



**institute for
supply management**



“The Purchaser”

NAPM-Oregon Mid-Valley, Inc.

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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.

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NAPM-Oregon Mid-Valley, Inc



OCTOBER MEETING

October 10th, 2006 6:00 PM

Brice's Restaurant

2560 19th St. SE

Salem, OR

ADDING VALUE: Revisited—Sid Brown, C.P.M., A.P.P.

The October dinner meeting program will focus on the adding of value as it affects us in our professional lives. This is intended to be an interactive presentation focusing on the opportunities each of us have on a daily basis to add value in many ways.....certainly to our companies and to our selves, but also to and from the profession, as well as the association. The “Adding Value” theme was a major focus throughout the National Association of Purchasing Management’s 1995-1996 meeting year when our presenter, Sid Brown, C.P.M., was the President, CEO, and Chairman of the Board for our national organization.

GREETINGS FROM YOUR PRESIDENT

Sid Brown, 2006-2007 NAPM-OMV President

Sorry that I was unable to join you at our September dinner meeting. Hopefully, those of you who were able to attend have a much clearer understanding of the new ISM "Certified Professional in Supply Management" (CPSM) certification as well as what the future of the current "Certified Purchasing Manager" (C.P.M.) certification will be. I'm sure each of you now realize how important having your certification will mean to you professionally. It is a documented fact that those professionals who have earned their C.P.M., have a higher average salary than those individuals who have not earned this certification. A 2005 survey concluded that the average compensation for Purchasing Executives who are certified is \$80,000 which is over 26% higher than their non-certified counterparts.

At our next dinner meeting on October 10th we will be celebrating the 25th year anniversary of the founding of our Oregon Mid-Valley Purchasing Association. The program topic at this meeting will be the subject of "Adding Value". I will have the opportunity to speak to you on the topic which was my theme when I was the national president of the National Association of Purchasing Management. It should be interesting to revisit this subject and see how important it still is today, ten years later. The presentation will focus on how the process of adding value interacts between ourselves, our companies, our profession, and even our association. I hope you will be able to join me in this interactive presentation.

Again, please be reminded to mark your calendars for attending the 63rd Annual Pacific Northwest Purchasing Conference which will be held in Spokane WA on October 26th – 28th. Don't miss this opportunity to network with other Northwest Region purchasing and supply management professionals while having the opportunity of choosing which of the 24 educational workshops you want to attend, as well as listening to three very knowledgeable keynote speakers.

As your president, I want to continue to challenge all of our members to seize the learning and networking opportunities our association provides for you to continue your personal educational and professional development!!! I sincerely hope that you accept this challenge.

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



Make your plans to attend the
**63rd Annual Pacific Northwest
Purchasing Conference**

Hosted by NAPM- Spokane
October 26- 28, 2006

The year was 1981.....
(from cedmagic.com)

- * Television series "Dynasty" with Joan Collins premieres on ABC.
- * Ronald Reagan takes the oath as the 40th President of the United States.
- * U.S. Department of Labor reports a Consumer Price Index increase of 12.4% for the year 1980 (compared to 3.4% for the year 2000).
- * Walter Cronkite delivers his final CBS Evening News telecast.
- * The U.S. Postal Service announces an increase in first class postage from 15 to 18 cents.
- * The Boston Celtics win the 35th National Basketball Association championship, defeating Houston four games to two.

**NAPM Oregon Mid-Valley was born!
Happy 25th anniversary!**

Importance of Ethical Behavior Continues to Be Critical
Institute for Supply Management™ ethics survey results reinforce
the need for ongoing commitment to support existing ethical
practices

TEMPE, Ariz., June 6, 2006 — Institute for Supply Management™ (ISM), as part of its mission to lead supply management, reports on the importance of ethical practices and their influences on behavior within companies and organizations in its new ethics survey. The survey, entitled Social Responsibility and the Supply Management Profession: A Study of Barriers and Drivers to Ethical Practices, can be found on ISM's Web site on the Social Responsibility page (www.ism.ws/sr) under the Research link.

Complementing the April 2004 baseline study, entitled Social Responsibility and the Supply Management Profession, the recently released ethics study was designed to provide supply managers and senior managers with specific information on barriers and drivers to ethical behavior within their organizations. The goal of the survey is to explore and understand what is happening on the ethics front and draw conclusions to help management become more effective in ensuring ethical behavior.

"Supply professionals and their management can use this practical information to support and improve their own endeavors toward ethical practices across their enterprise," said Carla S. Lallatin, C.P.M., ISM Ethical Standards Committee chair. "Of particular importance is the strong emphasis on individual employee values supported by organizational cultures that promote corporate citizenship to drive ethical practices. The survey results also point out the negative impact of an organizational culture that focuses on short-term gains."

As the oldest and largest supply management institute in the world, the mission of Institute for Supply Management™ (ISM) is to lead supply management. By executing and extending its mission through education, research, standards of excellence, influence building and information dissemination — including the renowned monthly ISM Report On Business® — ISM continues to extend the global impact of supply management. ISM's membership base includes more than 40,000 supply management professionals in 75 countries. Supply management professionals are responsible for trillions of dollars in the purchases of products and services annually. ISM is a member of the International Federation of Purchasing and Supply Management (IFPSM).

2006-2007 Board of Directors

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

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