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**Officer Elections will
be held on
September 15th, 2009.
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Oregon Mid-Valley Purchasing & Supply Management

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.

Next Meeting: September 15th, 2009

Speaker: Vickie Merrill

Topic: Dealing with Difficult People

Location: Kwan's Cuisine, Salem, OR

Time: 6:00 p.m.

Ever find yourself confronted with someone (internal or external) who is unhappy, complaining, or just being difficult for no apparent reason? If so you're not alone. We all face those difficult people from time to time. They may be a vendor, a delivery person, or even the co-worker you interact with day after day. No matter who they are, the results are the same. They create a stressful, unhappy, and often unproductive work environment.

In this program we will look at the following:

- The 3 types of difficult people
- The personality types of difficult people & helpful hints in dealing with each one
- The L.A.S.T. formula
- Forbidden phrases that upset others

Will this program be the magic wand that solves all of your difficult people issues? Probably not, but it will provide you with a better understanding of the types and needs of the difficult person and how you can interact with them in a positive, productive manner.



OMV President's Message

Greetings to all OMV members!!! As most of you are already aware, OMV did not hold our annual business meeting this last May, so we have not held our annual election of officers (please see the related article elsewhere in this newsletter) as well as recognize the contributions of our volunteer leaders for the past meeting year. Therefore, we will be holding our annual election of officers at our September meeting and will be recognizing our last year volunteers at our October meeting.

OMV is very appreciative of the leadership of Regan Dugger who served as our OMV President this past year. Regan would have continued as President again for this upcoming year, except that he will be more than just a little bit busy pursuing a wonderful opportunity to earn his college degree. Regan promises that he will be back to resume a leadership role in our organization at the end of next year after he receives his degree. As an example of his commitment and dedication and even though he has already begun his studies, Regan took on the responsibility of initiating several of our education programs for the 2009-2010 meeting year. Although he will be missing most of our educational events this year, Regan is hoping to be attending our October meeting and tour at Spirit Mountain Casino. So I hope each of you will join me in personally thanking Regan for all that he has done for our organization and wish him success in getting his degree.

Your OMV Board has been very busy planning for another outstanding year of educational learning opportunities for all of our members. Under the leadership of Steve Ness, OMV Education Officer, with assistance from the rest of the Board, all except one of our nine dinner meeting programs and next Spring's Seminar are confirmed (refer to schedule elsewhere in this newsletter). We are especially excited about our scheduled seminar on Contract Law, an educational event you definitely do not want to miss as this program will be instructed by one of the most outstanding and high in demand speakers on this subject in the nation.

You need to mark your calendars for attending the 66th Annual Pacific Northwest Purchasing Conference, which will be held in Anchorage, Alaska on October 12th – 14th. 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 multiple educational workshops you want to attend.

As I have done in the past, I would like to continue to challenge each of our members to seize the learning and networking opportunities this association makes available to you in the coming months so that you can continue your own personal educational and professional development and related personal success!!!

I hope you are enjoying this great Oregon summer with your families!

Sid Brown, C.P.M., A.P.P.
OMVP&SMA President



ISM Extends C.P.M. Exam Registration Deadline to September 30th, 2009

Due to overwhelming demand, ISM has extended the Certified Purchasing Manager (C.P.M.) Exam registration deadline. Don't miss this opportunity to earn a globally recognized credential and boost your competitive edge in today's tough job market.

Since the C.P.M. Exam registration deadline on December 31, 2008, ISM has been inundated with requests from individuals for additional time to register for the C.P.M. Modules. C.P.M. Exam registrations will be accepted through **September 30, 2009**. All exams (including retakes) must be completed by December 31, 2009. **No exceptions.**

The free monthly ISM Webinar link is listed on our website each month as soon as the information becomes available. Please visit: www.OMVPurchasing.org home page and click on the link.

[NAPM – ALASKA](#)

66TH Annual Pacific Northwest Purchasing Conference

October 12th – 14th, 2009

Wild About Purchasing!

Captain Cook Hotel

Anchorage, Alaska



NAPM-Alaska will host the 66th Annual Conference in Anchorage. It will be 3 days of education with a little fun thrown in. Bring the whole crew. We will have something for everyone. We have secured the Captain Cook Hotel, one of the nicest in Anchorage, for this event and they have given us an unbelievable low rate. For budgeting purposes, plan on \$350 per person for registration.

Check our web site regularly. We will be posting hotel registration information very soon.

www.napmalaska.org

OMV 2009-2010 OFFICER ELECTIONS

Since OMV had to cancel our May 12th General Membership Meeting & Awards Banquet, we were unable to hold our annual election of new officers for OMV's next meeting year. Therefore, on July 15th we forwarded an official notice to our OMV membership advising that the official election of our OMV Officers for the 2009 - 2010 meeting year will be held during our General Meeting on September 15th.

The following members have once again stepped forward to volunteer their personal time to help lead our organization for the 2009-2010 meeting year:

President:	Sid Brown, C.P.M., A.P.P.
Vice President:	Bob Bunn
Secretary:	Frank Brittain
Treasurer:	Dirk Close
Director for National Affairs:	Ron Brown, C.P.M.
Communications Officer:	Tiffanie Venner
Education Officer:	Steve Ness, C.P.M., A.P.P.
Marketing/Recruitment Officer:	Tiffanie Venner
Membership Officer:	Sid Brown, C.P.M., A.P.P.
Director at Large:	Patti Nicholson
Director at Large:	(open)

OMV is very grateful to the above listed volunteer members who are willing to provide their personal time and leadership skills to make OMV the best educational resource for all members working in the purchasing and supply management profession in this region!!!

WE ARE STILL LOOKING FOR MEMBER VOLUNTEERS TO HELP LEAD OMV. If you have any interest in helping to lead this fine education organization, please feel free to contact Sid Brown; 503-682-6814 or sidbrown@aol.com or any of our board members as we really do need you help.

TOP TEN TIPS FOR DEALING WITH DIFFICULT COWORKERS

1. Identify Problem People
2. Beware Bad Bosses
3. Assess Your Situation
4. Take Concrete Action
5. Don't let the problem fester
6. Safeguard your reputation
7. Don't sink to their level
8. Keep it private
9. Make the first move
10. Agree to disagree

MARK YOUR CALENDAR!!!!

Spirit Mountain Casino Tour
Friday, October 16th,

Regan Dugger has a special tour of "Behind the Scenes" lined up for us!! More information will be sent out very soon!

Don't miss it!

OMV 2009-2010 Schedule

Date	Topic	Speaker/Host
September 15, 2009	Dealing with Difficult People	Vicki Merrill
October 16, 2009	Spirit Mountain Casino Tour and 2008-2009 Volunteer Recognition	Regan Dugger
November 10, 2009	Mediation as Alternative Dispute Resolution	Amy Cleary
December 8, 2009	Negotiating in Tough Times	Lee Buddress, Ph.D., C.P.M.
January 12, 2010	Economic Forecast	Tim Duy
February 9, 2010	Time Management	Gary Hopper
March 23, 2010	Intellectual Property Issues for Supply Management	Helen Pohlig
April 13, 2010	Supplier Performance Management	TBD
May 11, 2010	OMV Volunteer Recognition Awards Banquet	

**OMV 2009-2010 Seminar****March 23rd, 2010****Contract Law for the Purchasing Professional
Speaker: Helen Pohlig**

HELEN M. POHLIG, J.D., is licensed to practice law in Arizona, Minnesota, and Washington, D.C. She currently lectures and writes on commercial law subjects and provides *pro bono* representation to a variety of non-profit organizations.

Helen has extensive experience in government relations and regulation, previously specializing in telecommunications law. She started her legal career as in-house counsel at Republic Telcom Corporation in Bloomington, Minnesota, where she handled both regulatory affairs and general business matters including taxes, contracts, and vendor disputes. Subsequently she served as General Counsel for the Competitive Telecommunications Association and as Managing Director for the National Association of Information Services in Washington, D.C. She later became a Corporate Vice President at the National Association of Purchasing Management (NAPM), where she was responsible for NAPM's government relations program, international relations, and in-house legal work. She now teaches extensively for the Institute for Supply Management (ISM, formerly NAPM), ISM affiliates and private companies and organizations throughout the U.S. as well as internationally.

Ms. Pohlig graduated with honors from Pacific Lutheran University, Tacoma, Washington, in 1975 and earned her *juris doctor* degree with honors from William Mitchell College of Law, St. Paul, Minnesota, in 1982.

IMPORTANT INFORMATION AND A QUESTION FOR OUR OMV MEMBERS

There has been occasional past concerns expressed about our monthly dinner meeting location(s) and quality/quantity of our food served at those functions. Our board is currently trying to address those issues. However, I feel that it is important that I share some important related information with you. First, when this organization was formed back in 1981, we decided that our goal was to provide high quality educational and networking opportunities for all interested members in our profession in this general geographical area. We knew that most of our members would be employed by smaller companies and that the members would most probably have to pay for at least some of the expenses of belonging to our professional education association themselves. Therefore, we have always prided ourselves for “providing the best educational ‘bang for the buck’ ” and focused on operating at the lowest possible overall cost to our members (and their companies). Your OMV leaders pride ourselves in the fact that the costs associated with belonging to OMV are less expensive to our members than either of the other two ISM affiliates located in Oregon.

OMV’s source of income is mainly from three sources, membership fees, seminar fees, and monthly dinner meeting fees. Our expenses are mainly ISM dues, speaker fees, and dinner meeting meal expenses. There are two other ISM affiliates in the state of Oregon. The affiliate in Portland charges **\$225** a year for full regular membership. The affiliate in Eugene charges **\$170** for full regular membership. We (OMV) charges **\$145** annually for full regular membership. It is also important that you realize that of this money collected from each member, all three affiliates pay \$110 of your membership dues to ISM each year. That means that OMV only gets \$35 of the \$145 we collect from each of our members. Of course the other affiliates retain more money since they charge their members a higher fee. Even though ISM has increased their fees to the affiliates several times over the years, OMV has continued to try to hold our membership fee to a minimum.

OMV’s pricing for our seminars has been held at \$150 for many years now. Our closest affiliate up in Portland charges pricing in the range of \$395 - \$445 for similar (same) seminar programs. One of the major reasons that their prices are higher is that they have employed an association management company to help run their affiliate while we are run totally by unpaid volunteers and basically try to operate on a very tight budget.

Regarding food cost, we have been charging \$20 for the monthly educational dinner meetings and this is where we have received several recent complaints. Your OMV board understands why some members would feel that these meals aren’t worth \$20 because we agree the meals alone are not. However, what our members also need to understand is that we are also paying for the meal gratuity, the speaker(s) meal, the speakers fee (typically \$100) and when applicable, room rental fee (note: Brice’s does not charge us a room fee). Your board is currently looking into other possible opportunities to still provide our members an acceptable meeting place at a reasonable price.

Just to clarify, even in these difficult economic times, OMV is not in financial trouble nor looking to increase our pricing to our members, however, we do have a fiduciary responsibility to you, our members,

to continue to operate on a very low and conservative budget. To provide more, means that we have to increase our income and, as noted above, our income all comes from you, our members.

So this does raise the question as to whether you, our members, are willing to pay a higher price for the membership fee and/or the dinner meeting fee in order to receive an improved meal and an improved meeting facility?

Therefore, your OMV Board would welcome hearing your thoughts and suggestions, as well as if you are willing to pay more for the dinners or your annual dues fee, to allow an upgrade in these two areas (food and facilities). Please contact me (sidbrown@aol.com or 503-682-6814) or any of our board members with your thoughts and ideas.

We would really appreciate hearing from each of you.

Sid Brown, C.P.M., A.P.P.
OMVP&SMA President

Ross Reck Weekly Reminder

In order to succeed in life, we must take risks. The good news is that taking risks makes life exciting; it results in personal growth, expands our comfort zone, builds our confidence and strengthens our self-image. Even if you fail, you still grow and learn. This means that taking a risk is truly a no-lose proposition--no matter what happens, you still come out a winner. So, the next time you're tempted to turn down a challenging opportunity because it may seem too risky, remember the words of Robert Frost, "Two roads diverging in a wood. I took the one less traveled and it made all the difference." In other words, go for it!

2009-2010 Officer Contact Information

President	Sid Brown, C.P.M., A.P.P.	president@omvpurchasing.org
Vice President	Bob Bunn	vicepresident@omvpurchasing.org
Secretary	Frank Brittain	Secretary@omvpurchasing.org
Treasurer	Dirk Close	treasurer@omvpurchasing.org
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Communications Officer	Tiffanie Venner	communications@omvpurchasing.org
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Marketing/Recruitment Officer	Tiffanie Venner	marketing@omvpurchasing.org
Membership Officer	Sid Brown, C.P.M., A.P.P.	membership@omvpurchasing.org
Director At Large	Patti Nicholson	kpnicholson2@msn.com
Director At Large	Vacancy	

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