

February 16 Educational Program

Go from this . . . To this!



Please make plans to join us Tuesday, February 16 at the Gonzaga COG as we welcome Thane Mead. Thane, the owner of Dynamic Recruiting, a Spokane based recruiting and contract staffing firm will be presenting a lively discussion to members on today's labor market. Prior to founding Dynamic Recruiting, Thane started in the industry working for a Fortune 500 staffing company and then went to work in an internal HR group. With over a decade of experience in recruiting, and placing staff both as an internal HR member and a vendor that helps regional companies recruit, Thane brings a vast understanding of the region's employers, and the many hidden tricks to successfully finding a job in today's competitive labor market.

A degree in Psychology from Idaho State University backed by years of experience working with employers and thousands of interviews with job seekers gives Mr. Meads a unique perspective on the variables that it takes to successfully navigate the way to a new position or promotion one is bucking for. Additional topics that will be covered in the presentation include the hidden job market, working with recruiters/HR managers, resume building, networking and interview skills. Thane has been a regular speaker on the local job market for years including presentations for local career fairs, libraries and outplacement events. Job seeking is now a career skill that is not practiced on a daily basis, but one which probably influences an individual's long term professional success as much as any other factor. Regardless of whether you are employed today or not, there will be parts of this presentation that will help you with the next step forward in your career.

NAPM-Spokane Luncheon Meeting & Program,
Tuesday, February 16, 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:

Bistro Grill Buffett:
Grilled herb chicken breast w/melted mozzarella
On herbed focaccia bread
Pasta Salad
Cookies
Iced Tea, Water

COST: \$14.00

Please RSVP by February 11 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

Welcome back to the start of a new year.

In addition to negotiating our way through the holiday season, the Board has been busy planning and preparing for the 2010 Pacific Northwest Conference that we (NAPM

Spokane) will be hosting this fall. We've selected our venue for the conference and I'm happy to say that we're contracting with Northern Quest Resort for this event. This will be a great facility for our conference and we're all looking forward to providing our membership with an exceptional educational opportunity.

Now that the hectic holiday season is behind us, it's time to settle into the daily grind and pursue those New Year's resolutions both personal and professional. It's hard to believe that January's over and before we know it, we'll be halfway through the year.

Over the past year, we've all experienced a tightening of the belt (and I don't mean from eating all those holiday treats). Times are tough, budgets have been cut and we're continuously asked to do more with less. Therefore, our objective as Supply Chain Professionals should be to look for and implement ways to increase efficiencies and subsequently save our companies money (our resolution).

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.

One way of accomplishing this would be to implement a P-card program if you haven't done so already. Or, if you have one in place, look for ways to increase and optimize the use of the program in order make it more effective.

Quote of the month:

"He who is not everyday conquering some fear has not learned the secret of life".

- Ralph Waldo Emerson

Procurement cards are simply charge cards that work similar to credit cards and can be used to purchase goods and services. They operate similar to traditional charge cards and can potentially be used with any supplier or they can have

restrictive controls placed on them by the employer / P-card administrator. Thus limiting them to use with only certain defined commodities, suppliers (merchant codes) and or dollar limits.

There are multiple benefits that result in both efficiency and cost savings by utilizing a procurement card system. They're often used in the procurement of low value, repetitive transactions where Purchasing adds no value and thus allows purchasing personnel to focus on more strategic initiatives.

Listed below is a sampling of some of the benefits you can realize from a P-card program:

- Savings in process costs - reduction in invoices, ordering and processing time
- Revenue share rebates
- Improved cash flow
- Reduced paperwork
- Simple and cost effective to use
- Management information on purchases and spend accountability by department
- Process efficiencies on the procure to pay process; requisitions, purchase orders and invoice matching as well as supplier payments
- Purchase goods as required, reduces inventory
- Payment tool for on-line ordering and or e-procurement initiatives

What are you waiting for? Stop procrastinating and start saving now.

VP Corner



By *Todd Sharp*

Purchasing jobs Outlook,

Employment of purchasing managers, buyers, and purchasing agents is expected to increase by 7% through the year 2018. Job growth and opportunities, however, will differ among different occupations in this category.

Employment change. Overall employment of purchasing managers, buyers, and purchasing agents is expected to increase 7% during the 2008-18 decade, which is as fast as the average for all occupations. Employment of purchasing agents, except wholesale, retail, and farm products—the largest employment group in the industry—will experience faster than average growth as more companies demand a greater number of purchased goods and services.

Additionally, large companies are increasing the size of their purchasing departments to accommodate purchasing services contracts from smaller companies. Also, many purchasing agents are now charged with procuring services that traditionally had been done in-house, such as computer and IT support in addition to traditionally contracted services such as advertising. Nonetheless, demand for workers may be somewhat limited by technological improvements such as software that has eliminated much of the paperwork involved in ordering and procuring supplies, and the growing number of purchases being made electronically through the Internet and electronic data interchange (EDI). Demand will also be limited by offshoring of routine purchasing actions to other countries.

Employment of purchasing managers is expected to have little or no change. The use of the Internet to conduct electronic commerce has made information easier to obtain, thus increasing the productivity of purchasing managers. The Internet also allows both large and small companies to bid on contracts. Exclusive supply contracts and long-term contracting have allowed companies to negotiate with fewer suppliers less frequently. Still, purchasing managers will be needed to oversee large consolidated purchasing networks, thus spurring some employment growth.

Employment of purchasing agents and buyers of farm products is also projected to have little or no change, as overall growth in agricultural industries and retailers in the grocery-related industries consolidate. Furthermore, automation,

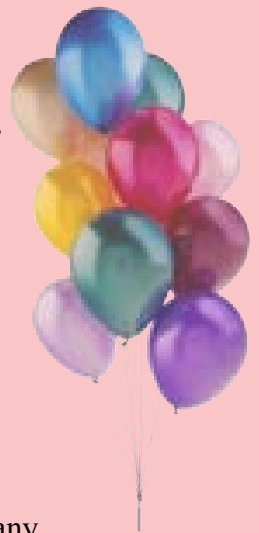
offshoring, and the outsourcing of more services are expected to further impede employment growth.

Finally, little or no change in employment of wholesale and retail buyers, except farm products, is expected. In the retail industry, mergers and acquisitions have caused buying departments to consolidate. In addition, larger retail stores are eliminating local buying departments and creating a centralized buying department at their headquarters.

Job prospects. Persons who have a bachelor's degree in engineering, business, economics, or one of the applied sciences should have the best chance of obtaining a buyer position. Industry experience and knowledge of a technical field will be an advantage for those interested in working for a manufacturing or industrial company. Government agencies and larger companies usually require a master's degree in business or public administration for top-level purchasing positions. Most managers need experience in their respective field.

Source: U.S. Department of Labor

Welcome New Members!



Shannon Claggett
Commodity Manager
Purcell Systems

Greg Palomba
Senior Buyer
Purcell Systems

Robert West
Purchasing Agent
Inland Empire Paper Company

Katy Hill
Purchasing Assistant
ALK-Abello' Source Materials, Inc.

Lindsay McKay
Procurement & Supply Support Specialist
ALK-Abello' Source Materials, Inc.

Trustee Time



It Ain't Easy Being Green – Part 1: The Why

By Steve Lunden, C.P.M.

Green purchasing continues to be one of the “hot topics” in the supply management profession. Green purchasing is often referred to as

environmentally preferable or environmentally responsible purchasing. It is the selection and acquisition of products and services that minimize environmental impact throughout lifecycle of the product/service. It requires a company or organization to carry out an assessment of the environmental consequences of a product at all the various stages of its lifecycle. This means considering the costs of securing raw materials, and manufacturing, transporting, storing, handling, using and disposing of the product.

Green procurement can be thought of in the context of pollution prevention. Pollution prevention strives to eliminate or to reduce risks to human health and the environment. Purchases need to be evaluated on a variety of criteria, ranging from the necessity of the purchase in the first place to the options available for its eventual disposal.

Consumers, investors, shareholders and regulatory agencies (college students and parents as well) are increasingly demanding that organizations behave in an environmentally responsible manner and visibly demonstrate the practice. Green procurement as a strategy demonstrates a commitment to considering and minimizing the environmental consequences of an organization’s activities.

Green products are generally produced in a manner that consumes fewer natural resources or uses them more sustainably, as with sustainable forestry or reuse of water. They may involve less energy in their manufacture and may consume less energy when being used, and they generally contain fewer hazardous or toxic materials. Green products are also generally designed with the intention of reducing the amount of waste created. For example, they may contain recycled material or use less packaging, and the supplier may operate a ‘take-back’ program.

Green procurement can also offer cost savings. In particular, buying ‘green’ usually involves products that are easily recycled, last longer or produce less waste. Money is therefore saved on waste disposal. In addition, green products generally require fewer resources to manufacture and operate, so savings can be made on energy, water, fuel and other natural resources.

Moreover, green products generally involve fewer toxic or hazardous materials, reducing associated expenses such as permit fees, toxic materials handling charges and staff training. Meeting environmental regulations is easier for organizations that already practice green procurement. Green procurement also has benefits for health and safety, both of workplaces and of the wider community. Government at all levels has been increasing the restrictions on acceptable levels of pollution, disposal or use making this aspect an ongoing issue especially in manufacturing.

Organizations that practice green procurement will also be recognized as good ‘corporate citizens’, and influence those around them. As markets gradually change, the availability of green products will increase and prices will fall. The market forces of supply and demand will act to bring these into equilibrium. Next time in Part 2, the challenges of green procurement.

Want to know?

- Upcoming Seminars
- Job Opportunities
- About NAPM-Spokane
- Meeting Schedule

Visit www.napmspokane.org !

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!

2010 Pacific Northwest Purchasing Conference

By Laurie Hitchcock, C.P.M.

***Save these dates:
September 29 – October 1, 2010***

We've set the venue.

We've set the dates.

***Northern Quest Hotel & Casino
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.

Further details will be forthcoming. Mark you calendars now!

Northern Quest Resort & Casino is the Inland Northwest's newest premier destination resort with 250 guest rooms and suites, more than 15,000 square feet of meeting space, a luxury spa, a first-class casino, plus 14 distinct dining and entertainment options. We want to be your home for your all corporate travel into Spokane, please contact Melissa Boland, Hotel Sales Manager at 509-481-6232 or mboland@northernquest.com to have your company's special rate set up. And, if you call by February 13, 2010, we will extend a \$99 Sunday thru Thursday rate for your travelers through March 31, 2010. Let the journey begin with us!



Membership Committee



*By Margaret Hooley
Membership Chair*

Do you need C.E.U. credits toward your yearly certification requirements?

Just get a group of three or more together and check out the past Satellite Seminars. These DVD's or VCR tapes are available through the NAPM-Spokane Library. If you are interested in checking out one or more of the sessions below, please email Lorrie Engle, A.P.P. at lengle@plant.gonzaga.edu. You will receive four credits for each viewing.



We encourage individuals to view sessions to assist in enhancing their skills but at this time can't offer credit for these viewings.

The list is in alphabetical order by title. The date column is the date the topic was recorded. Some of the sessions will have a handout, and question and answer book available. Please feel free to make copies of these to have available during your session viewing.

We will continue to add sessions to this list as the sessions become available. New sessions will be available approximately 90 days after their initial live-feed date. Please check the NAPM-Spokane Website under ISM Satellite Seminars to see current list in the future.

Date	Title	Hand- book	Q&A Book	VHS	DVD
	Adding Value Through Effective Outsourcing: Strategies &				
2/5/98	Implementation	X	X		
10/25/01	Advanced Negotiations: Kicking It Up a Notch	X		2	
3/28/96	Benchmarking, Purchasing, Performance	X	X	2	
10/21/04	Best Practices for Negotiations & Contracting	X		2	
6/3/98	Building & Managing Sound Contracts Step by Step Complexity Management: Chains, Webs & Other Business Relationship	X	X	2	
2/7/02	Models	X		2	
2/1/01	Contract Administrations & Management	X		2	
10/24/04	Contracting Roadblocks: Removing Barriers	X		2	
6/8/00	Cost Reduction & Cost Avoidance Strategies & Opportunities	X		2	
2/8/07	Critical Business Skills for Effective Supply Chain Leaders				2
4/11/02	Doing Business Electronically: Selecting the Best Options	X		2	
4/6/00	Effective Negotiation Techniques, Tactics & Strategies	X		2	
11/16/00	Electronic Commerce, Electronic Business & Collaborative Commerce Electronic Commerce: Integrating New Technologies into the Purchasing	X		2	
6/12/97	Process	X	X	2	
9/24/98	Electronic Commerce: Integration into the Enterprise & the Supply Chain	X	X	2	
2/9/06	Ethics in Supply Management: Minding your Actions & Decisions	X		2	
10/12/06	Finance for the Supply Professional Financial Analysis of Suppliers: Understanding, Evaluating, Managing Your	X		2	
2/3/00	Supplier's Financial Stability	X		2	
2/10/05	Finding & Keeping the Best Sources	X		2	
6/10/04	Improving Your Role With Effective Project Management	X		2	
4/10/03	Leadership Skills & Team Essentials for Supply Management Legal Perspective: Protecting Your Organization by Understanding Your	X		2	

6/3/99	Rights & Obligations	X		2
2/5/04	Logistics in Supply Management	X		2
4/4/97	Managing Change in Purchasing & Supply's Challenging Environment	X	X	2
10/30/97	Moving Toward Strategic Purchasing: Developing New Skill Sets	X	X	2
5/22/96	Procurement Card '96 Beyond the Basics Project Management for Supply Management Professionals: Achieving	X		
11/5/98	Results with Strategies & Tactics	X	X	2
11/7/96	Purchasing Performance Measures: Effective Measures for Improvement	X	X	2
11/17/95	Purchasing Services & Nontraditional Goods Re-Engineering MRO: A Focus on the Importance of Critical Support	X	X	2
6/12/03	Materials & Services	X		2
4/20/06	Risk & Change Management: Surviving in a Dynamic Business Environment Roadmap to Effective Supplier Relationships: Building, Managing &	X		2
2/4/99	Enhancing	X	X	2
6/13/02	Services Purchasing: Making the Right Decisions	X		2
4/8/99	Strategic Cost Management: Understanding Cost & Price Analysis Streamlining Purchasing Processes with Up-to-Date Practices & Technology	X	X	2
4/5/01	Integration	X		2
2/6/97	Supplier Performance: Working Toward Reliability & Continuous Improvement	X	X	2
6/14/01	Supplier Relationships: Selection & Development	X		2
4/9/98	Supply Chain Management Dynamics: Linking Supplier to End User Supply Chain Management: Linking Purchasing to Customer Values,	X	X	2
9/30/99	Technology & Shareholder Value	X		2
4/14/05	Supply Chain Research Trends & Market Intelligence	X		2
10/23/03	The Dynamics of Supplier Relationships	X		2
10/20/05	Tools for Negotiation Success	X		2
2/6/03	Total Cost: Impacting the Bottom-line	X		2
1/18/96	Using Information Technology in Purchasing	X	X	2

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