

# The NCMA VOICE

November 2000

## The President's Corner.....

I would like to take this opportunity to share with all of you the many reasons why I have been a part of NCMA for the past 12 years.

NCMA aids in the growth and development of young, aspiring professionals in many ways. The organization provides timely publications dealing with contractual issues through the Contract Management Magazine, newsletters, courses, etc.

Educational benefits can also be obtained by attending monthly meetings, workshops, and seminars. The East Tennessee chapter offers a certification study group to assist the member with the certification exams.

The organization provides a unique environment to network with senior contract and procurement professionals allowing up and coming leaders the opportunity to tap into the memberships experience base. There are also opportunities to sharpen leadership skills by serving on the NCMA board or volunteering to chair a variety of positions.

NCMA has assisted in many ways to advance my career and continues to provide me the tools I need to keep abreast of contracting issues.

Come join us and experience the enrichment that NCMA can bring to your career. Be sure and make your reservations for the November 8, 2000, luncheon and workshop. Seating for the workshop is limited to 15 participants on a first come first serve basis. I will look forward to seeing you there.

**David Wallace**

## About the Speaker...

Mr. Charles D. Crow is the Director of the Procurement and Contracts Division for the Department of Energy, Oak Ridge Operations Office. He began his government career in 1975 as and Industrial Relations Specialist at ORO following several years in the private sector working in academia and as a contractor. In 1980 Charles moved to the Procurement and Contracts Division at ORO as a contract specialist, and was promoted to Chief of the Contract Management Branch in 1987. When emphasis began to on environmental clean up, the Division was reorganized, and Charles became the Chief of the Environmental Acquisiti

## NCMA MEMBERSHIP MEETING

### Workshop Preceding Luncheon

**When:** 10:30 a.m., November 8, 2000

**Where:** Garden Plaza Clyde Hopkins Room

**Topic:** Small Business

**Speaker:** Chuck Williams

**Reservations:** Contact Karen Shears at 241-6411 (Seating is limited to 15)

### Membership Luncheon

**Where:** Garden Plaza Hotel

**When:** November 8, 2000

### Registration and Networking 11:30 to 11:45

Meeting begins promptly at 11:45 a.m.

**Cost:** \$10 Members, \$12 Non-Members

**Topic:** DOE/ORO Perspective on Contracting Issues

**Speaker:** Charles Crowe

**Menu:** Fresh Tossed Garden Salad with Assorted Dressings, Vegetarian Lasagna, French Bread, Chef's Choice Dessert, Coffee, Iced Tea, & Water

**RSVP:** Call Vicki Dyer at 483-9332.

**NOTE:** Please make reservations by 5:00 p.m. Friday, November 3, 2000

## About the Speaker (cont.)...

Branch with responsibility for all ORO environmental restoration and waste management contracts. He was selected as Director, of the Procurement and Contracts Division in October 1999, and currently has responsibility for ORO procurement, contracts, personal property, and real estate.

Charles has a Bachelors Degree from Berea College and a Masters Degree form Eastern Kentucky University. He is a native of Johnson City, Tennessee. Charles and his wife Edwena are residents of Oak Ridge, and have two children Nicholas and Rebecca. Both children are students at the University of Tennessee Chattanooga.

## Employment.....

FREE! FREE! FREE!

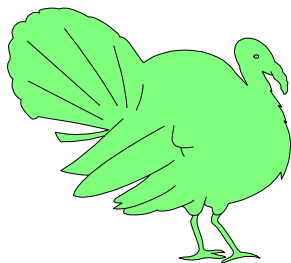
Any company desiring to advertise their vacant procurement positions, may do so by contacting Al Guidry, NCMA Employment Chairperson, at (865) 241-4161 or E-mail [guidrya@sns.gov](mailto:guidrya@sns.gov). Provide all the necessary information for posting the position on the East Tennessee Chapter website. This service is really free of any charges. Thanks.

**Al Guidry**

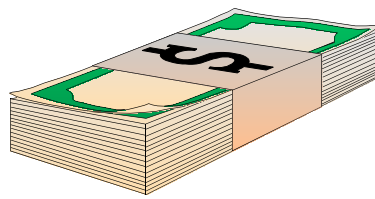
## From the Newsletter.....

Remember to submit articles of interest to [kbumgard@scgincorp.com](mailto:kbumgard@scgincorp.com).

**Katherine  
Bumgardner**



**Happy Thanksgiving!**



## Treasurer Report..

As of October 20, 2000 there was \$5,784.61 in checking, \$520.03 in savings, and \$5,357.76 i CD for a total of \$11,662.40.

**Judy Franklin**

## Certification Study Group.....

For all those interested in getting their CPCM or CACM or to find out more information about the certification program, contact Mike Criss at [rmcriss@bechtel.com](mailto:rmcriss@bechtel.com).

We hold a regular study group on the second Tuesday of every month in conference room 105 in the Bechtel build on Lafayette Drive.

**Mike Criss**

## Membership Report.....

As of October 23, 2000 the East Tennessee Chapter had approximately 147 members.

**Yvette Cantrell**

## Timely Topics.....

### KEEP THE BOSS OUT OF NEGOTIATIONS

Keep the boss out of negotiations. The company's top authority usually best helps negotiations by not taking di part in them. That way, negotiators can use their need "i please the boss" as justification to slow down talks, reop an issue or reiterate demands. Trap: Having the boss ent negotiations personally can backfire. He/She is likely to know less than full-time negotiators.... feel compelled to take action when delay may be a better strategy...or try to be statesmanlike when tough tactics are called for.

*Negotiations Consultants*  
Submitted by David Wallace

## Graalman.....

The 1999-2000 program year Graalman scoring is complete. Once again, the East Tennessee Chapter was recognized as Graalman Quality chapter. Thanks to the 1999-2000 board for all of your hard work!

**Elise Roske**

### *Upcoming Events.....*

<b><i>2000 Program Schedule</i></b>	
<b><i>November 1, 2000</i></b>	<i>Membership Meeting, 11:30 a.m. Garden Plaza</i>
<b><i>November 14, 2000</i></b>	<i>Board Meeting 11:30 a.m. TBD</i>
<b><i>December 5, 2000</i></b>	<i>Membership Meeting, 5:30 p.m. Garden Plaza</i>
<b><i>December 19, 2000</i></b>	<i>Board Meeting 11:30 a.m. TBD</i>
<b><i>2001 Program Schedule</i></b>	
<b><i>January 10, 2001</i></b>	<i>Membership Meeting, 11:30 a.m. Garden Plaza</i>
<b><i>January 16, 2001</i></b>	<i>Board Meeting 11:30 a.m. TBD</i>
<b><i>February 7, 2001</i></b>	<i>Membership Meeting, 11:30 a.m. Garden Plaza - WATTec</i>
<b><i>February 20, 2001</i></b>	<i>Board Meeting - WATTec 11:30 a.m. TBD</i>
<b><i>March 7, 2001</i></b>	<i>Membership Meeting, 11:30 a.m. Garden Plaza</i>
<b><i>March 20, 2001</i></b>	<i>Board Meeting 11:30 a.m. TBD</i>
<b><i>April</i></b>	<i>NES</i>
<b><i>April 17, 2001</i></b>	<i>Board Meeting 11:30 a.m. TBD</i>
<b><i>May 2, 2001</i></b>	<i>Membership Meeting, 11:30 a.m. Garden Plaza</i>
<b><i>May 15, 2001</i></b>	<i>Board Meeting 11:30 a.m. TBD</i>
<b><i>June 6, 2001</i></b>	<i>Membership Meeting, 11:30 a.m. Garden Plaza</i>

