



**institute for
supply management**



“The Purchaser”

**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 10 Issue 2

October 2008

From Regan Dugger, Your 2008-2009 OMV President

ARE YOU COMMITTED?

My son, Chris, is an active young man. At 19 years old, he has been studying Martial Arts since the age of six and recently took his test for the pinnacle achievement of this sport...the coveted Black Belt. This is not a simple test that is done in front of the instructor, one-on-one, and then over in the blink of an eye. No. The Black Belts at his dojo, White Wolf Martial Arts, are earned over the course of years of study and a final, grueling test that lasts eight long hours. During this time, he is subjected to some of the most brutal events you could possibly imagine. Sure, there are the normal things, like running through a series of “kata ’ s ” where he moves slowly, fluidly, as if dancing with an invisible partner where the silence is surprisingly ripped apart with a loud “key-i!” and a sharp jab of a fist or foot. He shows his prowess with various forms of weaponry as well, from spinning a staff with magical ease to slicing the stillness apart with eye-crossing speed. However, to earn the precious Black Belt, he must also partake in a series of staged attacks, wherein other students attack him in varied groups of two, three, or four people at a time. The catch is that he is not allowed to strike at those who are doing their best to administer pain to any exposed body parts they can reach. That ’ s right, he can only defend against the onslaught while his opponents are allowed to hit wherever and whenever they can.

Well, on this special day, which began sharply at 8am one Saturday morning, things didn ’ t go exactly as planned. Chris showed up, ready for whatever was asked of him. He was challenged at every level, interrupted by surprise attacks and then required to start again from the point he left off at. This takes great focus, a thorough knowledge of the various parts of this form of karate, and some stamina in order to complete the required portions of the exam without break or rest. All eight hours of this difficult test were almost complete. My boy had been through a punishing seven and a half hours of his Black Belt test that left him with two black eyes, a large knot on his forehead, bruises on both forearms from blocking an uncountable number of punches and kicks, and legs that were equally banged up and made of rubber. Then the unthinkable happened when one of his assailants landed a punch to his right chest. The pain was immediate and drove him to the ground. When they tried to help him up, the pain drove him back to his knees. The instructor stopped the test, came over to check him out and then uttered the words that my son didn ’ t want to hear... ”The test is cancelled.” Yep, that ’ s right. His instructor stopped the Black Belt test

because he thought Chris had cracked or broken a rib. Since the test was halted before the eight hours were completed, my son would not receive his prized belt. If he wanted the Black Belt, he would have to come back in December and take the test over... from the beginning.

Those words almost broke my son 's spirit. He was deeply saddened in spite of the excruciating pain he was in. A lesser person would have quit, right there, or protested about the fact that it was only one-half hour shy of completion and should be done from that point. After all, he had survived some brutal beatings and body draining activities for most of the day and was so very close to the finish line. It was at this point that my son showed his commitment to his sport. He bowed respectfully to his instructor, Kancho, and told him he would be back in December, ready to try one more time. That takes guts, courage, and most of all commitment.

So, why did I tell this story? It is really about commitment. When I realized how committed my son is to his sport, it made me stop and think about how committed I am to my career. Every day I come to work, some days ready to take on the world and other days hiding in my office, praying for one more cup of coffee. I thought about what my company expects me to do and then I had to think about whether or not I was really living up to those expectations. Sure, my performance evaluations were pretty good, but was I putting forth the best effort, day in and day out or just going through the motions and staying in my comfort zone? The next day that I came into work, I was met with an e-mail regarding the renewal of my OMV and ISM membership. Starting at me, about half way down the second page, was the following:

“ Principles and Standards of Ethical Supply Management Conduct ”

LOYALTY TO YOUR ORGANIZATION

JUSTICE TO THOSE WITH WHOM YOU DEAL

FAITH IN YOUR PROFESSION

From these principles are derived the ISM Standards of Supply Management Conduct.

1. Avoid the intent and appearance of unethical or compromising practice in relationships, actions and communications.
2. Demonstrate loyalty to the employer by diligently following the lawful instructions of the employer, using reasonable care and granted authority.
3. Avoid any personal business or professional activity that would create a conflict between personal interests and the interests of the employer.
4. Avoid soliciting or accepting money, loans, credits or preferential discounts, and the acceptance of gifts, entertainment, favors or services from present or potential suppliers that might influence, or appear to influence, supply management decisions.
5. Handle confidential or proprietary information with due care and proper consideration of ethical and legal ramifications and governmental regulations.
6. Promote positive supplier relationships through courtesy and impartiality.
7. Avoid improper reciprocal agreements.
8. Know and obey the letter and spirit of laws applicable to supply management.
9. Encourage support for small, disadvantaged and minority-owned businesses.
10. Acquire and maintain professional competence.
11. Conduct supply management activities in accordance with national and international laws, customs and practices, your organization 's policies, and these ethical principles and standards of conduct.
12. Enhance the stature of the supply management profession.

After reading through this, I was reminded once again that being a member of OMV and ISM is all about commitment. Membership means doing all that you can for your employer as well as networking with other members of our affiliate for both personal and professional growth. While I 'm here, I am committed to my company and will do my best to serve them with pride, integrity, and by working hard. Should things change in my life, to the point of having to look for another job close to home or in some

other location across the U.S.A., I know that being a part of OMV will only serve to improve my chances of finding a new employer. As a member, they will also know that I 'm not only knowledgeable in the Purchasing field but that I am committed to the employer too, taking the Principles and Standards of Ethical Supply Management Conduct to heart, in everything I do for them.

It isn 't just about being a member, though. It is also about a commitment to our affiliate. We benefit from the networking and the educational opportunities. Additionally, we have encouragement and assistance when it comes to professional certification, just one more testament to your commitment to the profession, whether you hold an A.P.P., C.P.M, or the new CPSM. There are also chances to expand your skills and value by serving on a committee or by becoming an officer of the affiliate. Everywhere you look in OMV, there are plenty of chances to show just how much you care about your career. I know that I am committed to what I do, both for my employer and for the membership of OMV. Are you equally committed? If so, then be active and participate in all that our organization has to offer. Don 't just go through the motions of eating dinner and attending meetings. Take it a step further and be committed to making the most of your membership through service to our affiliate. Don't give up. If my son can stick it out, so can you!

Regan Dugger, President
Oregon Mid-Valley Purchasing & Supply Management Association, Inc.



To our newest OMV member, Matthew Hammer from Stimson Lumber!



WE MISSED YOU! – Those of you who did not attend our October dinner meeting on the 14th missed an informative presentation on Project Management given by Tom Wright-Hay from OMEP. Can you identify the C.A.V.E. people in your organization? Hint: Ask someone who attended the presentation!



Tom Wright-Hay prepares his Project Management presentation for the OMV group.

KETTLE FOODS PLANT TOUR – November 11th (3125 Kettle Court NE – Salem)

The next dinner meeting will include a tour of Kettle Foods on November 11th. Please sign the attached “ GMP Sign-In Form ” and bring it with you for the tour. Don ’ t miss an opportunity to see how your favorite potato chips are manufactured (especially the “ Salt & Pepper ” flavor!). Additional reminders will be sent out but you can R.S.V.P. anytime to rich.palmer@holidaytouch.com. Dinner is \$20.00 for members & \$25.00 for non-members.

DINNER MEETINGS SCHEDULE:

- 11/11/2008 – Plant Tour of Kettle Foods (Salem)
- 12/09/2008 – “ Buying Trade Services” presentation by Aaron Howell (Brice ’ s – Salem)
- 1/13/2009 – “ Economic Forecast ” presentation by Tim Duy (Brice ’ s – Salem)
- 2/10/2009 – Inventory management” presentation by Derin Mathewes (Brice ’ s – Salem)

More dates to come!



THE HOLIDAYS ARE COMING! WHERE ARE YOUR RECIPES?

We thought it would be fun to have our members submit their favorite family holiday recipes. We'll post them in the newsletter and on the new OMV website (soon to be up and running!). Submit your recipes to: rich.palmer@holidaytouch.com. We look forward to sharing these with all of our members!

Marketing News

Our www.OMVPurchasing.org website is almost ready and we'll advise everyone as soon as it is up and running.

In addition, email addresses have been set-up for the Board of Directors as follows:

Board of Directors 2008-2009

President	Regan Dugger, C.P.M.	president@OMVPurchasing.org
Vice President	Bob Bunn	vicepresident@OMVPurchasing.org
Treasurer	Dirk Close	treasurer@OMVPurchasing.org
National Affairs	Ronald G. Brown, C.P.M.	nationalaffairs@OMVPurchasing.org
Secretary	Frank Brittain	secretary@OMVPurchasing.org
Marketing	Tiffanie Venner	marketing@OMVPurchasing.org
Membership	Carol Carlin	membership@OMVPurchasing.org
Communications	Rich Palmer	communications@OMVPurchasing.org
Education	Steve Ness, C.P.M., A.P.P.	education@OMVPurchasing.org



We felt that using the title of the position rather than the current Officers name was best for OMV and can easily be updated with a forwarding email address for future Board Members.

On the recruitment front, new packets full of great information have been mailed out to prospective new members.

Special Thanks to Spirit Mountain Casino for donating the postage!

Additionally, if you know of someone who would benefit from being a member of OMV, please drop me a line and I would be more than happy to send information. This is an excellent opportunity to bring new faces to our organization and perpetuate the effectiveness of OMV!

Volunteers Needed !!!!!!!!!

I am still hoping to hear from those who would be interested in serving on the Marketing/Recruitment Committee. With all the exciting things happening, this is a great time to volunteer for Oregon Mid-Valley Purchasing and Supply Management, Inc!

Tiffanie Venner, Marketing Officer
Oregon Mid-Valley Purchasing & Supply Management Association, Inc.



When purchasing commodities, consider if it is appropriate to add an Economic Price Adjustment (EPA) clause to your contract. Inserting an index-based price adjustment clause can keep the supplier's profit even and help buyers manage their costs better. The EPA can eliminate additional price added in by the vendor to cover potential cost increases.
