



**institute for
supply management**

**Oregon Mid-Valley Purchasing & Supply
Management Association, Inc.
PO Box 12892
Salem, OR 97309-0892**



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

Oregon Mid-Valley Purchasing & Supply Management Association

*an affiliate of the **Institute for Supply Management**,
is proud to announce our Spring 2008 Seminar:*

“Fundamentals of Purchasing Law - What You Need To Know To Successfully Negotiate Contracts”

Objective: Deliver an effective understanding of purchasing law. Provide tools and tactics to optimize the best outcome while managing risk.

Areas of Focus:

- The Role of Purchasing
- Principled Contract Negotiations
- Legal Authority
- Uniform Commercial Code
- Contracting for Services
- Transportation Terms
- Limitation of Liability
- Dispute Resolution
- Sarbanes Oxley
- IP Law
- E-Commerce
- Letters of Intent
- Ethics & Social Responsibility
- Contract Negotiation Tactics & Counter-Tactics
- Case Study

(Continuing Education Hours (CEH) = 8).

OMV is proud to announce that March is “National Supply Management Month” and we are inviting our seminar attendees to also join us at the completion of our seminar for our regular monthly dinner meeting:

“Supplier Business Reviews & Vender Audits – How to effectively conduct vender audits and reviews”

The Dinner Meeting cost is an additional \$20.00 for members (including non-members attending seminar). For all other non-members, the cost is \$25.00. (*Continuing Education Hours (CEH) = 1*).

Our Instructor for both the seminar and the evening dinner program will be:



Gary L. Hopper, C.P.M.

Gary has 25+ years of purchasing and contracts related experience. He has worked in public and private sectors and in the defense environment. Former employers include: Intel Corporation, The Walt Disney Company and University of California, Santa Cruz. At Intel, Gary was the U.S. Indirect Purchasing Manager in support of 48,000 domestic internal customers at 12 different locations and with annual expenditures of \$1B per year. At Disney, Gary was the Director of Strategic Sourcing and Operational Procurement for the Disneyland Hotels, Theme Parks and Sports Entertainment (i.e. Ducks, Angels, ESPN Zones). At UC Santa Cruz, Gary was the Director of Purchasing and Business Contracts. His organization was the first within the UC system to become centralized and focused on cost savings.

Gary earned his B.A. Degree in Economics from San Jose State University in 1981. He earned an MBA from Golden Gate University in 1989. He earned his C.P.M. in 1997 and has been a member of the NAPM since 1985. Throughout his career he has served on various affiliate boards to include Silicon Valley, Sacramento and Oregon. For NAPM- Oregon, Gary served as President in 1998.

Gary and his wife live in Salem. He is now doing supply chain consulting and training under the business name: Total Cost Solutions.

When: **Tuesday, March 11, 2008**
Seminar Program: 8:00 AM – 5:00 PM
Dinner Program: 6:00 PM – 8:00 PM

Where: Shilo Inn; 3304 Market St, NE; Salem, OR 97301 (off I-5, Exit # 256)

Targeted Audience: Purchasing & Supply Chain Professionals interested in a better understanding of how purchasing laws effect our jobs as we manage risk for our companies.

Registration and Fee Receipt Deadline: **Friday, February 29th, 2008**

REGISTRATION FOR EDUCATIONAL PROGRAMS

REGISTRATION AND FEE RECEIPT DEADLINE: **Friday, February 29th, 2008**

“OMV Spring 2008 Seminar & Dinner Meeting”

Name Membership #	Company	Telephone # & E-Mail	ISM/APICS

FEES:

Full Day Seminar Session ISM or APICS member Qty _____ x \$125.00
 \$ _____ A1

“Fundamentals of Purchasing Law” Non-member Qty _____ x \$150.00
 \$ _____ A2

Evening Dinner Meeting Qty _____ x \$20.00
 \$ _____ B1

“Supplier Business Reviews & Vender Audits”

Total Fees..... \$ _____

In the event that Oregon Mid-Valley Purchasing & Supply Management Association, Inc. cancels this course, all paid fees will be refunded, or checks returned promptly. If a registered participant cancels for any reason after February 25, 2008, their paid fees will be forfeited.

Make Checks Payable: Oregon Mid-Valley Purchasing & Supply Management Association, Inc.

(Please include your Registration Form and your Check in the same envelope)

Mail to: Oregon Mid-Valley Purchasing & Supply Management Association,
Inc.
PO Box 12892
Salem, Oregon 97309-0892

Registration Questions: Sid Brown, 503-682-6814
sidbrown@aol.com