

## February 19, 2008 Educational Program

# Laptop Safari: Searching the Web for Information

Presented by Mike Taylor, C.P.M.

**F**ind what you really want using Google and other web-tools. You'll do some real time searches for products and services. Then see how Boolean logic parameters and personal preferences can narrow down a frustrating pile of data into some specific and helpful links



Mike Taylor, C.P.M.

- A. Boolean search language; tips to filter out millions of unwanted web pages
- B. Google personal preferences filter out pages written in some other language
- C. Google Advanced Search, search templates, filters, special searches
- D. Google tools, what to use and what to avoid
- E. Alternatives to Google. Yes, there are many other search engines – some very useful
- F. Paid advertisements, meta data and other garbage to ignore

### How to get the most from this program?

- A. Be prepared to make copious notes about choice techniques, sources and locations
- B. Come with real-life examples of search requests that we can use in the demonstration

Our speaker, Mike Taylor, C.P.M., has been in the Supply Chain profession since 1973. His career includes purchasing

## NAPM-Spokane Luncheon Meeting & Program Tuesday, February 19, 2008

### LOCATION

Gonzaga University COG  
 702 E. Desmet Ave., Spokane  
 Washington/California Room



### AGENDA

- 11:30 am Registration & Networking
- 11:45 am Business Meeting
- 12:00 Luncheon
- 12:30-1:30 pm Education Program

### MENU:

- Grilled Chicken Breast on Focaccia Bread  
 With mozzarella and pesto mayo
- Caesar Salad
- Tomato Bisque Soup
- Cookies
- Iced Tea, Ice Water

**COST:** \$14.00

**Please RSVP** by February 14 to: Megan Self at [self@plant.gonzaga.edu](mailto:self@plant.gonzaga.edu) or phone at (509) 323-5671. Our meals are catered and we are charged for all no-shows, so they will be billed to the member.

**Important note:** Please park in the Boone and Hamilton parking area. A campus map can be viewed at [www.gonzaga.edu/about/campus-map.asp](http://www.gonzaga.edu/about/campus-map.asp). Please remember to use your Gonzaga Parking Pass. If you do not have one, please contact Megan.

responsibility for a custom fabricator of large hydraulic cylinders, commercial nuclear power plant construction and Federal Government contractors. This includes 11 years as first-line manager as well as many years as a team lead. Mike is presently a Supply Chain Specialist for Fluor Hanford, Inc. (FH), the Management and Integration Contractor at the Department of Energy Hanford Site. Mike is a leader in the effort to make use of the Internet and electronic commerce in FH acquisition. Visit Mike's website at: [www.mltweb.com](http://www.mltweb.com)

# President's Message



*By Pam Tatosky, C.P.M.*

I read an article one time that stated February is the least liked month of the year. Maybe because it's the let-down after a sugar-laden holiday high, maybe because it's the last full month of winter and everyone is ready for spring, I'm not sure. Whatever

the reason, to help kick away those February blues, NAPM-Spokane is offering a fast-paced, informative and entertaining luncheon meeting on a subject near and dear to our hearts... effectively searching the internet.

I can already hear the comments, "I use the internet everyday and know how to get around." That's what I thought too until I had the opportunity to attend a presentation given by one of our favorite speakers, Mike Taylor. Mike showed us things I never realized were even available. He showed how to refine an internet search to produce targeted results. Over a million possible hits were reduced to less than 500 making the product/

supplier search less arduous. He'll give you several tips and tricks that can be put to practical use in your everyday duties, both on the job and at home. And he does all of this with a terrific sense of humor.

Tired of the snow and cold weather and need to get out of your daily doldrums? Want to learn something useful? Need a good laugh? Then don't miss our February 19<sup>th</sup> membership luncheon. It promises to liven up even this typically gloomy month!

## We're on the WEB !

NAPM-Spokane, your local affiliate,  
[www.napmspokane.org](http://www.napmspokane.org)

Northwest Purchasing Education Council (NPEC), information around our region, [www.nwpurchasinged.org](http://www.nwpurchasinged.org)

Institute for Supply Management, [www.ism.ws](http://www.ism.ws)

**Log On & Check Us Out!**

## VP Corner



*By Steve Lunden, C.P.M.*

### *Problem or Opportunity?*

It's all in the way you look at the situation. As Dr Forsyth illustrated in his presentation to our members on January 15th, there are many "areas of uncertainty" on the horizon. These problems are

opportunities for our profession.

What other area can influence the bottom line like Purchasing? We've all been through the exercise where you have to calculate the increased sales that would be needed to have the same profit impact as savings

in Purchasing. Anything we can save drops directly through to the profit line. The markets are rich with opportunity.

I suggest that this is the time for you to demonstrate the value of your Purchasing Department to top management. This is the time for you to lobby for more resources. Educate your management team on the value that Purchasing provides. Demonstrate to them the profit implications. Remember as recessionary times arrive, management will look to scale back resources. We want them to look at the A/P group, not us. We need to show the value that we provide!

Just for a little levity, here's one of my favorite quotes.

*"A positive attitude may not solve all your problems, but it will annoy enough people to make it worth the effort."*

– **Herm Albright**

# Meet the Member

## **Sheri Liebman** *Buyer, Avista Utilities*

**W**here are you from originally? (And how did you get here?) I grew up in Kettle Falls, went to College at EWU and earned my BA in Communication Studies. While attending college I worked for the National Park Service where I had my first experience in purchasing. I worked at Gonzaga as a Graduate Admissions Coordinator, and while paying my Avista bill online one day I discovered a position in the marketing dept. at Avista, applied for the job and got hired. While at Avista I have had several opportunities to cross train and my stint as a Buyer was only a temporary 6 month position. That was 3 1/2 years ago! I love my job!



### **Why did you join NAPM-Spokane?**

When I joined the purchasing team at Avista, I wanted to accelerate my training. NAPM was one of those avenues I choose

because the organization is a good source of information (locally and nationally) and it provides the opportunity to network with other purchasing professionals.

### **What do you hope to get out of your membership?**

I'm after personal and professional development. Being a member gives me the opportunity to develop not only my technical skills in the areas of purchasing strategies and process, contracting, negotiations or supplier management but it also provides personal development in the form of training sessions or leadership.

### **Tell us something about your previous jobs?**

I have been with Avista for almost 7 years. Shortly before joining the supply chain department at Avista, I was assigned to a special cross-functional project team focused on analyzing purchasing trends within the company and developing a plan for strategic sourcing. This provided a great introduction to the world of purchasing. My experience prior to that includes assignments as the assistant to our VP of Energy Delivery, marketing department and within our customer service center.

### **What do you like the most about working for your employer?**

I have been very fortunate in having several cross-training opportunities at Avista. I enjoy being challenged and solving problems. Purchasing presents challenges and problems on a daily basis and working through those with positive outcomes is always a great feeling.

### **What is the most interesting or unusual project you have worked on?**

Hurricane Katrina presented some interesting challenges with respect to purchasing gas pipe. Our manufacturing alliance partner is located in Texas. They were directly affected by the hurricane. In addition,

the product they manufacture is dependent on off-shore drilling of oil used in the manufacturing of PE pipe. With production facilities down and the availability of raw materials restricted, we were placed under allocations which required increased planning and forecasting to manage through the shortage.

### **What do you find is the biggest business challenge for your employer?**

**Many of the products** we purchase are unique to the utility industry. As manufacturers continue to merge; product selection and competition decreases. This presents another factor in our strategic sourcing along with increased pricing and longer lead times that we are experiencing as a result of raw material shortages.

### **What is the biggest challenge facing our purchasing profession?**

Balancing the need to be strategic yet being able to meet short term needs for our customers and employers can be quite challenging. Trying to get the best product, lead time, and pricing can be hard when those we work for may not plan ahead as much as we would like. The other challenge I think we face is proving that purchasing professionals add significant value to the overall purchasing process. We are often seen as an extra layer of 'red tape' if you will.

### **Tell us a little info about your spouse, children, hobbies, etc.**

I live with my family in Colbert. I have a 12 year old son and am expecting my 2nd child in late May. We have 2 dogs and 2 leopard Geckos. We enjoy camping, sports, and general Pacific Northwest living.

## Education Corner

### **By Dennese Schumacher** *Education Chair*



**T**hanks to those who attended our January luncheon. You can find Dr. Grant Forsythe's excellent presentation "2008 Local Economic Look" on our website: <http://www.napmspokane.org>

Hope you will be able to attend the Web Safari presentation by Mike

Taylor this month. Several of our Board Members saw this presentation at the Boise Conference and highly recommend it for our members.

And don't miss our one-day seminar coming in March. Even if you are unable to attend the full day, you can still attend the March luncheon and benefit from Ross Reck's presentation.

# Taking Charge

## A New Way of Negotiating That Guarantees Your Success

**March 18, 2008 One-Day Seminar**

**Presented by Ross Reck, Ph.D.**

Dr. Ross Reck is the coauthor *REVVED! An Incredible Way to Rev up Your Workplace and Achieve Amazing Results*, which he wrote with Harry Paul, co-author of *Fish!* He is also coauthor of the best selling *The Win-Win Negotiator*, *Turning Your Customers into Your Sales Force*, *The X-Factor* and the soon to be published *Instant Turnaround*.

A compelling and dynamic speaker, Dr. Reck has been featured at hundreds of meetings, conferences and conventions throughout the United States, Canada, Latin America, Europe and Asia. His recent consulting clients include Hewlett-Packard, John Deere, American Express, Janssen-Ortho, Inc., the Chicago Cubs and Xerox.

This program picks up where the Harvard University Principled Negotiations program (From the book: *Getting To Yes*) stops. Instead of principles, it is built around the PRAM Model, which is the only comprehensive model that accurately depicts the entire negotiation process. PRAM is an acronym for the four steps of the model, which are: Plans, Relationships, Agreements and Maintenance. The results from using the PRAM Model have been amazing, a few examples include:

- Hunt-Wesson Foods put its entire sales staff through Ross Reck's Taking Charge program and, the very next year, the company had a record sales year.
- The Construction Machinery Division of John Deere was struggling and had never turned a profit. Several key people from the marketing department attended Ross Reck's Taking Charge program and the very next year, the division turned a profit.

The secrets of how to routinely achieve results like those listed above and many more are contained in this program. Putting these secrets to work in your personal and professional lives will enable you to achieve your own set of dramatic results. Upon completion of this program, you will be able to execute the PRAM Model with confidence:

- Develop plans to achieve dramatic results
- Build relationships that lead to "yes"
- Negotiate agreements that make both parties better off
- Get others excited about telling you "yes" over and over again
- Achieve a more rewarding and fulfilling personal life

Registration is \$150.00. Lunch is included with this seminar and will be part of the NAPM-Spokane regular membership meeting at Gonzaga University McCarthy Arena. Dr. Reck will be speaking on motivating with trust instead of fear, entitled "Destination Work".

NAPM-Spokane  
PO Box 860  
Spokane, WA 99210



# Taking Charge

## A New Way of Negotiating That Guarantees Your Success

Tuesday, March 18, 2008 ~ 8:00 a.m. – 4:00 p.m.

Registration Fee: \$150.00 (fee includes lunch)

Registrant Name: \_\_\_\_\_

Business Name: \_\_\_\_\_

Business Address: \_\_\_\_\_

Business Telephone Number: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

Mail Check Payable To: NAPM-Spokane

Mail Registration Form & Payment To: NAPM-Spokane  
PO Box 860  
Spokane, WA 99210

Location: Gonzaga University Foley Center, Teleconference Room  
A campus map can be viewed at [www.gonzaga.edu/about/campus-map.asp](http://www.gonzaga.edu/about/campus-map.asp)

Schedule: 7:45 Check-In  
8:00 Session Begins  
9:30 Break  
11:30 Lunch – Gonzaga University McCarthy Arena  
Speaker & Topic: “Destination Work” by Dr. Ross Reck  
1:30 Session Resumes  
2:45 Break  
4:00 Adjourn  
(Earn 7.5 CEU Credits)

- Mail your registration and payment today – limited to 75 registrants
- All registrations must be received by Friday, March 7th, 2008
- Questions? Contact Lorrie Engle (509) 323-5672 or e-mail [lengle@plant.gonzaga.edu](mailto:lengle@plant.gonzaga.edu)
- An outline and additional information on the conference and lunch topic go to [www.napmspokane.org](http://www.napmspokane.org) and click on seminar information
- Additional information on Ross R. Reck, PhD and his success can be found at [www.rossreck.com](http://www.rossreck.com)

# NAPM-Spokane C.P.M. Certification Training Class

## ISM Modules 3 & 4

Location: Classes will be held in the Conference Room at Gonzaga University, Plant Services building at 1004 N. Ruby Street in Spokane.

Time: 5:30 – 7:30 PM on Thursday nights

Materials: C.P.M. Study Guide, 7th Edition

### Class Schedule:

Module 3 will start on 2/21/08 and will end on 3/27/08

Module 4 will start on 4/17/08 and will end on 5/22/08

The class will be taught by Steve Lunden C.P.M., Material Support Manager for Gonzaga University. Steve has 18+ years of experience in the steel industry in the Spokane area. He has worked in a large corporate business in steel distribution as well as in a family business, Lunden Construction Products. Steve received a Bachelor's degree in Business Administration from Eastern Washington University in 1984 and completed his MBA in 1990. He has worked as an adjunct faculty member at EWU since 1991 teaching the Purchasing and Materials Management class as well as Organizational Behavior, Organizational Theory, Small Business Policy & Analysis classes.

To attend this class, please contact Megan Self at (509) 323-5671 or self@plant.gonzaga.edu one week prior to the class start date. Make checks payable to NAPM Spokane and send to: NAPM-Spokane, PO Box 860, Spokane WA 99210.



## ISM Deadlines for C.P.M. Certification and C.P.M./CPSM Bridge Testing

Last day to register for the C.P.M. Exam	December 31, 2008
Last day to take the C.P.M. Exam	December 31, 2009
Last day C.P.M.s may take Modules 3-4 to Re-certify	December 31, 2009
Last day to apply for the C.P.M. Designation	December 31, 2013
Last day to register for the C.P.M./CPSM Bridge Exam	December 31, 2013
Last day to take the C.P.M./CPSM Bridge Exam	December 31, 2014



### ISM to Launch New E-Publication

Debating this winter, eSide Supply Management: Essential Principles for Professional Growth is a new e-publication written with entry- and mid-level supply management professionals in mind. This bimonthly digital magazine will feature practical, service-oriented articles, research and industry updates for up-and-coming supply management professionals — directors, managers, buyers and purchasers.

Upper-level supply management executives who want to stay current with the trends and information important to their employees will also benefit from eSide.

Distributed exclusively to ISM members, every edition of eSide will deliver career advice, survey results, global business tips, informative reports on social responsibility and more.

For more information, contact RaeAnn Slaybaugh at rslaybaugh@ism.ws.

**NAPM Columbia Basin will host the  
The 65<sup>th</sup> Pacific Northwest Purchasing Conference  
October 23 – 25, 2008  
Make your plans to attend!!**

**Manage Your Future**

In:

Certification • Finances • Security • Knowledge • Profession • Career

Reserve This Date: **October 23-25 2008, Red Lion  
Columbia Center, Kennewick WA**



**NAPM Columbia Basin 65<sup>th</sup> Annual Purchasing Conference**

**SCORE! New Professional Development Scorecard Now Available to ISM Members**

A personal professional development scorecard and its accompanying processes hold significant potential to help professionals improve advancement opportunities and job security.

Now, through ISM's ongoing partnership with CAPS Research, ISM members can utilize one of the premiere scorecards in the industry, free of charge.

The Personal Professional Development Scorecard, developed by Mark Thompson, C.P.M. (Pioneer Hi-Bred International) and Robert A. Kemp, Ph.D., C.P.M. (Kemp Enterprises), is a useful tool to support an individual's lifelong professional development goals and objectives. The scorecard and its accompanying processes can significantly improve advancement opportunities and job security. At the same time, it can add substantial value to the individual's organization.

We all know that to remain competitive, supply professionals must become better and faster. Leveraging this scorecard can enhance employability and increase staying power — identifying needs, setting goals and measuring progress throughout one's career.

For more information, visit the Members Only section of the ISM Web site at [www.ism.ws](http://www.ism.ws).



**institute for  
supply management**

**Oregon Mid-Valley Purchasing & Supply  
Management Association, Inc.**  
PO Box 12892  
Salem, OR 97309-0892



*Oregon Mid-Valley Purchasing & Supply Management Association'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.*

## Oregon Mid-Valley Purchasing & Supply Management Association

*an affiliate of the Institute for Supply Management,  
is proud to announce our Spring 2008 Seminar:*

### ***“Fundamentals of Purchasing Law - What You Need To Know To Successfully Negotiate Contracts”***

**Objective:** Deliver an effective understanding of purchasing law. Provide tools and tactics to optimize the best outcome while managing risk.

**Areas of Focus:**

- The Role of Purchasing
- Principled Contract Negotiations
- Legal Authority
- Uniform Commercial Code
- Contracting for Services
- Transportation Terms
- Limitation of Liability
- Dispute Resolution
- Sarbanes Oxley
- IP Law
- E-Commerce
- Letters of Intent
- Ethics & Social Responsibility
- Contract Negotiation Tactics & Counter-Tactics
- Case Study

(Continuing Education Hours (CEH) = 8).

OMV is proud to announce that March is “National Supply Management Month” and we are inviting our seminar attendees to also join us at the completion of our seminar for our regular monthly dinner meeting:

### ***“Supplier Business Reviews & Vender Audits – How to effectively conduct vender audits and reviews”***

The Dinner Meeting cost is an additional \$20.00 for members (including non-members attending seminar). For all other non-members, the cost is \$25.00. (Continuing Education Hours (CEH) = 1).

Our Instructor for both the seminar and the evening dinner program will be:

#### **Gary L. Hopper, C.P.M.**

Gary has 25+ years of purchasing and contracts related experience. He has worked in public and private sectors and in the defense environment. Former employers include: Intel Corporation, The Walt Disney Company and University of California, Santa Cruz. At Intel, Gary was the U.S. Indirect Purchasing Manager in support of 48,000 domestic internal customers at 12 different locations and with annual expenditures of \$1B per year. At Disney, Gary was the Director of Strategic Sourcing and Operational Procurement for the Disneyland Hotels, Theme Parks and Sports Entertainment (i.e. Ducks, Angels, ESPN Zones). At UC Santa Cruz, Gary was the Director of Purchasing and Business Contracts. His organization was the first within the UC system to become centralized and focused on cost savings.



**Gary L. Hopper, C.P.M.**

Gary earned his B.A. Degree in Economics from San Jose State University in 1981. He earned an MBA from Golden Gate University in 1989. He earned his C.P.M. in 1997 and has been a member of the NAPM since 1985. Throughout his career he has served on various affiliate boards to include Silicon Valley, Sacramento and Oregon. For NAPM- Oregon, Gary served as President in 1998.

Gary and his wife live in Salem. He is now doing supply chain consulting and training under the business name: Total Cost Solutions.

**When: Tuesday, March 11, 2008**  
**Seminar Program:** 8:00 AM – 5:00 PM  
**Dinner Program:** 6:00 PM – 8:00 PM

**Where:** Shilo Inn; 3304 Market St, NE; Salem, OR 97301 (off I-5, Exit # 256)

**Targeted Audience:** Purchasing & Supply Chain Professionals interested in a better understanding of how purchasing laws effect our jobs as we manage risk for our companies.

**Registration and Fee Receipt Deadline:** *Friday, February 29th, 2008*

## REGISTRATION FOR EDUCATIONAL PROGRAMS

REGISTRATION AND FEE RECEIPT DEADLINE: *Friday, February 29th, 2008*

### “OMV Spring 2008 Seminar & Dinner Meeting”

Name	Company	Telephone # & E-Mail	ISM/APICS Membership #

**FEES:**

<b>Full Day Seminar Session</b> ISM or APICS member	Qty _____ x <b>\$125.00</b>	.....	\$ _____	A1
“Fundamentals of Purchasing Law” <b>Non-member</b>	Qty _____ x <b>\$150.00</b>	.....	\$ _____	A2
<b>Evening Dinner Meeting</b>	Qty _____ x <b>\$20.00</b>	.....	\$ _____	B1
“Supplier Business Reviews & Vender Audits”				

Total Fees..... \$ \_\_\_\_\_

**In the event that Oregon Mid-Valley Purchasing & Supply Management Association, Inc. cancels this course, all paid fees will be refunded, or checks returned promptly. *If a registered participant cancels for any reason after February 25, 2008, their paid fees will be forfeited.***

**Make Checks Payable:** Oregon Mid-Valley Purchasing & Supply Management Association, Inc.  
*(Please include your Registration Form and your Check in the same envelope)*

**Mail to:** Oregon Mid-Valley Purchasing & Supply Management Association, Inc.  
 PO Box 12892, Salem, Oregon 97309-0892

**Registration Questions:** Sid Brown, 503-682-6814, [sidbrown@aol.com](mailto:sidbrown@aol.com)