



**institute for  
supply management**

**BRIDGING**

**NORTHWEST  
SUPPLY CHAINS**

# 2005 Supply Chain Management Conference

Hosted by



(affiliated with the Institute for Supply Management™)

## REGISTRATION INFORMATION

April 12-13, 2005  
Oregon Convention Center  
Portland, Oregon

### Co-Sponsored By



# 2005 Supply Chain Management Conference

April 12-13, 2005

## Schedule of Events\*

### Tuesday, April 12

8:00 am – 6:00 pm

Registration Open

8:00 – 8:30 am

Continental Breakfast

8:30 – 10:00 am

**Innovation & Technology that will Drive Business in the Next Fifteen Years**

*Thomas Jones, PhD*

Technology futurist Dr. Thomas G. Jones will speak about innovations and technology that will drive business in the next 15 years. His presentation is a mix of both humorous and hopeful projections. You will find his technology prediction timelines for major innovations such as the appearance of e-money, the information super highway, household robots and other technology breakthroughs, very thought provoking.

10:00 – 10:30 am

Break & Supplier Fair

10:30 – 11:45 am

**BREAKOUT SESSIONS – choose one**

**A1) An Outline for Sourcing in China**

*Robert Visser, ACBC Corporation*

China continues to grow as the world's supply source of choice, with its manufacturers regularly offering 30%-50% discounted prices for supply in many industries. As such, China should be considered as a potential supply source for any U.S. company that sources components, parts, or supplies externally. Visser will share his experiences working for U.S. companies sourcing supply in China, as well as Chinese companies establishing supply customers in North America and Europe. He will discuss issues relating to seeking out, developing, and managing supply relationships with manufacturers in China, as well as avoiding some of the major pitfalls in conducting business.

**A2) Negotiation Preparation: 19 Point Checklist**

*Robert Peterson, PhD, University of Portland*

Do you prepare for your negotiations, or do you wing it every time? This session will layout the 19 steps needed to prepare for negotiation encounters. Some elements you may do mentally, some not at all. Whether you have long term agreements or brand new partnerships, your preparation will probably determine your fate.

**A3) Performance Metrics: Do You Want to be Efficient or Make Money?**

*Hank Barr, City University*

Hank Barr is an enthusiastic advocate of TOC (Theory of Constraints) for focusing management efforts. This presentation will give insight into TOC and show some dramatic differences between cost accounting and throughput accounting, between reporting results and providing useful information for decision making, challenge a few traditional business measurements, and it will be interactive and fun too. This session will provide attendees with the ability to make better make/buy and scheduling decisions. Barr will also explain why it almost always makes sense to make one and show the difference between costs that change and those that don't. TOC logistical analysis, constraining resource and much more will be covered.

11:45 am – 1:30 pm

Lunch & Supplier Fair

1:30 – 2:45 pm

**BREAKOUT SESSIONS – choose one**

**B1) When Compliance Problems Become Enforcement Matters - Don't Let This Happen to You**

*Julie Salcido, Office of Export Enforcement*

This session will include an overview of the Export Enforcement organization and mission. Recent enforcement cases, including tech transfer cases will be discussed. Suggestions on how to avoid compliance breakdowns will also be covered.

**B2) SOX, SCM, and You!**

*Greg Hutchins, Quality Plus Engineering*

Sarbanes/Oxley Act (SOX) of 2002 is pivotal corporate governance legislation that may have profound impacts on your supply chain and you. This session will examine the components of Sarbanes/Oxley

and discuss what impact it has on your executive management, you, your supply chain, and your suppliers. Value Added Auditing® and compliance issues will also be covered.

**B3) Supply Chain Six Pack**

*Steve Medland, University of Oregon*

The marketing discipline has long had the Three P's (and later the Four P's) as a framework for approaching marketing strategy and problems, while the supply chain world has not enjoyed such simplicity. The Supply Chain Six Pack attempts to build such a framework for the supply chain professional asking the question, "where do I start improving my organization's supply, logistics, and operations efforts?" This session includes specific examples of successes and failures associated with each component of the six pack.

**B4) The Future of the Small Package Shipping Industry From Discounts to Service Advances**

*Mike Erickson, AFMS, Inc.*

Carriers are battling it out for market share and competition is greater than ever before. During these competitive times, you now have a chance to improve your company's service levels and costs like never before. Learn how you can best compare major carriers like DHL, FedEx, UPS and USPS and the programs and services they have to offer. Find out how former managers and directors from UPS, FedEx and DHL compare these carriers.

2:45 – 3:30 pm

Break & Supplier Fair

3:30 – 4:45 pm

**BREAKOUT SESSIONS – choose one**

**C1) RFID: Beyond the Illusion**

*David Hushbeck, Menlo Worldwide Logistics*

Can RFID enable better supply chain management? Yes – the real question is how and when. A look at RFID technology, how it is being used, the issues today and finding the value of RFID through examples of projects implemented and investigated by Menlo Worldwide. Why is this technology so hyped and should you care? When should you start to use RFID and what should you expect when you do? This session will discuss how to get started and how to think about your RFID strategy.

**C2) Life Balance: Balancing Work with the Rest of Your Life**

*Wally Pfeiffer, PhD, Portland State University*

This highly interactive presentation will introduce key concepts related to quality living and health as they relate to today's business environment. The interdependent relationships that exist among these concepts make our daily choices very important in enhancing the ability to function at an optimum level. This is especially true in the fast-paced retail and supply chain industries. Realizing it is not easy to "do all we know" with regard to balancing our lives, this session examines ways to break through old habits, and develop new behaviors that can have an immediate impact on our overall quality of life.

**C3) U.S. Import/Export Resources on the Web**

*Tim Dickhaus, DHL Danzas*

This presentation reveals some of the highlights of the various ".gov" websites that affect imports, exports and foreign trade, including U.S. Customs and Border Protection, Bureau of Industry and Security, U.S. State Department, FDA and the International Trade Administration sites. The latest in import security and import initiatives will be examined, as well as foreign county duty rates and Value Added Tax requirements.

**C4) Industry Consolidation and Globalization: What it has meant for the Freightliner Supply Chain, and likely will mean for other manufacturers**

*Ted Southworth, Freightliner, LLC*

The evolution of a global Supply Chain Management began with the formation of informal Purchasing groups from different continents meeting jointly with common Suppliers. While this was effective in leveraging a global multi-billion dollar spend, it did nothing to truly lower the cost of the components used at each of the subsidiaries. Recent organizational changes have resulted in a centralized Global Procurement and Supply function, with a formal structure reporting to one leader. This change was announced in concurrence with the formation of a global Commercial Vehicle Development Group,

with the stated mission of commonizing components and turning “scale into profit”. Finally, an approach that lowers the costs for all the subsidiaries AND the Suppliers. New problems are introduced downstream from the sourcing decision now. How do we now put a logistics plan together to rationalize sourcing decisions and not only minimize transportation cost, but actually use the entire Supply Chain including logistics providers as a competitive advantage? This session will explore the possibilities.

4:45 – 6:00 pm

Reception & Supplier Fair

6:00 – 8:00 pm

**Dinner Program: Testing the Chain in a Real Expansion**

*John Mitchell, PhD, U.S. Bancorp*

The U.S. economy is in its fourth year of output growth and half way through its second year of employment gains. The transportation system is under stress with rising volumes and delayed investment. Changes in currency value and laws are influencing decisions as to production locations. The disaster in Asia has imposed other logistical challenges. Amidst these global developments, the northwest states are amongst the top performers in terms of job growth, but Oregon and Washington are still climbing back to pre-recession levels. The aerospace decline has ended, the tech sector is growing, and travel and tourist activity has rebounded. Prospects for the nation and the region in 2005 will be covered along with the risks to the outlook.

*NOTE: Registration for the dinner program is not included in the conference registration fee. Dinner program tickets can be purchased on the registration form.*

## Wednesday, April 13

8:00 – 8:30 am

Continental Breakfast & Supplier Fair

8:30 – 9:30 am

**State of the Supply Chain & Logistics Industry**

*Patrick Cooney, Eagle Global Logistics*

Outsourcing, security concerns and capacity constraints (among others) are all placing increased strains on the supply and logistics functions. This presentation will detail some of Cooney's vast experiences and explore key issues facing supply and logistics professionals today.

9:30 – 10:00 am

Break & Supplier Fair with Door Prize Drawings

10:00 – 11:15 pm

**BREAKOUT SESSIONS – choose one**

**D1) Current Developments in Contracting: Electronic Contracting, International Perspectives and Revised UCC Article 2**

*D. Benjamin Beard, University of Idaho, College of Law*

**NOTE: This is a two-part session, concluding at 12:45 pm.**

Contracting practices have been affected by recent developments in the U.S. and abroad. In the U.S., the adoption by over 46 states of the Uniform Electronic Transactions Act, the federal Electronic Signatures in Global and National Commerce (E-Sign Act), and the recent proposed revisions to Uniform Commercial Code Article 2, have served to validate electronic contracting practices and may well result in streamlined contract formation. Internationally, the Convention on the International Sale of Goods (CISG) and a proposed Convention on the Use of Electronic Communications in International Contracts will facilitate doing business cross-border. This session will outline the developments and allow you to raise those questions relating to the matters that are most important in your business.

**D2) Four Critical Trends in Supply Logistic Management**

*Lee Buddress, PhD, C.P.M., Portland State University*

Sustainability is a concept with which we are familiar in an environmental sense, but there are three additional levels of sustainability that may impact us, professionally. How will we sustain our national standard of living in the face of continued outsourcing, its consequent balance of payments problem and our record budget deficits? How will our businesses find and develop the new materials and technologies necessary to sustain themselves? How will we, as individuals, sustain ourselves professionally in the face of an increasingly competitive job environment? This presentation will explore these issues and suggest ways by which we might address them, as our Supply and Logistics professions continue to evolve.

**D3) How to Ignore the Noise and Fix the Real Supply Chain Problems**

*Jon Olson, Intel Corporation & Todd Everett, Intel Corporation*

This session will focus on applying basic mathematics and simple

statistical techniques to help identify when and where to respond to problems with your Supply Chain. It will follow the concepts taught in the book “4th Generation Management”, and help you with simple tools to understand and mathematically identify when your processes are in or out of control, and the major contributors to variability. Too often today, companies chase after problems in their supply chain that are merely noise and well within the statistical expectations of what the process is capable of providing. This session should assist you in understanding these concepts, and provide you with some tools and techniques to allow you to identify when and where to react to the “real” problems in your supply chain.

**D4) 5S for Office: A Bridge to Lean**

*Tom Fabrizio, Lean Manufacturing Tools*

More than 60% of a company's cost is administrative, not on the shop floor. So why do we keep trying to squeeze every penny out of the value adding portion of our companies? Shouldn't we begin to reduce waste in the non value-adding operations-the administrative operations? It's time to implement The Lean Office. And the first step is 5S for the Office. The 5S target is to reduce all office waste. This talk will outline five steps to reduce-and keep out-office waste, and drastically reduce your cost of doing business. This is a “how to” talk about what to do and how to do it. It includes case examples from many types of offices.

11:15 – 11:30 am

Break

11:30 am – 12:45 pm

**BREAKOUT SESSIONS – choose one**

**E1) Cargo Security and the Transportation Security Administration**

*Jana Nicaastro, Transportation Security Administration (TSA)*

This session will review the general oversight of the TSA, air cargo regulations and law, regulatory requirements and function of TSA's Regulatory Division. September 11, 2001 and the Aviation and Transportation Security Act will be examined, along with why the TSA was created and how cargo security and proposed rules affect the supply chain.

**E2) Strategic Sourcing: The Five Step Process**

*Dawn Moore, CPIM, Intel Corporation*

Why should you utilize a structured sourcing process? This presentation will review the five discrete phases of strategic sourcing including design/develop, source, plan procure and manage. The purpose and key elements for each phase will be examined and specific examples of actions and measurements utilized by Intel will be discussed.

**E3) Third Party Logistics: An International Trade Industry Sector Overview**

*Barry Horowitz, CMS Consulting Services, LLC*

The third party logistics sector of the international trade industry provides a wide range of services to companies engaging in importing and exporting. The third party logistics industry is made up of a very large number of diverse companies from small, local or regional companies with few customers to very large multi-national companies with enormous customer lists. These companies offer a wide range of services and capabilities to their markets and perform their services with varying degrees of success and ability. This presentation will provide an overview of this complex business and will offer commentary on service capabilities, service providers' selection and evaluation and various other aspects of this industry sector.

12:45 – 2:45 pm

**Luncheon Presentation: Government and Business: Lessons Learned and Best Practices from Both Worlds**

*Phil Keisling, ProDX*

Phil Keisling spent more than 20 years reporting on, and participating in, Oregon State Government. In 1999, he defied conventional political wisdom -- “Once bitten, always running (for something!)” -- and resigned his post as Oregon Secretary of State to spend time in the private sector. After a job search of 3 months, he chose to join ProDX, Oregon's largest, locally-headquartered information technology consulting company. At ProDX, he currently oversees more than 100 employees and manages an annual P and L of more than \$10 million. Keisling will offer some insights on the journey from the public to private sectors: what's different, what's the same, and some of the lessons each can learn from the other.

2:45 pm

Conference Concludes

## About the Speakers

**Hank Barr** is currently teaching Operations Management part time for City University. He is APICS certified in production and inventory management and a past Certified Purchasing Manager through ISM/NAPM. His experience includes nearly 30 years of a broad range of worldwide inventory and logistics management assignments including accounting, budgeting, material requirements and logistics support planning, data processing, software and hardware installation and associated training and executive level assignments. He has held numerous APICS chapter positions including chapter president, vice president, director of education, programs director, and seminars director.

**D. Benjamin (Ben) Beard** is Professor of Law and Associate Dean at the University of Idaho, College of Law. A native of Cleveland, Ohio, he received his J.D. degree in 1982 from Case Western Reserve University, practiced commercial law for five years, and had taught Commercial Law and Property at the University of Idaho since 1987. He was the Reporter for the Uniform Electronic Transactions Act, and recently served as an American Bar Association representative to the United Nations Commission on International Trade Law Working Group, which recently completed a Draft Convention on the use of Electronic Communications in International Contracts. He has made numerous presentations to purchasing managers throughout the northwest.

**Lee Buddress, PhD, C.P.M.** is Director of the Supply and Logistics Management Program at Portland State University. In addition, he teaches in the Master of International Management Program. He holds a B.S. Degree in Business Administration from University of California at Berkeley and a PhD. degree in Supply and Logistics Management from Michigan State University. Dr. Buddress' teaching and research are focused on Supply and Logistics, Forecasting, Production Planning and Control, and Negotiation.

**Patrick Cooney** is Executive Vice President, Europe, Middle East and Africa for Eagle Global Logistics. Based in England, he is responsible for logistical solutions to everything from Middle East supply to tsunami relief. A Portland State University grad, he has extensive logistical experience, both domestically and throughout the world.

**Tim Dickhaus** has been a Sales Executive for DHL Danzas since 1997 and a cargo sales professional since 1992. His import and export experience spans 23 years as a representative for two cargo companies in both operations and consultative sales. Though Dickhaus has had most of his success with the high-tech customers west of Portland, he has moved many commodities, including shipments for the Oregon Coast Aquarium. He recognizes the need for U.S. companies to have a foundation in import and export regulations and preaches the "horror stories" in an attempt to get customers into the correct training for their supply chain staff. Dickhaus has a degree in Business from Austin College.

**Mike Erickson**, the President and Founder of AFMS Logistics Management Group, has nearly two decades of experience in transportation management, operations, and contract negotiation. Erickson has assisted over five hundred major corporations in lowering their transportation expenditures and has been recognized as a top speaker at national conferences including CSCMP (CLM), Parcel Shipping & Distribution, The National Postal Forum, and NCOF. AFMS was recognized this year in Inc. Magazine's list of fastest growing private companies in America.

**Tom Fabrizio** has been implementing Just-In-Time systems for over twenty years in a wide range of industries including automotive, aerospace, plastic molding and extrusion, food processing, pharmaceutical and in hospitals and health clinics. Early in his career, Fabrizio served as a trainer/consultant at Productivity, Inc., where he worked closely with leading experts in manufacturing improvement. Later he took over as Director of Product Development at Productivity, Inc. where he was responsible for creating and customizing workshops, simulations, video packages, and other learning systems. Fabrizio was principal developer on Ford's Lean Metric System. In 1999, Fabrizio started Lean Manufacturing Tools which provides training and consulting in all aspects of Lean Manufacturing and Continuous Improvement Systems.

**Barry Horowitz** has a 34-year career that has spanned the full range of

International Transportation Logistics and Supply Chain Management activities. He has served as Vice President of Direct Line Cargo Management Services, a supply chain management service provider based in the USA and Hong Kong. Horowitz was also responsible for Nike's global product movement when he served as Director for Nike, Inc.'s International Transportation. Horowitz established CMS Consulting Services in June 2003 to serve the needs of companies and organizations involved in international trade and requiring independent, creative and experienced advice on the full range of supply chain management evaluation and improvement programs.

**David Hushbeck** leads Menlo's Worldwide Logistics Solutions business responsible for providing supply chain application to the market. These solutions include RFID, warehouse management, logistic management, visibility, small parcel shipping, and custom developed applications that allow clients to optimize and execute complex supply chains. He has over 23 years of experience and joined Menlo in April 2003 after serving as CEO for PlanetCAD Inc. He has a diverse combination of business strategy, operations, and technology experience.

**Greg Hutchins** is the engineering principal with Quality Plus Engineering and Lean SCM. Quality Plus Engineering provides risk analytics and assurance services. Lean SCM® offers supply management, global quality, ISO 9000, AS 9100 and product assurance services. Hutchins is the author of more than a dozen books on supply management, process, program/project, and quality management. He has developed and offered SCM and quality courses through ISM for more than 15 years.

**Thomas Jones, PhD** is an active futurist researcher and has spoken to business, education and community audiences across the nation. Dr. Jones is a past recipient of the Leavey Award which recognizes him as one of the 15 most innovative business educators in the United States. Dr. Jones holds a Master of Science in Management degree from Marylhurst University and a Doctor of Philosophy degree in Leadership and Organization Development from Walden University.

**Phil Keisling** is currently a Vice President for ProDX, Oregon's largest, locally-based Information Technology consulting company, where he manages their Technical Services Division. Born and raised in Beaverton, Keisling worked briefly as a speechwriter for ex-Governor Tom McCall's 1978 campaign. Following 6 years as an investigative editor and journalist for Portland's Willamette Week, and the Washington Monthly magazine in Washington D.C., Keisling returned to Oregon and worked three years as a staff assistant for then House Speaker Vera Katz. In 1988, he was elected to the Oregon House of Representatives from a district in SE and SW Portland. Though re-elected in 1990, he resigned his seat when he was appointed Oregon Secretary of State by Governor Barbara Roberts. Elected in 1992 and re-elected in 1996, he oversaw a number of key government functions, including Audits, Elections, and the Corporations Division. His major initiatives included implementing Vote By Mail for all Oregon elections, significantly expanding the performance audit function, and streamlining the functions and productivity of his 200-employee agency.

**Steve Medland** teaches Operations Management in the Decision Sciences department at the University of Oregon in addition to private consulting work. His professional background includes management positions in warehouse and distribution environments, light manufacturing, and purchasing in various industries. Companies include Ryerson Tull, U.S. Office Products, Intel, and Webvan/Homegrocer. Steve currently serves as the President of Council of Supply Chain Management Professional's Portland Roundtable.

**John Mitchell, PhD** is U.S. Bancorp's Economist for the Western Region and the principal of M & H Economic Consultants. His responsibilities include analyzing and forecasting the economy. Prior to joining U.S. Bancorp in 1983, he was a professor of economics at Boise University for 13 years. Dr. Mitchell is also a member of the Western Blue Chip Forecast Panel. He was Chairman of the Oregon Council of Economic Advisors and Oregon Governor's Technical Advisory Committee on Tax Review.

**Dawn Moore, CPIM** is the Outsourcing Manager of the Global Systems Manufacturing Outsource Group at Intel Corporation and is

responsible for worldwide supplier and contract management for all board and assembly outsourcing as well as new business start up and introduction. She has been with Intel in Supply Chain Management roles in Corporate Purchasing, New Construction/Project Management, Materials Management, Commodity Management and Indirect/Services for the past twelve years. In addition to her core responsibilities, Moore is heavily involved in the development and deployment of training and supply chain strategy. She is a graduate of Michigan State University with a BS in Materials Logistics Management and has an MBA from Pepperdine University.

**Jana Nicastro** is a Supervisory Transportation Security Specialist for the Department of Homeland Security, Transportation Security Administration (TSA) at Portland International Airport. Nicastro's oversight includes supervising eight Aviation Security inspectors and regulatory requirements as mandated in the airport, air carrier and indirect air carrier security programs. Prior to her position with TSA at Portland International Airport, she worked as a Dangerous Goods/Cargo Security Special Agent with the Federal Aviation Administration and TSA in Portland, Seattle, Washington and Anchorage, Alaska.

**Robert Peterson, PhD** is a marketing professor at the University of Portland. His dissertation topic was negotiation planning and preparation and his expertise also includes sales. He has experience in domestic and cross-cultural negotiation encounters. Dr. Peterson earned the American Marketing Association 2002 Innovative Teacher Award and was twice voted the Outstanding Professor in the school of business at the University of Portland.

**Wally Pfeiffer, PhD** is an associate professor of management in the School of Business Administration at Portland State University, and owner of Pfeiffer and Associates, a management consulting business. Pfeiffer has over 35 years of teaching, coaching administration and management experience in the public and private sectors. He has held executive positions in public education, higher education and publicly traded companies.

**Ted Southworth**, Freightliner, is the Supply Chain Manager at Freightliner LLC, a wholly owned subsidiary of DaimlerChrysler AG. He joined Freightliner in 1978 and held various positions in Procurement and Supply Management in North Carolina, Virginia and Oregon at both plant and Corporate levels. Born in Standish, Michigan, Southworth attended Michigan State University where he received his Bachelor of Science Degree in Business Administration and Penn State University Executive Strategic Purchasing Management Program.

**Julie Salcido** is the Special in Charge of the Bureau of Industry and Security's (BIS) San Jose Field Office for Export Enforcement. The San Jose field office covers a nine state region, including Northern California and the Pacific Northwest and is charged with responsibility for enforcing compliance with the Export Administration Regulations as part of the BIS' mission to advance the national security, foreign policy, and economic interests of the United States. Salcido started her law enforcement career with the Office of Export Enforcement as an agent in 1994, and is the recipient of Silver and Bronze awards by the BIS for outstanding work in criminal investigations.

**Robert Visser** is the International Business Development Manager for ACBC Corporation, the world's largest maker of electronic glass used in the manufacturing of television sets. The company is headquartered in Anyang, China, and has production facilities throughout the country. The company's clients include Sony, LG Philips, Thomson, Samsung, and Hitachi. Mr. Visser is responsible for accounts in Western and Eastern Europe, as well as North and South America. He is a graduate of the Masters of International Management program at Portland State University and a graduate of the Defense Language Institute in Monterey, CA as a Chinese-Mandarin linguist. His responsibilities include researching global industry conditions and clients, negotiating terms of trade, managing product introduction, approval, and mass production supply, and acts as a liaison between engineering, logistics, and production planning between headquarters in China and customers worldwide.

## Important Conference Information

### Registration

Conference registration fees include sessions, session materials, Tuesday's continental breakfast, Tuesday's lunch, and Tuesday's reception. It also includes Wednesday's continental breakfast, Wednesday's lunch and all breaks.

**Early Bird discounts apply to those registration received by March 11, 2005.** Space is limited – early registration is encouraged. Registrations will be accepted on a first-come, first-served basis.

A confirmation letter will be sent to registrations that are received by Monday, April 4, 2005.

### Dinner Meeting Registration

The dinner meeting registration fee is not included in the conference registration fee; however, dinner program tickets can be purchased on the registration form.

### Session Selection

Your session selections help the conference committee assign meeting room space for each educational session. While allowing space projections, it does not guarantee seating. Session seating is on a first-come, first-served basis.

### Location

All conference activities will take place at the Oregon Convention Center, Meeting Rooms B. The Oregon Convention Center (OCC) is located at 777 NE Martin Luther King Jr. Blvd. in Portland.

The OCC provides onsite parking in their 800 capacity underground parking garage. The maximum daily rate is \$8. Additional parking is available at the nearby Metro Regional Garage for \$6. For additional information, visit the OCC web site at [www.oregoncc.org](http://www.oregoncc.org). The Max light rail and Tri-met bus service makes regular stops at the OCC. Visit the Tri-Met web site at [www.tri-met.org](http://www.tri-met.org) for schedule information.

### Lodging

While no hotel rooms have been reserved for this event, the following are hotels located near the OCC. You are encouraged to make your lodging reservations early.

#### Residence Inn

1710 NE Multnomah St.  
Portland, OR 97232  
503.288.1400  
[www.residenceinn.com](http://www.residenceinn.com)

#### Doubletree Lloyd Center Hotel

1000 NE Multnomah St.  
Portland, OR 97232  
503.281.6111  
[www.doubletree.com](http://www.doubletree.com)

#### Marriott Courtyard Portland

435 NE Wasco St.  
Portland, OR 97232  
503.234.3200  
[www.courtyard.com](http://www.courtyard.com)

### Conference Attire

Business casual is suggested for all conference events.

### Cancellation Policy

Cancellations received on or before March 25, 2005 will receive a full refund minus a \$50 administrative fee. Cancellations received after March 25, 2005 will be refunded 50% of their total fees. No shows and same day cancellations will not receive a refund.



147 SE 102nd Avenue  
Portland, OR 97216

Return Service Requested

April 12 - 13, 2005  
Oregon Convention Center • Portland, Oregon

# 2005 Supply Chain Management Conference



# 2005 Supply Chain Management Conference

Hosted by the Northwest Supply Management Association

## Registration Form

Please complete and mail this form with payment to NSMA.  
One form per person – photocopy this form for additional registrants.

Name (please include all designations)

Company

Title

Address

City

State

Zip

Phone

Fax

E-mail

### Please check all associations that you are a member of:

- Northwest Supply Management Association     Portland Air Cargo Association     APICS  
 Council of Supply Chain Management Professionals (formerly CLM)     ISM/NAPM Please list your chapter affiliation \_\_\_\_\_

### Registration Fees:

Conference registration fees include sessions, session materials, Tuesday's continental breakfast, Tuesday's lunch, and Tuesday's reception. It also includes Wednesday's continental breakfast, Wednesday's lunch and all breaks. **Registration does not include dinner meeting registration, but dinner program tickets can be purchased under "Extra Meals."**

### Early Bird Registration:

Must be received by March 25, 2005

### Registration:

Registrations received after March 25, 2005

Member

Nonmember

\$325

\$460

\$375

\$510

**TOTAL REGISTRATION FEES: \$ \_\_\_\_\_**

### Extra Meals:

- Tuesday Lunch  
Name(s) \_\_\_\_\_
- Tuesday's Reception & Dinner Program  
Name(s) \_\_\_\_\_
- Wednesday Lunch  
Name(s) \_\_\_\_\_

# \_\_\_\_\_ @ \$26 \_\_\_\_\_

# \_\_\_\_\_ @ \$35 \_\_\_\_\_

# \_\_\_\_\_ @ \$26 \_\_\_\_\_

**TOTAL EXTRA MEALS: \$ \_\_\_\_\_**

**TOTAL AMOUNT DUE: \_\_\_\_\_**

### Breakout Sessions:

For planning purposes, please select the choices from the following breakout sessions you plan on attending. Please refer to the brochure for titles of the sessions.

### Select one breakout session from each time slot:

#### Tuesday, April 12

- 10:30 – 11:45 am     A1     A2     A3  
1:30 – 2:45 pm     B1     B2     B3     B4  
3:30 – 4:45 pm     C1     C2     C3     C4

#### Wednesday, April 13

- 10:00 – 11:15 am     D1     D2     D3     D4  
11:30 am – 12:45 pm     E1     E2     E3

### Special Needs:

Please indicate special needs (i.e. vegetarian entrée, handicap access, etc.) that would dictate advanced planning on our part here:

### Cancellation Policy:

Cancellations received prior to March 25, 2005 will receive a full refund minus a \$50 administrative fee. Cancellations received after March 25, 2005 will be refunded 50% of their total fees. No shows and same day cancellations will not receive a refund.

### Payment:

- Check (payable NSMA)  
 Visa     MasterCard     American Express    Corporate Card     Yes     No

Card #

Expiration

Amount Authorized

Name on Card

Signature

Card Billing Address

City

State

Zip

Please mail this form with payment to:  
Northwest Supply Management Association • 147 SE 102nd Avenue • Portland, OR 97216 • FAX 503.253.9172  
Questions? Contact NSMA at 503.253.0253 or via email info@nsma.ws