

March 16th Educational Program Building Leadership and Teamwork Presented by Will Parks of Adventure Dynamics Inc.

Please make plans to join us Tuesday, March 16, for our membership luncheon at the Gonzaga COG. This month we will have the pleasure of hearing from Will Parks of Adventure Dynamics as he presents on leadership and team building strategies.

Adventure Dynamics has been effectively building high performance individuals, teams and organizations for 25 years. They use activity based training to build teamwork and leadership with all groups. Adventure Dynamics features indoor, portable and is the home to the Inland Northwest's original and only professional outdoor Challenge Course. Indoors or outdoors, Adventure Dynamics has programs that are creative, effective and fun. They also have family, school and church programs, and even host exciting and fun-filled birthdays.

Will Parks, owner and director of Adventure Dynamics, holds a Master's Degree from Whitworth University. He will be speaking on his five principles of teamwork and leadership. These five principles will positively change any group, team or family.

March is Supply Management Month so we will also have drawings for several very nice door prizes, including a certificate for the September Pacific Northwest Purchasing Conference being held at the Northern Quest Hotel and hosted by NAPM-Spokane. You must be present to win these door prizes so this is a "don't miss" luncheon meeting. Hope to see you all there.



NAPM-Spokane Luncheon Meeting & Program,
Tuesday, March 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:

Turkey Cheddar Wrap
Tossed Green Salad
Lemon Bars
Iced Tea

COST: \$14.00

Please RSVP by March 10 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



Spring is just around the corner, although lately it seems like it's already here. The days are getting longer and I can hardly wait for the warm summer sun.

March is Supply Chain Management month and we should all celebrate the cause and take time to reflect upon our successes and be

proud of what we've achieved. You set the tempo and make the choices as to how your day is going. Inspire others and make the best of what you have with a positive outlook and a can do attitude.

This month I thought I'd take a little different approach in my message and reflect on the power of attitude. Therefore, I've pulled a couple thought provoking stories from the internet that make you stop and think about our given situations. Just remember, the key to happiness and success is the attitude you take and how you approach it.

"The Window" (Author unknown) –

Two men, both seriously ill, occupied the same hospital room. One man was allowed to sit up in his bed for an hour a day to drain the fluids from his lungs. His bed was next to the room's only window. The other man had to spend all his time flat on his back.

The men talked for hours on end. They spoke of their wives and families, their homes, their jobs, their involvement in the military service, where they had been on vacation. And every afternoon when the man in the bed next to the window could sit up, he would pass the time by describing to his roommate all the things he could see outside the window.

The man in the other bed would live for those one-hour periods where his world would be broadened and enlivened by all the activity and color of the outside world. The window overlooked a park with a lovely lake, the man had said. Ducks and swans played on the water while children sailed their model boats. Lovers walked arm in arm amid flowers of every color of the rainbow. Grand old trees graced the landscape, and a fine view of the city skyline could be seen in the distance. As the man by the window described all this in exquisite detail, the man on the other side of the room would close his eyes and imagine the picturesque scene.

One warm afternoon the man by the window described a parade passing by. Although the other man could not hear the band, he could see it in his mind's eye as the gentleman by the window portrayed it with descriptive words. Unexpectedly, an alien thought entered his head: Why should he have all the pleasure of seeing everything while I never get to see anything? It didn't seem fair. As the thought fermented, the man felt ashamed at first. But as the days passed and he missed seeing more sights, his envy eroded into resentment and soon turned him sour. He began to brood and found himself unable to sleep. He should be by that window - and that thought now controlled his life.

Late one night, as he lay staring at the ceiling, the man by the window began to cough. He was choking on the fluid in his lungs. The other man watched in the dimly lit room as the struggling man by the window groped for the button to call for help. Listening from across the room, he never moved, never pushed his own button which would have brought the nurse running. In less than five minutes, the coughing and choking stopped, along with the sound of breathing. Now, there was only silence--deathly silence.

The following morning, the day nurse arrived to bring water for their baths. When she found the lifeless body of the man by the window, she was saddened and called the hospital attendant to take it away--no words, no fuss. As soon as it seemed appropriate, the man asked if he could be moved next to the window. The nurse was happy to make the switch and after making sure he was comfortable, she left him alone.

Slowly, painfully, he propped himself up on one elbow to take his first look. Finally, he would have the joy of seeing it all himself. He strained to slowly turn to look out the window beside the bed. It faced a blank wall.

Moral of the story: The pursuit of happiness is a matter of choice...it is a positive attitude we consciously choose to express. It is not a gift that gets delivered to our doorstep each morning, nor does it come through the window. And I am certain that our circumstances are just a small part of what makes us joyful. If we wait for them to get just right, we will never find lasting joy.

The pursuit of happiness is an inward journey. Our minds are like programs, awaiting the code that will determine behaviors; like bank vaults awaiting our deposits. If we regularly deposit positive, encouraging, and uplifting thoughts, if we continue to bite our lips just before we begin to grumble and complain, if we shoot down that seemingly harmless negative

thought as it germinates, we will find that there is much to rejoice about.

Value –

A well known speaker started off his seminar by holding up a \$20 bill. In the room of 200, he asked, “Who would like this \$20 bill?” Hands started going up. He said, “I am going to give this \$20 to one of you but first, let me do this.” He proceeded to crumple the dollar bill up.

He then asked, “Who still wants it?” Still the hands were up in the air. “Well,” he replied, “What if I do this?” And he dropped it on the ground and started to grind it into the floor with his shoe. He picked it up, now all crumpled and dirty. “Now who still wants it?” Still the hands went into the air.

“My friends, you have all learned a very valuable lesson. No matter what I did to the money, you still wanted it because it did not decrease in value. It was still worth \$20.

Many times in our lives, we are dropped, crumpled, and ground

into the dirt by the decisions we make and the circumstances that come our way. We feel as though we are worthless. But no matter what has happened or what will happen, you will never lose your value. You are special - Don't ever forget it!

In closing, I hope to see you all at our next membership meeting on March 16th. We have a great line up planned. Our featured guest speaker is Will Parks from Adventure Dynamics presenting, The 5 Principles of Team Building and for those in attendance, you'll have an opportunity to win some door prizes.

Quote of the month:

“If you believe you can, you probably can. If you believe you won't, you most assuredly won't. Belief is the ignition switch that gets you off the launching pad.”

- Denis Waitley

VP Corner



By Todd Sharp

Hello Members,

I just wanted to follow up on some trends from my last article.

Business spending increases to drive economic recovery.

The latest survey from the National Association for Business Economics predicts U.S. GDP growth of 3.1% for 2010, driven by a 7.2% increase in business spending on equipment and software.

That's a dramatic increase from the forecast the NABE put out in November, which said businesses would increase spending 4.2% this year.

“Business investment is growing faster than the rest of the economy,” said Richard DeKaser, chief economist at Woodley

Park Research in Washington, who helped conduct an analysis of the NABE survey. “We find inventories to be quite lean now, so businesses are going to be restocking throughout the course of this year and next.”

Buyers in Purchasing's monthly survey confirm the uptick in spending. The magazine's monthly [90-day buying plans index](#) has been steadily increasing to its current peak of 67.6, indicating that more than half (53%) of buyers polled plan to increase spending this quarter. A year ago the index was at 28.7. Buyers in the electronics market plan to do the most buying, while chemicals and metals buyers are also on the upswing.

And as NABE's survey suggests, inventories are in need of re-stocking. Purchasing's latest inventory plans index is at 36.3, its highest point in more than two years.

And more good news for corporate buyers, NABE's survey also said bank lending is expected to become less restrictive over the course of 2010, as bank earnings and economic conditions improve.

These trends will combine to drive an 8.6% increase in spending in 2011, according to NABE.

Trustee Time



By Steve Lunden, C.P.M.

Time It Ain't Easy Being Green – Part 2: The Challenges

As part of the continued discussion of green procurement, here are some of the challenges

faced by supply management professionals when transitioning to a green procurement or environmentally responsible purchasing program. Challenges to green procurement include but are not limited to:

1. **Price:** There is a perception that green products are more expensive than conventional alternatives. This is true in some cases, particularly where development costs are reflected in the price; however, often there is no significant difference. The real problem may simply be that products are being ordered in small quantities, or are not available locally. Sometimes a green product may have a higher up-front purchase price, but will cost less over its lifetime. For example, a non-toxic alternative to a toxic product will cost less to transport, store, handle, and discard. It will require fewer permits, less training for staff, and the consequences of an accident will be greatly reduced. Similarly, a product that uses less packaging and that is easily recyclable or reusable will carry a lower disposal cost. Remember, the metric to use is total cost of ownership, cradle to grave.
2. **Lack of corporate commitment:** For an organization to implement a green procurement program, it must have commitment from all levels of the organization. Top management support is critical to the success of any program. And purchasing agents as well as middle management must buy in as well. One weak link in the chain is all it takes to facilitate program failure. A policy statement outlining the corporate commitment to green procurement can help.
3. **Insufficient knowledge:** Many organizations are unfamiliar with the concept of green procurement or with the options

available to them. For an organization to participate, it must have an understanding of concepts, vocabulary and terms. An education program can assist in passing this knowledge and understanding along.

4. **Availability:** Frequently, local distributors do not stock green products, or else they stock only small quantities. This can lead to delays in obtaining the product. Increasing market demand will help to overcome this obstacle.
5. **No acceptable alternative:** Another barrier to green purchasing can be simply a lack of acceptable alternatives to the present product. For example, a few years ago in the furniture manufacturing industry, the use of water-based finishes as an alternative to solvent-based ones was impeded by the fact that water-based finishes presented technical difficulties which were costly to overcome, and were of lower quality. Growing demand for will stimulate the development of new and better 'green' products.
6. **No specifications:** It is important that suppliers be asked to provide the environmental specifications of the products they are offering. Purchasers, in the same way, must clearly define their needs and requirements.
7. **Purchasing habits:** 'We've always done it this way' can be a difficult mentality to overcome. There may also be existing relationships between purchasers and suppliers that make it difficult to switch to alternatives.

In part 3 of this series, we'll discuss the implementation of a green procurement program.

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

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 we were honored to hear Thane Meads of Dynamic Recruiting. He gave those in attendance some great insight on how to spruce up that resume, what responses will work in a job interview, and more

importantly, what responses will not work! His humor and presentation style kept the membership entertained as he delivered these valuable tips of the trade.

This month we will be hearing Will Parks, owner and director of Adventure

Dynamics. This company is known for its leadership and teambuilding exercises by placing a group of people onto an obstacle course where they have to function as a team to complete various tasks. They have been in operation for 25 years and provide various types of groups individualized activities. Since March is Supply Management Month, we will also have several special door prizes to give away in drawings as well as a gift for everyone in attendance. You won't want to miss this meeting.

Also, don't forget to start planning to attend the 2010 Pacific Northwest Purchasing Conference. The conference committee is hard at work arranging for entertaining speakers and innovative workshops for every type of purchasing professional, be they in a public, private or not-for-profit organization. An added bonus is that since this conference is local, you don't have to pay for travel or lodging expenses. Past attendees have found this to be an excellent way of gaining knowledge or staying current on industry trends and laws. It is also an economical way for you to earn some of the education credits required to maintain your certifications. Whatever your reasons, you won't want to miss this conference.



Membership Committee



*By Margaret Hooley
Membership Chair*



Membership Facts, Spring 2010

NAPM-Spokane consists of a much diversified group of purchasing professionals. Our local membership is employed by 10 different industry categories – the largest being manufacturing. Our membership includes the following industries followed by the number of members in each industry:

Manufacturing	40
Colleges/Universities	12
Public Sector incl. schools and transit	8

Medical	6
Utilities	4
Medical Labs	4
Tribal/Casino	3
Railroad	2
Supply and Service	2
Total Membership	
Active Members	Regular 62
	Associate 14
Other Membership	Lifetime 6
	Dues Free 3
	Student 1
Total Membership	86

NAPM Spokane always welcomes new members in all industries. Please encourage purchasing associates and acquaintances to join our organization. If you know of a potential member, please have them contact me at m_hooley@msn.com.

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

Meet the Member



Robert West
Purchasing Agent
Inland Empire Paper
Company

Where are you from originally? (And how did you get here?)

I am from Bellingham, WA & migrated to Spokane in September of 2008. My wife & I were in need of a change of

scenery and we were looking to move to a community that offered greater career opportunities for the two of us without the population of the Seattle Metro area. We felt Spokane was a growing city that offered us a great balance of genuine people, industry, and recreational activities.

What are your main responsibilities in your current position?

I am responsible for the purchasing of daily MRO products, raw material & process chemicals, and general mill needs. I work very closely with Shirene Young, our Purchasing Manager, on completing purchases for capital equipment.

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

Our culture. It is unlike any other I have experienced. All employees are eager to lend a hand & do what is necessary to finish the job, regardless of where the clock is. It's a true teamwork environment and IEP's employees are a versatile bunch, full of creativity, reasoning, and have a tremendous variety of skills. It's a joy to work in an environment where I wake up wanting to head to the office.

Tell us something about your previous work.

I have been fortunate to work in a variety of fields, all of which involved purchasing, or a form thereof.

I have experience working for the public in the Facilities Maintenance Department at the Port of Bellingham

I have had the pleasure of working in multiple fields, all related to purchasing in one form or another. I have worked in the public sector at the Port of Bellingham in the facilities maintenance department and gained invaluable experience in heavy equipment, industrial tools, and associated maintenance services while working for an equipment contractor located at the BP & Conoco refineries on the west side of the state. I have also performed estimating and contracts administration for a medium-sized residential home contractor and spent four years at The Home Depot as an installed services coordinator while attending college.

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

Every project I have been involved with was exciting in its own way. What makes each one unique & interesting is overcoming the challenges & obstacles that are in the way of completion.

One of my most challenging projects involved closing 3 out of 4 lanes of a main traffic thoroughfare in Bellingham, during peak travel times, to place 48' long steel I-beams for an apartment complex. Coordinating the oversized mobile crane with the construction crews, city officials, Police, Fire, and Public Works departments, while doing our best to keep the public happy and out of harms way was quite a departure from my typical estimating & purchasing functions. I'm pleased to share that the project was a success

What do you hope to get out of your NAPM-Spokane membership?

I look forward to getting to know other professionals in our field & gain further knowledge through other people's experiences. I also plan on earning my CPSM certification.

Tell us about your hobbies, spouse, children, etc.

I am very happily married and we are expecting our first child in August of this year. I love the outdoors & look forward to doing some camping & fishing this summer.