

Education Program

Tuesday March 17, 2009

Corporate Responsibility

Presented by Robert W. Kuhn

Robert W. Kuhn is an experienced management consultant helping companies in the product supply chain create environmentally-sustainable businesses. Mr. Kuhn, who also spent seven years as a corporate attorney in a large New York City law firm, was President and CEO of Assembly Technologies

International, Inc. Since 2003, he has been a management consultant and most recently, his focus has been on the issue of environmental sustainability as it relates to manufacturing, distribution and logistics.

Mr. Kuhn is a member of the Council of Supply Chain Management Professionals, the Institute for Supply Management, the Institute of Management



Consultants USA and a member of the Stakeholder Advisory Group of the World Resource Institute's Greenhouse Gas Protocol Initiative.

March is Supply Management Month and we will be giving out some wonderful door prizes with surprises for everyone in attendance.

NAPM-Spokane is hosting a half-day seminar on Sustainable Purchasing on March 17 from 8:00 to noon in the Gonzaga Foley Library Teleconference Room. See the seminar details later in this newsletter.

Even if you can't join us for the half day seminar, please pencil in Tuesday, March 17, for our luncheon meeting. This is a wonderful opportunity to network, learn and have a little fun.

NAPM-Spokane Luncheon
Meeting & Program
Tuesday, March 17, 2009



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:

Chicken Bistro Grill on Focaccia
Caesar Salad
Tomato Bisque Soup
Lemon Poppy Seed Cake
Ice Tea/Ice Water

COST: \$14.00

Please RSVP by March 12 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 Steve Lunden, C.P.M.

Lifetime C.P.M. Certification and Other Things

I'd like to take this opportunity to remind the C.P.M.'s in our group about the Lifetime C.P.M. Certification. When you have 18 years of full-time (non-clerical, non-support) supply

management experience in addition to your C.P.M., you are eligible to apply for Lifetime C.P.M. Certification. I think we all realize when we need to apply for our 5 year recertification, but don't forget about the Lifetime Certification. Once you

have your Lifetime Certification, you will no longer have to recertify every five years. Of course, we expect you to keep up on your education and training!

Also, I like to remind you to keep in mind the value of networking, especially in these economic times. If you attended last month's luncheon, you now have the name and contact information for one professional recruiter. You should add Cande Krall of Humanix to your contacts and networking list. You never know when you'll need to tap those resources to find a new position. Just open the local paper or watch the evening news and you'll see that job security is not what it once was. Networking within our group can help. As I was circulating around the room, I did hear of a few openings that our group members were aware of. Keep in mind that most jobs are not filled from newspaper ads but from a personal contact or referral. Please use the valuable resource of networking that you have.

Education Committee



By Pam Tatosky C.P.M., CPPB

If you weren't able to make the February meeting, we invited Cande Krall with Promanix to present to our group. She spoke on how you can effectively market yourself in a tight economy and gave tips on how to spruce up that resume. The information she presented was quite timely given the current economic times with

layoffs looming over some of our members. The information she gave will help these individuals gain the edge over other candidates if the time comes when they need to seek new employment.

NAPM-Spokane will be hosting a half day seminar on Sustainable Purchasing. We have hired Robert Kuhn of Kuhn Associates Management Advisors LLC to give a four hour class on Tuesday, March 17 from 8:00 until noon, after which we will hold our regular membership meeting. During the luncheon meeting, Mr. Kuhn will be presenting the topic of Corporate Responsibility. Since March is Supply Management Month, we will also have a surprise for everyone attending the luncheon meeting as well as some exciting door prizes to give to some lucky winners.

Looking ahead, for the April 21 luncheon, we are tentatively planning to have a representative from Habitat for Humanity present on the topic of purchasing for a non-profit organization. Then in May, we have a special evening meeting scheduled. This meeting will be held on Thursday, May 21, from 5:30 to 7:30 at Northern Quest Casino. The people of Northern Quest have agreed to share with us the work and planning that has gone into their new building and expansion project. Since this is an evening dinner event, please feel free to invite your spouse or other prospective NAPM members to this meeting. More information will be available in upcoming issues of the Buyline.

Welcome New Members!

Chris Craig
Director of Supply Management
Purcell Systems



Trustee Time



By Todd Sharp

The theme is March Madness, but some of these kid's are going to need a Sports Agent.

1) What is a Sports Agent? The term "sports agent" covers a wide range of relationships with an athlete. A sports agent could be a personal friend, manager, family member, accountant, lawyer, teacher or coach - anyone who

brokers a contract on a player's behalf. It could be a playing, personal endorsement or other form of contract. Sports agents can provide a variety of services to the player, anything from moral support to complex contractual, negotiation, investment and legal services

How does that support a Purchasing Agent? Well, check this out.

2) What Does A Sports Agent Career Include? Your sports agent career is completely customizable. You can focus solely on player contract negotiations or you can get involved with a wide variety of activities. Successful sports agent careers typically include these type of activities:

Marketing - Market your clients for product endorsement opportunities, personal appearances and charitable events.

Networking - Network with athletes, sports executives,

professionals and other sports agents.

Promotion - Promote your clients to teams & organizations to find the best fit and the best opportunities for your client.

Trends - Stay in tune with contract negotiation, salary and player signing trends in your sport.

Salaries - Keep up to date with current salaries for different player positions, coaches and sports executives.

Services - Partner with other professionals & continue to add services to offer to your clients such as investment and legal services.

3) Who do Sports Agents Represent? Sports agents are most known for representing professional athletes and negotiating high profile, multi-million dollar player contracts and there are tremendous opportunities in this area for new sports agents. With athlete salaries from the major sports leagues averaging almost \$2,000,000 per year and the continuing rapid international expansion of all major sports leagues, the need for honest and ethical sports agents who have their client's best interest at heart has never been greater.

However, sports agents do much more than simply negotiate contracts for players. Today, sports agents represent Athletes, Broadcasters, Coaches, Team Executives and even Team Owners in a wide variety of Sports, Marketing and Entertainment opportunities.

We represent high level personnel in our organizations... everyday!

Welcome to your new career.

March is supply management month!

History of Purchasing and Supply Management

- Prior to 1900 — Purchasing was recognized as an independent function by many railroad organizations.
- Prior to World War I (1914-1918) — Purchasing was regarded as primarily clerical.
- During World War I (1914-1918) and World War II (1939-1945) — Function increased due to the importance of obtaining raw materials, supplies, and services needed to keep the factories and mines operating.
- During 1950s and 1960s — Purchasing continued to gain stature as the techniques for performing the function became more refined and as the number of trained professionals increased. The emphasis became more managerial.
- During 1970s and 1980s — More emphasis was placed on purchasing strategy as the ability to obtain needed items from suppliers at realistic prices increased.
- During 1990s — Purchasing became more integrated into the overall corporate strategy.
- Current — The field is experiencing increasing integration with supply networks and information technology. The field has changed from "purchasing" to "supply management" to reflect the transition from a transaction-based, tactical function to a process-oriented, strategic one.



Membership Corner



By Margaret Hooley
Membership Chair

Remember... March is Supply Management Month!

Let's get out and recruit to help our association grow. Currently we have sixty-nine regular members, fourteen associate members, four dues-free members, one student

member, and six life-time members.

We have a lot of prospective members in our midst. They may be a colleague, friend, or even an associate from the past. We would sure like to have them as members of NAPM Spokane.

Who Can Join?

- Anyone involved in the purchasing or materials process, including without limitation, purchasing, purchasing research, value analysis, inventory control, materials management, supply chain management, or any other activity or function which is related to the purchasing or materials process.
- A full-time teacher of, or researcher into, purchasing or materials management.
- An editor, business manager, or secretary employed by an ISM affiliate.
- An undergraduate or graduate student enrolled full time in an accredited college or university.

If you know of a prospective member, have them contact me and I will send or email them membership information. My contact information is: Margaret Hooley, Membership Chair, (509) 777-6273 or email margaret.hooley@redlion.com

How to Wake up Productivity

8,765.81 Per year! This is the exact number of hours you get each year whether you are a king or a homeless person, whether you are a boss or an employee, and whether you like it or not. Now subtract the amount of hours you are sleeping, eating, watching TV, surfing the internet and you will be left with very little. So, with so little time and so much to do, how are we supposed to get things done?

Productivity experts like Tony Schwartz say that the answer: First, manage your energy. Then, manage your time. "The Science of stamina has advanced to the point where individuals, teams, and whole organizations can, with some straightforward interventions, significantly increase their capacity to get things done." (Harvard Business Review, 2007). Managing your energy increases your capacity to get things done in the face of increasing demands. We have seen that "time" is a limited resource, but personal energy is renewable. Manage and replenish your energy and watch your productivity, health, and happiness sky rocket to levels you never thought possible.

Four Types of Energy

Your ability to perform and be fully engaged in what you are doing requires skillfully managing your energy in four separate yet connected important dimensions: physical, emotional, mental and spiritual. High performance and full engagement means being "physically energized, emotionally connected, mentally focused and spiritually aligned." (Schwartz, 2007)

1) Physical Energy - Physical energy is the most basic of the energies and it's the foundation all the other energies build on. We all know that inadequate sleep, rest, nutrition and exercise diminish our ability to perform physically, emotionally, mentally and even spiritually.

Yet most people tend to neglect to rejuvenate and renew this energy source on a regular bases.

The best ways to manage your physical energy are:

- Decide now that your physical energy is a priority. Without this physical energy, your mental and emotional capacities are diminished and you will not be able to lead the productive and happy life you want.
- Establish a daily routine for exercise, nutrition, brief breaks every 90-120 minutes and adequate sleep time at night.

2) Emotional Energy- If you want more motivation, more enthusiasm, and more willpower to accomplish things in your life and work, you should pay special attention to your emotional energy. Enthusiasm, motivation, and determination are positive emotions and need emotional energy to be activated. Unfortunately, so does sadness, stress, anxiety and all the other negative emotions. The best ways to manage your emotional energy are:

- Stop the misuse and waste of emotional energy on negative emotions. This should free up the emotional energy for positive emotions and willpower.
- Engage in activities that nourish and stimulate positive emotions.
- Know and honor your values in life (If you don't know your values call me and I will help you discover them for free).
- Stop stressing out over the little things that drain your emotional energy.
- Replenish your physical energy regularly, because that will fill your emotional energy's reservoir.

3) Mental Energy - It doesn't matter how hard it is for you to focus and concentrate on any given task or project right now. Replenishing and building the capacity of your mental energy will help you gain more clarity and focus. Mental energy is needed to calculate, plan and strategize. It's essential for building a great career, planning for future goals, and doing a great job in your organization. The best ways to manage your mental energy are:

- Stop multitasking. A recent study in the British Journal of Psychiatry demonstrated that multitasking reduces the IQ by an average of 10 points. Another study reported in the Harvard Business Review demonstrated the multitasking increases the time of finishing any given task by 25%.
- Start working in 90-120 minute blocks with breaks in between. This suggested time interval is grounded in our physiological biorhythm.
- Manage your physical and emotional energy. Let's face it, if you are tired and emotionally drained it is very difficult for you to think straight.
- Spiritual Energy - We don't believe anything supernatural about spiritual energy. Spiritual is just the name we use due to the lack of a better name. It's an energy a lot of us experience daily and regularly. Unfortunately, some of us haven't experienced it for a while.

4) Spiritual energy is the finer energy that gives us the capacity to connect with other people and feel part of the whole. It is the energy that helps us be at peace, feel grounded in our own being. If you remember a time when you were calm, collected, aware and present, then you will get a feel for this spiritual energy. The best ways to manage your spiritual energy are:

- Meditate, pray and explore your purpose and vision.
- Dedicate some of your time for something that is bigger than you.
- Manage your physical, emotional and mental energy well, for they are the foundation on which spiritual energy rests.

Optimal Combined Energy

Optimal results in your life require the greatest amount of energy in your physical, emotional, mental and spiritual dimensions. Being fully engaged requires the use of all these dimensions. Start your days by charging up and activating your physical energy reservoir, then the emotional, then the mental, and then the spiritual. See yourself firing up, managing, and recharging all four cylinders every day for achieving maximum results and for leading a more productive and happy life. Start implementing the energy management strategies in your daily life tomorrow morning. Only then will you wake up productive everyday of your life.

Article Courtesy of Ovson Communications Group ~ Training Facilitation Coaching & Speaking ~ www.ovson.com



MARK YOUR CALENDAR!

66th Annual Pacific Northwest Purchasing Conference **Break Out for Procurement Excellence**

October 12 – 14, 2009 - Hotel Captain Cook
- Anchorage, Alaska

Hosted by NAPM-Alaska, this year's annual conference offers two and a half days of education on current supply management topics and plenty of fun in wonderful ALASKA! The historic Hotel Captain Cook, a family owned hotel with a tradition of luxury and comfort, is the venue for this event packed educational experience.

Detailed program and registration information will be broadcast to our members soon, so make your plans now!

HALF DAY SEMINAR

TUESDAY, MARCH 17, 2009

7:30 am – 1:30 pm



SUSTAINABLE PURCHASING
PRESENTED BY ROBERT W. KUHN

- Basic Sustainability Concepts
- Attributes of a Sustainable Supply Chain
- Sustainable Procurement Strategies
- Evaluating Suppliers on Sustainability

Kuhn Associates Management Advisors LLC is a New York-based consulting firm advising companies throughout the product supply chain about the intersection of business and environmental sustainability. The firm’s founder and principal, Robert W. Kuhn, is a former manufacturing company CEO with over a decade of corporate leadership, strategy and re-engineering experience.

Robert W. Kuhn is an experienced management consultant helping companies in the product supply chain create environmentally-sustainable businesses. Mr. Kuhn, who also spent seven years as a corporate attorney in a large New York City law firm, was President and CEO of Assembly Technologies International, Inc., a privately-held manufacturing company serving the electrical, electronics and hobby markets, from 1991 to 2002. Since 2003, he has been a management consultant and most recently, his focus has been on the issue of environmental sustainability as it relates to manufacturing, distribution and logistics.

Mr. Kuhn is a member of the Council of Supply Chain Management Professionals, the Institute for Supply Management, the Institute of Management Consultants USA and a member of the Stakeholder Advisory Group of the World Resource Institute’s Greenhouse Gas Protocol Initiative.

\$79.00 registration fee includes continental breakfast as well as NAPM-Spokane’s March membership luncheon from 12:00 to 1:30pm.

The seminar starts at 7:30 am with sign-in and continental breakfast at the Gonzaga University Foley Library, Teleconference Room, followed by the NAPM-Spokane luncheon meeting at the Gonzaga University COG Washington/California Room, 702 E. Desmet Avenue.

Registration Form: Sustainable Purchasing – March 17, 2009 – Gonzaga University Foley Library

Name: _____ Phone: _____

Employer: _____ Email: _____

Address: _____

Remit \$79.00 in advance to: Treasurer, NAPM-Spokane; PO Box 860, Spokane, WA 99210

For further information contact Pam Tatosky at pamt@spokaneschools.org or (509) 354-7127.