

## November 20th Educational Program The Five C's of Excellence

Presented by Sharon McGee, CSHO

The Five C's of Excellence is an inspirational examination of the skills and aptitudes necessary for excellence. What is it? How achievable is it? And do we truly understand what is meant by excellence? For though it is something to which we all aspire, it is also a word that is often misused - as we ignore its rigors and settle for less.

**Communication** ~ Written, Oral, Interpersonal & Persuasive skills;

**Continuing Education** ~ is necessary, attend seminars, obtain professional certifications

**Connected** ~ Networking with Clients, Colleagues, Suppliers and others;

**Conscientious** ~ Strong leadership skills and ethics;

**Conflict** ~ True peace is not merely the absence of tension; it is the presence of justice. We will understand the myths of conflict, learn to manage the 3 Stages of Conflict and discover the 5 Styles of Conflict Resolution.



**Sharon McGee**

Each "skill" discussed will sparkle anew with Sharon's imaginative approach, down to earth suggestions, sense of humor and contagious enthusiasm.

Sharon McGee, CSHO serves as President/CEO of R.M. Mechanical, Inc., a WBE firm and HUB entity. She holds a Class A Master Mechanical License for the State of Texas and she works hands on and in the trench with her 75 R.M. Mechanical Ambassadors. Sharon is a Certified Safety and Health Official (CSHO) and trains many organizations across the United States on OSHA Regulations 1910 and 1926.

Sharon is a featured author in a book titled "Leadership Defined" and is writing her second book ~ Best of the Best in Customer Service. Sharon is an "award-winning" adjunct instructor for TEEX/OSHA and TEEX Center of Leadership Excellence and a certified Leadership Trainer for Maximum Impact Speakers/Dr. John Maxwell.

Serving as a Disaster First Responder for American Red Cross, she was named a Hero in Central Texas by the American Red Cross and was named Volunteer of the Year by United Way. Sharon believes in giving her time and resources back to the community. Sharon is a Past Chairman of the Board for Associated Builders and Contractors. Sharon

### NAPM-Spokane Luncheon Meeting & Program Tuesday, November 20, 2007



**Location:**

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

**Agenda**

11:30 am Registration & Networking

11:30 - 1:30 **Silent Auction!!**

11:55 am Business Meeting

12:00 Luncheon

12:30-1:30 Education Program

**1:30 Auction Winners Announced!!!**

**Menu:**

Meat Lasagna

Alfredo and Marinara Sauce

Antipasto Mixed Green Salad with Penne

Breadsticks

Carrot Cake

Iced Tea

**Cost:** \$14.00 - This month lunch is free to qualified potential new members. Bring one with you and win a Starbucks Coffee Card !

**Please RSVP** by November 14<sup>th</sup> to: Megan Self at [self@plant.gonzaga.edu](mailto:self@plant.gonzaga.edu) or phone at (509) 323-5671. 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 [www.gonzaga.edu/about/campus-map.asp](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.

is on the Advisory Board of the Samaritan Health Care Ministries, National Association of Women in Construction and is actively involved in the Alumni of Leadership Texas.

Sharon was also awarded the 2006 National Leadership Award for her outstanding service, assistance and leadership in promoting a pro-business agenda including tax reform and fiscal responsibility.

In 2006, R.M. Mechanical, Inc. was awarded with Top 500 Women Owned Businesses in the United States and the Top 100 Women Owned Businesses in Texas.

# President's Message



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

**S**et the scene: It's Tuesday, November 20, you're at work but your mind is racing. You know you have 12 guests coming to your house in 48 hours expecting a five star Thanksgiving meal. You still have to defrost the turkey; plan, shop for and make all the side dishes; and bake 3 pies. If that weren't enough, your supervisor (who obviously has no personal life outside of work) has just dumped a

project on your desk that is needed by next Monday. And now, NAPM wants you to take two hours out of this hectic schedule to do what???

If you are like the rest of us, this scenario has a definite ring of truth. With schedules busy, you may think that by not attending the NAPM November Membership Luncheon this will be one way to reclaim two hours. Well, I am here to tell you, this is not the meeting you want to skip. The board has been laboring to make sure this meeting exceptionally special.

To call this a "Membership Meeting" is doing it an injustice. These are the highlights of November's Membership Event:

- Bring a prospective new member with you to this meeting and they

will receive a free lunch. That's right, NAPM will pick up the tab for their lunch fee. Not only that, but for every viable purchasing professional you bring, as a thank you from the organization, you will receive a \$5 Starbucks card. One guest, one card; three guests, three cards; fifteen guests.....well, let's get real, where are you going to get fifteen purchasing professionals?

- We will be holding a silent auction from 11:30 to approximately 1:30 (or 10 minutes after our guest speaker has concluded the presentation). There will be a Movie Night basket, a Scrapbooking basket, a Gonzaga basket, tickets to sporting events and many more surprises. Bidding will take place and be awarded at this meeting so bring your check books...the bidding items are fantastic!
- The speaker this month has been brought in from Texas. Many of our members have heard her speak and this presentation promises to be memorable (see the front page for more details).
- The lunch menu is a member favorite! Italian cuisine – absolutely nothing to do with the traditional November holiday meal lineup.

So, as you can see, two hours will be a small price to pay for this exceptional NAPM event. Come network with your peers, bring a guest and get a Starbucks card, enjoy a fabulous lunch, hear an exceptional speaker, and bid on an item that may make that perfect Christmas gift. Hope to see all of you there.

## VP Corner



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

### *The Value of Peers*

**I**recently attended the 2007 National Association of Educational Procurement, District VI Conference. It was held in scenic Coeur d'Alene, ID at the Coeur d'Alene Resort in early October. (A very nice venue if you haven't had the pleasure of visiting.) The group was composed of procurement professionals from

many colleges and universities in the west. Some small, some large, some well known, some unknown to me until then. Total attendance was around 175 attendees.

What I was struck by was the similarities that we all have in our industry and sectors. Many of the challenges that I face are very similar to those faced by my peers. While the scale of things that we do at Gonzaga may be much smaller than what they are doing at the University of Washington, the challenge is the same.

The solution that they arrived at may be what I can use in my situation.

The time frame may be much different. Most of us are on different implementation schedules. Some are on the cutting edge, others are on the bleeding edge, while others of us can evaluate the decisions made by the innovators and save some of the hard knocks that they've absorbed. It was nice to notice that while you may be on the later end of the implementation in some areas, you were in a leadership area of innovation in others.

The sharing of information, techniques, and experiences are all very valuable. This can pay off in time and dollars spent. People are usually very open to sharing their knowledge and experiences, unless it gives away a competitive advantage. Even then, I found some of our direct competitors very helpful in discussing topics. (I'll concede that this will be much more difficult in private industry, especially within industries.)

You get the most out of the sharing when you put more effort into it. We should make every effort to adopt the networking philosophy as a regular part of our daily business. Share your knowledge with your peers, friends and fellow procurement professionals (maybe not your direct competitors)! We don't all have to learn at the School of Hard Knocks.

# Education Corner



*By Dennese Schumacher  
Education Chair*

**Hi everyone!**

Thanks to those who attended the Huntwood Industries tour; we had around 25 members/guests. Our guide, Kevin Anderson, was very informative. Here's a list of interesting things we learned and

saw during our tour:

- 530 factory workers and 550,000 square feet
- No MRP and few computers on the floor
- 6000 SKU items and multiple variations off of each
- 2000 end items manufactured per day
- AGV – automatic guided vehicle forklifts delivering items to shop floor
- Automated Router Operation – optimize material utilization over 24 hour period – looking to improve
- Simple Delivery Carts for Kits – Use rope to keep material compartmentalized
- Flow Through Ovens – Fast throughput

- Automated Paint Lines – Quick changeover
- Kit Process with Multiple items coming from different directions
- Safety Design – Automatic stop device on saws
- Inspection of material before assembly and processing
- Automatic removal of waste and dust (and sale of sawdust)
- Automatic Kanban and min-max systems within the plant
- Robot stacking of cabinet kit
- Bar-coding of every individual piece and component within system

NOVEMBER – Sharon McKee, our luncheon speaker, who is also an author of “Leadership Defined” has donated several of these books; 2 will be in gift baskets for the silent auction and 2 will be given away as Door Prizes. If you are a lucky winner of one of these books, have Sharon sign your copy after the luncheon.

DECEMBER – Month off to spend with friends, family, and pets- have FUN!

JANUARY - Speaker to be announced covering 2008 Economic Forecast

Coming in March, Educational Workshop

# Membership Corner



*By Debra Smith  
Membership Chair*

There is a football saying that goes “The best defense is a good offense.”

In business speak, it means that we need to insure our job security by continuing to improve in our job performance and capabilities and demonstrate our value to

the company. This means that we have to continue to learn, whether it is via college courses, seminars, or networking with our purchasing peers.

Like individuals, associations or groups can become stagnant. In order to prevent this, the strategic goal for our association is to increase our membership and hence bring in

new members with fresh ideas and renewed energy. If we do not move forward, we become stagnant and will be ineffective for our members. If you have ideas on ways we can add value to our membership please contact Debra Smith (Membership Chair) at [dsmith@triumphgroup.com](mailto:dsmith@triumphgroup.com) or at 509-623-8536.

On another note, please take a moment and think of other people in the local purchasing field that would enjoy and benefit from association with NAPM-Spokane. Encourage them to come with you as a guest of NAPM-Spokane for lunch at our November 20<sup>th</sup> meeting. This will be a wonderful opportunity for you and your guest to listen to Sharon McGee, a powerful motivational lecturer and trainer, and enjoy a tasty meal at the same time! Please remember to include their names in your R.S.V.P for the November luncheon meeting so we have an accurate count for lunch. Oops! One more thing. Should your guest decide to join NAPM-Spokane, you will receive a Starbuck’s gift card as a special thank you! The November meeting looks to be pretty exciting to me! I can’t wait!

# For Immediate Release

## Be Among the First to Obtain the Top Professional Credential in the Expanding Field of Supply Management – the CPSM

ISM Announces Registration for CPSM Pilot Exams

(Tempe, Ariz.) October 26, 2007 – Institute for Supply Management™ (ISM) invites supply management professionals to take the next step in advancing their careers by participating in ISM's Certified Professional in Supply Management Pilot Testing Program.

The CPSM represents the highest degree of professional competencies, containing the most comprehensive body of knowledge in supply management, and is designed to lead the profession by emphasizing the main components of supply management.



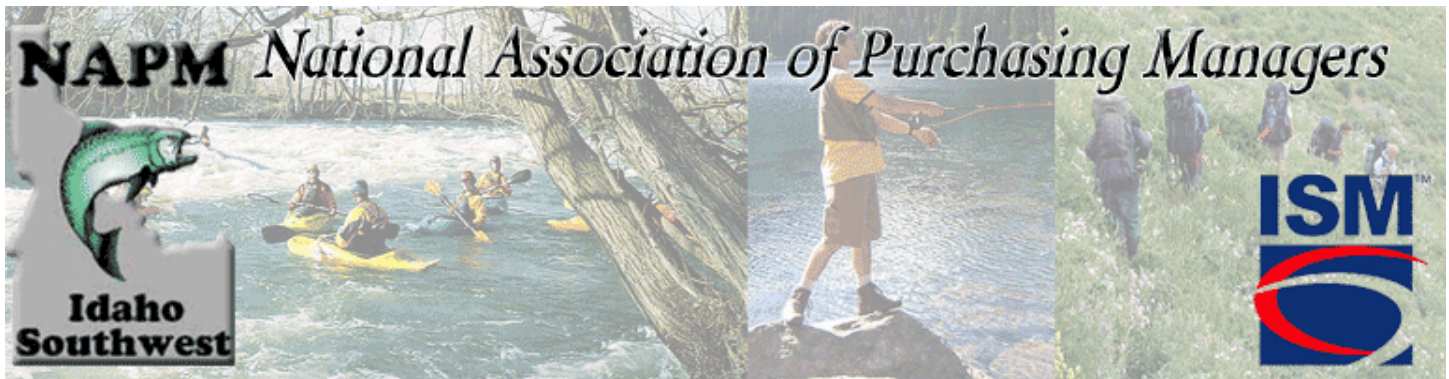
Pilot testing is a standard practice when introducing a new qualification. It ensures the exams will be both reliable and credible. All supply management professionals who want to achieve the CPSM are welcome to participate in the CPSM Pilot Testing Program.

Pilot testing will be offered through ISM affiliates and participating companies on-site in February and March of 2008. Affiliates and companies must have at least five exams to test (individuals may take multiple exams) in order to register for the pilot program. Keep in mind that the CPSM Bridge Exam will not be offered during the pilot testing period.

Professionals who participate in the CPSM Pilot Testing Program will get more than 70 percent off standard CPSM Exam pricing during the pilot testing program.

Endorsed by business and thought leaders across the globe, the knowledge, skills and abilities represented in the CPSM will enable professionals to excel in 21st-century strategic supply management.

For additional information on the CPSM program and to sign up for CPSM e-mail updates, log on to [www.ism.ws/certification](http://www.ism.ws/certification) and select Certified Professional in Supply Management (CPSM) Program.



# 64th Pacific Northwest Purchasing Conference

Boise, Idaho – November 1-3, 2007

Go to : [www.napm-isw.org](http://www.napm-isw.org)

**N**APM-Idaho Southwest (Treasure Valley) and ISM Idaho (Pocatello) will host the 64th Annual Pacific Northwest Purchasing Conference, a regional conference of supply management professionals from the states of Alaska, Idaho, Oregon and Washington.

We are excited to invite you to participate in the Conference, which will be held November 1st through November 3rd at Boise State University in the Student Union Building. Participation in the Conference offers you and your organization exposure to multiple disciplines in Supply Management today.

The Conference will bring together buyers, purchasing agents, purchasing managers, supply management executives, engineers, educators and business owners. Included in the Conference will be four (4) certified technical 4 hour sessions including Negotiations, Legal, Project Management and Resources - Web Safari. In addition several general sessions will be offered with speakers and industry related exhibits. For more information, see the NAPM-ISW web site.

The registration fee is a phenomenally low \$200.00 per person for ISM members and \$220 for non-members. It includes the Thursday evening reception, three meals on Friday, and two meals on Saturday!! We've also arranged for a special door prize: Four tickets for the BSU/San Jose State football game on Saturday, Nov. 3rd.

Rooms have been reserved at the Marriott Courtyard at a special rate of \$65 per night. The hotel is a ten minute walk from the conference site. Make your reservations early by calling 208-331-2700 and identify yourself as attending the NAPM-ISW Pacific Northwest Purchasing Conference to get this special low rate.

Speakers will include Norbert Ore, C.P.M., winner of ISM's 2007 J.Shipman Gold Medal Award and Chair of the ISM Manufacturing Business Survey Committee, Elaine Whittington, C.P.M., CPCPM, A.P.P, Past President of NAPM and also a J.Shipman Awardee, and Dr. Ross Reck, the Top Gun Negotiator. More information on speakers and classes will be available at the NAPM-ISW website.

Organizations interested in participating in the Trade Show and/or sponsoring conference events should go to the website and see the Exhibitor Invitation.