



**institute for
supply management**



“The Purchaser”

NAPM-Oregon Mid-Valley, Inc.

PO Box 12892

Salem, OR 97309

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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 9 Issue 1

January 2007

NAPM-Oregon Mid-Valley, Inc

FEBRUARY MEETING

February 13th, 2007 6:00 PM

Brice's Restaurant

2560 19th St. SE

Salem, OR

Tom Souply

Managing Your Transportation Dollar

Who isn't concerned about the rising costs of transportation? Mr. Souply will discuss the challenges of transportation, and ideas for better managing those costs. This will be a very valuable and timely presentation. We look forward to seeing you there!

GREETINGS FROM YOUR PRESIDENT

Sid Brown, 2006-2007 NAPM-OMV President

Hopefully everyone who attended our January dinner meeting and carefully listened to our speaker, Kathy Longholland, were able to come away a little more fully informed and, hopefully, with some creative thoughts regarding the economic outlook for 2007. At the very least, we recognized that this is a good year to plan our purchases very conservatively.

Steve Ness has planned another excellent educational program on Managing Your Transportation Spend in February, followed by other outstanding educational opportunities for all of our members in March, April and May. I can assure you that you will not want to miss any of these upcoming educational programs!!! Please read the program schedule in this newsletter.

Everyone needs to **mark your calendar for Tuesday, March 13th**. March is widely recognized as "Supply Management Month" and your OMV Board has finalized a full day of education opportunities for all of our members. We are providing a day of seminars followed by an excellent dinner meeting program that evening. The seminar will actually be two "half-day" seminars with the morning seminar covering the "Basics of Cost" leading into an afternoon seminar on "Negotiations". You will have the opportunity to attend either "half-day" seminar or the "full day" seminar. As I stated last month, OMV is very fortunate to have the opportunity to announce that Mike Taylor, C.P.M., has committed to be our program presenter for all three topics on that day. Mike is highly recognized in the Northwest as being a very knowledgeable and experienced speaker and many of our members have had the opportunity to have attended some of Mike's presentations at past Pacific Northwest Purchasing Conferences and other educational workshops. Each of you should have already received our announcement providing the details on this seminar. Please refer to the article on this educational seminar elsewhere in this newsletter.

The OMV certification review classes are continuing as previously announced, although the recent bad weather has resulted in a couple weeks delay in our schedule from what was originally announced. You will be receiving an update on these classes very soon. It is helpful for OMV to know if you have personal interest in attending any of these training classes and you are encouraged to advise Ed Taylor (etaylor04@msn.com) or myself (sidbrown@aol.com) if you are interested in attending any of these sessions. We especially need to know which Certification Modules you have interest in.

As mentioned in my Presidents message in last month's newsletter and also in discussion at the January dinner meeting, your Board has been addressing the inappropriateness of our current association name where we use "NAPM" as a part of our name. The Board has voted to recommend to our members that we change our association name to "**Oregon Mid-Valley Purchasing & Supply Management Association, Inc**". Please read the article on this subject elsewhere in this newsletter.

For those members who may have interest in knowing the outcome of the recent ISM bylaw vote, unfortunately both ISM bylaws passed. Ironically, it is pretty obvious that based on the voting numbers, there was a lot of member apathy resulting in members not voting at all or voting by proxy. There is no doubt in my mind that the result of approving these bylaw changes will adversely affect the affiliates for the long term. It appears that ISM will continue to focus away from supporting the members through their Affiliates as ISM assumes a "for profit" corporation attitude and is refocusing on selling their products and services direct. I am personally very disappointed that the members across this association did not see this issue important enough to take the time to fully understand the probable long term impact of this issue and to cast their vote in support of the future of all affiliates.

One of the great learning opportunities that this association also provides for our members is that of leadership experience through their serving as volunteer officers in this association. I encourage each of you to give some personal thought as to how you may be able to provide volunteer assistance in supporting this association. We are not only asking for your involvement....we really NEED your involvement. I propose that we strive for "More" with "Less"..... "More" members involved.....with "Less" that we each have to do. Please

read the article on this subject elsewhere in this newsletter and be aware that you can also accumulate CEH's for certification/recertification by serving).

I sincerely hope that YOU are taking full advantage of the educational opportunities that this association is providing for you. In case you are not already aware of it, similar programs would cost you as much as 2 or 3 times as much (or even more) in other areas, including from the national organization. Let OMV help you maximize your career by taking full advantage of all the learning and networking opportunities that this association provides for you!!!

Sid Brown, C.P.M., A.P.P.
NAPM-OMV President

Classifieds:

Projector Wanted: NAPM-OMV is looking for an electronic projector to use at educational dinner meetings, seminars, etc. Please e-mail Tina Galloway at tina@stahlbush.com if you have one available, or can suggest a supplier contact for this item.

Upcoming C.P.M. Review Classes

Communication regarding the announcement of upcoming C.P.M. Review modules is going out to the membership in the first days for February. NAPM Oregon Mid-Valley will be offering C.P.M. Review Module II (The Supply Environment) on Thursday evenings from 6-8 p.m. at the offices of Holiday Retirement Corporation in March. Specific dates are March 8th, 15th, 22nd, and 29th. The registration form will be e-mailed out the membership by February 1st and the cost is \$75 for members, \$100 for non-members. The required text will again be the C.P.M. Study Guide, 7th edition.

NAPM Oregon Mid-Valley has also scheduled to offer C.P.M. Review Module III (Value Enhancement Strategies) in the month of May. Dates planned are May 3rd, 10th, 17th and 24th. The registration fee and the required study material is the same as noted for Module II at \$75 per registration for members (\$100 for non-members) and using the C.P.M. Study Guide, 7th edition.

Both course offerings will present an overview of the main points of the content material found within the Study Guide, followed by review of test methodologies and question structure, and guidance for self-study for the Module 2 exam. About 50% of the class sessions will be dedicated to the review and answering of sample test questions.

If you have any questions regarding the upcoming C.P.M. Review Modules please contact Ed Taylor at etaylor04@msn.com. All inquiries are welcome.

EDUCATIONAL SEMINARS

March 13, 2007

Michael L. Taylor, C.P.M.

Mark your calendars, and stay tuned for more details.....

“Where Do Those Prices Come From?”

Getting To The Juicy Roots Of Product Pricing”

This workshop will start at the very basics of Cost and Price analysis. We’ll use a dirt-simple example to discover how producers construct product prices. At the same time we’ll expose cost elements and considerations which influence the selling price and pricing decisions. Once we have a common understanding of the basics, then we’ll explore various alternatives and options which can be influenced by our purchasing strategy. Along the way we’ll talk about more advanced products and production processes. Our goal will be to understand the cost factors that make the most impact on a manufacturer’s selling price and determine ways we can take advantage of this knowledge to negotiate lower pricing. Note; A ½ day workshop does not afford enough time to become cost analysis experts- but it does give us enough time to understand the basics and find some ways to reduce costs.

“Negotiation Tactics And Tips

Using Our Product Knowledge To Negotiate The Best Possible Purchase”

This will be a basic negotiation principles workshop where we will explore ways to use our production and cost knowledge to plan a negotiation strategy. We’ll identify cost elements and manufacturing processes that can be targeted for price-reducing negotiations. We’ll also talk about negotiation tactics and Strategies which can be incorporated into day-to-day work habits. Our goal will be for each person to leave with a list of specific negotiation tactics ideas about how those tactics can be applied to reduce acquisition costs.

“MORE” with “LESS”

Each year about this time our association leadership makes a call for volunteer leaders for the next meeting year and most of our members scurry to hide behind one another for fear they will be called on to help lead our association. This year I would like to propose a thought for each of you to consider. What if your volunteer task isn’t overly time consuming? What if we were able to get more members involved with each of you required to do less than what your predecessor had to do.....in other words, “More” members involved.....with each member having “Less” to do.

You need to recognize that serving as a volunteer leader in this organization is another *learning* opportunity that this association offers you.....an opportunity which allows you to not only better network but to also continue to hone your leadership skills through serving as an volunteer officer in this association. I encourage each of you to give some serious thought as to how and in what areas you may assist by providing some volunteer assistance in support of this professional association.

In case you are not already aware of it, you can also earn “Contributions to the Profession” points for use in your certification/re-certification. These points are very valuable when you are ready to certify or recertify.

There are many benefits by serving on our association Board (i.e., improving your business skills, enhanced networking with your professional peers, mentoring opportunities, acquiring re-certification points, plus just “giving back to your profession”).

You are encouraged to contact our President (Sid Brown) or any Board Member if you have any questions about how you can volunteer in support of this association. We are not only asking for your involvement....we really NEED your involvement. Won’t you please consider it?

***** ELECTION NOTICE *****
AFFILIATE NAME CHANGE

Since the Institute of Supply Management (ISM) replaced the National Association of Purchasing Management (NAPM) as the name of our national organization several years ago, the "NAPM" name is no longer a meaningful, recognizable, or properly representative name for our Affiliate as "NAPM" no longer exists as an organization.

As you know our affiliate currently operates under the name of "NAPM-Oregon Mid-Valley, Inc". It seems appropriate that our organization needs to update our name to a name that more properly reflects who and what we are. This is not exactly a new topic as it has been generally discussed before and was specifically mentioned in last months newsletter (Presidents Message) as well as discussed at our January monthly general (dinner) meeting. At our last OMV Board of Directors meeting your Board voted unanimously to present the new name of "**Oregon Mid-Valley Purchasing & Supply Management Association, Inc**" to the association's General Membership for your approval at our February monthly general (dinner) meeting. Our association will continue to be directly affiliated with ISM and the ISM Board will also be requested to approve our name change at their next Board meeting. After approval by the OMV General Membership the use of the new name will be phased in after the various approvals and the new name is registered with the State of Oregon.

In conjunction with the name change, the General Membership will be asked at the February meeting to also officially approve the changing of the association's name (*only*) in our OMV Bylaws.

Please be prepared to discuss and vote on this proposed new name at our February meeting. In the meantime, if you have any questions regarding these two proposals, please contact our President (Sid Brown) or any Board Member.

MARCH IS "SUPPLY MANAGEMENT MONTH"
.....and do we have a learning opportunity for YOU!!!

Tuesday, March 13th is a day you will want to reserve as a "special day **JUST FOR YOU**"!!! Your association is providing a full day and evening of excellent professional topics which will benefit **YOU**!!! In the morning program you will have the opportunity to learn and understand what manufacturers think about when they are deciding their selling prices. During the afternoon program you will learn how to take this information and use it to maximize overall cost reduction as you negotiate contracts for your employer. These two programs will be followed with an evening dinner meeting program where our speaker will help you translate geeky computer terms into plain English and give you some great tips on how to keep your laptop healthy and functioning, including reviewing some tools, tips and techniques that everyone who travels with a laptop should be aware of. For more specific information on this great opportunity for a "full day of learning", please read the seminar registration form attached to this newsletter.

2007 NAPM-OMV EDUCATIONAL DINNER MEETINGS

- **March 13, 2007: Supply Management Month**
 - Mike Taylor: Computer Tips for the Supply Management Professional: *A notebook and a pen used to be the only tools necessary for a business trip- but today it's the laptop. And if the laptop crashes while you are traveling – it can sure impact the business. Worst of all, laptops seldom crash during business hours or when a helpful IT person is nearby. This workshop is geared toward the nontechnical professional who needs to keep his/her laptop healthy and functioning. We'll review some tools, tips and techniques that everyone who travels with a laptop should be aware of. We'll also shed light on some geeky computer terms and translate the computer tips into plain English.*
 - **See additional information in this newsletter regarding exciting seminars by Mike Taylor during SUPPLY MANAGEMENT MONTH!**
- **April 10, 2007:** Joint meeting with NAPM Willamette valley
 - Dr. Lee Buddress—Single & Sole Sourcing
- **May 15, 2007:** Banquet and Volunteer Recognition
 - Howard Baker, Jr.—Motivational Speaker

IMPORTANT NOTICE REGARDING ANNUAL DUES

NAPM-OMV asks their members to pay their annual dues by December 31st every year. What you may not be aware of is that \$100 of your dues is paid to ISM each year and ISM requires us to confirm our Affiliate roster with them every February and August. Therefore, it is very important for us to know for sure if you are going to renew your membership for Y2007 as soon as possible as it is OMV's policy not to pay ISM for any member who has not paid their annual dues. Therefore, if your dues payment is not received prior to the ISM confirmation date, then we are forced to remove your name from both the ISM and OMV rosters. For your information, if you should later decide to renew your membership, ISM will then charge you an additional \$20 re-registration fee.

Therefore, if you have not paid your Y2007 annual dues yet, please do so **IMMEDIATELY** as we value your membership and do not want to be forced to remove your name from both ISM's and OMV's membership lists.

If you have any questions, please do not hesitate to promptly contact:

Sid Brown, C.P.M.

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2006-2007 Board of Directors

Stay tuned to future newsletters for information about your new Officers!

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