



**institute for  
supply management**



## ***“The Purchaser”***

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

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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.

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

### **FEBRUARY DINNER MEETING**

**February 12<sup>th</sup>, 2008 6:00 PM**

***How Changes in Global Logistics Affect Your Company***

**Ron Williams, Columbia Grain, PSU**

*Brice's Restaurant*

*2560 19<sup>th</sup> St. SE, Salem, OR*

*Dinner will be served.*

***Guests are welcome!***

This presentation will focus on increasing your knowledge and understanding of how recent changes in global logistics have and will impact our respective company's both now and in the future. Our speaker, Ron Williams, is experienced in trading, market analysis, inventory management, logistics and customer relations, all of which provides him with an excellent foundation from which to discuss the impact of global logistics on your company. He will focus on and be describing how global logistics have evolved over the past thirty years using his own company as an example. He will discuss the various logistical stakeholders in the business and their respective impact on the company's bottom line. He will be showing his own company's logistical system and discuss how changing global factors impact our company's efficiencies while still providing opportunity. This presentation should greatly benefit all of our members as we all, either directly or indirectly, are daily being affected by the international marketplace.

## ***OMV Presidents Message***

Based on your responses after our January dinner meeting presentation, our attendee's really enjoyed Tim Duy's "**Economic Forecast**" presentation. It was certainly an interesting and timely presentation for all of us in this profession.

In February, Ron Williams will be presenting a program on "**How Changes in Global Logistics Affect Your Company**". This should be a very enlightening presentation as we are all affected directly (and indirectly) by how global business activities affects each of us in our daily work.

Hopefully by now, you have registered for our March 11<sup>th</sup> seminar on "**Fundamentals of Purchasing Law - What you need to know to successfully negotiate contracts**" which is being presented by Gary L. Hopper, C.P.M. of Total Cost Solutions. Gary will also join us for our evening dinner meeting where he will present a program on "**Supplier Business Reviews & Vender Audits – How to effectively conduct vender audits and reviews**". As I said last month, the price of OMV's seminar is a real bargain as we are offering it to our members at one-third (1/3) the price the same program would cost you in Portland.

Have you paid your Y2008 annual membership dues? I hope so, as it was due December 31, 2007. For those who have not paid yet, your OMV Board will be forced to immediately drop you from both ISM's and OMV's membership roster since ISM requires us to forward \$100 of your membership monies to them and OMV can not afford to pay ISM for anyone's membership who hasn't paid by now.

The last item, but certainly the most important, in this month's message to you, addresses the future of the OMV organization. Getting directly to the point, without some immediate commitment from our membership to step up and fill some important leadership roles for the coming year, this local purchasing and supply management association, will be forced to dissolve. Bob Bunn, OMV Vice-President, has been attempting to solicit volunteers from our membership to help lead our organization into the future. Unfortunately, he has received minimal interest. The five leadership positions of President, Treasurer, Communications Officer, Membership Officer, and Marketing Officer are all being vacated after our May meeting. These are key positions in our organization and without them being immediately filled by committed and dedicated leaders, I really do not see how this organization will survive. I hope each of you will read Bob's article elsewhere in this newsletter and respond to Bob immediately offering your help in keeping this a viable and meaningful educational organization benefiting all in our profession. It would really be sad to see OMV disappear after helping to support hundred's and hundred's of purchasing and supply management professionals successfully enhance their professional knowledge, skills, and overall expertise through the continuous learning opportunities which OMV has provided our members in the mid-valley area since it's inception in 1981.

*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>
2/12/2008	6:00pm	How Changes in Global Logistics Affect Your Company	Ron Williams, Columbia Grain, PSU	Brice's
3/11/2008	6:00pm	Purchasing Law seminar		
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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### *“How Changes in Global Logistics Affect Your Company”*



*Speaker*

Ron Williams currently holds the position of Vice President at Columbia Grain where he has worked for over twenty years. Columbia Grain is a leader in Pacific Northwest grain markets, focused on customer satisfaction. Ron has a B.S. in Business Administration from Oregon State University and an M.B.A. from Portland State University. His experience in trading, market analysis, inventory management, logistics and customer relations provides an excellent foundation from which to discuss the impact of Global Logistics on your company. Ron also is a part-time instructor in Portland State University's Supply & Logistics' Program.

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**“THIRD ATTEMPT” – ARE YOU GOING TO ALLOW THE OMV  
PURCHASING & SUPPLY MANAGEMENT ASSOCIATION TO GO  
AWAY?**

This is my third attempt at creating some interest in the five soon to be vacant Board Positions for the next meeting year. So far only one person has expressed an interest in being a part of our Board for next year. I have only heard comments like “they will run again, just like last time”. Let me assure you, “they” are not going to run again. I’m going to list the Board Positions that will be available and tell you why the individual will not be volunteering again.

1. President – Sid has been President five times, serving on the local board 19 of the past 26 years. He continued to serve each of you and this association even though he retired 1-1/2 years ago and he now wants to spend more time enjoying his grandkids activities and pursuing a new “hobby”. After 27 continuous years of volunteer service and committed leadership at the local, regional, and national levels of this association, Sid has more than fulfilled his fair share of leadership contributions and mentorship to the members of this affiliate, the overall association and the profession in general. Sid is no longer working in this profession....he is retired....and he wants to start enjoying that retirement. Sid has stated that he will absolutely not serve again as President of our association next year. He’s not only “retired”....he is just plain “tired”.
2. Communication Officer – Tina will definitely not be in a position to volunteer again next year. Her Fiancée has taken a job in the Bend area and Tina now works out of her home office in Bend six months of the year. The majority of the six months are during our meeting time. She will not be able to continue in the position.
3. Treasurer – Vanessa will definitely not be in a position to volunteer again next year. Her company has experienced a downturn in business because of the housing market. Because of the loss of business and her company cutting back where they can she will now have a much heavier work load. She will not have the time needed to perform the Treasurer duties. And the longer hours she may have to work may cause her to miss some meetings.
4. Membership Officer – Carmen will definitely not continue in this position. Carmen is experiencing some health issues and other personal issues that have caused her to miss a lot of our meetings. Until she gets her health concerns under control, she is not able to help with any Board positions.
5. Marketing Officer – This position is currently unfilled at this time. It should be noted that the other four “open” positions on the Board are more critical to the organization and need to be filled first.

You can sit on your hands if you want to. But, if someone doesn’t step up and help with these Board positions, our association will probably not exist after May. I really don’t know

what else I can say to get you to be involved. I'm sure you will agree that we have had some really good educational programs this year. I would hate to see these continuous learning and professional networking opportunities disappear in the mid-valley area.

It does not have to be one individual in each position. Two or more of you from the same company can share the position together. We are running out of time, a new slate of officers needs to be proposed and published in our February newsletter, voted on in April, and installed at the May meeting. Please consider helping keep this Association alive by volunteering **NOW**. Please contact me immediately at rbunn@stimson.com.

*Bob Bunn*  
OMV Vice-President

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

The OMV Board wants to remind you of our 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 the presenter. Gary has 25+ years of purchasing expertise and 2,000+ hours in training and facilitating purchasing courses and workshops.

This seminar is being offered at a “Bargain Price” to our members at a cost of “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 immediately on the registration form recently e-mailed to you. CEH (Continuous Education Hours) certificates will be issued to all attendees who are interested in collecting CEH's for their certification or recertification.

**So, mark your calendars for Tuesday, March 11, 2008 at the Shilo Inn in Salem!!!**

## ***Would you like to learn more about ALL of the GREAT Benefits of Membership in OMV?***

### ***ORIENTATION SESSION FOR OUR “NEWER” MEMBERS***

Prior to our next Monthly Dinner Meeting, OMV Board Member and long time association member, Ron Brown, C.P.M., has agreed to lead an “Orientation Session” primarily for our newer members who might be interested in learning about the many benefits available from the Institute for Supply Management (ISM) and Oregon Mid-Valley Purchasing & Supply Management Association (OMV). In fact, all members of our association are welcome to join us for this presentation as sometimes even our “longer term” members may not be aware of the many educational opportunities available with their membership to this organization.

This Orientation Session will be held beginning at 5:30 PM on Tuesday, February 12<sup>th</sup> at Brice’s Restaurant prior to our regularly scheduled monthly educational program and dinner meeting (there is no additional fee for this meeting). You are encouraged to schedule your day for February 12<sup>th</sup> to join us a half hour earlier than our normal dinner meeting time and learn how you can maximize your professional learning opportunities from this organization.

If you have any questions regarding this member orientation event, please do not hesitate to contact Sid Brown ([sidbrown@aol.com](mailto:sidbrown@aol.com)).

## 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> (Vacant at this time)</p>
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