

Educational Program, Tuesday May 18, 2010 Presented by Christopher Wood Applying Lean Strategies

Christopher Wood is the managing director of Ten X which provides lean consulting services. He is an accomplished business leader, entrepreneur, board member and management consultant who devotes his time exclusively to assisting management teams in the implementation of highly successful change strategies.

Most recently he spent 19 months as the interim COO of Solar startup in San Francisco that had raise \$45 million to develop utility scale distributed power plants. This assignment included leading the procurement and construction of a 2 megawatt pilot plant for a PG&E purchase power agreement. In addition Christopher owns 4 small manufacturing firms across the country and has launched an engineering, procurement, construction and maintenance service group focused on industrial projects. His focus is on applying Lean Thinking principles to all aspects of businesses to eliminate waste and create significant improvements to quality, cost (product and capital expenditures) and delivery (value) to the customer.



Christopher's hands-on; team building approach and his broad background in business, product development and manufacturing processes translates into tangible, bottom-line benefits for his clients. He specializes in demonstrating how lean techniques can have a dramatic impact on profitability, often in as little time as one week. He has repeatedly demonstrated how existing operations can be downsized and processes redeveloped to achieve lower costs in inventory, space, and human resources. Christopher regularly leads management teams as they implement lean into product lines as diverse as renewable energy startups, aircraft interiors, heavy equipment, electronic sensors, medical devices, computer keyboards and disk drives, automotive trim components, and lighting systems. His clients range from small, family owned businesses to multi-national corporations.

In addition, Christopher has coached numerous organizations as they incorporate lean thinking into their new product development systems and throughout the new product launch process. He has also facilitated numerous supply chain lean implementation efforts. He conducted a benchmark study of an international company's global product development and production processes, using the results to conduct education sessions for the firm's international management team.

Christopher's philosophy is that lean manufacturing techniques are essential components of a successful business in today's marketplace, and although easy to learn in the classroom, lean techniques are much more

NAPM-Spokane Luncheon Meeting & Program, Tuesday, May 18, 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:

Hawaiian Luau
Kalua pork, Hoisen BBQ chicken
Calrose Rice, macaroni salad
Taro chips with Maui onion dip
Mixed greens with avocado and papaya in orange lemongrass dressing
Hawaiian buns
Chocolate lilikoi parfait
Iced tea, Ice water

COST: \$14.00

Please RSVP by May 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.

difficult to deploy. Successful deployment requires commitment from top management and leadership from a skilled and experienced teacher. Christopher sees his role as a partner in the transfer of skills and knowledge, and a "coach" to help incorporate change. With his help, the client is able to develop and implement lean strategies into a coherent system that will eliminate waste and increase profitability.

Along with his passion and expertise in Lean principles, Chris brings over 25 years' experience with such companies as Hughes Electronics, Allied Signal, The Boeing Company, and Donnelly Corporation.

President's Message

By Russ Kenworthy



Volatility, it's all around us. From the day to day unpredictability of the weather to the everyday issues we're faced with in the execution of our jobs.

The past year has been extremely challenging for Supply Chain Professionals ensuring the continuous "uninterrupted" supply of goods and material to keep our organizations running. However, as with the weather, we learn to adapt and deal with uncertainty through experience and education.

Speaking of education, as many of you are aware, ISM recently hosted the 95th Annual International Supply Management Conference and Educational Exhibit in beautiful San Diego, California. I was fortunate enough to attend this event and I must say it was well worth attending. The venue (San Diego Convention Center) was remarkable and the coordination and effort put forth by ISM was incredible. The educational lineup spanned across numerous topics from Project Management to Finance and there certainly wasn't a lack of choices. The supplier showcase was at a grand scale consisting of all types of suppliers from iProcurement software providers to leading educational institutions focused on Supply Chain Management. Next year's conference will be held in Orlando, Florida and if it's anything like this year's event, I would highly recommend going.

Quote of the month:

"Ability is what you're capable of doing. Motivation determines what you do. Attitude determines how well you do it."

- Lou Holtz

It's obvious the role of Supply Chain Professionals is evolving and it's imperative that we stay current with the trends in our profession. I would encourage all of you to continue your pursuit of knowledge in an effort to maintain a competitive edge.

Don't forget to vote for the Board positions that are up for election and we still need your nominations for the awards that will be presented at our June membership meeting.

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?

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Job Opportunities
About NAPM-Spokane
Meeting Schedule



Visit www.napmspokane.org !

VP Corner



By Todd Sharp

Using Twitter in the Supply Management Arena

I see more and more people in business using twitter as a tool of information they can share on-line. Here at my

job it helps me to get quick and current information.

Here are some rules to get you started:

Twitter is a fast-growing “microblogging” site that lets you send out frequent 140-character messages (“tweets”) to a network of people who have opted to follow you, as well as to follow the updates of anyone in your network.

Many professionals use Twitter to send short bits of useful information, such as business tips or links to interesting articles, to help build their professional visibility and make new contacts. The trick is to make sure you limit yourself to messages that are truly useful (or at least entertaining), so that they’re of value to your followers.

To make sure you build an appropriate audience, go to the “Settings” menu and check the box that says “Protect My Updates.” This will enable you to approve each new follower request — a smart move if you want to block spammers on the site. Conversely, choosing to follow well-connected thought leaders in your field can help keep you abreast of trends in your industry, as well as the latest gossip. One good way to find people and sites in your industry is to search by what are called “hash tags” — key words preceded by the “#” sign that people can include in their tweets to make them searchable. For example, to find people posting about law or lawyers, you’d search under “#lawyer,” take a look at all the relevant tweets, and then choose to follow some of the people or groups with the most interesting posts.

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.



Trustee Time



By Megan Self

7 Steps for a Better Career

The past year of economic chaos and workplace uncertainty has kept most of us from thinking about career advancement and just hoping to keep what we have. In an article in

CCN Money Magazine, there were seven simple steps that could help with job security and even advancement. I thought they were worth sharing with you.

1. Join and be active in an association. If you're already a member of one, join another. Whether it's a professional group or a local civic organization like Rotary. The get-togethers force you to meet new people and learn new things.
2. Use all your talent. If you're a good writer, but it's not part of your job description, compose articles and submit them to websites, blogs or publications. Or maybe you're skilled in planning. Put together an improvement proposal for some aspect of your job and present it to your boss. Putting all of your abilities to work will challenge you and get you noticed.
3. Create a list of 20 professional successes you accomplished in 2009. Go back through your calendar, status reports, and computer files to remind yourself of what you faced and handled. Then write down a few key pieces of data about each success and include things like money saved and customers affected. This is called a "success database". It is very valuable tool for writing resumes and preparing for job interviews.
4. Keep repositioning the "golden ring". Before the recession started, you probably had a goal in mind. Whether or not you have reached it, take some time to reflect on a new set of goals to keep you moving ahead.
5. Shift your attention from the expedient to the important. Most of us choose to focus on those things that we can get off our plate first, regardless of importance. This can be a career disabler. Instead, concentrate on what is most important first, and put off the unimportant – even if it will only take a minute.
6. Have a conversation with your manager. Talk about your job, career goals, and where he or she sees you headed in the future. Take the guesswork out of where you stand.
7. Let go of the old and embrace the new. Change is tough, urge yourself to work up some genuine enthusiasm for new projects and ways of doing things. Don't take a "wait and see" attitude.

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.



ISM and CIPS Cement Reciprocal Agreement

Partnership to promote professional credentials in North America and the U.K.

TEMPE, Ariz. (April 8, 2010) — The world's two largest and leading purchasing and supply management organizations are joining forces to offer professional credentials in North America and the United Kingdom. A new agreement between Institute for Supply Management™ (ISM) and The Chartered Institute of Purchasing & Supply (CIPS) sets forth reciprocity between the two organizations allowing professionals to apply for the respective professional credentials.

Both ISM and CIPS are individual membership organizations which between them have more than 150,000 members and individuals holding their professional credentials. The new agreement will allow CIPS members in the U.K. holding the MCIPS designation to apply for and receive the CPSM® credential from ISM. Similar reciprocal conditions are also in place that provide pathways for professionals in North America holding the CPSM® credential to apply for and receive the MCIPS designation from CIPS.

“Reciprocity around professional credentials creates immediate benefits to both our organizations’ members,” says ISM CEO Paul Novak, CPSM, C.P.M. “Professionals working toward a professional designation have increased opportunities and greater access to two world-renowned credentials.”

David Noble, CEO, CIPS said: “This is a major step forward for the procurement profession as we continue to see an increasing demand from global organizations for procurement professionals highly qualified to a common standard across their operations. This agreement will allow members of both CIPS and ISM to have transportable professional recognition in the U.K. and North America, and will serve to further enhance the profession’s standing and credibility as a truly international discipline.”

This initiative will provide a platform for future development of a universally recognized international standard in purchasing and supply management, supporting the continued promotion of global recognition for the profession.

Both CPSM® and MCIPS enjoy high regard among professionals in the public and private sectors across the globe. Both institutes are leading members of the International Federation of Purchasing and Supply Management (IFPSM), a union of 43 national and regional purchasing associations worldwide.

Education Corner

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



For those members who were unable to attend our April meeting, we were privileged to hear about Internet Purchasing and Contract Considerations from Steve Faust, a local attorney who specializes in

business and contract law. In today's market where a vast amount of business is carried on through the internet, this proved very interesting and timely.

You won't want to miss our next educational opportunity. May's meeting should be quite valuable for everyone. We will be hearing from Christopher Wood who will be presenting "A Lean Transformation Journey". He will be showing the transformation that occurred at Performance Design, LLC, a Boise based company, with the use of Lean practices. This presentation will show examples of the 5 S's and material management. Be sure to pencil in Tuesday, May 18 so you don't miss his presentation on this very hot topic.

In June we will be welcoming Gary Hopper, a procurement and contract negotiation expert. Gary is from Portland, Oregon and will be speaking on Supplier Management. So, reserve Tuesday, June 15 to attend the last membership meeting of the 2009-2010 NAPM-Spokane Educational Year.

It has been a busy and informative year for our group and our education year is rapidly drawing to an end, only two more meetings before we break for the summer. The drawing for a free conference registration will be held during our June meeting. Remember, for each meeting you attended this year you earned one entry for a drawing to win registration for the Pacific Northwest Purchasing Conference which will be held at Northern Quest Resort and Casino. We are excited and proud to be able to hold this wonderful educational experience at Spokane's newest conference facility. The committee has been working hard to put together some great sessions that are not "just more of the same old thing". From dynamic keynote speakers to knowledgeable session presenters, this conference will hold something for everyone, whether you work in the private, public or non-profit business arena. Make plans now to attend this worthwhile conference which will be held September 29 – October 1.

Resume Tips: Five Ways to Grab Employers' Attention

With today's level of competition for good jobs your resume has got only one chance to make a great first impression. To be considered for interviews your resume must have that special something that grabs the reader's attention and motivates them to call you. Here are five strategies for transforming a blah document into a WOW resume that will get employers calling you.

1. Keep your focus clear and to the point.

The first thing potential employers need to know is what you do and the position you are interested in. In the past job, seekers have used an objective statement at the top of their resume to indicate their employment interest. With the lightning speed scanning approach that recruiters take in viewing resumes, a wordy, vague objective statement taking up three or more lines of text just doesn't get the job done. In most cases they don't get read.

Instead, write a short, direct professional summary that clearly illustrates your career focus. Your statement should include your profession, how long you've done it and your particular areas of expertise. Something to the effect of: Senior purchasing professions with 10 years' procurement expertise in: strategic sourcing, contract negotiation, financial analysis, strategic planning, leadership, contract law and process improvement.

Remember, your resume is not an historical tell-all. To keep your focus clear make sure that everything following in your resume relates to your focus. Leave off extraneous details.

2. Stuff your resume with key words.

The more key words you use the more frequently your resume will show up in online searches like LinkedIn, TheLadders and CareerBuilder, etc.. Additionally, employer resume data bases also use key words to query for qualifying candidates. Without appropriate key words your resume will be electronically ignored. Without key words, your resume is being shot off into a black void each time you submit it.

A good way to make sure your resume is full of key words is to check it against job postings. Use as many of the key words found in the responsibilities and qualifications sections of job postings. As much as you can, match up your terminology with what you find in job postings.

3. Keep your resume reader-friendly.

Nothing gets ignored like a resume full of lengthy blocks of text. No one has time to read through that much information. Resume screeners need to be able to absorb your information quickly. Leave out extraneous details so that key facts show up easily. Separate blocks of text into smaller easy-to-digest snippets of information. Use white space to separate bullet points so that each stand out. Be sure that your font size is readable: nothing smaller than 11 point.

4. Include plenty of accomplishments.

If you want to stand out from the crowd you must include accomplishments throughout your resume. Write accomplishments that show how you solve universal problems such as saving time, cutting costs, improving performance and increasing customer satisfaction. Your accomplishments should stand out on your resume in bullets separate from your responsibilities. Don't make the common mistake of combining responsibilities and accomplishments in a long list of bullets. List your responsibilities in a small block of text and your accomplishments in bullet form following.

5. Get your best information on page one.

It's true, if you can't grab their attention on page one they won't stick it out to find out the wonderful things you've got on page two or three. This presents a problem for those who experienced their most productive work five or more years back. The solution is to use the hybrid resume format that allows you to create a highlight of accomplishments section at the top of page one of your resume. This area of your resume is reserved for the best examples of your work. The accomplishments you include should illustrate the key transferable skills needed for the position you are interested in.

Don't delay in implementing these resume changes. Employers are waiting for you with opportunities for a better career and a better life.

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Deborah Walker, Certified Career Management Coach

Read more career tips and see sample resumes at:

[www.AlphaAdvantage.com](http://www.AlphaAdvantage.com)