

Educational Program, Tuesday April 20, 2010

Steve Faust presents

Internet Purchasing Considerations

Steve Faust is a Spokane attorney with twenty-five years' experience in business law and litigation, including ten years as a partner in the Paine Hamblen law firm, and three years as the General Counsel and Vice President of Avista Labs (now ReliOn). He has broad expertise in corporate and business law, including business formation, acquisitions,



commercial contracts, employment matters, product distribution, joint ventures, and IP and technology licensing. Steve currently maintains a solo law practice representing a broad range of clients including small businesses, non-profits, technology oriented firms and start-ups. He is also the Director of the Business Law Clinic at Gonzaga Law School.

In addition to maintaining his law practice, Steve serves on the board of directors of the Friends of the Falls Association, the Main Market Co-op, and the Inland Northwest Business Alliance and is corporate counsel to Spokane Urban Ministries, a developer of low-income housing in Spokane's West Central neighborhood. In 2009, Steve received a Distinguished Leadership Award from the Community Leadership Association for his work on the annual Spokane River Clean Up.

A native Montanan and alumnus of the University of Montana, Steve has actively served the Spokane community since graduating from the University Of Oregon School Of Law in 1985. He is a 1994 graduate of Leadership Spokane and has been active in bar association affairs, as a division chair of the Spokane County United Way Campaign, and as a past board member of Leadership Spokane and the Ratepayer Advisory Board of the Downtown Business Improvement District. Steve also served on the early steering committees for Unity in the Community (1998-1999), and is a long-time supporter of AHANA.

So please reserve Tuesday, April 20, to attend our monthly membership luncheon meeting and learn about procurement in the electronic world.

NAPM-Spokane Luncheon Meeting & Program, Tuesday, April 20, 2010

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:

Hand Carved Roast Beef sandwiches with
Smoked cheddar cheese, caramelized onions,
And creamy horseradish, on a
rosemary ciabatta bread
Potato chips
Brownies
Iced Tea, Ice Water

COST: \$14.00

Please RSVP by April 14 to: Megan Self at self@plant.gonzaga.edu or phone at (509) 313-5671.

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 <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.

President's Message



By Russ Kenworthy

The year seems to be flying by and as time passes, I'm starting to get over Gonzaga not making a deeper run in the NCAA tournament.

It's hard to believe there are only three more monthly meetings until we break for our summer session.

We're still looking for volunteers to help out with the planning and preparation of the 2010 Pacific Northwest Conference that we're hosting (Conference dates, September 29th, 30th and October 1st). The conference takes a tremendous amount of effort and planning in order to be successful and our success is contingent upon our membership volunteers. All of our officers, trustees, and committee members are volunteers and without them, our organization wouldn't survive. You too can make a difference and we welcome your support. If you're able to help out, please contact one of your Board Members.

Here's an interesting story I stumbled upon as I prepared to write this month's article.

THE OBSTACLE IN OUR PATH - In ancient times, a king had a boulder placed on a roadway. Then he hid himself and watched to see if anyone would remove the huge rock. Some of the king's wealthiest merchants and courtiers came by and simply walked around it.

Many loudly blamed the king for not keeping the roads clear, but none did anything about getting the big stone out of the way. Then a peasant came along carrying a load of vegetables. On approaching the boulder, the peasant laid down his burden and tried to move the stone to the side of the road. After much pushing and straining, he finally succeeded. As the peasant picked up his load of vegetables, he noticed a purse lying in the road where the boulder had been. The purse contained many gold coins and a note from the king indicating that the gold was for the person who removed the boulder from the roadway. The peasant learned what many others never understand.... That every obstacle presents an opportunity to improve one's condition.

I would like to invite you all to come help move the rock from the road (conference planning) and clear our path for success.

In closing, as the fiscal year end is approaching, we need to start thinking about the annual awards that are presented each year. The awards are intended to recognize outstanding individuals and supporting employers by asking our members

Quote of the month:

"We don't quit playing because we grow old, we grow old because we quit playing."

- Oliver Wendell Holmes

for nominations for the following:

Member of the Year - The Member of the Year Award is designed to provide formal recognition to an active NAPM-Spokane member who has performed one or more exemplary achievements over the course of the year resulting in a major contribution to the Affiliate.

Employer of the Year - The Employer of the Year Award is designed to provide formal recognition to a NAPM-Spokane associated business for continuing corporate commitment to the growth and well-being of the Affiliate.

Bill Peacock Award of Merit - This is the highest award given to any individual in our association. The Bill Peacock Award of Merit honors an outstanding association member whose dedicated service greatly enriched our Association and the individual lives of fellow members with whom he/she worked.

We're on the WEB !

NAPM-Spokane, your local affiliate,
www.napmspokane.org

Northwest Purchasing Education Council (NPEC), information around our region, www.nwpurchasinged.org

Institute for Supply Management, www.ism.ws

Log On & Check Us Out!

Want to know?

Upcoming Seminars
Job Opportunities
About NAPM-Spokane
Meeting Schedule

Visit www.napmspokane.org !

VP Corner



By Todd Sharp

Hello Members,

Steve Lunden has been talking to us for couple of months about Green Procurement. So I want to be his partner in green.

I went to one of our techs at work and asked “Where do we recycle our computers?” He told me that we recycle through Goodwill as a non-profit. They are part of a government funded recycle program, which helps in the reduction of electronic waste. Let me share just a few of the manufacturers and retailers that have recycle programs.

Goodwill partnered with Dell Computer to create RECONNECT, a comprehensive electronics recovery, reuse and environmentally responsible recycling opportunity for consumers in participating communities. RECONNECT offers FREE drop-off recycling and reuse options for unwanted electronics.

Recycle your old Dell products for free. If you buy a new Dell desktop or notebook and select the free recycling option at the time of purchase, they will recycle your old PC and monitor at no cost to you, even if it isn’t a Dell-branded product.

As part of its product end-of-life management activities, Lenovo offers consumers and/or commercial clients end-of-life management solutions for their computer equipment worldwide through voluntary programs and country programs in which Lenovo participates.

HP recycles computer equipment, printing supplies, rechargeable batteries and other items, most for free.

Used phones and batteries can be returned to any Verizon Wireless retail store nationwide or sent in via mail. The HopeLine program collects no-longer-used wireless phones and equipment in any condition from any service provider. The used phones are either refurbished or recycled. With the funds raised from sales Verizon donates wireless phones and airtime to victims, and provides funding and other contributions to non-profit domestic violence shelters and prevention programs across the country.

Inside the door of every single U.S. Best Buy store, recycling drop-off kiosks are available for consumers to drop off old cell phones, rechargeable batteries, and ink-jet cartridges at no cost. Also recycles appliances and offers mail-in cell phone recycling and a recycling grant program.

Costco provides free recycling services of any brand of used computers, monitors, laptops, printers, faxes, MP3 players, game systems, cameras/camcorders, and smartphones/PDAs through a mail-back

program. Those who send items with “trade-in-value” will receive a Costco gift certificate. You do not need to be a member to use this service. Materials are not accepted at Costco retail locations.



Looking for a Job?

The ISM online Career Center is a great job-searching resource, providing access to hundreds of listings (currently more than 350 job postings). Users can search by location, desired salary range or keyword. After a list of positions is produced based on the search criteria, members can access additional information such as contact information and specific job details. To access the ISM Career Center, select the Career Center navigation tab located on the left side of the ISM Web site (www.ism.ws). Next, select the link for Job Seekers.

Trustee Time



By Steve Lunden, C.P.M.

Time It Ain't Easy Being Green – Part 3: The Implementation

The steps involved in implementing a green procurement program are outlined in part three of this article series. This is not a comprehensive listing of

steps for implementation, but rather it is intended to provide an overview.

1. Organizational support: Implementing a green procurement program means changing policies and procedures. For it to be successful, it is essential that management supports the initiative fully. In addition, those charged with making purchasing decisions must be involved in the implementation process. Their suggestions and support are critical.
2. Find a leader: In order for your efforts to succeed, your organization needs to choose a point person for green initiatives. Whether self-selected, elected or appointed, this will be the person for staff to come with questions as well as someone who would be accountable for your organization's progress.
3. Self-evaluation: An important step in implementing green procurement is conducting an evaluation of present purchasing practices. This process will help to clarify what is purchased, in what quantities, from where and at what price. The evaluation will provide a baseline, in order to measure future success and to focus the development of green procurement goals.
4. Set goals: A broad policy should be established, and specific priorities and targets set.
5. Develop a strategy: It is now to time to identify and implement changes, both short and long-term, identify suitable products and services, and evaluate the environmental performance of suppliers.
6. Test: A pilot project can provide practical experience in purchasing green products and services, by applying green procurement principles to a specific product or service. Pilot projects can be used to generate more detailed guidance on purchasing practices.
7. Implementation: Implementing the green procurement program will require an assignment of accountability, plus a well designed communications plan addressing employees, customers, investors, suppliers and the public.
8. Sustainment: As with all business practices, it is important that a systematic review of the green procurement program be carried out, in order to establish whether the scheme is meeting its goals and objectives. The review should take into account changing environmental goals.



2010 Pacific Northwest Purchasing Conference

Save these dates: September 29 – October 1, 2010

NAPM-Spokane will host the **2010 Pacific Northwest Purchasing Conference**. Northern Quest Hotel and Casino will be the site for this conference and we're very excited to hold this event in the new hotel conference facilities. Your host committee is hard at work lining up programs on current issues and topics in the supply management field.

The Conference will include a one-day vendor showcase. If you know of a vendor that would be interested in participating, please forward their contact information to Margaret Hooley at m_hooley@msn.com and we'll send them an invitation.

This event is an outstanding educational opportunity for local members to receive education to enhance your professional career and earn credits towards ISM certification.



Education Corner



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

Last month our speaker was Will Parks, owner of Adventures Dynamics. His presentation which included an exercise in teamwork, gave each attendee a glimpse at what it takes to be an effective leader and how effective groups can be when working as a cooperating team. At March's meeting

we also celebrated Supply Management Month by giving out \$5 Starbuck's gift cards to each member in attendance. This was our way of saying "Thank You" for being a member of our organization and profession.

Not only that, but several other door prizes, from day planners to leather portfolios, were drawn and given away to the pool of meeting attendees. Lorrie Engle, Gonzaga University, was the lucky recipient of a registration certificate to the Pacific NW Purchasing Conference which will be held at Northern Quest Resort September 29 through



October 1, 2010. Congratulations to all who won.

For the April luncheon meeting we have invited Steve Faust to speak to our group. Steve will be presenting on the topic of Internet Purchasing Considerations.

In today's market where a vast amount of business is carried on through the internet, this should prove to be very interesting and timely discussion.

Remember, for every monthly meeting you attend between September 2009 and June 2010, you will be issued a ticket for a chance to win a Pacific NW Purchasing Conference registration. This drawing will be held at our June meeting, just two short months away. Be sure to attend the last three membership meetings before we break for the summer; this will increase your chances of winning this great educational and networking experience.



Membership Committee



*By Margaret Hooley
Membership Chair*

**Careers in Purchasing
and Supply Management
– The Future**

Technology Solutions

One of the most valuable tools for supply managers around the globe is the Internet. The World Wide

Web offers a fast and low-cost way to gather information on suppliers, products and services.

Every day, supply managers are surfing the Internet to:

- Source for suppliers
- View product demonstrations
- Track packages and shipments
- Conduct online bidding
- View electronic catalogs
- Research economic trends
- Check current exchange rates
- Order goods and services
- Research prices in commodity markets
- Explore price trends
- E-mail suppliers and colleagues

The usage and development of other e-commerce and

technology tools allow organizations to forge tighter supply chain links with their suppliers and reduce the costs of doing business. New supply management tools and technologies are being created and adopted each day to increase the velocity of business and improve operational efficiencies. Supply managers are on the leading edge of business practices.

Where Will Supply Management Take You?

While negotiations, price strategies, contracts and budgets are all common areas in which supply management professionals can expect to work in the future, supply management is a career that can be applied to virtually any area of interest. Supply management departments encompass many different positions at various levels, and supply managers are involved in a truly broad career directly impacting an organization's profit and success.

In the future, supply managers will need to be prepared to add product value, increase quality, reduce costs and increase profits by addressing the needs of external and internal customers through such tools as supplier relations, supplier selection, negotiations, operations, transportation, inventory, warehousing, benchmarking, e-commerce, recycling, technology and customer relations.

Whatever the specific area(s) of interest you choose to pursue, there's no question that supply management plays, and will continue to play, a significant role in business and will continue to be an exciting and influential career opportunity well into the 21st century!

Thanks to: Careers in Purchasing and Supply Management, ISM Website

National Association of Purchasing Management - Western Washington

Presents

SUPPLYING THE CHAIN: Linking the Foundation by Performing Corporate Objectives

Friday, April 16, 2010 - 8:00 AM - 7:45 PM, Red Lion Hotel on Fifth Avenue, 1415 5th Avenue; Seattle, Washington 98101

Plan on joining us for a full day of educational classes and networking opportunities dedicated to supply chain professionals who represent private, public and non-profit businesses in Washington. Whether you have newly entered the supply chain industry, are working on collecting recertification continuing education hours, or would like to network with other supply chain leaders, this event will be of value in all areas.

The day will begin with Breakfast and Keynote Speaker John Fogerty, Director of Procurement at Starbucks who will provide a stimulating overview of Social Responsibility best practices. Check back soon to read about other dynamic speakers who are planning to bring exciting and valuable strategic supply chain innovations to the conference attendees.

Please be sure to register at our [early-bird rate](#) by March 26, 2010! Your ticket price includes a full day of classes, breakfast, lunch, dinner, keynote speakers and a supplier tradeshow.

[Download the flyer](#) from our website at napmww.org for more information. ~ NAPM-WW Conference Committee



Nominations Sought for NAPM-Spokane Annual Awards



BILL PEACOCK AWARD OF MERIT

President Russ Kenworthy is seeking nominations of qualified individuals for consideration for this award. The Bill Peacock Award of Merit honors the memory of an outstanding association member whose dedicated service greatly enriched our Association and the individual lives of fellow members with whom he/she worked.

This award is given to an active NAPM-Spokane member who has demonstrated meritorious service to the Spokane Association. Service expected of an individual as he or she fulfills the duties of his or her office is commendable and serves the association well. Such service is not, however, that “above and beyond the call of duty” service that this award seeks to recognize. Rather, this award is presented annually to an active NAPM-Spokane member for continuing personal commitment to the overall growth and well being of the Association. The award selection committee consists of the current President (who is not eligible for nomination) and two past presidents appointed by the President. Any member may submit a nomination for the Award of Merit. Former recipients of this prestigious award include Megan Self, Steve Lunden, Pam Tatosky, Thea Bremer, Lorrie Engle, and Laurie Hitchcock.

MEMBER OF THE YEAR

The NAPM-Spokane Member of the Year Award is designed to provide formal recognition to an active NAPM-Spokane member who has uniquely performed one or more exemplary achievements over the course of this fiscal year resulting in a major contribution to the Affiliate.

Potential recipients may be selected from either of the following:

1. An NAPM-Spokane member who performed a single task or such major contribution to the Affiliate as to warrant an award and special recognition.
2. An NAPM-Spokane member whose efforts have resulted in a contribution to the Affiliate and the profession, such as the development of a course of study, writing a book, the preparation, implementation, or effect upon a regulation, or other related specific act performed during the year of the award.

EMPLOYER OF THE YEAR

The NAPM-Spokane Employer of the Year Award is designed to provide formal recognition to a NAPM-Spokane associated business for continuing corporate commitment to the growth and well-being of the Affiliate.

Potential recipients may be selected from either of the following:

1. An NAPM-Spokane associated business that provides support to their employees to join and attend meetings or provides direct support to NAPM-Spokane.
2. An NAPM-Spokane associated business that performed a significant activity in support of the Affiliate of such importance as to warrant an award and special recognition.

Submission of Nominations: Please e-mail your nomination for any of these awards by April 30th to: President Russ Kenworthy at russ.kenworthy@itron.com. Be specific about why you feel your nominee qualifies for the award, and be sure to give us your name and your employer’s name.

Award Selection, Notification and Presentation: The presentation of the awards will be made at the June membership meeting. In addition, the employer of individual award winners will be notified by letter, and appropriate news releases will be sent to the media.

LET’S RECOGNIZE OUR VOLUNTEERS!