

October 21, 2008 Facility Tour

Mountain Dome Winery

Please make plans to join us for a tour of Mountain Dome Winery on Tuesday, October 21 at 4:30 p.m. We will tour their facility, hear about the wine making process and have a tasting of their products.

Located in the foothills of Mr. Spokane is a dedicated wine making family who live in a geodesic dome attached to a 9,500 square foot winery. Mountain Dome Winery was built entirely by the Manz family and just happens to be one of Washington's premier producers of sparkling wines. Their dedication to the production of



sparkling wines started in 1984 when they pressed one ton of hand harvested grapes in their kitchen and fermented them in a small stainless tank.

Today Mountain Dome is the second largest sparkling producer in Washington State and is a dedicated vintner of "methode champenoise" sparkling wines. The winery's goal is to produce the finest sparkling wine possible from Washington State grapes. Two Willmes presses handle the grapes very gently and help form Mountain Dome's commitment to quality. The main winery building is a state of the art facility with Washington's only Gyro-matic riddling machine. The wines are aged for three to seven years in a 7,200 square foot temperature controlled building that maintains 54 degrees year round.

After the tour, for those who would like to attend, we will be



NAPM-Spokane Program
Tuesday, October 21, 2008

TOUR LOCATION
Mountain Dome Winery
16315 E. Temple Road.



DINNER AT:
Bottoms Up Tavern
13921 E. Trent Ave.

AGENDA:
4:30 pm- 6:00pm (approx.) Winery Tour
6:00 pm Dinner

Please RSVP by Oct .16 to: Megan Self at self@plant.gonzaga.edu or phone at (509) 323-5671.

meeting at the Bottoms Up Tavern for a no-host dinner. You may order from the menu or enjoy their nightly dinner special. The food is very good!



We hope to see you there!

Driving Directions: To get to Mountain Dome, from I-90, exit on Pines and travel north to Trent. East on Trent to Evergreen, turn north. Travel 6.2 miles (Evergreen becomes Forker Rd.). 1 mile past the fire station, turn right onto Temple Rd. Go ¾ miles to driveway. For those with a GPS, the address is 16315 E. Temple Road.

To get to the Bottoms Up Tavern, return to Forker Road and follow it south down the hill to the valley. Lend right at the bottom of the hill and follow Evergreen Rd to Trent. Turn left on Trent and it will be on your immediate left. The address is 13921 E. Trent Ave.

President's Message



An Old Chinese Proverb (or Curse)

It sure was great to see everyone at September's meeting! Nice turn out for our first meeting with an interesting and engaging speaker. Thanks to Pam Tatosky for getting the Spokane's Chief of Police as our "kick off" speaker! How about those financial markets? It reminds me of the old Chinese

proverb/curse. "May you live in interesting times." If that doesn't describe our current situation, I don't know what does. From my "around the room" discussions at the luncheon, many of our members are faced with significant issues. From strikes to financing, from fuel prices to lack of labor, we're faced with "interesting issues".

Keep in mind that every challenge is an opportunity. As

purchasing professionals, we have the unique ability to directly impact the bottom line of our organizations. When we make a "savings" (cost reductions or efficiency improvements) those savings falls directly to the bottom line in the form of profit. Certainly our organizations would like more profit! Remember to publicize that fact when it happens. Tout the value of Purchasing! If we don't show our value to top management, who will?

I know that we purchasing folks are a humble group, but we need to "blow our own horns". When the tough times come and the cut backs start, who does management look at to "right size"?; the areas that are adding profit/value or the ones that are adding costs? I think we know the answer to that one. So here's my challenge, especially to those of us in management positions, let top management know what Purchasing does and how we contribute. Make up those colorful charts and graphs. Put together those PowerPoint presentations and sell the value of Purchasing. Whew! It's time to get off my soap box, as I'm getting a little dizzy. Until next month!

Education Event

By Pam Tatosky, C.P.M.



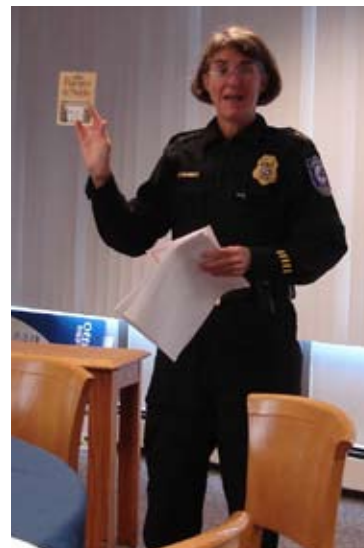
The NAPM-Spokane September meeting had a wonderful turnout as over 40 members came together to hear Anne Kirkpatrick, Chief of Police for the Spokane Police Department. The message of her leadership attributes was well received as she entertained our group with her down-home speaking style peppered with loads of humor. We were fortunate to have had

her speak to us.

The October tour of Mountain Dome Winery is sure to be another pleaser. This tour is bound to offer a lot of insight into the process required to produce the fine fermented grape beverages that are known across the nation and have won awards. This family grown operation produces only the finest sparkling wines possible. The whimsical gnomes pictured on their label lend a sense of playfulness to their wine and reflect the family's belief that everyone needs a little sparkle in their lives. Please make plans to join us! (Directions to the winery

are in the cover article.)

Looking ahead, November's meeting will cover a topic that is very pertinent in this time of economic struggle. Doug Wordell, Director of Nutrition Services at Spokane Public Schools, will be speaking on "Steak Fry Purchasing on a Shoe String Budget".



Doug will be discussing how he is able to run a department that must be self-sustaining; feeding thousands of children, many from lower socio-economic households, without pricing himself out of business. The November meeting will also feature our annual "Bring a prospective member to lunch and we'll pick up their tab" promotion. Mark November 18th as a "don't miss" meeting.

Trustee Time



Collaboration

By Todd Sharp, Trustee

By definition, collaboration is a process where two or more people or organizations work together toward an intersection of common goals by sharing knowledge, learning and building consensus. In itself, it is a worthy concept

that most of us strive to practice on a daily basis, both at work and at home. Look at the interaction you have with co-workers...you share ideas, learn from each other, agree on procedures.

I work for a company that was built on the foundation of collaboration, Inland Northwest Health Services. It is enthusiastically embraced in our workplace. Here in Spokane collaboration drives innovative health care.

While INHS may be known for its rehabilitation hospital, St. Luke's Rehabilitation Institute and its critical transport services of Northwest MedStar, the INHS health information technology division provides the backbone for current and future innovative technologies in health information exchange. The network includes more than 4,000 physicians in 38 hospitals and health facilities throughout the western United States, 450 physicians' clinics and offices and over 2.8 million electronic medical records. The INHS shared services model, combined with the integrated information systems, helps facilitate implementation of advanced clinical systems, quality improvement initiatives and patient safety systems.

Participating hospitals in the INHS network have been able to link all parts of the hospital, including clinical, financial and administrative functions, enhancing hospital operations and enabling more efficient management of patient information. 18 hospitals recently earned the distinction of being among the most technologically advanced hospitals in the country and were named to the "100 Most Wired" hospitals in the 2008 Most Wired Survey and Benchmarking Study according to Hospitals and Health Networks magazine.

With over 300 IT experts handling the needs of its diverse population of hospital customers, INHS has developed an unmatched knowledge base that allows customers to remain

focused on their business of caring for patients.

You, the patient, benefit greatly when you visit a physician or hospital within the INHS network. This is collaboration at its best. Practice this and reap the rewards.

Greater Spokane Incorporated Offers Green Events

➤ In-CENT-ives Workshop

Date: Tuesday, October 7

Location: The Davenport Hotel - Elizabethan Room

Time: 7:30 a.m. to 10:00 a.m.

Presentations on incentives, including energy-related federal and state incentives, Avista incentives and rebates, and City of Spokane Green incentives.

Speakers: Kevin R. Cox, CPA, LeMaster and Daniels, Gary Mallon, Greater Spokane Incorporated, Tom Lienhard, Avista Utilities, and Kimberly Powe, City of Spokane

➤ Energy Efficiency for Your Business

Date: Wednesday, October 8

Location: Spokane Regional Business Center - First Floor

Time: 8:00 a.m. to 9:30 a.m.

It's a balancing act. You need to keep your employees comfortable and maintain product quality - all while dealing with rising energy costs. In order to do all that effectively, you should consider looking at ways to cut down on your energy consumption. Learn some no cost/ low cost tips from Avista Utilities that will help you to use your energy as efficiently as possible. Find out how to utilize financial incentives to help off-set the cost of making energy efficient improvements in your facility.

Speakers include: Tom Lienhard and Catherine Bryan, Avista Utilities

Go to www.greaterspokane.org for more information and registration.

Membership Minute

By Margaret Hooley



Careers in Purchasing and Supply Management – The Future
One of the most valuable tools for supply managers around the globe is the Internet. The World Wide Web offers a fast and low-cost way to gather information on suppliers, products and services. Every

day, supply managers are surfing the Internet to:

- Source for suppliers
- View product demonstrations
- Track packages and shipments
- Conduct online bidding
- View electronic catalogs
- Research economic trends
- Check current exchange rates
- Order goods and services
- Research prices in commodity markets
- Explore price trends
- E-mail suppliers and colleagues

The usage and development of other e-commerce and technology tools allow organizations to forge tighter supply chain links with their suppliers and reduce the costs of doing business. New supply management tools and technologies are being created and adopted each day to increase the velocity of business and improve operational efficiencies. Supply managers are on the leading edge of business practices.

Where Will Supply Management Take You?

While negotiations, price strategies, contracts and budgets are all common areas in which supply management professionals can expect to work in the future, supply management is a career that can be applied to virtually any area of interest. Supply management departments encompass many different positions at various levels, and supply managers are involved in a truly broad career directly impacting an organization's profit and success.

In the future, supply managers will need to be prepared to add product value, increase quality, reduce costs and increase profits by addressing the needs of external and internal

customers through such tools as supplier relations, supplier selection, negotiations, operations, transportation, inventory, warehousing, benchmarking, e-commerce, recycling, technology and customer relations.

Whatever the specific area(s) of interest you choose to pursue, there's no question that supply management plays, and will continue to play, a significant role in business and will continue to be an exciting and influential career opportunity well into the 21st century!

Thanks to: Careers in Purchasing and Supply Management, ISM Website

Your Board Needs You!

The NAPM-Spokane Board of Directors has two Trustee positions open and we're looking for two individuals who would like to

become more involved in our professional association. Do you have a couple hours a month to volunteer?

A trustee position provides an excellent opportunity for you to get involved and help make decisions for the success of NAPM-Spokane.

Please contact President Steve Lunden or any of the Board members if you can help.



Key Supply Management Terms

CABOTAGE

Law that restricts marine transportation between contiguous ports of a nation. While cabotage is a term used principally in the maritime trades, similar laws apply to most domestic modes in most countries.

Manage Your Future
In:
Certification • Finances • Security • Knowledge • Profession • Career

Reserve This Date: **October 23-25 2008, Red Lion**
Columbia Center, Kennewick WA



NAPM Columbia Basin 65th Annual Purchasing Conference

2008 Pacific Northwest Purchasing Conference



By Laurie Hitchcock C.P.M., NPEC Director



I just want to remind all of our members that the 2008 Pacific Northwest Purchasing Conference (our 65th annual!) will take place in Kennewick this year, just a hop and a skip from Spokane. This is great opportunity for gaining many hours of valuable education for your resume, your ISM certification and even your own advancement within your company. NAPM-Columbia Basin, our neighboring ISM affiliate, is hosting the conference. They are presenting a superb roster of programs and speakers, like ISM CEO Paul Novak, Dr. Ross Reck who presented our negotiations seminar in March, Darin Matthews a renowned NIGP National Board member, and Mike Taylor, one of our favorite and most dynamic guest speakers.

For those of us in Spokane, the travel cost is minimal, and our annual conferences are always an education bargain, so please make your plans now, get your approvals and sign up to attend the conference October 23-25. Early registration is only \$250 for the whole conference and they're having a drawing for a free laptop for goodness sakes!

Go to the NAPM-CB website: <http://www.ismcb.org/Conference.htm> . You'll see lots of information about the conference and you'll get as excited about this year's event as I am.

Hope you had a great summer!