

## June 17th Educational Program:

# A Wealth of Information at Your Fingertips!

Presented by Mike Taylor, C.P.M.

**T**here is an unbelievable amount of professional, career and supply management information hiding in the depths of the ISM web site. Spend lunch time with Mike Taylor and the ISM web site and I'll bet you find a lot of useful tidbits. During the workshop, we'll explore the ISM web site looking at descriptions, sample specifications, career advice, training materials, discussion forums and many more useful tools.



Mike Taylor, C.P.M., has been in the Supply Chain profession since 1973. His career includes purchasing responsibility for a custom fabricator of large hydraulic cylinders, commercial nuclear power plant construction and Federal Government contractors. This includes

11 years as first-line manager as well as many years as a team lead. Mike is presently a Supply Chain Specialist for Fluor Hanford, Inc. (FH), the Management and Integration Contractor at the Department of Energy Hanford Site. Mike is a leader in the effort to make use of the Internet and electronic commerce in FH acquisition. Visit Mike's website at: <http://www.mltweb.com>

## NAPM-Spokane Luncheon Meeting & Program Tuesday, June 17, 2008

### 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:

Texas BBQ  
BBQ Chicken Breasts  
Pulled BBQ Pork  
Vegetable Burgers  
Baked Beans  
Corn on the Cob  
Coleslaw  
Relish Tray  
Cookies and Brownies  
Ice Tea

**COST:** \$14.00

*Please RSVP by June 16 to: Megan Self at [self@plant.gonzaga.edu](mailto: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 Pam Tatosky,*

**I**t's hard to believe that June is already here and my term as leader of this terrific group of people is coming to an end. When I first became president, I asked myself, "What can you do for this organization?" Given

I'm not one of those type A personalities (I basically go through life doing what I'm told to do, offering my opinion only when it's asked for), it was kind of scary to take the reins of leadership. But I have to say that my job was made easier because of the wonderful group of fellow board members I had to help support me. I told these people at the board retreat last

August to think outside the box; come up with new and innovative things. And you know what? They did just that...they took the challenge and I feel they helped to revitalize our luncheon meetings. This was evidenced by the increased attendee counts we experienced this past year. We presented some new topics along with some old favorites, brought in some new speakers and some old favorites, hosted a "Bring a Guest for Free" luncheon, held a silent auction at one meeting, and who can forget our very successful one-day seminar featuring Ross Reck? Do I feel this has been a productive year? Thanks to everyone's cooperative hard work, I would say yes.

We also recognize and appreciate that you, as our valued members, choose to dedicate time to participate in our organization's educational programs and networking venues. The fact that you signed up and attend our monthly meetings and our one day seminar shows us that you are interested in what we have been offering. Because of your participation, I thank you for helping to make this a great year.

As I have reiterated several times this past year, NAPM-Spokane is run entirely by volunteers. Everything from where, when and what to serve for our fabulous luncheons to who will be invited to speak is decided by this group of people who volunteer their time and efforts. Are you interested in becoming a part of this dynamic decision making group? We always have room on a committee for new and fresh faces. Even if you can't spare any extra time, do you have any ideas for upcoming luncheon topics? Please feel free to contact any one of the board members and let them know what is pertinent in your business life that you would like to hear showcased at a future membership luncheon. Remember, this organization is for you. We strive to give our members what they feel is necessary to keep current in today's world of supply management. Your voice is heard.

I hope to see all of you at our final meeting on June 17 where we will be giving out our annual awards and installing the new board, as well as hearing from Mike Taylor about how you can fully utilize the ISM website in your daily work duties.

Have a fun and safe summer and we look forward to serving your professional educational needs next year.

# Education Corner



*By Dennese Schumacher,  
Education Chair*

Hi everyone,

This will be my last update as your Education Chair as I'm handing off the baton to Pam Tatosky, our President who will be taking this position. I've enjoyed filling this role this past year and hope we have met and even exceeded your

expectations.

Our monthly meetings provided invaluable networking opportunities, great luncheon speakers, a late afternoon tour at Huntwood with dinner to follow, and the Negotiations Workshop. And let's not forget, the lunches and facilities have been excellent (thanks to Megan and Gonzaga University).

I'm looking forward to wrapping up our year with speaker Mike Taylor, speaking on the ISM website, and I'm also looking forward to the best time of the year (in my opinion) – summer.

# VP Corner



*By Steve Lunden, C.P.M.*

## C.P.M. Certification – Time is Running Out!

**A**s summer time is upon us and our thoughts go out to those fun activities, I thought I'd remind everyone of one of the impending deadlines. Remember, the C.P.M. certification is being "phased out" by the new C.P.S.M. certification. The last day to register for any of the C.P.M. exams is December 31, 2008. If you are registered by that date, you will have until December 31, 2009 to take the exams. The last day to apply for C.P.M. certification is December 31, 2013.

If you wish to obtain your C.P.M. certification you still can, but time is running out. If you have you're A.P.P. certification, you have to take the exams for Modules 3 and 4. If not, you'll need to take all four of the exams. This is not an impossible task, but it will require some planning. The bad news is that

we just finished off the last review classes. Unless the demand for C.P.M. Review classes is significant, the focus for our training will concentrate on the C.P.S.M. Bridging exam.

So don't panic yet, but it's time to plan and take the exams before this certification becomes unattainable. Remember, you do not have to have a 4 year degree for your C.P.M. It is a minimum requirement for the C.P.S.M. Don't let this valuable certification slip away!

### And, hot off the press release...

**I**SM this month released the ISM Professional Series — the latest study tool for professionals hoping to earn their Certified Professional in Supply Management (CPSM) designation.

The ISM Professional Series covers the major aspects of supply management. The series draws information from all industries and levels, formulating a macro view of the profession. This standalone work focuses on the core concepts that candidates will need to know and understand in order to qualify as a CPSM.

The ISM Professional Series is comprised of three books: The Foundation of Supply Management, Effective Supply Management Performance and Leadership in Supply Management. The series focuses on challenges, goals and skill sets supply management professionals will need to acquire in order to be successful in strategic supply management. With methodologies to investigate, strategies to pursue and case examples from several international organizations, the ISM Professional Series is an essential resource for every supply professional.

The ISM Professional Series is available for \$195 for members and \$280 for nonmembers. Place your order by contacting ISM Customer Service at 800/888-6276 or 480/752-6276, extension 401, or by downloading a product order form located at [www.ism.ws](http://www.ism.ws). Select Products, then Download Product Order Form.

### We're on the WEB !

NAPM-Spokane, your local affiliate,  
[www.napmspokane.org](http://www.napmspokane.org)

Northwest Purchasing Education Council (NPEC), information around our region, [www.nwpurchasinged.org](http://www.nwpurchasinged.org)

Institute for Supply Management, [www.ism.ws](http://www.ism.ws)

**Log On & Check Us Out!**

### Want to know?

Upcoming Seminars

Job Opportunities

About NAPM-Spokane

Meeting Schedule

Visit [www.napmspokane.org](http://www.napmspokane.org) !

# Membership Corner



**By Debra Smith**

Customers provide us with feedback in clear ways: They work with us or they work around us. They say good things about us or they say negative things, impacting our reputation. We usually don't know why customers make those choices and what would increase their satisfaction. Most

people are not candid. Instead, they say nothing, voting with their feet. We train people to treat us as they treat us.

Michael and Mary Lu Harding's "Purchasing" second edition book offers insights in determining Purchasing status in any organization. The Harding's' state: "If the purchasing function is not currently held in high esteem within the organization, purchasing must change the perceptions of others by changing itself. Credibility is built over time. The purchasing department can start by doing the following:

1. Provide proper training for department personnel (even if it is a department of one.) Training and preparation are fundamental strategies. Make the commitment to training permanently, and keep training and retraining.
2. Set goals for the department on cost and lead-time reductions, supplier development, improved supplier quality and so forth. Work towards these goals. Record and report the results.
3. Offer services to other departments, including the following:
  - Engineering: for locating new technologies, supplying samples, etc.
  - Finance: for negotiating preferred terms of payment, and helping to resolve problems with discrepant invoices and problems with standard costs.
  - Maintenance: for resolving problems such as availability of repair parts, supplier technical assistance, and quality of materials and tool life.
  - Inventory: for reducing inventory levels and assuring proper inventory mix. Suppliers can assist in this effort.
  - Sales: Purchasing has access to many external sales

personnel, and resources, which can be a valuable source of marketing information. Purchasing is often aware of new products and trends before they are made public.

- Quality: Meet with quality control personnel to learn of quality requirements for purchased components, and supplier performance. Know how purchased components perform in the finished products and understand current process yields. Volunteer to assist in supplier quality evaluations.

4. Volunteer your services in all company functions, and become a source of information and assistance that is sought and valued by these functions. This may initially be an added burden for which purchasing has little time, but start small. As your services become valued, your requests for added resources may be granted more readily. Also, smart purchasing will cut the workload for all functions.

5. Toot your own horn. Publish results of financial, lead-time and quality efforts.

6. Ask to be invited to management meetings that address issues such as the financial status of the company, new product development, sales meetings and plant expansion. Come to these meetings prepared to contribute. Get agendas in advance and brainstorm with the chairperson prior to the meeting.

7. As word of your comments, questions, and contributions during these meetings spreads, you will not have to ask to be invited. You will be part of the team.

8. Continue to develop networks of supporters in your organization. Broadcast purchasing accomplishments in contributing to profit, penetrating new markets, responding to customer needs, and improving product quality.

9. Make sure full credit is given to all people and departments who have assisted purchasing in achieving improvement and its goals.

This is good advice. Take a minute or two to evaluate your organization, and try to discover how purchasing is regarded by upper management where you work. It is up to all of us to make Purchasing and Supply Management one of the key business functions in any organization.

**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 65<sup>th</sup> Annual Purchasing Conference**

## 2008 Pacific Northwest Purchasing Conference

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



Just want to remind all of our members that the 2008 Pacific Northwest Purchasing Conference (our 65<sup>th</sup> 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.

Have a great summer!

# Highlights of our May Meeting



## NAPM-Spokane Election Results 2008-2009 Board of Directors

President	Steve Lunden, C.P.M.
Vice President	Russ Kenworthy, A.P.P.
Treasurer	Thea Bremer, A.P.P.
Secretary	Matt Hammar
NPEC Director	Laurie Hitchcock, C.P.M.
Trustee	Todd Sharp
Trustee	Rick Rinderle, C.P.M.
Trustee	Megan Self, C.P.M.
Trustee	Vacant
Education Chair	Pam Tatosky, C.P.M.
Membership Chair	Margaret Hooley
Communications Chair	Laurie Hitchcock, C.P.M.

## Welcome New Members!

**Patrick Handran**  
Purchasing Manager  
Semitool Inc.

**Donald Tucker**  
Director of Operations  
Leisure Concepts Inc.

