

November 2018

ISM-Alaska
Calendar of Events 2018-2019

<p><u>September 2018</u></p> <p>6 Pro-D: Shipping & Logistics in AK; Saltchuk Panel</p> <p>12 Board Meeting</p> <p>Aug 30- Sept 03 CSCMP National Conference, Nashville</p> <p>3 Labor Day</p>	<p><u>October 2018</u></p> <p>9 Pro-D – Site Visit</p> <p>10 Board Meeting</p>	<p><u>November 2018</u></p> <p>1 Pro-D: Software & Technology</p> <p>1-2 Seminar: Contracts – Beyond the Basics with Mark Grieco J.D.</p> <p>7 Board Meeting</p> <p>22 Thanksgiving Day</p>
<p><u>December 2018</u></p> <p>6 Christmas Party</p> <p>12 Board Meeting</p> <p>25 Christmas Day</p>	<p><u>January - 2019</u></p> <p>10 Pro-D: New Year & New Mem- ber Social</p> <p>16 Board Meeting</p> <p>1 New Years Day</p>	<p><u>February 2019</u></p> <p>7 Pro-D: Economic Review & Forecast</p> <p>13 Board Meeting</p> <p>14 Valentine’s Day</p>
<p><u>March 2019</u></p> <p>7 Pro-D: Seminar Speaker Call for BOD Nominations Certification Night</p> <p>7-8 Seminar</p> <p>13 Board Meeting</p> <p>17 St Patrick’s Day</p> <p>National Supply Chain Man- agement Month</p>	<p><u>April 2019</u></p> <p>4 Pro-D: Alaska Gas Line Annual Membership Meeting and Elections Night</p> <p>10 Board Meeting</p> <p>7-10, ISM National Conference, Hou- ston, TX</p> <p>21 Easter</p>	<p><u>May 2019</u></p> <p>2 Pro-D: e-Commerce & Pro- curement Install Officers and Volunteer Recognition</p> <p>12 Mother’s Day</p> <p>27 Memorial Day</p>

November 2018

ALASKAN PURCHASER

**Director of Education Report
Jared Rennie**

**November Professional Development Meeting:
“Project Management for Procurement Professionals”**

Please join us on Thursday, November 1st at the *Coast International* for a special Pro-D Meeting. This month we will be joined by our Seminar Speaker, Mr. Mark Grieco, Esq. who will discuss tips and tactics to help you improve how you manage your contract after the award. Whether you are a seasoned sourcing professional or still learning – this dinner topic will expand your thinking and allow you the opportunity to connect with fellow supply chain professionals.

Please note for our November meeting – networking will commence at the end of the first day of the seminar (5:00 PM). **Our dinner meeting will kick-off at 5:30 PM** rather than our normal 6:00P.M. start time, so update your calendars and kindly RSVP through our website by Tuesday, October 30th. We look forward to seeing you there!

**LAST CALL for the ISM-Alaska Fall Seminar
– Fast Track Contracting**

In case you missed it, or you are waiting till the proverbial last minute – this is your final reminder to sign-up for ISM-Alaska’s Fall Training / Seminar! The seminar will be held on Thursday, November 1st and Friday, November 2nd at the Coast International Inn. Also, don’t forget, your company can get member pricing if you include at least 3 attendees on your registration! The two-day

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course on Contracting will provide a wealth of information for all levels of Supply Chain Professional. Be sure to check out the flyer accompanying this newsletter and RSVP today! As an extra bonus - those that have registered for this Seminar will have a complimentary reservation to our special November Professional Development dinner meeting too! If you have any questions, please email us at ismAKtraining@gmail.com.

—**Jared**

President

Ben R. Milam, CPPM, C.P.M.

As of our Tuesday night tour of the King Street Brewery, I now have a new favorite beer. I normally lean towards an amber, but their hefeweizen was really great and my new favorite. Of course, that is subject to change with the next tour. When we arrived I was expecting a short backroom tour on how they make beer, but instead it was a fantastic discussion with Shane Kingry, one of the owners on the intricate details of their logistical chain. For home brewers it seems so simple. We go to a local store, spend a few dollars on equipment and enough ingredients to brew a batch, throw it on the kitchen stove and a few weeks later great beer (we hope). It is a little more complicated when you forecast a year in advance and buy components by the truckload, some of them through international suppliers. Though most of us follow the same procedures in our work, it was interesting

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as we discussed the issues specific to this industry. Shane’s presentation was far more than how to make beer; it was also a great educational supply chain event (and great beer). Many, many thanks to Shane and King Street Brewery.

Your Board of Directors continues to explore ways to better serve our members. During the summer, we spent a lot of time reviewing and revising policies and procedures. We now have a committee reviewing our Strategic and Marketing plan. This is a very detailed document that we review annually. It compares our affiliate demographics and overall activity to State of Alaska demographics and trends. It is a great tool to analyze our performance against State trends and to make projections for the coming year. It is a time consuming process but well worth the effort. As I mentioned last month we just completed marketing letters to the top 100 Alaskan companies. Hopefully new members will further diversify our membership and provide even greater networking opportunities. We are also exploring ways to expand our communications through social media and looking at the possibility of a new web site. Please give us your suggestions on areas where we can improve to meet your needs.

Hope to see you at the November 2nd seminar and Pro-D dinner event (see flyer attached). Our speaker for both events is Attorney Mark Grieco. Mark has been here before but we bring him

back because he is such a great speaker.

“Without continual growth and progress, such words as improvement, achievement, and success have no meaning.” -- Benjamin Franklin

Ben

**Past President’s Report
Marlys Hagen, CPSM, C.P.M.
October, 2018**

The Northwest Purchasing Education Council (NPEC) board met in October. New officers were elected as follows: Ben Milam, ISM-Alaska (Chair), Marlys Hagen, ISM-Alaska (Vice Chair), Jayne McMahan, ISM-Willamette Valley (Secretary), and Megan Self, ISM-Spokane (Treasurer).

Also, dates and location are now confirmed for the 2019 Pacific Northwest Purchasing Conference in Spokane. The conferences will be held October 21-23, 2019 at the Northern Quest Casino. Put the 2019 Pacific Northwest Purchasing Conference in your budgets and on your calendars. ISM-Spokane always does a great job hosting this event, and I’m sure 2019 will be no different. This conference is a great value.

As always, if anyone has any comments/suggestions/concerns/ideas, please let me know.

—Marlys

**Director of Membership
Ward W. Wells, C.P.M. (lifetime) CPPB
Greetings from Membership**

Out with the old in with the new! October has brought unusually warm weather this year, the inevitable approach of winter seems a bit farther away since the temperature has been in the mid, 40s to mid-fifties. This warming trend, however, did not deter many of our members from enjoying the annual plant tour located at the King Street Brewery this month. If you missed this event the tour was very informative, the pizza was great, but the King Street Beer was spectacular.

If you're a current member, please remember it is time for membership renewal and to update your membership information if any changes have occurred. Renewal is \$160.00 for the next year, Jan 1st to December 31st. Please process your renewals prior to December 31st to allow your board of directors to focus on more awesome events, and less on member renewals.

For those whom have been thinking about new membership, the ISM Alaska website makes membership very easy. All payments can be processed online via PayPal through our website:

<http://www.ism-alaska.com/ISM-Alaska/Welcome.html>. Please select "Membership". The annual membership fee is \$160, plus \$20 initial processing fee via ISM Corporate (renewals do not include this fee). If you sign up between October 1st and December 31st you get 15 months of membership for the price of 12 months. If you have any

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questions, please contact me at flatheadward@yahoo.com All credit card payments will be made through ISM Alaska's PayPal account. Please keep a copy of your PayPal receipt as confirmation of membership payment for your records.

Please note: Membership in the local ISM Alaska affiliate can NOT occur on the ISM National website. If You sign up direct to the ISM national site, you will not become a member of the local Alaska affiliate, or enjoy any of the benefits of local membership.

Membership in ISM Alaska really does make a difference to Supply Chain professionals in Alaska!

Please Welcome New Members:

Loise Lemus, Purchasing Agent State of Alaska AIDEA/AEA.

Jacob Tibbe, Contracting Officer State of Alaska AIDEA/AEA.

Sarah Carlson, full time Student UAA Logistics & Global Supply Chain Mgmt.

Guillermo Castillo, full time student UAA Logistics & Global Supply Chain Mgmt.

Meghan Driscoll, full time student UAA Business Mgmt.

Hope to see you all at the November Pro-D Event!

Many Thanks

Ward Wells, C.P.M. (lifetime) CPPB

Director of Membership.

flatheadward@yahoo.com



Fast Track Contracting

November 1 & 2, 2018

Two full days of instruction!

Speaker: Mark Grieco, Esq., Attorney at Law

The objective of this course is to present moderate to advanced principles of contracting. Contract development is a core corporate function. The ability to properly draft, understand and negotiate contract clauses is a key skill for all business professionals. Through lecture and practice, this seminar will teach students how to form accurate, binding, and effective contracts that protect the company before, during and after the sales team is done. In addition, students will participate in detailed discussions of key terminology and clauses that they will be able to use when forming agreements. At all times, the focus is on the four key elements of deliverables, dollars, time and risk. A fast-paced contract negotiation highlights important concepts.

- New Legal Trends
- Contract Formation
- Dealing With Stakeholders
- Interpretation of Contract Language
- New Contract Clauses
- Statement of Work
- Software & Data Technology

Where: Anchorage Coast International Inn (Near the Airport)

When: November 1 & 2, 2018, 8:00 a.m. - 4:30 p.m. (both days)

Cost: \$465 ISM members; \$515 non-members
Lunch and snack included both days

Seminar cost includes attendance at ISM-AK Pro-D meeting with a special presentation, "Project Management for Procurement Professionals", a look at managing the contract after award. Thursday evening 11/01/2018, 5:30pm

About the Instructor, Mark Grieco, Esq.



Mark Grieco is an attorney, a member of the Florida Bar, and senior partner at Grieco & Scalera, PA, a firm specializing in contract law, corporate law, real estate, trusts and estates, family law, technology, intellectual property and insurance litigation. In addition to his law practice Mr. Grieco is a world-wide lecturer in the field of contract law and purchasing. He teaches courses in contracts, business practices, negotiations, e-commerce and ethics. He has taught business professionals for such diverse companies as Disney, FP&L, Holcim, Sony, Kodak, Oracle, Coca Cola, and GE. Mr. Grieco has an undergraduate degree in business, an MBA and a Juris Doctor degree. He has published two books. One on divorce called Divorce: a four letter word and another book on contracts called Purchasing, Contract Law, UCC & Patents. He is working on his third book

Submit Registrations to Todd Santangelo: ismaktreasurer@gmail.com
Or ISM-Alaska, Inc., Attn: Director of Education, P.O. Box 93047, Anchorage, AK 99509-3047
For additional information email: ismaktraining@gmail.com



ISM – Alaska, Inc.

Registration Form

Fast Track Contracting

November 1 & 2, 2018

Name & address below will be used for sending certificate of completion. Please print clearly

Member ISM or ISM-Alaska ____ Yes ____ No

Name: _____ Company: _____

Address: _____ City/State/Zip: _____

Telephone: _____ Fax: _____

Email: _____

Method of Payment:

\$465 Member \$515 Non Member

Please check if you plan to attend the evening Pro-D session (cost is included above)

Check (please attach) Purchase Order Number _____ (please attach copy)

Credit card ISM-Alaska accepts Visa and Master Card. You will receive an invoice from PayPal for payment (You do not need to be a PayPal member or use a PayPal account when making payment).

SIGNATURE: _____

3 persons on the same funding document get member price

This course will qualify for fourteen (14) hours of continuing education credit Including State of Alaska Procurement Officer Certification.

Submit Registrations to Todd Santangelo: ismaktreasurer@gmail.com Or ISM-Alaska, Inc., Attn: Director of Education, P.O. Box 93047, Anchorage, AK 99509-3047 For additional information email: ismaktraining@gmail.com