

Subject: FW: NAPM-Program Notice - time to RSVP
Attachments: ATT00083.txt

Program Notice:

Our February 7 Program will be: “Strategic Supply Chain Partnerships”.
Speakers will be Myron Kleingartner of Pape Material Handling and
Marvin Moore of the Pasco School District.

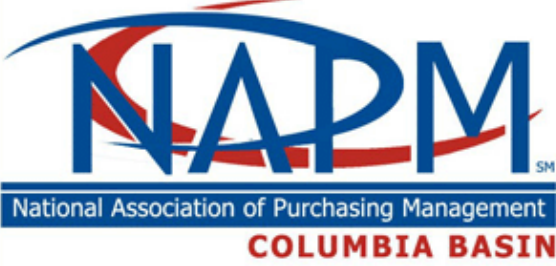
We will hear two separate views on strategic supply chain partnerships first from a supplier’s perspective
and then from a supply chain management perspective. Read more below....

NEW LOCATION: Uptown Restaurant in Richland (corner of Jadwin and Williams – near the
Spudnut shop)

RSVP Michelle Ochweri if you are planning on participating
ochwerim@bentonpud.org, (509)582-1239.

We’ll gather about 5:30 p.m. and our program will start about 6:30.
The dinner program is open to all interested professionals – there is no charge.
Each person will order from the menu and take care of their own bill with the restaurant.

See you there!
Mike

 <p>The logo for the National Association of Purchasing Management (NAPM) Columbia Basin. It features the acronym 'NAPM' in large blue letters with a red swoosh underneath. Below it, the full name 'National Association of Purchasing Management' is written in a smaller blue font, and 'COLUMBIA BASIN' is written in red below that.</p>	<p><u>Leadership Team 2011-2012</u> Michelle Ochweri, President 582-1239 Marie Taylor, Vice President Jon McGarrigan, Past President 735-6481 Rob Miles, Secretary 943-7900 Dawn Moreland, Treasurer 376-5877 Mike Taylor, Membership 376-6483 Pete Braun, Director 783-3556 Tiffany McFarland, Director 376-3964</p>
<p>February 7, “Strategic Supply Chain Partnerships”, speakers will be Myron Kleingartner of Pape Material Handling and Marvin Moore of the Pasco School District.</p>	<p>Annual Dues Billing. Thanks to everyone who renewed their membership and welcome to our new members! Encourage friends and colleagues to</p>

February 21, Board Of Directors Meeting *All members welcome*

March 13, Benefits of Membership and ISM web site tools M Taylor

March 20 Board Of Directors Meeting
All members welcome

April 10 Dinner Program

April 17 Board Of Directors Meeting

participate. [Use this Invitation](#)

Feb 7 program:

“Strategic Supply Chain Partnerships”, speakers will be Myron Kleingartner of Pape Material Handling and Marvin Moore of the Pasco School District.

More details to come....

“Strategic Supply Chain Partnerships”, February 7.

We will hear two separate views on strategic supply chain partnerships first from a supplier’s perspective and then from a supply chain management perspective.

Joining our discussion is Myron Kleingartner of Pape Material Handling. Myron is a graduate of Oregon State University and has worked for Pape Material Handling, 11 years in Eugene, Oregon; 3 years in Portland, Oregon; and 16 years here in the Tri-cities for a total of 30 years. As you can see Myron isn’t new to the supply chain. Myron will share with us stories of his success in building strategic supply chain partnerships.

Then we will turn the tables and hear from Marvin Moore a member of NAPM-CB since 1985. Marvin has held multiple local and district NAPM positions and served on national board for NAPM prior to it being renamed to ISM. Marvin is currently working for Pasco School District as a Business Systems Analyst. Marvin has 15 years local government procurement experience along with 10 years manufacturing experience in food, electronics, and furniture. Marvin will share his experience from a supply chain management perspective.

This dinner meeting will be an opportunity for all of us to bring ideas to share with one another on what works and doesn’t work in building successful “Strategic Supply Chain Partnerships”.

Congratulations Bechtel Employees!

Your company management is committed to your education and professional development. Bechtel Corporation became one of the newest ISM corporate members. That means that all Bechtel Supply Chain personnel in all U.S. locations are now members of ISM. In addition to becoming ISM members, Bechtel personnel can also become members of NAPM-Columbia Basin and we welcome all who wish to join.

If your company has a Supply Chain presence in multiple locations, talk with senior management about supporting education for the whole group all at once. Here are some excerpts from Bechtel’s management announcement to their staff (I wish we all had this much support)

One area that you identified for improvement was supporting your professional development. With that in mind, we have entered into a Corporate Membership with the Institute for Supply Management™ (ISM) which will be of value to all Procurement and Contracts employees throughout Bechtel.

ISM is the largest and most respected supply management association in the world. Their mission is to lead the profession through its standards of excellence, research, promotional activities, and education.

Our ISM Corporate Program features a wealth of benefits to help all Bechtel Procurement and Contracts staff to maximize their effectiveness and succeed on a global scale. Under the program every Procurement and Contracts employee will receive Direct Membership in ISM.

Your management can find more information about the Corporate Membership Program and a contact on the ISM web site. [Corporate Membership](#)

Educational Opportunity:

Spokane, April 17
[Contracts Management](#)
[Read more](#)

Educational Opportunity:

Seattle, March 8
[Leading Supply Management Strategies](#)
[Read more](#)

Educational Opportunity:

Salem, OR, March 13, 2012
[Advanced Negotiations](#)
[Read more](#)

Educational Opportunity: Baltimore, May 6, ISM 97 International Conference

For those of you looking for a good excuse to take the family to D.C. for vacation and write off part of the cost as personal education, the ISM conference this year is in Baltimore.

I highly recommend that anyone who can find a way – try to attend at least one ISM Conference.

They are truly becoming international. Last time I'd guess about 30% of the 2100 participants were from outside the U.S.

Take a look at all of the different programs that will be offered in Baltimore and you can get a sense of the scale.

The Conference is a great way to get a sense of how global Supply Chain management has become.

Baltimore Conference online

<http://www.ism.ws/confplanner/conf.cfm?confID=36>

<http://www.ism.ws/files/ConfPlanner/ConfData/000036MD/2012ISMConfBrochure.pdf>

If you do plan on going, I know a number of the speakers and would be glad to give you my recommendations about workshops

Here is a link to presentations and videos from last year in Orlando:

<http://www.ism.ws/education/content.cfm?ItemNumber=21243&navItemNumber=5580>

Here are Taylor's notes from the Conference in Las Vegas in 2007

http://www.mltweb.com/tools/articles/92nd_conference.pdf

Also.....

Here is the winner's brochure for the ISM award in 2006 where Fluor Hanford was one of the winners. Rich Meyer, Chris Hopkins and Mike Taylor traveled to the conference in Minneapolis to present programs about our entry.

<http://www.ism.ws/files/RichterAwards/2006RichterWinners.pdf>

January 10 – Economic Panel Discussion

If you missed our Economic Panel Discussion you missed a good program.

It was interesting to hear our panelists talk about why the Tri-Cities' economy is doing so much better than the rest of the country. We've posted copies of several handouts on our web site. www.ismcb.org/programs/index.htm

Helping the Environment

Here is a business that helps the environment by becoming a resource for businesses.

<http://repurposedmaterialsinc.com>

I highly recommend you take a look at the web site and forward it to everyone. In addition to finding useful products, your company may have a waste stream that can be diverted to beneficial reuse.

BOD Discussion items;

All members are invited to participate and contribute ideas and comments about the future activities of our association. Here are a few things we have been discussing:

New program location: What do you think of our new location? We'd like your feedback and ideas

Plant Tour: Janice Bartram is working on a plant tour location. If you know of a good location, contact Janice 376-2553.

Expand your professional network and meet new colleagues

When making plans to travel around the U.S. (or the world) check to see if there is a local ISM affiliate in the area you will be visiting. Contact the affiliate to see if they are having any programs and would be willing to accommodate a visitor. Most will allow visitors – although it may be at a non-member rate.

Plan your trip with some spare time to participate in the local program.

While there, shake a few hands, trade business cards and add new contacts to your personal network.

I know, it's hard to jump in to a new environment and reach out to meet people. However, consider the opposite case. When we have visitors at our local program, it's fun to meet them and learn about business in a different location and industry. I'll bet the members of most affiliates would be happy to see a new face, and hear about your business experience.

Meeting business contacts is one of the most valuable reasons to participate in ISM activities. Don't limit yourself to contacts in the local area.

Find an affiliate here:

<https://www.ism.ws/Secure/Membership/regularmembership.cfm>

and/or here:

<http://www.ism.ws/about/AffiliateWebsitesList.cfm?navItemNumber=5454>

CyberSecurity imperative & other professional news – [link here](#)

BuyTrain Newsletter – by Mike Taylor

www.mltweb.com

Negotiation Lessons from the NBA Lockout [link here](#)

Free newsletter from Everyone Negotiates Web site

<http://everyonenegotiates.com/>

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**Three Rules of Career Management for 2012**

The biggest difference between today's employment world and that of our fathers' is the rapid pace of corporate change. Expectations of company stability and long lasting employment are a thing of the past. If one isn't tuned into the signals of corporate change it can mean an unexpected layoff and months of unemployment and job searching. Do you have a career management plan to ensure your career growth in times of corporate chaos?

To prevent career disaster, live by these three rules of career management:

**Expect Change**

**Adjust quickly to change**

**Build a strong professional network in good times**

**1. Expect change**

Change in the work place is far less traumatic when it is expected as the norm. One of the most important career management skills is the ability to detect signs of corporate change. For instance:

- \* Rumors of corporate merger or takeover
- \* Corporate profit levels spiraling downward
- \* No end-of-year bonuses given
- \* Hints of layoffs to trim the budget
- \* Upper management suddenly resigning
- \* Your peers jumping ship to the competition

Don't get caught off guard by holding on to a false sense of security or displaced loyalty. Those who fear change trust corporate loyalty rather than face the reality of their precarious position in the corporate food chain. Expect change and keep your eyes and ears open—or you could be the last in line when it's time to find new career opportunities.

Don't wait for change to strike. While your job is secure and your work environment is stable, take steps to keep your skills highly desirable in the job market. For starters:

- \* Stay current with technology trends of your industry
- \* Get certified if appropriate
- \* Keep your resume current at all times
- \* Be ready to interview at a moment's notice

#### Adjust quickly to change

Your ability to keep your career momentum building in the midst of corporate chaos depends on your skill at adjusting quickly to change. First, don't over analyze your dilemma. Too often valuable time is wasted trying to figure out ways to make a bad situation work. Second rule, don't take it personally, or you won't be able to plan your exit strategy clearly. Third, take action as soon as possible.

If your resume is kept current at all times you will be ahead of the pack when others consider moving on as well. Your resume should be updated every six months. For quick updating keep an ongoing record of your accomplishments as you overcome work challenges.

Maintaining confidentiality during a job search while still employed is a challenge that requires discretion and level headedness. Ideally, no one in your company should even suspect that you are looking for other employment. Resist the urge to speak to coworkers about your decision for action. Not only do loose lips sink ships, but why put ideas in the minds of others who may become your interview competition? Keep your regular work hours and try to schedule interviews during off-work time. Avoid posting your resume

online where your employer may find it.

Build a strong professional network in good times.

One thing that hasn't changed over the decades is the fact that a majority of people still get new positions faster through networking. What used to be called the "good ol' boy system" is as active in the job market as ever. Technology will never replace the need to be connected to a vast network of people who can help you find new career opportunities quickly.

The problem is that most people ignore their network until they need it. Bad idea. If you haven't kept in touch with former coworkers how will you know how to find them when you need them?

*[Here is a [handout from a networking program](#) Taylor presented – with some more ideas]*

If your professional network is slim to none, get working on it right now. There are many great venues for building your network: professional associations, college alumni groups and former colleagues to name a few. Take time to meet with non-work people on a regular basis. Get to know them as friends and develop relationships built around mutual interests, friendship and trust. Make relationship building your lifelong habit and you'll never be without help when you need to make a career change.

More than ever, proactive career management is essential to professional growth. Keep these rules of surviving corporate change as the building blocks of your career management plan and you'll stay in control of your professional growth and income potential.

Deborah Walker, Certified Career Management Coach

Read more career tips and see sample resumes at:

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

email: [Deb@Alphaadvantage.com](mailto:Deb@Alphaadvantage.com)

**Who Are we?** *NAPM-Columbia Basin* is the regional affiliate of the Institute of Supply Management a not-for-profit educational organization of over 35,000 Purchasing Agents, Buyers and Supply Chain Professionals. [www.ism.ws](http://www.ism.ws) Local membership represents companies from Moses Lake to Walla Walla including food processing, government contractors, educational institutions, utilities and manufacturing. New members and business professionals are always welcome at NAPM-CB events. Visit the NAPM-CB web site at: [www.ismcb.org](http://www.ismcb.org)

*Please consider the environment before printing this e-mail*