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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, December 8th, 2009

Speaker: Lee Buddress, Ph.D., C.P.M.

Is the Recession Really Over???

Location: Kwan's Cuisine, Salem, Oregon

Time: 6:00 p.m.

We are all well aware that things have been tough for many months. This recession is the deepest since the great depression. Recently, there have been encouraging signs of recovery, but at the same time, negative indicators abound. Have we really reached the end of the recession? Are we on an upward recovery path? This session will explore recent data in an attempt to answer those questions.

Since January's speaker, Tim Duy, will discuss the Oregon economy, this session will focus on national and international trends. With so many of our suppliers located across the globe, it will be useful to evaluate the health of the nation's and the world's economies.

Lee Buddress, Ph.D., C.P.M.

Lee Buddress, Ph.D., C.P.M. is Robert G. Gleason Professor and Director of the Supply and Logistics Management undergraduate degree program at Portland State University. He is also responsible for the four-course Global Supply Chain Management specialization within the Master of International Management degree. In addition to his Ph.D. Degree in Supply Chain Management from Michigan State University and undergraduate degree in Operations Management from the University of California at Berkeley, he has twenty years of supply and logistics management experience. He has received teaching awards from the School of Business Administration and the School of Engineering as well as awards from several professional associations for contributions to the supply management profession.

Dr. Buddress is the author of two books and several chapters in various supply management reference works, including the Supply Management Handbook. He serves on the editorial board of the International Journal of Services and Operations Management and the International Journal of Integrated Supply Management, and is a reviewer for The Journal of Supply Chain Management. His articles have appeared in a wide variety of supply and logistics-related journals and publications. His current research interests focus on supply chain management, forecasting, logistics and negotiation.

OMV President's Message

If you missed our November meeting on "Mediation as Alternative Dispute Resolution", you really missed out on an excellent presentation by Amy Cleary from Clackamas Conflict Resolution Center who provided us great insight into the use of the mediation approach to resolving conflicts, whether it be between neighbors, employees in the workplace or between companies involved in a contract dispute. Even if you haven't used this approach in the past, it was interesting to learn how it could become a valuable tool to use in the future.

This month, I would like to focus my comments on two major issues currently happening within the ISM organization, which should be of major concern to each of you ISM members.

The first concern is the new method in which ISM has decided to distribute the ISM magazine, "*Inside Supply Management*", which, ISM now provides online in a digital format. The first electronic issue was received on November 6th and each of you should have had a chance to preview it by now. Personally, I already know that I'll miss the hard copy of the magazine laying on the corner of my desk for me to look through whenever I have a free moment, or to take with me when I travel or to read when I have a free moment at home.....times when the computer isn't right in front of me and readily available. Also, it is much easier for me to thumb through a hard copy and decide quickly which articles I especially want to read, an activity which I seem to be able to do far more quickly with the magazine actually in my hands rather than to sit in front of a computer and have to move through a bunch of screens.

While I can understand why ISM might want to take this new approach to save on distribution costs, especially with the economy in the tank, I can't help but wonder if the ISM staff has really given sufficient thought to the negative affect this will not only have on the member's use (reading) of the magazine, but also the adverse affect it will ultimately have on their own magazine advertising revenue which undoubtedly will be negatively affected once their advertisers realize that fewer members are actually reading their ads. I know that many of our local area ISM members seldom purchase many of ISM's products and services, especially since ISM has decided to not hold ISM seminars in the Pacific Northwest Region. However, the one product which has continually come out of ISM and was provided via mail to each and every member every month was a hard copy of the "*Inside Supply Management*" magazine. It was the one product which I looked forward to receiving as I also enjoyed reading ISM's *Report on Business*, too. For many of our members, that magazine is virtually all that they receive from ISM. As previously stated, the delivery process and format is now changing. If you agree with me that you prefer the "hard copy" of this monthly magazine, then I would certainly urge you to let Terri Tracey, ISM VP Technology and Publications, who is the editor of "*Inside Supply Management*", know that you prefer to continue to receive a hard copy of this magazine. You can reach Terri at ttracey@ism.ws. You will need to do this immediately; otherwise if ISM does not receive your preferences, they will presume the change is acceptable to you and continue to distribute the magazine electronically. So I urge you to **act NOW** if you share my concern!!!

The second concern I have with ISM is they announced in an October 29th e-mail to all ISM members (*if you didn't receive your copy, please let me know and I'll forward you a copy*), that each ISM member will soon be receiving in the mail a January 2010 ballot in which each member will be asked to vote on a proposal to revise ISM's Bylaws to expand the definition of membership in ISM "to include anyone interested in ISM". What is really happening is that the ISM Staff is trying to eliminate the statement in the existing ISM Bylaws and disregard the objections over the years of previous NAPM/ISM Boards of Directors, as well as the majority of most members, and now allow individuals in sales to become members in our purchasing and supply management association. As one member said, ".....allowing sales people to attend and participate in our educational programs is kind of like 'giving the opposing team our play book'...."

OMV President's Message, (con't)

Throughout my career I have worked for companies who seemed to always and regularly provide training opportunities for their sales staffs while virtually never providing training opportunities for their purchasing staff. So I know for a fact that sales folks have far more opportunities to learn from, as well as other associations in which they can belong to, that sales folks do not need our educational association for training. However, I am sure there are many sales folks who, given a chance, would love to have the opportunity to belong to a purchasing organization as that would provide them a close networking opportunity to do their job...which of course is selling.

ISM is obviously pursuing this change in hopes of increasing membership revenue and the national office makes a generalized statement regarding they (ISM) do not support any sales people who would happen to become members and use their (salesmen's) membership as a method to actively solicit sales, however, ISM leaves it up to the local affiliates to enforce this. In my opinion, the best way to enforce this **is to not allow salespeople to become a member in the first place**....and thus **I urge each of you to vote against the ISM Board proposal** when you receive the ballot in the next month. If you care at all about this subject, you need to make sure you vote.

In recent years the ISM staff has continued to focus their decisions and activities away from the affiliate and their members. ISM seems to no longer look at their members as purchasing and supply professionals who are trying to continue their personal education by improving their skills and knowledge in this profession and enhance their opportunities for career growth through their personal association involvement. Today, ISM appears to only look at their members as "customers" of their for-profit corporation and no longer care who they sell their products and services to as long as the corporation makes money. Certainly the current economy has adversely affected our membership as ISM has lost 6,500 members since the first of the year, however, I even find it more concerning that ISM has lost over 15,000 since the governance change in 2001 from the National Association of Purchasing Management to the Institute of Supply Management and ISM's general refocus away from the importance of the affiliate.

It is really important that each of you realize that even though there are 33,823 ISM members today, it only requires a majority of 1,000 (minimum) voting members to pass this change. Therefore, this is not a good time for member apathy. Your vote is really important and it really counts. Not voting at all is like voting that you agree with the proposed change. If you agree with me, then you need to cast your vote against this bylaw change as soon as you receive it!!!

Obviously my above comments are my own opinion, but I share my thoughts with each of you as I am greatly concerned about the negative impact this proposed ISM Bylaw change could have on our OMV association. If any OMV member would like to have further discussion on either of these two concerns, please do not hesitate to contact me. I do hope you share my concern!

I hope each of you will join me on December 8th at Kwans Restaurant in Salem as we invite back a long time friend of our association, Dr. Lee Buddress, C.P.M., who will be making a presentation on "Negotiating in Tough Times", certainly an appropriate topic for the time we are in. Looking forward to seeing each of you there!!!

I wish each of you a Most Enjoyable Thanksgiving Holiday with your Family!!!

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

Domestic Purchasing Manager *By Frank Brittain*

It seems times are changing. The economy has slowed down tremendously and unfortunately, people are losing their jobs and homes along with big changes in the day-to-day duties that are sometimes taken for granted. I have always believed that you need to just get on with life. Things happen for a reason. We all have to roll with the punches. Things will only get better....or worse too, I suppose but let's be optimistic about this... Things will get better.

Well...since losing my job more than 6 months ago, I promised my wife that I wouldn't just sit around and sulk. I would be proactive. So while waiting for some fantastic, progressive, growth oriented, up and coming company to call and offer me that perfect large salary position, I decided I would help by taking over all domestic purchasing responsibilities for my home.

I became a Domestic Purchasing Manager (DPM), *'in training'*. Why not, I have been purchasing for more that two decades, grocery shopping couldn't be all that hard.

Not having that much experience with my new domestic responsibilities, I decided that I would utilize some of the skills and knowledge I had acquired over the years to try and stretch my dollar and of course, to get the best product for my money while doing so.

I didn't want to use the coupon thing. That just slows down the check out lines and to tell you the truth, for some reason, I always get behind the person with 150 coupons and also, one of those really small change purses and that just drives me crazy. So my one rule; absolutely no coupons! Well, maybe the really really good ones.....

Utilizing some early purchasing techniques, I decided to start small and make a list of three companies, get their fax numbers and fax off a Request for Quotations (RFQ). What happened next was a little surprising. For the next several hours, I placed call after call to the three companies that I had previously qualified, only to find out they didn't even have fax machines! When I asked about their email addresses, I only heard laughter! Sadly, it seemed my first attempt wasn't going to work out as well as I had hoped, as it soon became apparent that I actually needed to have a plan.

After considerable thought and realizing that there must be a lot of shopping information and knowledge already out there, I decided that I should look on-line. It wasn't like I had to re-invent the wheel. People have been buying groceries for years. I just needed some groceries and I wanted the best quality product for the lowest total cost. That's what purchasing people do, right?

First, I went to the knowledge section of the ISM website to no avail. Domestic Purchasing must not be a qualifying position for membership. I then decided that the best place to get information, of course, is Google. Just ask anyone. They will tell you – Google it! So I did and to my surprise, some very interesting information came up. I made a short list and off to the store I went.

(To Be Continued.....)

OMV Annual Membership Dues Billing

OMV has sent out our annual membership dues billing invoices on November 1st via e-mail. If you did not receive your invoice for the year 2010, please contact Sid Brown, OMV Membership Officer, at sidbrown@aol.com or 503-682-6814 immediately. Your payment is due no later than December 31st, 2009 in order for your ISM membership to not be dropped. ISM has a very strict dues payment schedule which forces OMV to drop any non-paying member from the ISM membership roster if your annual dues payment is not received timely and OMV certainly does not want to lose your membership in our educational association. If you have any questions, please do not hesitate to contact Sid.

Thank You!!!

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.

CONGRATULATIONS STAN MARSHALL, C.P.M.!!!

OMV would like to recognize **Stan Marshall**, Cascade Pacific Pulp, LLC, as our most recent member to recertify for his professional certification. Stan was original awarded his Certified Purchasing Manager (C.P.M.) certificate by ISM on June 18, 1999 and just received his second recertification. Congratulations Stan!!!



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supply management**

Free “PURCHASING MAGAZINE” Subscription

To any new member who is not currently familiar with “**PURCHASING**” magazine, this monthly trade publication is offered free of charge to all members of our profession. This magazine is focused on keeping procurement and buying professionals informed about pricing and lead times, as well as world class sourcing strategies, by providing the latest market forecasts, supply chain tactics, technologies, and detailed articles on “how the best and brightest buy”.

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<http://www.reed4success.com/freesubscription.asp?magid=051&promocode=WJK02PM5>



OMV 2009-2010 Seminar

March 23rd, 2010

Contract Law for the Purchasing Professional

Speaker: Helen Pohlig

Location: Shilo Inn, Salem, Oregon

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.

" Our greatest glory is not in never falling but in rising every time we fall." --- Confucius

OMV 2009-2010 Dinner Meeting Schedule

Date	Topic	Speaker/Host
December 8, 2009	Negotiating in Tough Times	Lee Bুদ্ধress, 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	



**Wishing Everyone a Wonderful,
Family Filled, Thanksgiving!!!!**

Tiffanie Venner, Communications/Marketing

Ross Reck's Reminder

There aren't many medicines that even come close to delivering the benefits that laughter delivers. To start with, laughter makes us feel good, makes our burdens seem lighter and makes the difficult times seem less difficult. In addition, laughter strengthens the immune system, helps you heal more quickly, reduces food cravings, reduces stress, anxiety and anger while providing you with a better night's sleep. And, the more we laugh, the more of these benefits we accrue. The problem is that we simply don't laugh enough. Recent research shows that adults average only 17 laughs per day while a kindergartener laughs 300 times per day--and guess who is happier and healthier? The lesson here is that we all need to make it a point to laugh more each and every day. If we do, just like those kindergarteners, we'll find ourselves happier and healthier.

2009-2010 Officer Contact Information

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