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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: Tuesday, February 9th, 2010

Speaker: Gary L. Hopper, MBA, C.P.M., OPBC

Time Management

Location: Brice's Deli

Time: 6:00 p.m.

Gary has 25+ years of procurement and contract negotiation experience. He has worked in both public and private sectors. He is well versed on the Uniform Commercial Code and familiar with federal and state acquisition requirements. He has held leadership and senior manager positions for his former employers which include: Litton Industries, Intel Corporation, The Walt Disney Company and University of California, Santa Cruz.

Gary earned his B.A. Degree in Economics from San Jose State University and his MBA from Golden Gate University (emphasis in Procurement and Contracts Management). Throughout his career Gary has served on various ISM (Institute of Supply Management) affiliate boards to include Silicon Valley, Los Angeles, Sacramento and Portland. Current certifications include C.P.M. (Certified Purchasing Manager) and OPBC (Oregon Procurement Basic Certification).

Total Cost Solutions was created in 2004 and has served a myriad of clients from defense industry contractors to health care service providers. Gary has facilitated hundreds of negotiations and procurement related workshops for his clients and provided best-practice solutions for their business needs. For further information of upcoming workshops and consulting services, please go to:

www.totalcostsol.com

OMV President's Message

We had a nice turnout at our January dinner meeting and Tim Duy provided us with a most informative presentation regarding the status of our economy. It was especially enjoyable watching the interaction of questions and answers between our members and Tim, which went on for an extra half hour after his presentation. I probably enjoyed that as much as the presentation itself. Speaking of economics, I hope you all had a chance to read Norbert Ore's "*Making the Most of the ROB*" which was published in last month's issue of our newsletter. Unfortunately, while many of our members recognize the significance of ISM's *ROB*, there are still many who do not really know how to properly interpret the information. I know that Norbert's article has assisted many other ISM members to better understand and use the *ROB*, so I hope you found it beneficial for you, too.

I am looking forward to seeing all of you at our February 09th meeting at Brice's with Gary Hopper of Total Cost Solutions joining us and making an appropriate presentation on "Time Management". Also, you need to be making your reservations now to attend our March 23rd full day seminar on "Contract Law For Purchasing Professionals", followed by our monthly dinner meeting program on "Intellectual Property Issues For Supply Management". OMV is extremely fortunate to be able to bring in one of the most widely (nationally) recognized speakers on the subject of "purchasing law", Ms. Helen Pohlig, J.D., to make both of these presentations. Not only does Helen know her subject matter, she is an excellent presenter. As purchasing professionals, I know you all recognize a bargain when you see one and the cost of this seminar is only \$125 (plus \$20 for the dinner meeting), which I'll assure you will be the best bargain offer you'll receive this year (the same program would cost you \$450 - \$500+ in the Portland area).

As we go in to the new year, our association needs to once again ask for volunteers to lead our association for the coming meeting year (June 2010 through May 2011). 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 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 feel free to contact me or any of our other current board members if you have any questions.

As always, the OMV Board encourages each of our members to provide us with any suggestions you each may have on how our association can better provide for your educational needs. Please feel free to contact any of your Board Members as we are constantly looking for topics of interest for you as well as appropriate speakers to provide you continuing education knowledge and assist you in improving your professional skills. Help us find ways to improve this organization to better serve your professional education needs....we need to hear from you.

Please remember.....Oregon Mid-Valley exists to support "**YOUR**" personal educational and professional growth. **Are "YOU" taking full advantage of this opportunity?**

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

Membership Has Its Privileges

For over 25 years our Affiliate has been working hard to meet the educational and professional needs of our local Purchasing and Supply Chain Managers. To date, we have been able to deliver a wide variety of speakers covering current issues facing our respective areas of interest while providing valuable networking opportunities within our membership. As a member of this Affiliate, we are also advantaged by our affiliation with the Institute of Supply Management. ISM provides us with immediate access to online research, support for our professional designations and keeps us in touch with global career trends/opportunities. We also have a great opportunity to network. I sincerely hope you have taken advantage of the items that are meaningful to you as well as taking the chance to provide input on how this organization can continue to evolve.

While we might be familiar with the value of membership, we tend to lose sight of what it takes to keep things moving given our busy schedules. Yes, membership also has its responsibilities. Specifically, we are in serious need for a few of our over 60 members to assume key leadership positions which are necessary for our continued existence. The positions needing to be filled beginning in May 2010 are those of President, Communication Officer, Membership Officer and Treasurer. The reality is that after several solicitations no one has stepped forward. If this remains the case, and these positions are not filled, our chapter will be forced to cease operating. Please take this message to heart and contact any Board Member no later than our next meeting, February 9th, to express your interest in exploring one of these positions or to address any questions you might have.

- Bob Bunn, Vice President

Ross Reck's Reminder

Most of us are not afraid to try new things; we just don't make it a priority. Then, when we do try something new and realize how positive the experience was, we often kick ourselves for not having done it sooner. Trying new things enriches your life in a number of ways: It allows you to learn and grow while adding a dimension fun and excitement. It also broadens your perspective and gives you a lot more to talk about in your conversations with others. So, if you want to avoid the "blahs" and make sure that you don't fall into a rut this coming year, make it a belated New Year's resolution to try something new at least once a month and preferably once a week. I'm talking about things like trying a new restaurant, brightening the day of a complete stranger, baking something from "scratch," volunteering at a soup kitchen or taking that class that you've always wanted to take. If you do this, you'll find life to be a much richer, fuller and happier experience. Just for the record, I tried Swiss chard this past Sunday evening at a friend's house after actively avoiding it my entire life--it was absolutely delicious. The same thing happened last year with sweet potatoes--and the list goes on.

Domestic Purchasing Manager *By Frank Brittain*

At this point, I felt like I wasn't doing so wonderfully. I had researched and planned this event and all I had to show for it was one dozen eggs, torn in half of course, just incase there might have been a rule that I had to put them in two separate baskets!

Well, back to my purchasing responsibilities!

To buy the farm.... What did I mean when I wrote that? My first thought was, well there must be a farm department but the more I walked around, the more I realized that this might be the wrong place to buy the farm. I bet no one had ever bought the farm in Fred Meyers. Most everything was canned, boxed, bagged or frozen, which of course is well past the farm stage and no matter how much I looked, I couldn't find a department that really fit.

Disappointed, I started heading up front. As I went by the pharmacy, I noticed a man behind the counter, maybe the Pharmacist. I decided to stop and just ask for a little help. It couldn't hurt I thought.

"Excuse me." I asked, "Can you help me?" I then said "I'm not sure but I think I am about to buy the farm." He just stared at me for a second or two and then told me just take it easy and sit down on the bench....then he dialed three numbers on the phone. I sat down on the bench for a minute and it was then I overheard his conversation and realized he wasn't talking about a farm at all. He was talking about me. It was then that I realized he must have dialed 911.

My initial thought was maybe I should dress a little better when I am in public. I didn't look that bad, did I?

I decided that I better get out of there and fast, but like all my previous shopping trips, I had developed a real hunger. I ran by the bakery and purchased that maple bar and despite all my professional experience and training, I paid full price. No time for negotiations, I could hear the emergency vehicle sirens getting closer by the second.

This trip brought back so many memories of how things sometimes are in my profession. On occasion, because of an absolute need, we wind up paying through the nose to get what we really need right now. Well this was one of those times. I paid the lady for my maple bar and quickly left the store and headed home finishing my maple bar in the car.

After I got back home, my wife and I decided she would do most of the domestic purchasing from now on. She couldn't believe I was gone for two hours and didn't buy anything except a maple bar and of course, I didn't even get her one! I kind of forgot the eggs in the cart too!

By the way, she has agreed to train me over time but I had to promise to stay away from the donuts. I think I will just stick to the things that I do best. Purchasing....things and stuff. Yea, what ever!

*** Certification Update Alert ***

New — CPSM® Exam 1 Self-Study Workbook Course



**institute for
supply management**

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
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	

" Always bear in mind that your own resolution to succeed is more important than any other. "

- Abraham Lincoln, 16th President of the United States of America



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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