



# “The Purchaser”



NAPM-Oregon Mid-Valley, Inc.  
PO Box 12892  
Salem, OR 97309

Published by NAPM– Oregon Mid-Valley, Inc.

NAPM Oregon Mid-Valley’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.

Volume 7 Issue 8

October 2005

NAPM-Oregon Mid-Valley, Inc

*Next Meeting*

**Tuesday November 8<sup>th</sup>, 2005**

## **Professional Dinner/Speaker Meeting**

- Speaker:** **Dr. Nagesh Murthy**
- Topic:** Quantitative Decision Tools
- Place:** Brices Restaurant - 2560 19th SE Salem, Or
- When:** Tuesday November 8th, 2005
- Time:** 6:00 PM
- Cost:** NAPM-OMV Members \$20.00, Non-Members \$25.00
- RSVP:** By Thursday 11/03/05 to [meklw@comcast.net](mailto:meklw@comcast.net)  
Reminder: “No shows”, or cancellations less than 24 hours prior to the event will be invoiced for their cost of the meeting (per the NAPM-OMV By-Laws).



Nagesh Murthy is an Assistant Professor of Operations Management at the Lundquist College of Business - University of Oregon. Dr. Murthy’s research interest in supply chain management focuses on both empirical and normative modeling to help firms gain a better understanding of ways to improve the efficiency and effectiveness of their supply chain decisions. He has recently co-authored a paper (forthcoming in Decision Sciences) that provides a decision-making framework for facilitating optimization of sourcing and allocation costs for make-to-order items in both traditional and dynamic auction-based purchasing environments.

## From Lori Aljets, Your NAPM-OMV President



What another great turnout in October to hear Lee Buddress talk about International Sourcing! The November meeting is anticipated to be just as informative when Dr. Nagesh Murthy from the U of O College of Business speaks regarding quantitative decision tools that can be used by purchasing professionals to make more informed decisions.

It is very gratifying to see so many of you participate in the dinner/speaker meetings, and your Board of Director's knows that this is because we are providing value to the membership by selecting speakers and topics which are timely and of interest to the supply chain profession. However, we know that we can do better, by additional input from the membership. If you are aware of a speaker or topic you would like to have presented at one of the meetings, just contact one of the Director's. Our telephone numbers and e-mail addresses are listed at the end of this newsletter.

We look forward to seeing you in November.

**Lori Aljets, President**

NAPM - Oregon Mid-Valley, Inc

## C.P.M. Certification Review Classes



Do you want to become certified by the Institute for Supply Management as a "Purchasing Manager"? Here is your opportunity to get on track! The program consists of four or five 3 hour sessions per module, held in the evening from 6 to 9 PM. One class is conducted per week. Modules are as follows;

**MODULE 1**- Purchasing Process: includes sections on identifying requirements; preparation of solicitations supplier analysis; and contract execution, implementation, and administration.

**MODULE 2** - Supply Environment: includes sections on negotiations, information technology, quality issues, internal relationships, and external relationships.

**MODULE 3** - Value Enhancement Strategies: includes sections on sourcing analysis, supply and inventory management, value enhancing methods, and forecasting and strategies.

**MODULE 4**- Management: includes sections on management and organization and human resources management.

Here is a link to the ISM website which provides more detailed information regarding becoming certified.

<http://www.ism.ws/Certification/CPMEvolution.cfm>

**Many purchasing professionals find these classes to be particularly beneficial towards becoming certified.** Let us know if you are interested, and in particular, which module(s). Contact Mel Whittier(address listed below in Board of Director's section. This is my home information, so I generally cannot respond until after work.)

## ISM Announces New Supply Management Qualification

<http://www.ism.ws/AboutISM/MediaReleases/pr091205SMQualifications.cfm>

(TEMPE, Ariz.) — Institute for Supply Management™ (ISM) continues to lead supply management by developing a new professional qualification that will be relevant internationally and reflect the expanded education, skills and experience needed to be a successful supply management professional. ISM's Board of Directors recently approved the recommendation by the ISM Certification Committee that ISM develop a new professional qualification that recognizes those expanded competencies. The ISM Board directed that the program be available in 2008.

"The new qualification will address the realities of supply management, workplace complexities including globalization, greater use of technology, and expanded competencies that supply management professionals employ to drive value in their organizations," states ISM Chief Executive Officer Paul Novak, C.P.M., A.P.P.

This initiative emerges out of a recommendation from ISM's Certification Committee and is supported by findings of the research study conducted with Knapp & Associates International Inc. Foremost among the study's conclusions is that pronounced changes in the field demand the new professional qualification must reflect higher skill levels across the entire spectrum of supply management.

"The recommendation to develop an expanded supply management qualification is also based on extensive job analysis of supply management competencies," says ISM Certification Committee Chair Susan I. Scott, C.P.M., A.P.P. "ISM has established a legacy of certification excellence through innovation and expertise. The new qualification will strengthen this legacy."

The new qualification will require more formal educational achievement and higher levels of competencies than previous designations. Look for additional details on assessment criteria, exam content and other processes early next year.

## UPCOMING DINNER/SEAKER MEETINGS

### December 13, 2005

Topic: Target Distribution Center Plant Tour  
Speaker: Target Distribution Center Tour & Dinner  
Location: 875 Beta Dr SW, Albany Oregon  
Member Cost: \$20.00  
Non-Member Cost: \$25.00  
Contact: Mel Whittier  
541-929-6255  
Details: Come see how one of the largest retailers supplies merchandise to the stores!

### January 10, 2006

Topic: RISK MANAGEMENT  
Speaker: Greg Hutchins & Stan Smith  
Location: 6pm @ Brices Restaurant - 2560 19th SE Salem, Or  
Member Cost: \$20.00  
Non-Member Cost: \$25.00  
Contact: Mel Whittier  
541-929-6255  
Details: Critical Objectives:  
Introduce critical drivers to the economy.  
Explain why risk management is the primary filter of most senior management decisions.

Explain how corporate governance and homeland security impact the supply chain and supply management.  
Make case how risk management is today's #1 filter for Board of Director's and senior management.  
Present simple options for risk managing suppliers.  
Review and discuss;  
Risk tolerance and management.  
Making a risk assessment.  
Incorporating risk management into the Supply Chain.  
Preparing for the future.

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The **October 2005** issue of **NewsLine** has been posted to the ISM Web site and is available for downloading. Some of the topics covered in this issue include:

- ISM National Volunteer Positions Available
- Lifetime Certification and Lifetime Accreditation
- Continuing Education Hour (CEH) Program Changes
- Plan Now for a Successful Supply Management Month 2006 Celebration
- This Month on the ISM Web Site
- Tools for Negotiations to be Presented in October Satellite Seminar
- New ISM Web Seminar State of the Law on Electronic Commerce
- Only Two More Months Left for ISM's 2005 Member-Get-A-Member Campaign

Click here to download the entire issue as a PDF document:

<http://www.ism.ws/quicksearch/index.cfm?keyword=QS121>

Click here to view the text in a point and click format for easy cutting and pasting:

<http://www.ism.ws/quicksearch/index.cfm?keyword=QS120>

**NAPM Oregon Mid-Valley membership dues changes for 2006**  
**At the October 11<sup>th</sup> 2006 Board of Director's meeting, the following changes were approved.**

- 1. Regular member dues increased from \$140.00 to \$145.00.**
- 2. Associate member dues increased from \$105.00 to \$110.00.**
- 3. Prepaid dinner meetings dues increased from \$160.00 to \$170.00,**

Editor's note: As a point of reference the Portland affiliate 2005 dues are \$245 for regular membership, while the Eugene 2005 affiliate dues are \$160 for a regular member.

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