



Inside this Issue

Calendar of Events...3-4
President's Message...2

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: Tuesday, March 23rd, 2010

Speaker: Helen Pohlig
**INTELLECTUAL PROPERTY ISSUES
FOR SUPPLY MANAGEMENT**

Location: Shilo Inn, Salem, Oregon

Time: 6:00 p.m.

Helen will provide an overview of patents, copyrights and trademarks, including a review of the legal implications of each type of intellectual property as well as a discussion of their impact on and association with purchasing and supply management.

And don't forget that day is the seminar!!!!

CONTRACT LAW FOR PURCHASING PROFESSIONALS

This class will cover the basics of contract law – sources of law, contract formation (what actually constitutes a contract?), including issues of authority, agency law and electronic commerce, requirements of contract performance and the remedies that exist in the event of breach of contract. This information is critical to purchasing professionals as it forms the legal basis for everything they do!

OMV President's Message

Sorry that we missed so many of you at our February dinner meeting program. Gary Hopper's presentation was focused on how we could better manage our time. He included a productivity secret and discussed the top seven mistakes we tend to make. He further discussed how we all should work smart (not hard), keeping it simple, and making timely decisions. All in all, a very thought provoking presentation with good suggestions for how we can better manage our time.

March is known nationally as **"SUPPLY MANAGEMENT MONTH"** and this month OMV is hosting one of the very best educational programs we have ever held for our members by bringing in Helen Pohlig, J.D., one of the nation's best educational presenters on the subject of purchasing law. Helen will be providing us with two programs. The first will be a full day seminar, entitled **"CONTRACT LAW FOR PURCHASING PROFESSIONALS"**, followed by our regular monthly dinner meeting with a one hour program presentation on **"INTELLECTUAL PROPERTY ISSUES FOR SUPPLY MANAGEMENT"**. You really shouldn't miss this educational opportunity. In fact, I encourage you to sign up for both programs as no where else will you ever get this quality of a program for the price we are offering these two educational events for you (reminder.....in the Portland area this program would cost you four (4) times as much. See the full information on these two educational programs elsewhere in this newsletter and on our OMV website.

For those members interested in the outcome of the recent ISM proposed bylaw change, which was intended to open the ISM membership to include basically everyone...including sales people, I disappointedly need to inform you that the proposed bylaw did pass. Out of the 35,156 ISM members, only 3,395 (9.7%) voted, with 2,535 voting in favor of the motion, 802 voting against the motion, and there were 58 abstentions. Once again, we witness membership apathy in full affect.

Every year at this time we need to bring up the need to ask each of you to give serious thought to volunteering to assist this continuing education association by volunteering a little of your personal time to assist in the leading of our association for the coming meeting year (June 2010 through May 2011). As previously stated, your current OMV Board of Directors is "wearing out" and we really need to get some new members involved in the leadership of this great continuing education association for all purchasing and supply management professionals in this area. We really, really, do need your volunteer assistance. Please feel free to contact Bob Bunn, our OMV Vice President, who also serves as the Chairperson of the Nominating Committee, if you would like to know more about the job positions available. Also, you should feel free to contact myself, or any of our other current board members if you have any questions.

Recently we have heard a few suggestions from some of our members recommending ways we could improve our educational activities and the board has initiated those ideas. So please continue to provide your suggestions as your board is working very hard to make this association as viable as possible to you and your career and we really do need and value your input. Help us to continue to find ways to improve this organization to better serve your professional education needs.

As always, I encourage every OMV member to get personally involved in this association and all of its educational activities and leadership opportunities. **The winner of such involvement will be YOU and YOUR OWN PERSONAL CAREER. So take advantage of this opportunity!!!**

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

*** Certification Update Alert ***

New — CPSM® Exam 1 Self-Study Workbook Course



The [CPSM® Exam 1 Self-Study Workbook course](#) is now available. Using the CPSM® *Study Guide* and CPSM® Exam Specification, this self-study workbook provides an introduction to the major topics covered in CPSM® Exam 1. It includes resource articles, review questions, case studies and supplemental content developed by subject-matter experts for selected Exam 1 tasks. There is a post-test to evaluate your increased knowledge. *Self-study workbooks for Exams 2 and 3 will be available in early 2010.*

USD \$159 ISM members/USD \$199 nonmembers

Note: The CPSM® *Study Guide* is necessary to use this workbook. This self-study course is equivalent to the ISM Knowledge Center CPSM® Exam 1 Online Review course.

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.

OMV 2009-2010 Dinner Meeting Schedule

Date	Topic	Speaker/Host
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	

Ross Reck's Reminder

Inspiration, that special stimulus that arouses our thinking, feeling and action is necessary before we can accomplish anything worth of note. In the words of German Poet, Johann Von Herder, "Without inspiration the best powers of the mind remain dormant, they are a fuel in us which needs to be ignited with sparks." Those sparks are, of course, inspiration. The problem is that inspiration is an elusive concept. As Tara Stiles, founder of Strala Yoga said in a recent article in the Huffington Post, "Inspiration comes and goes when it pleases. It's independent of our desires, doesn't respond well to force, and refuses to be controlled." Ms. Stiles also provides some advice on how we can gain more consistent access to inspiration: First, lighten up—inspiration doesn't respond well to tightness. Second, take care of yourself—make sure you eat well and sleep well. Finally, make it a point to hang out with people who inspire you.



OMV 2009-2010 Seminar

March 23rd, 2010

Contract Law for the Purchasing Professional

Speaker: Helen Pohlig

Location: Shilo Inn, Salem, Oregon

CEH = 8 hours

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.

One-Day Seminar:

CONTRACT LAW FOR PURCHASING PROFESSIONALS

This class will cover the basics of contract law – sources of law, contract formation (what actually constitutes a contract?), including issues of authority, agency law and electronic commerce, requirements of contract performance and the remedies that exist in the event of breach of contract. This information is critical to purchasing professionals as it forms the legal basis for everything they do!

Dinner Presentation:

INTELLECTUAL PROPERTY ISSUES FOR SUPPLY MANAGEMENT

An overview of patents, copyrights and trademarks, including a review of the legal implications of each type of intellectual property as well as a discussion of their impact on and association with purchasing and supply management.

2009-2010 Officer Contact Information

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Published by Oregon Mid-Valley Purchasing & Supply Management Association, Inc.

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