



**institute for  
supply management**

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## ***“The Purchaser”***

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Oregon Mid-Valley Purchasing and Supply Management Association, Inc.

PO Box 12892

Salem, OR 97309

Published by Oregon Mid-Valley Purchasing & Supply Management Association, Inc.

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 9 Issue 10

Feb/March 2008

## **Oregon Mid-Valley Purchasing and Supply Management Association, Inc.**

### **MARCH DINNER MEETING**

March 11<sup>th</sup>, 2008 6:00 PM

Shilo Inn; 3304 Market St, NE; Salem, OR 97301 (off I-5, Exit # 256)

OMV is proud to announce that March is “National Supply Management Month” and we are inviting our seminar attendees, members & guests to also join us at the completion of our seminar for our regular monthly dinner meeting:

***“Supplier Business Reviews & Vendor Audits –  
How to effectively conduct vendor audits and reviews”***

**Gary L. Hopper, C.P.M.**

## ***OMV Presidents Message***

For those of you who missed our February 8<sup>th</sup> dinner meeting and didn't get the opportunity to hear Ron Williams speak on "***How Changes in Global Logistics Affect Your Company***", you really missed out on a very interesting and informative presentation which was highly rated based on the responses received from those members in attendance at that program.

As you know March is annually recognized as "Supply Management Month" and OMV is again recognizing our profession by hosting a seminar and dinner meeting educational program for the members of our profession on March 11<sup>th</sup>. We'll start at 8:00AM with a seminar titled "**Fundamentals of Purchasing Law - What you need to know to successfully negotiate contracts**" presented by Gary L. Hopper, C.P.M. of Total Cost Solutions. Gary has also agreed to present our evening dinner meeting program titled "**Supplier Business Reviews & Vender Audits – How to effectively conduct vender audits and reviews**". I'm sure you'll enjoy both educational programs and as I've said before, at a "bargain price" (OMV's seminar is offered to our members at one-third the price of the exact same program and speaker held in the Portland area).

By the time you read this message you will also have recently received a direct communication from me hi-lighting great concern about the future of our professional education organization. OMV was begun in 1981 to provide for the continuous educational needs of all purchasing professionals in the middle of the Willamette Valley and for the past 26 + years has been able to provide some excellent opportunities for our members to increase their professional knowledge and skills as well as providing professional networking opportunities. Many of our members also had the opportunity to improve their own personal leadership skills by serving in one of the many leadership positions in this volunteer organization. Personally, I feel very blessed to have had the opportunity to have served as a leader and mentor in this organization and I will always be thankful for having been allowed this opportunity. However, in my case after serving you at the local, regional, and national levels, I have to admit I am really tired and a bit burnt out. I think I have more than served my fair share over the last 27 years and it is really time for others of you to step up and lead this great professional organization. I can assure you that having done so for so long, it really has been a rewarding and positive experience for me and an enhancement to my own career.

Unfortunately, OMV is now at a major crossroads, where we do not have some key (critical) positions filled for next year and time is fast running out. We need to quickly identify the remaining open positions on our OMV Board with the positions of President and Communication Officer being the most critical at this time. Certainly our organization can not run without a President. I hope each of you take a serious look at what you can do to help this organization to continue to provide viable educational learning programs for all in our profession in the mid-valley area. Being "too busy" is not a reasonable excuse....we all can say we are "too busy". I know that I have been "too busy" for the last 27 years, however, if you really care about something (like your career and your future) and you have an opportunity to do something which will enhance both, you can find the necessary time. I know that is what I did.

If these open board positions are not filled immediately (especially the President position) I will be forced to hold one last board meeting in May and disband the Oregon Mid-Valley Purchasing & Supply Management Association. Please call me if you have any questions. **THIS ORGANIZATION REALLY NEEDS YOUR LEADERSHIP!!!**

*Sid Brown, C.P.M., A.P.P.*  
OMV President

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## **UPCOMING EDUCATIONAL DINNER MEETINGS**

Your Board Members have worked hard to develop a schedule full of valuable educational opportunities for Professional Development. Hope to see you there!

<b>DATE</b>	<b>TIME</b>	<b>PROGRAM TITLE</b>	<b>SPEAKER</b>	<b>LOCATION</b>
3/11/2008	6:00pm	Purchasing Law seminar & Dinner Meeting	Gary Hopper, CPM	Shilo Inn, Salem
4/8/2008	6:00pm	Joint meeting NAPM-WV	TBD	TBD
5/13/2008	6:00pm	Awards Banquet	Howard Baker	Salem Golf Club

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## ***“Supplier Business Reviews & Vendor Audits – How to effectively conduct vendor audits and reviews”***



**Gary L. Hopper, C.P.M.**

Gary has 25+ years of purchasing and contracts related experience. He has worked in public and private sectors and in the defense environment. Former employers include: Intel Corporation, The Walt Disney Company and University of California, Santa Cruz. At Intel, Gary was the U.S. Indirect Purchasing Manager in support of 48,000 domestic internal customers at 12 different locations and with annual expenditures of \$1B per year. At Disney, Gary was the Director of Strategic Sourcing and Operational Procurement for the Disneyland Hotels, Theme Parks and Sports Entertainment (i.e. Ducks, Angels, ESPN Zones). At UC Santa Cruz, Gary was the Director of Purchasing and Business Contracts. His organization was the first within the UC system to become centralized and focused on cost savings.

Gary earned his B.A. Degree in Economics from San Jose State University in 1981. He earned an MBA from Golden Gate University in 1989. He earned his C.P.M. in 1997 and has been a member of the NAPM since 1985. Throughout his career he has served on various affiliate boards to include Silicon Valley, Sacramento and Oregon. For NAPM- Oregon, Gary served as President in 1998.

Gary and his wife live in Salem. He is now doing supply chain consulting and training under the business name: Total Cost Solutions.

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**JOINT MEETING with NAPM—Willamette Valley –  
MARK YOUR CALENDARS FOR APRIL 8<sup>th</sup>**

Tuesday, April 8<sup>th</sup>, 2008, 6:00 PM  
Pioneer Villa at Halsey, OR  
(at I-5, Halsey exit)

Tom Wright-Hay  
Consultant, Oregon Manufacturing Extension Partnership, Eugene  
Office

*Characteristics of a Lean Supply Chain and How to Get There*

Mr. Wright-Hay will focus on what a Lean SC looks like based on literature and his experience as an OMEP consultant. Additionally, he'll incorporate a very quick review of the tools used to get there (waste identification, Value Stream Mapping and Deming's P-D-C-A cycle).

**So, mark your calendars for Tuesday, April 8th, 2008 at  
the Pioneer Villa in Halsey!!!**

***FINAL REMINDER....It's NOT too late to register!!!***

**EDUCATIONAL SEMINAR – MARK YOUR CALENDARS FOR MARCH 11<sup>TH</sup>**

OMV will continue to receive registrations right up to the day of our seminar, so it is not too late to register for OMV's one-day seminar on "**Fundamentals of Purchasing Law - What you need to know to successfully negotiate contracts**", with Gary Hopper, C.P.M. from Total Cost Solutions as our seminar presenter. Gary has 25+ years of purchasing expertise and 2,000+ hours in training and facilitating purchasing courses and workshops.

The OMV Board wants to again remind you that this seminar is being offered at an exceptionally "Low Price" to our members. Our cost is "less than a third" of what the very same seminar would cost in the Portland area. You do not want to miss this continuous learning opportunity, so you need to register now on the registration form recently e-mailed to you. Also, be reminded that CEH (Continuous Education Hours) certificates will be issued to all attendees who are interested in collecting CEH's for their certification or recertification.

Don't forget to register for our monthly evening dinner meeting program, too, where Gary Hopper will make another educational presentation on "**Supplier Business Reviews & Vendor Audits – How to effectively conduct vendor audits and reviews**".

**Mark your calendars for Tuesday, March 11, 2008** and register immediately, then join us at the Shilo Inn in Salem for a full day and evening of educational learning!!! Please advise (sidbrown@aol.com) if you want us to send you another registration form.

## 2007-2008 Board of Directors

<p><b><u>PRESIDENT:</u></b>  <b>Sid Brown, C.P.M., A.P.P.</b>          29623 SW Young Way          Wilsonville, OR 97070-8579  <a href="mailto:Sidbrown@aol.com">Sidbrown@aol.com</a>          Tel: 503-682-6814          Fax: (none)</p>	<p><b><u>MARKETING OFFICER:</u></b>  <i>(Vacant at this time)</i></p>
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