



BuyLine

Newsletter of the National Association of Purchasing Management - Spokane, Inc.

NAPM - Spokane, Inc. P.O. Box 2811 Spokane, WA 99220 www.napmspokane.org June 2005

Selling the Purchasing Function



*Presented by
Mike Taylor, C.P.M.*

What can we do to earn some respect for purchasing? Interesting question. As budgets get tighter, international competition grows and company presidents are hounded by SOX auditors, company restructuring is inevitable. That means some organizations will be getting new work scope and some

will be losing a few people. So how do we stay on the up side and avoid being one of the "chosen few to go"? They say the best defense is a good offense. Increasing our value to the company might be one way to stay on track.

We will look at ideas, concepts and contributions that the purchasing function and purchasing people can make. We asked ISM leaders about this subject and captured their ideas on how purchasing can make a difference. We'll review and discuss their thoughts and maybe come up with a few of our own.

Mike is an Acquisition Specialist for Fluor Hanford, Inc. His experience in leading, supervising and managing also includes volunteer organizations. He helped found the National Association of Purchasing Management, Columbia Basin (NAPM-CB) in 1980 and has held many offices in the Association as well as chairing the Pacific Northwest Purchasing Conference.

Mike's professional experience includes preparing and conducting seminars, speeches and workshops at professional meetings, conference workshops, supplier and public forums and company training programs.

NAPM Member Meeting
Tuesday, June 14, 2005

LOCATION

Gonzaga University COG
702 E. Desmet Ave., Spokane
Washington/California Room

AGENDA

11:30 a.m. Registration & Networking
11:45 a.m. Business Meeting
12:00 Lunch
12:30 p.m. Program

MENU:

Chicken Tagine
Spinach Salad
Couscous
Seasonal Vegetable
Rolls
Carrot Cake
Ice Tea and Water

COST:

\$12.00

Please RSVP by June 10th
To: Alice Sanders at:
alice_sanders@hollister-stier.com
Or by phone at (509) 482-1718

Our meals are catered. All no-shows are charged for and will be billed.

President's Message



By Bob Boyce

This past year as President has been rewarding, challenging and enlightening. My main goals this year were to increase our membership base, encourage the Board to perform more as a team than as individuals and broaden the exposure of our association to the region. New members are always difficult to obtain in any organization,

but we are encouraged that several have joined. Members of the Board are more cohesive and supportive of the efforts of all, which has had a positive effect on all activities. The events of NAPM Spokane are now advertised by the Spokane Chamber of Commerce, the Spokesman-Review, the Journal of Business, the Coeur d'Alene Press and the Northwest Inland Empire chapter of APICS. This exposure has given us local visibility and will hopefully result in increased membership.

As I mentioned, I believe the Board has worked harder than ever this year. The programs and seminars had extraordinary speakers and subjects; the BuyLine newsletter (already recognized by ISM as superior) has been updated with a fresh new look; Membership has organized groups to address

recruiting and retention; several members created and hosted a recruiting table at the spring Spokane Chamber Business After Hours event; and efforts are underway for the 2006 Pacific Northwest Purchasing Conference. This Board has worked very HARD and we should all be proud of their accomplishments.

Our June meeting will feature the installation of the 2005-2006 Board and will include a presentation by Mike Taylor, C.P.M., on a subject entitled "Selling the Purchasing Function". This will be the last member meeting until the fall, so your participation is important to support the new Board, engage in additional networking and hear a dynamic speaker. I hope to see you there.


I wish to thank the Board and the membership of NAPM-Spokane for their support during 2004-2005 and for giving me the opportunity to represent the affiliate.

Did You Know?

May Question: All of the following factors will strengthen the buyer's position in a negotiation session EXCEPT:

- A. a strongly competitive field
- B. lack of urgency for a contract
- C. unclear specifications
- D. a thorough cost/price analysis

Answer: C. unclear specifications (Without clear specification, a buyer is unsure of exactly what needs to be obtained, how long the final product development should be or the product's costs. Under such circumstances, the buyer is not in a strong position to negotiate with a seller.)




VP Corner

By Chuck Perkins

Volunteer Opportunities 2005-2006

As we approach our daily routines: Let us not forget what you can do for your

local NAPM-Spokane association membership. We are looking for volunteers to serve as:

- 1) Education Committee Chair
 - 2) Facilities Coordinator for arranging our meals and rooms for meetings and other events. This person will work with the Education Committee.
 - 3) Host committee members for the 63rd Annual Pacific Northwest Purchasing Conference. NAPM-Spokane will host this regional conference in Fall 2006. Volunteers are needed to work on facilities, program planning, registration, promotion and trade show coordination.
 - 4) Committee members for NAPM-Spokane's Education, Communications, and Membership committees.
- To obtain a volunteer job description contact Chuck Perkins, (509) 838.4246 (chuckp@giin.org) or Laurie Hitchcock, (509) 226.1979 (hitchcock.muleranch@worldnet.att.net) . We thank all of our 2004-2005 volunteers for their commitment of time, energy and fellowship!

Membership Corner



By Margaret Hooley,
Membership Chair

Lead By Example

New Recruitment Program for 2005

You can earn rewards by recruiting new members into ISM. It is open to all current ISM regular members and ISM affiliates. The campaign started March 1, 2005 and will continue until November 30th, 2005.

If you recruit new supply management members, you receive the following:

- 1 Member = a limited edition ISM compass
- 5 Members = an ISM pad folio
- 10 Members = \$100
- 20 Members = \$200
- 30 Members = \$300

More new members than anyone else = a wireless handheld device plus a trip to the 2006 ISM Annual International Supply Management Conference and Educational Exhibit in Minneapolis

Want to know?

- Board of Directors
- Upcoming Seminars
- Job Opportunities
- About NAPM-Spokane
- Meeting Schedule

Visit www.napmspokane.org !



How Do I Start?

Recruit co-workers, friends or other supply management professionals into ISM and then visit the Members Only section of the ISM Web site to log your recruits.

Once your recruits are verified and their membership dues are paid, you'll receive your reward(s).

Information regarding this program including special membership applications, is available by the following contact methods:

- 1) ISM at (800) 888-6276
- 2) www.ism.ws
- 3) My office – (509) 777-6273



The Washington State Chapter of NIGP is sponsoring two upcoming educational opportunities.

- Developing & Managing RFP's - July 11-13, 2005 — Olympia, WA
- Selling The Purchasing function – June 22, 2005 – Olympia, WA

You may see full details at the NAPM-Spokane website.

Visit www.napmspokane.org and click on Educational Events.

Education Committee



By Alice Sanders, C.P.M.

Our program year is coming to a close but before we take our summer break don't miss the following education opportunities in June. Our satellite seminar and luncheon program help you accumulate continuing

education units (C.E.U.'s) toward C.P.M. certification. Here is our calendar of events for the month of June.

June 8: NAPM-Spokane Board of Directors Meeting at WestCoast Hospitality. 4:30-5:45 p.m.

June 9: ISM Satellite Seminar, "Discovering Supply Management's Social Conscience". at SCC 7:00 a.m. - 11:30 a.m.

June 14: Membership Meeting and program, "Promoting the Purchasing Function" with Mike Taylor, C.P.M. at Gonzaga University. 11:30 a.m.

Have a great summer and we'll see you in September!

ISM Leadership Person of the Year

Cynthia Trainer, C.P.M., NAPM
— *Western Washington*

Cynthia Trainer, C.P.M., is honored as a member who has been a visionary for the advancement of ISM and the supply management profession. She actively promotes the supply management profession at the local and national levels. Her willingness to manage and encourage change has steered the affiliate through Web site enhancements and improvements to the software used to maintain affiliate records. In addition to spearheading a new affiliate marketing initiative, Trainer reorganized and promoted the affiliate's business plan and continually works to insure that the

goals of NAPM—Western Washington, Inc. align with the mission and strategic goals of ISM. Trainer serves as a mentor and resource to board members and committees volunteers. Her service on ISM committees also provides

opportunities for contributing to positive changes in the supply management profession. Trainer is an SAP trainer for the City of Tacoma, business information systems department, specializing in materials management. She is a former member of ISM's Ethical



Standards Committee and was recently appointed to the ISM Affiliate Support Council. Cynthia also serves as the NAPM – Western Washington NPEC board member and Council Secretary.

Highlights of the May Membership Meeting



Member of the Year and Employer of the Year awards were presented at Top Management Night, an APICS/NAPM-Spokane joint dinner meeting at Templin's Resort.

Steve Lundin, C.P.M. was named Member of the Year with a plaque

acknowledging the contribution of his personal time to teach C.P.M. review classes all year. As the Purchasing Manager for **Gonzaga University**, Steve supports our affiliate by encouraging participation of his staff and resources. Steve also accepted the Employer of the Year for **Gonzaga University** for providing facilities for meetings and seminars throughout the year.

The Northwest Purchasing Education Council serves ten ISM affiliates in Washington, Oregon, Idaho Montana, Alaska and Hawaii by sharing educational and professional development opportunities among



affiliates and encouraging networking among the supply management

professionals in our region.

Visit us at www.nwpurchasinged.org .



Certifications Achieved !!!

Leslie Sheldon, A.P.P. - Oxarc, Inc.
- New certification!

Greg Rice, C.P.M. - Potlatch Corp.
- Re-certification!

Judy Wood, C.P.M. – Servatron
- Lifetime certification!

These NAPM-Spokane members have proven their dedication to professionalism in the field of purchasing and supply management.

Congratulations!!!

OCTOBER
5 - 7, 2005

DoubleTree Suites Hotel
at Southcenter

Earn up to 12.5 Continuing
Educational Hours (CEH)
towards C.P.M. re-
certification by attending
this conference.

62nd Annual Pacific Northwest Purchasing Conference — Seattle, WA

Keys to Successful Supply Chain Management: *Adaptability, Sustainability and Accountability*

Presented by the National Association of Purchasing Managers - Western Washington (www.napmww.org); which is the Seattle Area affiliate of the Institute for Supply Management. The conference is sponsored in part by the Northwest Purchasing Educational Council (www.nwpurchasing.org). Public purchasing content is provided the Washington State affiliate National Institute of Governmental Purchasing. (www.nigp.org).



Keynote Speaker

Paul Novak, C.P.M., A.P.P.
Chief Executive Officer
Institute for Supply Management™

Paul Novak, C.P.M., A.P.P., has been with the Institute for Supply Management™ (ISM) since October 1988. During that time, he has been responsible for every aspect of the Institute. Just prior to being named Executive Vice President and chief operating officer, Novak was Senior Vice President and treasurer. In 2000, he was named Chief Executive Officer.

Keynote Speaker

Carol Criner
Vice President
Business Operations
T-Mobile



Carol Criner is responsible for T-Mobile's supply chain operations, procurement as well as enterprise launch processes. She is one of the principle architects of T-Mobile's supply and contract management strategies supporting business operations. Carol joined T-Mobile in 2001 after serving as Vice President of Sales at Voicestream Wireless.

The 62nd Annual Pacific NW Conference is the major educational event hosted by the Pacific NW Affiliates and recognized by the Institute of Supply Management (ISM). We represent professional supply chain personnel from Alaska, Hawaii, Oregon, Idaho and Washington State. Please join us in learning from some of the industry's experts and how they integrate real solutions to achieve The Keys to Successful Supply Chain Management; Adaptability, Sustainability, Accountability.



Keynote Speaker

John Stephens
Director of Marketing Procurement
Microsoft Corporation

As Director of Marketing Procurement, John Stephens is responsible for the sourcing and procurement of marketing related goods and services for Microsoft, Public Relations, Research, Direct Marketing, Print and Tradeshow/Event Management groups. He has also had a key role in the development of Microsoft's internal suite of eProcurement and spend management technology solutions.

Keynote Speaker

David K.Y. Tang
Partner; Preston Ellis Gates, LLC



David Tang's law practice concentrates in the areas of international commercial transactions, venture and secured financing, investment matters and real estate transactions. David was the Managing Partner at Preston Ellis Gates, LLC from 1995 to 1999. He is based in the Seattle and Hong Kong offices and speaks Chinese. He is a member of the American Law Institute and is included in the listings of International Who's Who of Business Lawyers and Washington Law & Politics Super Lawyers. He is currently deputy chairman of the board of the Federal Reserve Bank of San Francisco and chair of the Greater Seattle Chamber of Commerce.

REGISTER ONLINE AT WWW.NAPMWW.ORG