive study that will equip the public procurement professional to deal with those decisions ethically.

**Session: PNPC-5A 2:30pm, Tuesday, Oct 25<sup>th</sup>**

***"Wrestling the Greased Pig: Logistical Risks, Concerns and Best Practices"***

**Speaker: Lee Buddress, PhD., C.P.M.**

Our logistical infrastructure is deteriorating faster that it is being repaired. Congestion is increasing by the minute. Capacity concerns are evident in all modes of transportation. There is a fine line between lean and starving to death – as many firms discovered following the Japanese earthquake. What are the tools and tactics that will best enable organizations to address these concerns and mitigate their impacts? This session will review the logistical environment, both domestically and internationally and examine and evaluate strategies that will enable organizations to maintain their competitive advantages while controlling costs and minimizing supply chain logistical risks.

**Session: PNPC-5B 2:30pm, Tuesday, Oct 25<sup>th</sup>**

***"Sustainability in Procurement"***

**Speaker: Jeffrey B. Baer, CPPO, CPPB, C.P.M.**

Organizations throughout the world are realizing the value of including Environmental, Economic and Equity requirements in their purchasing decisions. This session will examine some best practices in sustainable procurement and look specifically at what leading organizations are doing today to preserve existing resources for future generations while contributing to the bottom line.

**Session: PNPC-5C 2:30pm, Tuesday, Oct 25<sup>th</sup>**

***"Purchasing Law - T's & C's And Intellectual Property Issues To Include In Your Toolkit"***

**Speaker: J. Douglas Wells, JD, MSIA/MBA, BSEE**

Purchasing contract Terms and Conditions continue to evolve and adapt with globalization, changes in the way business is conducted, and the growing importance of intellectual property developed and owned by the parties or used by the parties involved. Recent case law highlights the importance of properly handling intellectual property ownership issues. Leaving out or ignoring changes in the law, particularly international law, can drive unintended consequences. We will review an actual unexpired multi-state contract (developed by the Western States Contracting Alliance) to discuss relevant and important legal issues, with particular attention to how the purchasing professional can add value in their own practice and their company's bottom line. Differences between the UCC and CISG will be discussed as well as considerations for handling confidential information and intellectual property.

**Session: PNPC-5D 2:30pm, Tuesday, Oct 25<sup>th</sup>**

***"CPSM Exams Overview"***

**Speaker: Steve Lunden, CPSM, C.P.M.**

This program is designed to give participants an overview of the requirements for the CPSM certification. We'll discuss the Bridge exam (for current C.P.M. holders) and the three module exams required for non-C.P.M.'s. We'll discuss the subjects and tasks for the various exams as well as potential study tips. This program is specifically designed as an overview to assist participants in their efforts to prepare for the various CPSM Exams. This is intended to be an overview of all CPSM exams by subjects and tasks with selected practice questions to allow participants to gain a feel for the exam.

# Conference Workshop Presentations:

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## **Session: PNPC-6A 9:00am, Wednesday/Oct 26<sup>th</sup>** ***"Practical Strategic Sourcing"***

**Speaker: Jerry Baker, C.P.M , CPCM**

Today's competitive, uncertain, and fast moving business environment requires major projects to be aligned with corporate objectives. The discussion will focus on using strategic sourcing to deliver significant benefits to the organization, but such projects require substantial effort and often result in considerable organizational change.

Developing and implementing a sourcing strategy is complicated by changes in organizational leadership, markets, and stakeholder's expectations. Yet, when designed and implemented properly, the benefits of strategic sourcing activities are compelling.

Strategic sourcing is a process, not an isolated decision and users constantly strive to balance internal and external activities, services, knowledge, align business strategies, processes and technology services.

We will discuss how to create a well-constructed sourcing strategy that addresses the fundamental questions:

- Where are we? How effective and efficient are our current capabilities?
- Where should/could we be? What are the opportunities?
- How can we get there? What is the path to follow?

***Register for the conference by August 26<sup>th</sup> and receive the "Early Bird" discount of \$25 off of your registration fee.***

## **Session: PNPC-6-B 9:00am, Wednesday, Oct 26<sup>th</sup>** ***"Global Supply Chain Execution"***

**Speaker: Nicole DeHoratius**

Supplier reliability is critical to the success of global supply chains. We discuss the importance of supplier learning – the process by which customers predict a company's ability to fulfill product orders in the future using information about how well the company fulfilled order in the past. We highlight two key measures of supplier performance namely –"consistency" – or the likelihood that a company will continue to keep items in stock and meet demand and –"recovery" which is the likelihood that a company will deliver on time in spite of past stock-outs. In describing how several key players have managed

their supplier network, we underscore the value of supplier reliability and the key role that perfect execution plays in the performance of the global supply chain network.

## **Session: PNPC-6C 9:00am, Wednesday/Oct 26<sup>th</sup>** ***"Optimize Your Supply Chain – Continuous Improvement for Small and Medium Enterprises"***

**Speaker: Anja Bump, M.S./Heather Deibele, P.E.** Small and medium businesses play a critical role in the economy and its growth. They are critical to many large companies and their success. But all too often, the management of these enterprises overlooks continuous improvement in their purchasing/supply chain area as a tool to enhance productivity and lower cost. This talk will introduce systems and best practices for continuous improvement that are commonly accepted, essential and recommended for the success of growing a business.

Who Should Attend? Anybody involved with suppliers:

- Purchasing functions of Small to Medium Enterprises (SME)
- Senior level, operations management
- Quality
- Materials Management Personnel

## **Session: PNPC-6D 9:00am, Wednesday/Oct 26<sup>th</sup>** ***"An Integrated Supply Chain Model for Healthcare"***

**Speaker: Brett Still**

Healthcare costs continue to rise. Technology changes and aging of the population continues to put cost pressures on healthcare providers. Government can no longer afford rising costs and are poised to reduce re-imbursments. Learn how Providence Health & Services - Oregon has developed an integrated model for delivering the lowest possible supply costs given the provision of quality patient care. This presentation will provide attendees a supply chain model designed to support a health system that includes hospitals, health plan, long-term care, home services and primary care facilities.

# Conference Workshop Presentations:



## **Session: PNPC-7A 10:30am, Wednesday, Oct 26<sup>th</sup>** **“Writing Service Contracts”**

**Speaker: Mike Taylor, C.P.M**

Contract Clauses and concepts that you have to cover. In contract writing, one picture is indeed worth a thousand words. I can imagine a purchase order for a piece of hardware that basically says: –Send us one of these [insert picture] and we’ll pay you \$1500”. The problem, if you are trying to write a service contract, is that there is no picture. Thus the desired service has to be described and more importantly – so do all of the other conditions of the contract. A daunting task to say the least. In this workshop we’ll discuss some of the concepts and topics that should be covered in a service contract along with useful contract language.

*The PNPC Education Committee has taken great time and effort to make sure we have included a great cross section of topics for this conference to make sure there is a great selection of topics and speakers to fit every attendees educational needs, so matter what industry or organization they work, including the public sector as well as the private sector.*

## **Session: PNPC-7B 10:30am, Wednesday, Oct 26<sup>th</sup>** **“Effective Execution is more than doing projects right; it’s doing the right projects!”**

**Speaker: Steve Brook**

Once your organization understands why it is in business, determines how it wants to position itself in the marketplace, and finally understands there are changes required to move forward, the daunting task of determining ‘what to do when’ begins. This session will cover some useful tools and methods to align the strategy, technology, process and people and help you understand where to focus. We will also review some tools, concepts and principals that will help keep the right projects in play. If you manage a portfolio of programs and projects or you procure project resources for your organization, the

information from this session will clarify how your projects align with the direction of your organization.

*If you are registering for the PNPC, keep in mind that you also can attend the ALTW which will be held Monday morning for “free”, even if you are not an ISM member. Also, Continuing Education Hours (CEH’s) will also be offered for ALTW workshops, too.*

## **Session: PNPC-7C 10:30am, Wednesday, Oct 26<sup>th</sup>** **“Supplier Performance Management”**

**Speaker: Anja Bump, M.S./Heather Deibele, P.E.**

This talk focuses on supplier performance management, and its importance in today’s supply chain environment. Participants will get hands-on advice for the different components, step-by-step instructions and a good dose of the humor required to get this all done while having a day job. This class is a more detailed break-out of the course ‘Optimize your Supply Chain – Continuous Improvement for Small and Medium Enterprises’.

Outline:

Supplier Performance Management

1. Why you should care about it?
2. Building Blocks of a good supplier performance management system
3. Recommendations for Actions – how to get started
4. Scorecards as a tool to measure

## **Session: PNPC-7D 10:30am, Wednesday, Oct 26<sup>th</sup>** **“Strategic Sourcing – Public versus Private Sector Approaches; Learning’s from Both”**

**Speaker: Dianne Lancaster, MBA, J.D.**

How have the corporate sector concepts of strategic sourcing played out in the public sector? This presentation will focus on the development and use of cooperative purchasing in the public sector as a strategic sourcing method. The topic includes a comparative view of the business drivers and practical realities that have resulted in the use of different approaches between private and public sectors. The presentation will use examples such as the Western States Contracting Alliance and the Oregon Cooperative Purchasing Program for illustration.

## Conference Workshop Speakers:



**Tom W. Ayala, MS, MA, NCC, GCDFi, LPC**

Tom Ayala has been in the business of working with people in the field of psychology since the mid-90s. He is an extremely diverse professional with expertise in trauma and crisis management as a healthcare clinician, organizational consulting as an Action Research and Appreciative Inquiry interventionist, human resource consultant managing talent and assessment projects, and education as a Global Career Development Facilitator instructor. Tom is currently a Trustee on the Board of the National Employment Counseling Association a division of the American Counseling Association. Tom is a member of the American Psychological Association and is currently pursuing a PhD in Organizational Leadership from the Chicago School of Professional Psychology. Tom has a Master's degree from the California State University in Interdisciplinary Studies and a Master's degree in Counseling from George Fox University. He received the National Pathfinder Award of Distinction for Leadership from HDR, Inc., an Outstanding Service Award from the Department of Veterans Affairs, was named Volunteer of the Year for 2009 and accepted the 2010 Community Group of the year at Lebanon's Distinguished Service Awards event. He is a caring and compassionate man who enjoys engaging with people.



**Jeffrey B. Baer, CPPO, CPPB, C.P.M.**

Jeff is the Director of Internal Business Services for the City of Portland. He is responsible for overseeing the Fleet, Facilities, Risk Management, Procurement, Printing and Distribution Services for the City of Portland. Prior to this position, Jeff was the Director of Procurement for the City of Portland and has over 25 years of government contracting experience. Jeff has played key roles in developing the City's Sustainable Procurement Policy and Social Equity Contracting requirements. Jeff holds a lifetime Certified

Purchasing Manager (C.P.M.) is a Certified Public Purchasing Officer (CPPO) and a Master Instructor for the National Institute of Governmental Purchasing (NIGP). He is on the NIGP Board of Directors representing Region 12 which includes Oregon, Washington, Alaska, Idaho, Montana, Hawaii and Guam. Jeff is a founding member of the Responsible Purchasing Network (RPN) which is an international network of buyers dedicated to socially responsible and environmentally sustainable purchasing. He has also served on the Board of the Center for New American Dream, Advisory Board member of the Oregon Association of Minority Entrepreneurs and Portland's Small Business Advisory Council.



**Joseph Baily, M.A., CPF**

Joseph Bailey, M.A. in Whole Systems Design and Certified Professional Facilitator, has been on the faculty at Linn-Benton Community College for 15 years. He has been working with organizational change, leadership, strategic planning and team development for over 30 years. His customers include the public, private, and non-profit sectors; from micro-businesses to Fortune 50 companies to city councils. He is a performance coach for organizational leaders and managers; a trainer in leadership, supervision, and communication skills; and a facilitator of staff retreats and planning sessions. Joseph and his wife live in the rural area of Alpine, Oregon where they work hard to keep marauding turkeys and deer from eating the flowers, vegetables, and orchard fruit. He is an avid cyclist.

*If you have any questions, please contact.....*

*Sid Brown*

*503-682-6814*

*sidbrown@aol.com*

*Ron Brown*

*503-632-6056*

## Conference Workshop Speakers:

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### **Steve Brook**

Steve is the Market Leader and Practice Director for Point B in Portland. B is an employee-owned management consulting firm that provides objective leadership, deep expertise and the ability to transform strategies

into reality. Prior to Point B, Steve held management positions at Emerald Solutions, the Nautilus Group, Fiserv, Cingular, and US Bank. Steve received his MBA from Lake Forest Graduate School of Management and a BS from Purdue University. Steve is also an adjunct Professor at Portland State University and the Keller Graduate School of Management. Locally, Steve serves as board member on the Portland Children's Museum, Social Venture Partners Portland and the Urban League of Portland, and has been a past board member with the Project Management Institute.



### **Anja Bump, M.S.**

Montgomery Strategic Consulting founder Anja Bump has over 14 years of successful supplier management experience, including quality audits (she is a certified lead auditor), sales,

marketing, and engineering. She has weathered the ups and downs of the semiconductor industry, as well as the tightly regulated medical industry. As a keen negotiator, quality remains number one in her mind. Her corporate experience includes IBM, HP, Siltronic Ag (a German-owned wafer fab), Entegris, and Biotronik (medical supplier of implantable pacemakers and defibrillators). She has lived best practices for supply chain at large companies, and has implemented them at smaller ones. Best practices have made her life easier and she is currently working on spreading the joy to as many organizations as she can. Anja holds a MS in Inorganic Chemistry from Portland State University and a Diploma in General Chemistry from Germany. German born, she is still fluent in German and English. She also manages to order a good dinner in French.

*In addition to the three Keynote presentations, this educational conference will provide you with 28 educational workshops from which you will be able to choose the seven learning opportunities which you feel will most benefit you!*



### **Nicole DeHoratius**

Nicole DeHoratius teaches undergraduate-, MBA-, and Executive-level courses on operations and supply chain management. Professor DeHoratius's research focuses on the effective management of retail supply

chains and the link between retail performance and operational execution. Poor execution at all stages in the retail supply chain can result in store out-of-stocks and, consequently, lost sales. Effective execution involves designing appropriate incentives, maintaining accurate information, and collaboration between manufacturers and retailers. Professor DeHoratius has published articles in leading journals such as *California Management Review*, *Cutter IT Journal*, *ECR Journal*, *Harvard Business Review*, *Management Science*, and *M&SOM*. In addition, her work has been featured in *Supply Chain Management Review*, *Capital Ideas*, and *The University of Chicago Chronicle*. Professor DeHoratius earned her D.B.A. in technology and operations management at Harvard Business School and an A.B. (magna cum laude) in History and Science at Harvard College. Prior to her graduate studies, she was a researcher at RAND and was on the Board of Directors of the MIT Enterprise Forum of Washington-Baltimore, Inc. She is also a former Rotary Ambassadorial Scholar which enabled her to obtain her M.Sc. in technology and innovation management from the University of Sussex in England.

## Conference Workshop Speakers:



### **Heather Deibele, P.E.**

Fox Hills Consulting founder

Heather Deibele has over 13 years of successful cGMP pharmaceutical manufacturing experience, including product development, technology

transfer, and implementation of new technologies. She has experience working with both small and large Pharmaceutical Clinical Supply Chain organizations integrating small business best practices, engineering and operational excellence, and superior project management. Her experience consists of leading the cGMP clinical manufacturing division of Bend Research, Inc as President and COO of the GMP division with expertise in spray drying. Heather oversaw the transformation of this division from initial start-up to a successful clinical CMO business unit manufacturing early Phase I through Phase III products. She developed and perfected a highly successful technology transfer system for incoming products that achieved a 96% first time batch success rate. She managed client relationships with multiple "Big Pharma" R&D and supply chain organizations transferring new technologies and products from development into the cGMP environment. Heather has a keen ability to effectively work and communicate with cross functional teams allowing her to comprehensively pull together complex strategies and timelines that, in the end saves the client both time and money. Heather holds a BS in Chemical Engineering from Oregon State University and will graduate with a Masters in Business Administration at University of Oregon in June 2012. She volunteers with the Oregon Bioscience Association as Chair of the OBA Internal Audit Exchange Program committee and participates on the OBA BioPro Steering Committee as well as PTA Treasurer at her children's school.



### **Bill Derville**

Bill received his BA from Principia College 1967 and his MBA from Portland State University in 1980. Bill is the third generation president of General Tool and Supply, his grandfather having started the company in 1927. After

working summers in General Tool's Receiving Department, Bill served five years in the US Air Force finishing as a Captain in Transportation. Bill joined General Tool as the Purchasing Manager in 1972 working for his father. In 1979, Bill served as President of the Oregon affiliate of NAPM and later presented several full day classes on systems contracting in Oregon and Washington to purchasing managers. He assumed presidency of General Tool in 1982 with one location and total sales of \$6 million. In 1996 he served as president of the Industrial Distribution Association (IDA) when it had 900 member companies. He was named distributor of the year by Industrial Distribution Magazine in 1994 (second person ever to receive this award). Bill has been involved with IDA committee work for the 12 years preceding his presidency serving on the Financial Management, Operations, High Technology, and as chairman of the Membership committee. Much of his work had been in the EDI area, serving on the executive steering committee and the Technical Subcommittee of EDICA (EDI Coalition of associations) whose purpose is to create industry standards for the implementation of EDI within the MRO channel. In recent years, he has been spent overseeing the implementation of technology including the building the website database of generaltool.com, inventory management, implementing their warehouse management system used in the Portland and Seattle branches, and selling and implementing systems contracts with customers.

*Continuous Educational Hours (CEH's) are available to all conference attendees and a form will be available in each conference packet when you arrive at the conference.*

## Conference Workshop Speakers:

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### **Alison Hopcroft, GHG-IQ**

Alison Hopcroft is an Associate Manager for Fluid Market Strategies. Alison is an accomplished consultant, program manager and educator. She has five years of experience providing

sustainability consulting and carbon management services to businesses, public agencies, non-profits and educational institutions. Recent projects have included developing specialized carbon calculators and corporate sustainability reports, as well as working with manufacturers to meet Wal-Mart's Supplier Sustainability requirements. She has also developed sustainable purchasing policies and procurement trainings for private companies and public agencies. Alison has taught workshops on sustainable procurement, sustainability in public infrastructure and public-private partnerships for sustainability.

Alison has a Masters degree in International Environmental Policy with a focus in Sustainable Business Management from the Monterey Institute of International Studies

state procurement agencies, utility companies, numerous NW APICS Chapters, etc. Gary has facilitated hundreds of supply chain and procurement related workshops for his clients and also provided best-practice solutions for their business needs.



### **Greg Hutchins, PE, CERM**

Mr. Hutchins is a principal with Quality + Engineering (QualityPlusEngineering.com) Mr. Hutchins has written a number of best selling books on supply management and purchasing. Q+E is the developer of Certified

Enterprise Risk Manager® (CERM), the first risk management certificate for operations professionals USA.



### **Gary Hopper, MBA, C.P.M.**

Gary has 25+ years of procurement and contract negotiation experience. He has worked in both public and private sectors. He has held leadership and senior manager positions for his former

employers which include: Apple Computer, Intel Corporation and The Walt Disney Company. Gary earned his B.A. Degree in Economics from San Jose State University and his MBA from Golden Gate University (emphasis in Procurement and Contracts Management). Throughout his career Gary has served on various NAPM affiliate boards to include Silicon Valley, Los Angeles, Sacramento and Portland.

Total Cost Solutions was created in 2004 and has served a diverse customer base: defense contractors, health care providers, higher education institutions,



### **Dianne Lancaster, MBA, J.D.**

Diane has been the Chief Procurement Officer of the Oregon Department of Administrative Services, State Procurement Office, since 2001. She has 20 years of public procurement experience gained in

both state and local government positions. She holds B.A., M.B.A. and J.D. degrees from Willamette University in Salem, Oregon. Dianne is the immediate Past President of the National Association of State Procurement Officers (NASPO). She is also a state director of the Western States Contracting Alliance (WSCA). Other memberships include the Oregon State Bar Association, National Institute of Government Purchasing and National Public Procurement Coordination Council.

## Conference Workshop Speakers:



**Steve Lunden, C.P.M., CPSM**

Steve has been with Gonzaga University as Purchasing Manager and Material Support Manager since 1995. In these positions, he has overseen Purchasing, Warehousing, Grounds, Maintenance and

surplus disposal for the University. Before joining the Gonzaga, Steve spent 18+ years in the steel industry in the Spokane area. He has worked in a large corporate business in steel distribution as well as a smaller steel fabrication business, Lunden Construction Products. Steve received a Bachelor's degree in Business Administration from Eastern Washington University in 1984. He completed a MBA in 1990, completed his C.P.M. in 2001, and his CPSM in 2010. He has worked as adjunct faculty for EWU teaching the Purchasing and Materials Management classes as well as Organizational Behavior, Organizational Theory, Small Business Policy & Analysis classes at a variety of times. He has also done consulting work for small and medium businesses in the Spokane area in the areas of operations, inventory and purchasing.



**Karin Magnuson, Ed.M.**

Karin Magnuson has been on the faculty of Linn-Benton Community College for 15 years as a work-force educator, instructional designer, project manager, and facilitator and has

worked in the training and adult education field for over 25 years. She holds a Master's Degree in Adult Education/Training and Business Development from Oregon State University (1991). Her passion is to provide clients and students with opportunities for ongoing learning and to develop programs and materials to support that learning.



**Darin L Matthews, CPPO, C.P.M.**

Darin has over 20 years of purchasing and supply management experience in state and local government, as well as private industry.

He is currently the chief procurement officer for Metro,

the regional government of Portland, Oregon. He has a past president of the National Institute of Governmental Purchasing (NIGP), and currently serves on the Governing Board of the Universal Public Purchasing Certification Council (UPPCC). He also served as a Board Member for the Public Procurement Research Center at Florida Atlantic University. Darin speaks throughout the world on a variety of procurement topics, and his writings have been featured in Government Procurement, The Public Manager and The Journal of Public Procurement. He has authored book chapters for NIGP's Logistics and Transportation and Warehousing and Inventory Control, as well as the Encyclopedia of Public Administration and Public Policy. Darin has served as a panelist for the Institute for Supply Management's (ISM) satellite seminar series, and has been a featured speaker for many ISM affiliates. He is the co-author of Effective Supply Management Performance, part of ISM's book series in support of their new CPSM program. He is a Certified Public Purchasing Officer (CPPO) and a Certified Purchasing Manager (C.P.M.). He holds a Bachelor's degree in Business/Political Science and a Master's Certificate in Acquisition Management. Darin is an adjunct instructor for Florida Atlantic University, and has lectured at the University of Victoria, Rose State College, and Cleveland State University.

*If you are registering for the PNPC, keep in mind that you also can attend the ALTW which will be held Monday morning for "free", even if you are not an ISM member. Also, Continuing Education Hours (CEH's) will also be offered for ALTW workshops, too.*

## Conference Workshop Speakers:

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**Charles R. Noland, MBA, CPSM, C.P.M., CPIM**

Charles R. Noland, MBA, CPSM, C.P.M., CPIM has been a procurement professional for over 30 years, active in teaching Supply Management classes

for the past 24 years at California State University, East Bay, St. Mary's College and Golden Gate University. Mr. Noland has provided Supply Management executive leadership to many organizations including the University of California, Apple, Kaiser Foundation Health Plan, Inc., Clorox Inc., Genentech Inc. and as an international supply management consultant. He is currently leading the Supply Management Extension Program at California State University, East Bay and consulting.



**Rick Pay**

Rick Pay has recently been dubbed by his clients as the "Sherlock Holmes of Operations and Supply Chain Management." Rick is president of The R. PAY COMPANY, LLC, a Portland based management consulting firm

that helps manufacturers, distributors, retail and service companies dramatically improve their gross margins and cash flow through peak operational and supply chain performance. He has been involved with purchasing and inventory management improvement programs as well as world class manufacturing and lean for over 25 years as both a consultant and VP, Operations for a manufacturing company. He appears frequently as a speaker and his articles have been published by Industry Week and the Institute for Supply Management.

[www.rpaycompany.com](http://www.rpaycompany.com)



**Rob Rickard, CPPO, OPBC**

Rob has over 28 years of public purchasing management experience. Rob recently retired as the Chief Procurement Officer for the Oregon Secretary of

State's Business Services Division in Salem, Oregon. Prior to accepting this position, he served many years as Chief Procurement Officer for both the Oregon Department of Administrative Services and the Oregon Department of Transportation, after spending several years in private sector materials management position. He is a graduate of Warner Pacific College and holds the designation of Certified Public Purchasing Officer (CPPO) through the National Institute of Governmental Purchasing (NIGP) As well as Oregon's in-state certification, OPBC. Rob serves as a Master Instructor for NIGP and is a regular speaker at their Annual Forums and through their Webinars, as well as at chapter conferences. He developed one-day classes for NIGP on Protests and Disputes and on Procurement Ethics and has presented them through NIGP all over the US and Canada. He also provides training throughout Oregon and the United States on a wide variety of procurement related topics as well as providing training opportunities for suppliers. In 2000 Rob received OPPA's Harold F. Vaughn Award for contributions to public purchasing. In 2001 he was recognized as the OPPA and NIGP Professional Purchasing Manager of the Year. In 2006 Rob received NIGP's Distinguished Service Award. In 2008 Rob received the Oregon Department of Administrative Services, Partners in Public Purchasing's Lifetime Achievement Award. In 2009 Rob received the Mentor of the Year award from OPPA. Rob has presented for a number of professional groups including NIGP, the Oregon Public Purchasing Association, Columbia Chapter of NIGP, Chemeketa Community College, and the Oregon School Board Association. He is a past president of both Oregon Public Purchasing Association and the Columbia Chapter of NIGP, and is currently active in both chapters. Rob and his wife Betty currently reside in the small town of Canby, Oregon. When he is not serving the procurement profession, he is active with the Oregon Road Runners, where he was recently named to their Hall of Fame.



# Conference Workshop Speakers:



## **Brett Still**

Brett Still is Regional Director, Supply Chain and Clinical Engineering for Providence Health Systems – Oregon. He has been with Providence for 31 years. His responsibilities include

developing strategies and objectives comprised of purchasing, warehousing, printing services, clinical engineering, distribution and inventory management. He co-ordinates all aspects of the supply chain to ensure quality patient care and preserve competitive supply costs. Brett holds a Bachelor of Science degree in Marketing from the University of Oregon. He is active in national group purchasing and has been a frequent speaker at VHA, Inc leadership conferences.

*The 68<sup>th</sup> PNPC.....the educational event which will allow you to “Add Value” to your own educational knowledge and skills, allowing you to add profitability to your employer!!!*



## **Mike Taylor, C.P.M.**

Mr. Taylor has been in the Supply Chain profession since 1973. His career includes purchasing responsibility for a custom fabricator of large hydraulic cylinders, commercial nuclear power plant construction and Federal

Government contractors. This includes 11 years as a first-line manager as well as many years as a team lead. Mike has purchased and/or managed the procurement of a wide range of products and services. Mike is presently a Supply Chain Specialist for the CH2M Hill Plateau Remediation Company at the Department of Energy Hanford Site. His team is responsible for procurement policies, professional and technical training, purchasing ADP systems, procedures and electronic records. Mike has been a leader in increased internet and electronic tools usage by the department since 1994. Mike is the developer and

owner of [MLTWEB.COM](http://MLTWEB.COM) and the [PURCHASING TOOLBOX](http://PURCHASING TOOLBOX). A web site of resources and information for purchasing professionals. In December 2000, Mike's web site was recognized as one of the top 25 purchasing related web sites by [iSource](http://iSource) Magazine. Mike's professional experience includes presenting [seminars, speeches and workshops](#) at professional meetings, conferences, supplier and public forums and company training programs.



## **J. Douglas Wells, JD, MSIA/MBA, BSEE**

Doug practices Intellectual Property Law with expertise in patents, trademarks, trade secrets and copyrights. He currently splits his time between responsibilities as in-house general counsel for

Videx, Inc. in Corvallis and his own private practice in Beaverton. Doug was admitted to practice in the state of Oregon in 2004, and the U.S. Patent and Trademark Office in 2002. He is a member of the Oregon State Bar, the Oregon Patent Law Association, the National Association of Patent Practitioners, the Institute for Supply Management, and the Institute of Electrical and Electronics Engineers. Doug was with Columbia IP Law Group and Chernoff, Vilhauer, McClung & Stenzel, LLP from 2001 through 2010. Previously he served in supply management for NACCO Material Handling Group, Intel, Freightliner and Ford Motor Company from 1992 to 2004; and as an electrical engineer for Tektronix and the Aerospace Corporation from 1985 to 1990. Doug earned his JD from Northwestern School of Law at Lewis & Clark College, and he received graduate management and undergraduate engineering degrees from Purdue University.

## Conference Workshop Speakers:



**Elaine Whittington,  
C.P.M., CPCM, A.P.P.**

Elaine Whittington has worked in the purchasing field for over forty years. She earned her degree from UCLA and taught “Fundamentals of Purchasing” at UCLA

Extension. She spent twenty five years with Lockheed-Martin. Elaine has presented workshops and keynote presentations throughout the United States as well as Australia, Mexico, Sweden, Germany and Canada. She taught and consulted in both the private and public sectors of the business world. Elaine served as President of the Los Angeles Affiliate of the Institute of Supply Management (ISM) and she also served as president of the National Association of Purchasing Management. This was before they changed their name to the Institute of Supply Management. Elaine is a recipient of ISM’s esteemed J. Shipman Gold Medal Award. This medal is awarded each year to one outstanding member of the profession. Currently, she serves as the Chair of the Scholarship Committee and a Consulting Director for the National Association of Purchasing Management – San Fernando Valley, an affiliate of the Institute of Supply Management.



*If you are registering for the PNPC, keep in mind that you can also attend the Affiliate Leadership Training Workshop (ALTW), which will be held Monday morning prior to the start of the conference, for “free”, even if you are not an ISM member. Also, Continuing Education Hours (CEH’s) will also be offered for ALTW workshops, as well as for the educational workshops at the conference.*

### *Looking for things to do while in Portland???*

#### **AOL Travel - Portland**

<http://travel.aol.com/travel-guide/united-states/oregon/portland-things-to-do/?flv=1>

#### **Best Things To Do In Portland**

<http://www.hotelplanner.com/Attractions/2256-Things-to-do-in-Portland-OR>

#### **Free Things to Do In Portland**

[http://portlandor.about.com/od/artsentertainment/tp/Free\\_Things.htm](http://portlandor.about.com/od/artsentertainment/tp/Free_Things.htm)

#### **Moving to Portland**

[http://www.movingtoportland.net/portland\\_sites.htm](http://www.movingtoportland.net/portland_sites.htm)

#### **Portland Entertainment**

<http://www.oregonlive.com/entertainment/>

#### **Portland Travel Guide**

<http://www.10best.com/destinations/oregon/portland/>

#### **Things to do in Portland**

<http://www.thingstodo.com/states/OR/city/portland/index.html>

#### **Travel Portland**

<http://www.travelportland.com/things-to-see-and-do/things-to-see-and-do-home>

#### **Trip Advisor – Portland**

[http://www.tripadvisor.com/Attractions-g52024-Activities-Portland\\_Oregon.html](http://www.tripadvisor.com/Attractions-g52024-Activities-Portland_Oregon.html)

#### **Yahoo Travel – Portland**

[http://travel.yahoo.com/p-travelguide-2738935-portland\\_things\\_to\\_do-i](http://travel.yahoo.com/p-travelguide-2738935-portland_things_to_do-i)

# Conference Educational Sessions at a Glance:

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## Monday, October 24, 2011

<u>#</u>	<u>Educational Session</u>	<u>Speaker</u>
<u>12:00 (Noon):</u>		
	Keynote: Economic Forecast.....A Shocked Recovery	John W. Mitchell, Ph.D.
<u>2:00 – 3:15pm:</u>		
1A	Assessing & Leveraging Partner Relationships: Strategies for Building Business	Tom W. Ayala, MS, MA, NCC, GCDFi, LPC
1B	Evolution of Supply Management: 2012	Charles Noland, MBA, CPSM, C.P.M., CPIM
1C	Uncrossing the Wires: The Challenges and Opportunities of Generational and Gender Differences in the Workplace	Karin Magnuson, Ed.M.
1D	Affiliate Leadership Training Workshop Roundtable	Facilitators: ALTW Team
<u>3:30 – 4:45pm:</u>		
2A	Contract Management	Darin Matthews, CPPO, C.P.M.
2B	Just in Case NOT Just in Time Revisited	Greg Hutchins, PE, CERM
2C	Interdependence and Self-Reliance: Leading Teams in the Modern Workplace	Joseph Bailey, MA, CPF
2D	Sustainable Procurement: Recent Developments and What It Means for Your Organization	Alison Hopcroft, GHG-IQ

## Tuesday, October 25, 2011

<u>#</u>	<u>Educational Session</u>	<u>Speaker</u>
<u>9:15 – 10:30am:</u>		
3A	Successful Contract Management – Aligning Contracts to Corporate Business Strategy	Elaine Whittington, C.P.M., CPCM, A.P.P.
3B	Negotiation Basics	Gary Hopper, MBA, C.P.M.
3C	Re-Shoring: Keeping Manufacturing Jobs in the United States	Rick Pay
3D	MRO Distribution Update	Bill Derville
<u>11:00am – 12:15pm:</u>		
4A	Using Technology to Manage Contracts and Purchases	Mike Taylor, C.P.M.
4B	Advanced Negotiations	Gary Hopper, MBA, C.P.M.
4C	Forecasting Strategies	Rick Pay
4D	Ethics: A Survival Kit for the Purchasing Professional	Rob Rickard, CPPO, OPBC

## Conference Educational Sessions at a Glance *(continued)*:

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<u>#</u>	<u>Educational Session</u>	<u>Speaker</u>
<u>12:30pm:</u>		
	Keynote: Best Practices & Trends in Procurement and Supply Chain Management	Jerry Baker, C.P.M.
<u>2:30 – 3:45pm:</u>		
5A	Wrestling the Greased Pig: Logistical Risks, Concerns and Best Practices	Lee Buddress Ph.D., C.P.M.
5B	Sustainability in Procurement	Jeffrey B. Baer, CPPO, CPPB, C.P.M.
5C	“Purchasing Law - T's & C's And Intellectual Property Issues To Include In Your Toolkit”	Doug Wells, J.D., MSIA/MBA, BSEE
5D	CPSM Exams Overview	Steve Lunden, CPSM, C.P.M

### Wednesday, October 26, 2011

<u>#</u>	<u>Educational Session</u>	<u>Speaker</u>
<u>9:00 – 10:15am:</u>		
6A	Practical Strategic Sourcing	Jerry Baker, C.P.M.
6B	Global Supply Chain Execution	Nicole DeHoratius, Ph.D.
6C	Optimize Your Supply Chain – Continuous Improvement for Small and Medium Enterprises	Anja Bump, P.E. Heather Deibele, P.E.
6D	An Integrated Supply Chain Model for Healthcare	Brett Still
<u>10:30 – 11:45am:</u>		
7A	Writing Service Contracts	Mike Taylor, C.P.M.
7B	Effective Execution is more than doing projects right; it's doing the right projects	Steve Brook
7C	Supplier Performance Management	Anja Bump, P.E. Heather Deibele, P.E.
7D	Strategic Sourcing – Public versus Private Sector Approaches; Learning's from Both	Dianne Lancaster, J.D.
<u>12:00 (Noon):</u>		
	Keynote: “Gamechangers: Why Tomorrow Won't Be The Same”	Lee Buddress, Ph.D., C.P.M.

*If you have any questions, please contact.....*

*Sid Brown      503-682-6814  
sidbrown@aol.com*

*Ron Brown      503-632-6056*

# Affiliate Leadership Training Workshop Presentations:

**Monday, October 24, 2011**

**ALTW Opening Session (8:00 – 8:25am)**

**Session: ALTW #1A (8:30 – 10:00am)**

*“Affiliate President, VP and Board of Directors: The Necessities”*

**Speaker: Steve Lunden, C.P.M., CPSM**

In this session, we will define the responsibilities of the affiliate President, Vice President, and Board of Directors. Topics covered will include understanding the affiliate financial and legal conditions, fiduciary responsibility, IRS reporting, director and officer liability, affiliate bylaws, Articles of Incorporation, planning for a successful year, planning board and regular meetings, communication and strategic planning. You will be provided with resource information and who to contact at ISM for affiliate management needs.



**Session: ALTW #1B (8:30 – 10:00am)**

*“Education Committee: The Necessities”*

**Speaker: Ben Milam, CPPM, C.P.M.**

Presentation and discussion of the responsibilities of the affiliate education committee chairs and members alike. We will discuss the various professional development needs and how to organize and coordinate the activities that may be utilized in supporting the affiliate education program. Techniques and tools available to assist in these efforts will also be discussed.

**Session: ALTW #1C (8:30 – 10:00am)**

*“Communications: The Necessities”*

**Speaker: Laurie Hitchcock, C.P.M.**

Communications committee members will learn how to establish goals and objectives that are in line with the affiliate strategic plan and marketing plan. How to delegate responsibilities; how to make maximum use of affiliate members as resources; and how to monitor the progress of committee member assignments. We will discuss how to

communicate internally with affiliate members as well as externally with an affiliate marketing plan. This session will also include effective ways to communicate with members (through newsletters, Web sites, etc.) as well as how to use email, mailing lists, and other tools.

*Please be aware there are a limited number of hotel rooms available at the \$104 (+ tax) special conference discounted rate, so we recommend that you make your hotel reservations early!!!*

**Session: ALTW #1D (8:30 – 10:00am)**

*“Affiliate Secretary & Treasurer: The Necessities”*

**Speaker: Marlys Hagen, C.P.M.**

This session will be for new or returning Secretaries and Treasurers who want the basics of the position responsibilities. Topics covered include ISM structure as it relates to the affiliate Secretaries & Treasurers on how their positions influence the affiliate. Secretary duties include working with affiliate bylaws, articles of Incorporation, dues billing, rosters, records retention, meeting minutes and budgets. Treasurer duties include reports, budgeting, audits, IRS reporting, including UBIT and employees and or contract staff, insurance needs and investments.

**Session: ALTW #2A (10:15 – 11:45am)**

*“Membership Committee: The Necessities”*

**Speaker: Elaine Whittington, C.P.M., CPCM, A.P.P.**

This session will examine the ABC's of managing the membership function within the affiliate. It will discuss the requirements for maintaining membership information, billing, recruiting, understanding the responsibilities of the membership committee in the affiliate, examining basic membership recruitment programs, and examining how the membership function interacts with and depends on other functions in the affiliate.

*If you are registering for the ALTW, keep in mind that your \$100 fee covers the whole day which entitles you to our PNPC luncheon, Monday Keynote Speaker and the PNPC educational workshops in the afternoon.*

# Affiliate Leadership Training Workshop Presentations:

## Session: ALTW #2B (10:15 – 11:45am)

### *“Affiliate Strategies”*

**Speaker: Paulette Morris, C.P.M., B.S.**

This session is an introduction to the affiliate survival skills, and will explore the process needed to improve an organization’s current situation, alternatives available to the affiliate to insure longevity in the midst of national and international changes with ISM, and the effects of the national economy. If you want to take the next the next step in becoming a “State of the Art” affiliate with the ability to survive the changes of internal and external environmental forces, and a clear cut advantage over less prepared affiliates than this is the session for you.

## Session: ALTW #2C (10:15 – 11:45am)

### *“Effective Meetings: Planning and Chairing”*

**Speaker: Mike Taylor, C.P.M.**

You said “Yes” to chairing a committee. Now what? After this session, you’ll walk away with a fistful of tools to ensure that your committee will be successful, produce results, and maintain dedicated committee members.

*You will need to make sure you take advantage of the opportunity to enjoy and participate in our Vendor Showcase (trade show). We will be hosting a Vendor Showcase Opening Reception at 4:45pm on Monday and this trade show will be open all day Tuesday with prize drawings for the participating conference attendees at 4:15pm on Tuesday in the Vendor Showcase area.*

## Session: ALTW #2D (10:15 – 11:45am)

### *“Teambuilding”*

**Speaker: Jon McGarrigan**

This session covers the basic components of Teambuilding within your affiliate. Topics include how to form a productive team, the importance of team meetings, team decision making and problem solving, code of conduct, problems of fear and control and evaluating and rewarding team performance. Also includes video training of “John C. Maxwell, Learning the 17 Indisputable Laws of Teamwork” Embrace them and empower your team!

## Session: ALTW #3D (2:00 – 3:15pm)

### *“Affiliate Leadership Training Workshop Roundtable”*

**Facilitators: ALTW Team**

Interactive roundtable review and discussion for the Affiliate Leaders to identify key affiliate challenges today and express the problems your affiliate is faced with today as well as to share your affiliate successes and best practice solutions to help each other survive in today’s difficult environment.

Open to anyone interested in helping our affiliates survive.



*Our conference hotel is just minutes from Downtown Portland and a number of thrilling Portland attractions, such as:*

- \* *Cascade Station*
- \* *Columbia Gorge Scenic Highway*
- \* *Mt Hood*
- \* *Mt St Helens*
- \* *Oregon Museum of Science and Industry*
- \* *Portland Center for the Performing Arts*
- \* *Portland Art Museum*
- \* *Washington Park Zoo*

*When available, the hotel shuttle will provide transportation for hotel guests to the local MAX station for light rail transportation to downtown Portland and other parts of the metro area.*

*The hotel shuttle will also transport hotel guests when available to Cascade Station with 800,000 sq. feet of retail shops and restaurants. Shopping includes( IKEA, Staples, Best Buy, Homegoods, Sports Authority, Golfsmiths, Marshalls, DSW, Dressbarn, Ross, Verizon, Kay Jewelers, Famous Footwear, T-Mobile, Bath & Body Works. Restaurants include Starbucks, Panda Express, Jamba Juice, Taco Del Mar, Quiznos, Red Robin, Hot Pot & Sushi.*

## Affiliate Leadership Training Workshop Speakers:

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### **Marlys Hagen, C.P.M.**

Marlys has over 25 years of public procurement experience working for the State of Alaska. She has supported major construction projects such as the Bradley Lake Hydroelectric Project, and large

telecommunications and Information Technology projects such as the Alaska Land Mobile Radio project, and is currently the Procurement Director responsible for the Department of Natural Resources. In this position she is responsible for procurement of major equipment, emergency procurement of services to support State Fire fighting efforts and major contracts in support of Alaska oil and mineral development. She has an Associate of Arts degree and she holds a Lifetime C.P.M. designation. She has been a member of NAPM-Alaska since 1997 where she has served on the Board of Directors in various capacities, including Communications Chair, Secretary, Vice President, President, and is currently serving as the Past President. During her tenure on the Board, she participated in the creation of a policy and procedure manual for the affiliate. She has also served on the Board of Directors of the Northwest Purchasing Education Council (NPEC) as Alaska's voting representative, and as Secretary.



### **Laurie Hitchcock, C.P.M.**

An ISM member since 1991, Laurie Hitchcock, C.P.M., has been active on the NAPM-Spokane Board of Directors since that time, serving as President, DNA, Trustee, and for the last 10 years as

Communications Chair. Laurie represents NAPM-Spokane on the Northwest Purchasing Education Council. She served as Chair of the NPEC in 2005 and 2006 and now serves as Treasurer. She also chaired the host committees for the 2006 and 2010 Pacific Northwest Purchasing Conferences held in Spokane. Laurie was born and raised in Spokane and received her Bachelors Degree in Business Administration from Eastern Washington University. She worked for 11 years at Cominco Electronic Materials in Spokane, a high purity metals manufacturer for the semiconductor industry,

as a Sales Coordinator where she served customers such as Intel, Motorola, and Texas Instruments. Laurie joined the City of Spokane Purchasing Department in 1990 in a Buyer position and in 1996 was promoted to Director of Purchasing, retiring in 2004. Laurie currently contracts with the Spokane Transit Authority Purchasing Department.



### **Jon E. McGarrigan**

Jon has 21 years of Purchasing and Supply Management at Cadwell Industries, Inc., plus three years Cargo Specialist in the U.S. Army, Ft. Bragg, NC. Jon is past President of ISM's NAPM-Columbia Basin affiliate

in Tri-Cities, WA. He was also Chairman of the 65th Pacific Northwest Purchasing Conference held in 2008 in Kennewick, WA. Jon is currently Vice Chair of the NPEC Board and has been involved with NAPM-CB for the past 6 years volunteering for many positions and helping to promote education to all their members.



### **Steve Lunden, C.P.M., CPSM**

Steve has been with Gonzaga University as Purchasing Manager and Material Support Manager since 1995. In these positions, he has overseen Purchasing, Warehousing, Grounds, Maintenance and

surplus disposal for the University. Before joining the Gonzaga, Steve spent 18+ years in the steel industry in the Spokane area. He has worked in a large corporate business in steel distribution as well as a smaller steel fabrication business, Lunden Construction Products. Steve received a Bachelor's degree in Business Administration from Eastern Washington University in 1984. He completed a MBA in 1990, completed his C.P.M. in 2001, and his CPSM in 2010. He has worked as adjunct faculty for EWU teaching the Purchasing and Materials Management classes as well as Organizational Behavior, Organizational Theory, Small Business Policy & Analysis classes at a variety of times. He has also done consulting work for small and medium businesses in the Spokane area in the areas of operations, inventory and purchasing.

## Affiliate Leadership Training Workshop Speakers:

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### **Ben Milam, CPPM, C.P.M.**

Ben Milam spent his early years as a construction contractor, holding several government contracts in the process. Ben started his procurement and logistics career in the private sector, moved to the public sector

where he received formal procurement training and managed procurement and contracting section in the Army and later spent 17 years as a State of Alaska Contracting Officer. In 2008 he returned to the private sector as a Senior Contract Specialist with the Alaska Native Tribal Health Consortium. He is a Past President, Past Director of National Affairs and current Director of Education for the National Association of Purchasing Management-Alaska. He holds professional certifications as a Certified Professional Purchasing Manager (CPPM) from the American Purchasing Society and a Certified Purchasing Manager (C.P.M.) from the Institute of Supply Management. He holds a Bachelors degree in Business Administration from the University of Albuquerque and a Masters degree in Global Supply Chain Management from the University of Alaska.

Secretary and President, and as Membership Director of the APICS Northeast WI Chapter. She is currently a member of the National Association of Contract Management (NCMA) and holds a board position as VP of Marketing & Publics Relations. Paulette enjoys continued learning and holds a Bachelors Degree in Organization Communication, Associates Degree in Supply Chain Management, and Certificates in Pulp & Paper Technology, Transportation, Commercial Contract Management, and is a Certified Purchasing Manager with ISM. She contributes many of her supply chain management successes & career advancements to the fact that she took the opportunity to participate in these wonderful professional organizations and the outstanding events they offer.



### **Mike Taylor, C.P.M.**

Mike has been in the Supply Chain profession since 1973. His career includes purchasing responsibility for a custom fabricator of large hydraulic cylinders, commercial nuclear power plant construction and Federal Government

contractors. This includes 11 years as a first-line manager as well as many years as a team lead. Mike has purchased and/or managed the procurement of a wide range of products and services. Mike is presently a Supply Chain Specialist for the CH2M Hill Plateau Remediation Company at the Department of Energy Hanford Site. His team is responsible for procurement policies, professional and technical training, purchasing ADP systems, procedures and electronic records. Mike has been a leader in increased internet and electronic tools usage by the department since 1994. Mike is the developer and owner of [MLTWEB.COM](http://MLTWEB.COM) and the [PURCHASING TOOLBOX](http://PURCHASING TOOLBOX). A web site of resources and information for purchasing professionals. In December 2000, Mike's web site was recognized as one of the top 25 purchasing related web sites by [iSource](http://iSource) Magazine. Mike's professional experience includes presenting [seminars, speeches and workshops](#) at professional meetings, conferences, supplier and public forums and company training programs



### **Paulette Morris, C.P.M., B.S.**

Paulette has enjoyed her career within the purchasing & supply chain management field for the past 13 years. She has purchased MRO items, paper & chemical commodities, freight services, and provided service contract management in the flexible

packing, and pulp & paper industries. Paulette worked in the restaurant business and the banking industry prior to her manufacturing career. She has been actively involved with The National Association of Purchasing Management (NAPM) & Institute for Supply Management, Inc. (ISM) for 11 years, holding various board positions in marketing, membership, & education for the ISM Northeast WI, Inc and Northwest Supply Management Association affiliates. Paulette also was a member of the American Production & Inventory Control Society (APICS) for five years, and served on the Northeast WI Technical College Student Board as

# Affiliate Leadership Training Workshop Speakers:



**Elaine Whittington, C.P.M., CPCM, A.P.P.**

Elaine Whittington has worked in the purchasing field for over forty years. She earned her degree from UCLA and taught “Fundamentals of Purchasing” at UCLA

Extension. She spent twenty five years with Lockheed-Martin. Elaine has presented workshops and keynote presentations throughout the United States as well as Australia, Mexico, Sweden, Germany and Canada. She taught and consulted in both the private and public sectors of the business world. Elaine served as President of the Los Angeles Affiliate of the Institute of Supply Management (ISM) and she also served as president of the National Association of Purchasing Management. This was before they changed their name to the Institute of Supply Management. Elaine is a recipient of ISM’s esteemed J. Shipman Gold Medal Award. This medal is awarded each year to one outstanding member of the profession. Currently, she serves as the Chair of the Scholarship Committee and a Consulting Director for the National Association of Purchasing Management – San Fernando Valley, an affiliate of the Institute of Supply Management.



**Embassy Suites Hotel (Portland Airport)**



**Embassy Suites (PDX) Atrium**

## **ATTENTION AFFILIATE LEADERS:**

**Let’s help each other to be successful.....  
Bring your Affiliate Leadership problems and concerns, as well as your successes and best practices, to the Affiliate Leadership Training Workshop Roundtable at 2:00pm Monday afternoon.**

**There is no better place to network with other Affiliate Leaders than this ALTW Roundtable!!!**

## **Embassy Suites Hotel**

**Located at the entrance to the Portland International Airport  
7900 NE 82nd Avenue, Portland, Oregon 97220**

**Tel: 1-503-460-3000**

- \* Hotel offers 251 spacious two-room suites, with separate living and sleeping areas**
- \* Complimentary Cooked-to-Order Breakfast**
- \* Nightly Manager's Reception in hotel atrium**
- \* Free Self Parking**
- \* Complimentary on demand airport shuttle**
- \* Many hotel guest amenities**

**Directions: From I-205, take the Portland International Airport, exit #24, make a left at the intersection of 82nd Ave and Airport Way, make your first left at hotel entrance.**

# Affiliate Leadership Training Workshop at a Glance:

**Monday, October 24, 2011**

ALTW  
Breakout

Number    Breakout Session

Speaker

**8:00 – 8:25am:**

**Affiliate Leadership Training Workshop Opening General Session**

**Ben Milam, C.P.M.  
Jon McGarrigan**

**8:30 – 10:00am**

**# 1A    Affiliate President, VP and Board of Directors: The  
Necessities**

**Steve Lunden, CPSM,  
C.P.M.**

**# 1B    Education Committee: The Necessities**

**Ben Milam, C.P.M.**

**# 1C    Communications: The Necessities**

**Laurie Hitchcock, C.P.M.**

**# 1D    Affiliate Secretary & Treasurer: The Necessities**

**Marlys Hagen, C.P.M.**

**10:15 – 11:45am:**

**# 2A    Membership Committee: The Necessities**

**Elaine Whittington, C.P.M.**

**# 2B    Affiliate Strategies**

**Paulette Morris, C.P.M., B.S.**

**# 2C    Effective Meetings: Planning and Chairing**

**Mike Taylor, C.P.M.**

**# 2D    Teambuilding**

**Jon McGarrigan**

**2:00 – 3:15pm:**

**# 3A    Affiliate Leadership Training Workshop Roundtable**

**Facilitators: ALTW Team**

# **Registration & Hotel Information:**

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## **Early Conference Registration**

The early registration discount applies to registrations received on or before August 26, 2011. Payment method must be indicated on your registration form. Early registration for members/spouses/guests cannot be processed unless they are accompanied by payment.

## **Regular Conference Registration**

Full Registration fees will apply to all registrations received after August 26, 2011. Payment method must be indicated on your registration form. Registration for members/spouses/guests cannot be processed unless they are accompanied by payment.

## **Session Selection**

Please fill in all of your session selections on the registration form as that helps the Conference Committee assign meeting room space for each educational session. Session seating is on a first-come first-served basis. If you change your mind and decide to attend a different session, seating availability is not guaranteed.

## **Continuing Education Hours (CEH's)**

To earn Continuing Education Hours for the conference, you must attend sessions and complete the documentation form provided in your packet.

## **Speakers**

Should a speaker be unable to attend the conference, all efforts will be made to replace the speaker and topics with one of equal merit.

## **Affiliate Leadership Training Workshop**

The Monday morning ALTW will be “free” to any attendee registered for the full conference. However, anyone just attending the ALTW will have to pay the one-day \$100 registration fee for Monday. Continuous Education Hours (CEH's) will also be awarded for the ALTW.

## **Conference Headquarters**

The Embassy Suites (@ PDX) is the official headquarters for the 68<sup>th</sup> Pacific Northwest Purchasing Conference. All activities, registration, general sessions, exhibits, and conference educational sessions will take place at the hotel. HOTEL RESERVATIONS ARE THE RESPONSIBILITY OF THE REGISTRANT. The Conference Committee has secured a *limited* number of rooms at a special rate. Reserve early!

## **Hotel Information**

Embassy Suites Hotel - Portland Airport (PDX)  
7900 NE 82<sup>nd</sup> Avenue  
Portland, OR 97220  
Hotel Phone: 503-460-3000

Click on: [Hotel Registration](#)

Reservations: 1-800-EMBASSY (362-2779)  
....or Hotel Phone: 503-460-3000

Hotel website: [Embassy Suites Hotel \(PDX\)](#)

When making hotel reservations, please identify as being with the “Pacific Northwest Purchasing Conference” to receive special room rate. All hotel reservations must be guaranteed with a credit card or advanced payment. Free airport (PDX) shuttle!

## **Room Rates until October 21, 2011**

Two-Room Suite (Single/Double) @ \$104/night + tax. Guest room rates will also be available for the 3 days prior and the 3 days after the conference. (*Note limited number of rooms available at this rate, so recommend early reservations.*)

## **Special Needs**

If you require special dietary entrees, or require any special services or auxiliary aids in accordance with the Americans with Disability Act, please be sure to check the appropriate box on the conference registration form. You will be contacted by a conference representative to address your needs.

## **Food for Thought**

Your Conference registration includes a lunch and a *Vendor Showcase* reception with hors d'oeuvres after Monday's educational sessions; breakfast, lunch, and dinner (banquet) on Tuesday; and breakfast and lunch on Wednesday.

## *My Notes.....*

# Conference & Affiliate Leadership Training Workshop Registration

## “Adding Value”

### 2011 Pacific Northwest Purchasing Conference & Affiliate Leadership Training Workshop October 24 – 26, 2011

First Name \_\_\_\_\_ M.I. \_\_\_\_\_ Last Name \_\_\_\_\_ Accreditation \_\_\_\_\_

Nickname (for badge) \_\_\_\_\_ Spouse/Guest Nickname \_\_\_\_\_

Title \_\_\_\_\_ Employer Name \_\_\_\_\_

Mailing Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

Affiliate/Chapter \_\_\_\_\_ Member ID# \_\_\_\_\_ Position \_\_\_\_\_ Special services/dietary needs? Check here \_\_\_\_\_

#### Affiliate Leadership Training Workshop (ALTW) Session Selection

(Please indicate the session's number/letter code, i.e. "ALTW #1A")

ALTW Opening Session Monday, October 24 8:00 – 8:30 am	ALTW Session 1 Monday, October 24 8:30 – 10:00 am	ALTW Session 2 Monday, October 24 10:15 – 11:45 am	ALTW Session 3 (ALTW #3D) Monday, October 24 2:00 – 3:15 pm

#### Conference Workshop (PNPC) Session Selection

(Please indicate the session's number/letter code, i.e. "PNPC-3A")

PNPC Session 1 Monday, Oct. 24 2:00 – 3:15 pm	PNPC Session 2 Monday, Oct. 24 3:30 – 4:45 pm	PNPC Session 3 Tuesday, Oct. 25 9:15 – 10:30 am	PNPC Session 4 Tuesday, Oct. 25 11:00 – 12:15	PNPC Session 5 Tuesday, Oct. 25 2:30 – 3:45 pm	PNPC Session 6 Wednesday, Oct. 26 9:00 – 10:15 am	PNPC Session 7 Wednesday, Oct. 26 10:30 – 10:45 am

#### Meals You Plan to Attend

Monday Lunch Yes ___ No ___	Monday Reception Yes ___ No ___	Tuesday Breakfast Yes ___ No ___	Tuesday Lunch Yes ___ No ___	Tuesday Dinner Yes ___ No ___	Wednesday Breakfast Yes ___ No ___	Wednesday Lunch Yes ___ No ___
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#### Guest Meals

Monday Lunch ___ Ticket x \$25	Monday Reception ___ Ticket x \$20	Tuesday Breakfast ___ Ticket x \$20	Tuesday Lunch ___ Ticket x \$25	Tuesday Dinner ___ Ticket x \$40	Wednesday Breakfast ___ Ticket x \$20	Wednesday Lunch ___ Ticket x \$25
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#### Method of Payment (U.S. Funds Only)

**By Check**      Check Here

Enclosed is a personal or organizational check,  
Number \_\_\_\_\_

Amount of check: \$ \_\_\_\_\_ \*

Make check payable to "NW Purchasing  
Education Council" ("NPEC") and mail  
completed registration with check to:

**Pacific NW Purchasing Conference**  
PO Box 3282  
Wilsonville, OR 97070-3282

A receipt will follow after payment is received.  
\* Note: Early Bird discount deadline is August  
26, 2011.

**By Credit Card**      Check Here

If you have a PayPal account, you can make  
payment\* to **pacnwconf@yahoo.com**.  
A receipt will follow after payment is received.

If you do not have a PayPal account, Email your  
completed registration form\* to:  
**pacnwconf@yahoo.com**.  
Upon receipt, an invoice will be emailed to you for  
credit card payment through PayPal.

\* Note: Early Bird discount deadline is August 26<sup>th</sup>.

**GOT QUESTIONS???** Please contact:  
**Sid Brown 503-682-6814**  
[sidbrown@aol.com](mailto:sidbrown@aol.com)

**Ron Brown 503-632-6056**

Registration Totals	
Early Bird Full Registration Member - \$325 Non Member \$350	\$
After August 26, 2011 Member \$350 Non Member - \$375	\$
One-Day Registration ___ Monday, Oct. 24 (Con/ALTW) - \$100 ___ Tuesday, Oct. 25 - \$200 ___ Wednesday, Oct. 26 - \$100	\$
Guest Meals Total	\$
<b>Total Amount Enclosed</b>	<b>\$</b>