

January 19 Educational Program

Dr. Grant Forsyth

Regional and National Economic Forecast



We are pleased to welcome back Dr. Grant Forsyth, Associate Professor of Economics at EWU, as he brings us up to date on the national and local economic status and what we might expect for the upcoming year.

Dr. Forsyth received his BA in Economics from Central Washington University, his MBA in Finance from the University of Oregon and his PhD in Economics for Washington State University. Before coming to EWU in 1999, he worked in the Czech Republic as an academic and private sector economist. His current research interests include banking and credit markets, small firm survival and economic development. He has also served on the Governor's Council of Economic Advisors and the Spokane Mayor's Council on Economic Policy and Forecasting.

Please reserve Tuesday, January 19, for our first membership luncheon of 2010. As always, Dr. Forsyth's analysis should prove to be enlightening, informative and entertaining.

**NAPM-Spokane Luncheon Meeting & Program,
Tuesday, January 19, 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:

Roma Italian Buffet:
Meat Lasagna
Mixed Antipasto Salad
Penne Pasta
Breadsticks
Vanilla Cannoli
Iced Tea

COST: \$14.00

Please RSVP by November 11 to: Megan Self at 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 <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



Old man winter has been pretty easy on us so far this winter. I'm happy to say there's been no significant accumulation of snow compared to the last two winters. If you recall, last December we had record snow fall, nearly 60 inches in the month of December!

Not to mention the 17 plus inches we endured in a 24 hour period the week before Christmas, collapsing roofs and rendering side streets impassable.

On the business side of things, it's been a tough year for a number of companies as well as individuals as it relates to the business climate and overall economy. We can only hope that 2010 will take a turn for the better.

Speaking of forecasts, in January we'll have an opportunity to get some insight on the regional economic forecast for 2010 from Dr. Grant Forsyth of Eastern Washington University. Please join us at our next monthly membership meeting to hear what Dr Forsyth has to say about the economic outlook for 2010.

ISM news: ISM recently mailed voting ballots out to the

membership for a proposed amendment to the Bylaws that would significantly change the ISM membership criteria.

Currently, membership requires that applicants work in a Purchasing capacity.

Quote of the month:

"The quality of a person's life is in direct proportion to their commitment to excellence, regardless of their chosen field of endeavor."

The proposed amendment states the new membership criteria to be anyone "interested" in supply chain, which includes sales people. This has serious implications for our organization and what it stands for. Therefore, whether you agree or disagree, I

would encourage all of you express your opinion and take the time to cast your vote if you haven't done so already.

You can vote on-line at ISM's website www.ism.ws/vote. However, you will need your Election Pin Number as well as your ISM ID Number.

Vote deadline is January 14th.

As 2009 draws to a close, it's time to start thinking about those New Year's resolutions.

Happy holidays to all of you and best wishes for a prosperous New Year. See you next year.

Membership Committee



SEASONS GREETINGS

From the Desk of Margaret Hooley, Membership Chair



Careers in Purchasing and Supply Management Average Salaries

Potential salary is an important factor in any career decision. Purchasing magazine surveys its readers annually to determine average salaries for supply management professionals. Some of the key results are listed here. Keep in mind that there are a variety of factors that determine the actual salary you may earn. Salaries vary based on such issues as business climate, work experience, industry, education, certification status, personal ambition, cost of living, and organization budget.

Overall average for supply management profession	\$88,380
Average for those with five or fewer years of experience	\$66,439
Average for those with BS/BA in business	\$84,516
Average for those with C.P.M. certification	\$90,302
Average for those with a Master's degree	\$116,420

Source: ISM 2007 Salary Survey Results.

VP Corner



By Todd Sharp

Hello Members! First I want to wish you all a Merry Christmas and a Happy New Year.

I was reading an article about “What Separates a World-Class Purchasing Professional from the Average Buyer?” They had a Purchasing expert panel answer the question. Here are a couple that I really liked.

1) “There are several items which separate a world-class purchasing professional from the average buyer. The first item is purchasing with a strategic mindset. The purchasing professional focuses on ensuring his or her purchasing activities support the organization’s strategic goals. The average buyer focuses on tactical purchases, or simply buying what he or she is directed to buy. A second item which distinguishes the purchasing professional is self-development. The purchasing professional continually seeks to promote his or her development by attendance at training seminars, continuing post-secondary education, reading and benchmarking practices of world-class purchasing organizations. The average buyer will do little more than attend mandatory training sponsored by his or her organization. A third aspect is supplier relationships. The purchasing professional seeks to develop partnerships with world-class suppliers who have competitive pricing, outstanding quality systems, on-time delivery and customer centricity. The average buyer focuses on finding suppliers with the lowest price without focusing on the total cost of ownership. A fourth aspect displayed by purchasing professionals is a desire to engage cross-functional teams in the purchasing process. This ensures adherence to specifications, team-building, and organizational acceptance of purchasing activities. The average buyer may participate on teams if asked, but does not seek to develop and lead these teams.”

2) “World Class Purchaser - As the title implies, a World Class Purchaser is interested in the events of the business world both domestically and internationally. Keeping a pulse on new business trends throughout the world is critical to expanding the Purchaser’s outlook and openness to different views, methods, tools and, in general, personal growth.

Being interested in progress and improvement, World Class Purchasers look for avenues to improve their knowledge base via continuing education programs using their own resources as necessary because they thrive on learning and gaining new knowledge to become increasingly more savvy and effective Purchasers. They seek additional knowledge in order not to become outdated in their thinking or skill sets and continually challenge themselves regardless of their work status or employer’s corporate culture. World Class Purchasers feel it is necessary to develop new abilities in order to continually achieve personal growth and improved job satisfaction. They seek more challenging opportunities because they are in the field they enjoy and are striving to learn from best practices. They do not hold dear or rely on old rules and outdated views of Purchasing which do not encourage progress and growth. They view their work as a career in development, continually seeking ways to improve results and test their new skills, rather than view the more narrow confines of their current abilities, skills and opportunities as all that is possible.”

Have a good one!

Just a Note !

Membership/Education dues invoices have been sent out to all our members. Please remember to send in your 2010 dues before the end of January.

Happy Holidays!!

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.

Education Corner



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

In case you missed it, November's meeting was a busy one. Not only did we enjoy our usual great lunch, we also heard Jim Baumgardt deliver a presentation on how the Black Liquor Tax and the Lacey Act will impact future paper supply and pricing trends.

We also held a silent auction where participants were able to pick up some great bargains on several different gift baskets; everything from a movie night basket, Gonzaga basket, or hot chocolate basket to romantic weekend get-away bundles that each included two nights at Red Lion Inn at the Park, a bottle of wine with wine glasses and Dove

chocolates were just a sampling of what we auctioned off. We were able to raise almost \$300 that will be used to bring in future speakers. Thank you to everyone who bid on (and won!) items in our auction.

January's speaker, Grant Forsyth, who has presented to our group in the past and has been very well received, will be giving a preview of Spokane's economic forecast. Given the uncertain economic climate, this presentation should prove to be quite educational. Dr. Forsyth is a favorite with our group so I hope everyone pencils in Tuesday, January 19, for this look at our fiscal future.

February we will be hearing from Thane Meads, Director of Operations for Dynamic Recruiting. He will be giving a presentation on how to find that perfect career position. So, until we see you next year, I hope you all have a terrific holiday season.

Trustee Time



By Lorrie Engle

Stress Management Tips and Strategies

Just when you think the stress in our every day life can't get any worse we add Holidays. We do have a choice on how we man-

age the stress in our lives. You need to be identify the signs: first up is awareness by knowing what you are dealing with in all areas; we need to dump what we can dump—say no; what are response attitude; get balanced sleep; keep a balanced diet by avoiding excess non-nutrition and seek healthy foods; maintain—don't increase or decrease your normal healthy routines such as a balanced exercise; acknowledge what you feel; acknowledge the origins of the feelings; let others into your world... share and seek support; ask for help if you need it, allowing help when it is offered; be realistic about what you can and plan to do; let go of expectations of perfection in others and in events; plan and stick to a budget; plan as much ahead as you can; take regular breathers and seek professional help.

I am sure like me when you read these tips and strategies you were saying to yourself, I need to do this. We can always

remember the negative, but what about creating a gratitude journal and document daily things that make us happy. Sometimes we need to have gratitude for what there is by doing daily prayer; create moment-by-moment intentional happy thoughts; produce habits of gratitude by stopping the negative flow; introduce and maintain the positive; produce actions of gratitude by writing thank you notes, and saying kind words.

So the next time you think you just can take any more, give yourself 15 minutes. Stop take two deep breaths and remember something that will bring you happy thoughts (birth of a child, family gatherings, family time spent together). Remember to journal your gratitude and re-read them occasionally.

Hope every one has a Happy Holiday Season and see you in January.

Want to know?

Upcoming Seminars
Job Opportunities
About NAPM-Spokane
Meeting Schedule

Visit www.napmspokane.org !

Highlights of our November Meeting



Vice President Todd Sharp takes the helm for absent President Russ Kenworthy.



A silent auction added some interest to meeting.



Kim Crumpacker and Jacque Tjards look happy with their winnings.

THE ISM LOGO VEST

NAPM-Spokane is selling logo vests as a fund raiser this year. We will have samples available at our November meeting. At this time we are offering the grey vest with either a black or colored ISM logo. The price is \$20 for sizes S, M, L, and XL and \$25 for sizes 2X-5X. The price includes tax.

The vest is made of anti-pill polyester fleece with front zipper pockets. We will have order forms at the meeting for all those who will want to purchase one. We are hoping to sell these at our conference next fall also.

