



NEW JERSEY HIGHER EDUCATIONAL PURCHASING ASSOCIATION
Advocating and Developing Cooperative Purchasing Techniques in Higher Education

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NJHEPA DBE Development Fair a Success

PISCATAWAY, N.J.—The New Jersey Higher Education Purchasing Association (NJHEPA) Disadvantaged Business Development Fair was held on Wednesday, August 17, 2005 at the Busch Campus Center at Rutgers from 9:00 AM until 3:00 PM. Over 250 small, disadvantaged businesses from the state of New Jersey attended this first-ever event and were provided with opportunities to meet with purchasing professionals from colleges and universities located in the state of New Jersey.

Institutions participating in the fair were: Monmouth University, Montclair State University, New Jersey City University, New Jersey Institute of Technology, Princeton University, Rutgers University, Seton Hall University, The College of New Jersey, Thomas Edison State College, University of Medicine & Dentistry of New Jersey and William Paterson University. Representatives from the New Jersey Small Business Development Center and the New Jersey Commerce Economic Growth and Tourism Commission were also in attendance.

The following concurrent mentoring workshops were also made available to DBE attendees:

- “Insurance, Surety & Indemnification” - James Breeding, Director of Risk Management & Insurance, Rutgers, The State University of New Jersey
- “Purchasing Terms & Conditions: The Battle of the Forms” - Brian Rounsavill, CPM, APP, Associate Director of Purchasing, Princeton University
- “Construction Acquisition Process” - Michael Jackson, CPM, Assistant Director of Purchasing, Montclair State University
- “Responding to Public & Private RFP’s” - Lirse Jones, Director of Purchasing, William Paterson University
- “SBE Issues in New Jersey” - John Cronin, Certification Officer, Office of Business Services, New Jersey Commerce Economic Growth and Tourism Commission

NJHEPA was founded in 1986 to provide a forum for the exchange of information affecting the purchasing processes and administration of New Jersey colleges and universities, as well as to provide a vehicle for communicating with appropriate State officials, business communities and other appropriate organizations.

For more information, visit www.njhepa.org.