

ISM Buy Line

Newsletter of ISM - Spokane, Inc.

ISM - Spokane, Inc. 808 W. Spokane Falls Blvd., Spokane, WA 99201 www.ismspokane.org June 2016

Tuesday June 21, Educational Program Presented by Steve Lunden, CPSM, C.P.M.



Tuesday, June 21, will be the last membership meeting of the 2015-2016 educational year for ISM-Spokane. We will be gathering in the Herak Room of the Gonzaga McCarthy Athletic Center. As is traditional at the June meeting, we will distribute the annual award plaques and install next year's board. Our very own Steve Lunden will present a program that will take a look at Risk Management and

Supply Chain Risk Management. In order to keep the rabble-rousers from lighting their torches and raising their pitchforks, join us as we take a practical look at the what, why and how aspects of Risk Management.

Steve Lunden has been with Gonzaga University as Purchasing Manager and Material Support Manager since 1995. In these positions, he oversees Purchasing, Warehousing, Mail Services and surplus disposal for the University. Before coming to Gonzaga, he spent over 18 years in the steel industry in the Spokane area. He has worked in large corporate steel distribution and in the family owned business, Lunden Construction Products. Steve received his BA in Business Administration from EWU in 1984, completed his MBA in 1990, earned his C.P.M. in 2001, and his CPSM in 2012.

So please join us for a great ending to a great year.



ISM-Spokane Luncheon Meeting Tuesday, June 21, 2016

LOCATION

Gonzaga Univ. McCarthy Athletic Center
Herak Room
801 N Cincinnati Street
Spokane, WA 99258



AGENDA

11:30 – 11:45am	Registration & Networking
11:45am – Noon	Business Meeting
Noon – 12:30pm	Lunch
12:30 – 1:15pm	Education Program

MENU:

Fresh Seasonal Salad w/assorted dressings
Southern Style BBQ Chicken
Bacon Potato Salad
Grilled Summer Vegetable Medley
Ultimate Double Chocolate Brownies
Iced Tea

COST: \$15.00

IMPORTANT: Please RSVP by May 13 to Megan Self at self@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.

PARKING: Parking at the McCarthy Center is located one block north of Spokane Falls Blvd., on Cincinnati Street. Use the area marked "G". A campus map can be viewed at <http://www.gonzaga.edu/About/campus-map.asp>.

Please remember to use your Gonzaga Parking Pass. Megan Self will send a parking pass to each person who sends an RSVP.

President's Message



By Nate Thompson, CPSM

Survey Says!

Hello everyone, and happy June. Hard to believe we are at the end of our year and

gearing up for the summer break. As you know, our ISM board of directors uses those summer months to plan for our coming year starting back up in September. This year, in an effort to gather the group's feedback and suggestions we put out a survey in April. I'm pleased to say we had an outstanding response rate from all of our members that generated some great ideas. What follows is a summarized breakdown of the responses received on the survey. Note – there were many variations of answers but I did my best to lump them into similar categories where applicable.

1. What skill related to Purchasing/Supply Management would you want to gain this year?
 - a. The greatest number of responses tied into Negotiation and Communication
 - b. Contract Management was a close second
 - c. Leading edge industry trends and organizational impacts of those trends
 - d. Data – mining, metrics, analysis tools
2. What accomplishments or certifications are rewarded in your organization? How important are the CPSM Exam review classes to your organization?
 - a. Surprisingly close to 50/50 split on this one. Half of our companies find certifications are important and will reward with additional compensation. The other half wants employees to have certification but do not support the steps to obtain, nor maintain certification.
 - i. Personally, I have been on both sides of the split with regards to company support. ISM Spokane is a great way to earn your CPSM and CERs to maintain certification. We will continue to offer this education as there continues to be demand.
3. What education delivery method has provided you the most benefit?
 - a. Conferences, networking, webinar, and seminars were nearly even. Great to know that the variety we offer is beneficial.
4. What is the preference for monthly ISM-Spokane meetings?
 - a. 50% lunch, 45% mix, last 5% dinner or breakfast
 - b. In past years we have focused primarily on the lunch meetings with the occasional tour or end of year dinner meeting. Based on the survey results, we are going to work on integrating more variety into our times.
5. Does the Gonzaga University location for meetings fit your needs?
 - a. 95% said yes, the other 5% saying no would like a location closer to Idaho. (solution in the works...see question 7)
6. What educational topics would interest you most for the presentations?
 - a. Similar to question 1, people want to learn about negotiation, contracting, and supply chain best practices.
 - b. A couple people noted that we tend to focus on public sector. Integration of private sector topics would be beneficial. Great feedback again, we will work to mix up private vs public in the future.
7. Would you be interested in viewing the educational program portion of the monthly meetings via a web product for a small fee?
 - a. 60% yes, 40% no.
 - b. At our last two meetings the BOD has been playing around with a web-ex presentation as a way to offer education to members whom otherwise would not make the meeting due to time conflict or distance. While there are some details that need to be worked out, our plan is to implement a pilot program into our coming year. More to come on this, especially now that we know there is a large interest in the program.
8. Why did you renew your membership?
 - a. Networking during the lunches and conferences was the top answer
 - b. Education hours to maintain certification and to learn industry standards
 - c. Perhaps my favorite answer across the whole survey...my company pays and the lunches are good!
 - d. All great answers!

President's Message Continued

9. If you decided not to renew your membership, can you provide a specific reason?
 - a. BUDGET CUTS...Company only pays if it has a direct benefit to the organization
 - b. This one was slightly concerning for me. It's my goal to show that ISM Spokane has direct value to an organization by educating employees. The BOD will dig into this one over the summer to ensure we are providing the maximum benefit to our members and member employers.
10. What would you like to see different at ISM-Spokane?
 - a. Updated web-site with more informative links and communications
 - i. Noted – since our transition from NAPM to ISM we have opened up a whole new resource of education and industry leading standards. The board will make a conscious effort to maintain our website and offer a broader scope of useful information.
 - b. New blood and a greater mix of generations
 - i. Agreed, a diverse group of mindsets benefits all of our members. We encourage each one of you to be an active recruitment manager for the group.
 - c. Online viewing of meetings to be reviewed at a later date
 - i. Working on this one for next year!
 - d. Meeting topics with more variety
 - e. More tours of local companies
 - f. Periodic meeting change to accommodate folks in Idaho

Overall, I think the survey was a huge success. We had some great feedback on what we are doing right and more importantly what we need to improve on. Also, know that the summary above is just a snippet of what we received. There were several answers that didn't lump into the larger consensus that were still great suggestions and you can be sure that the board is working to implement as much as possible. Thank you to everyone who participated and have a fantastic summer!

ISM-SPOKANE 2015-2016 Officers and Directors

PRESIDENT

Nate Thompson, CPSM
UTC Aerospace Systems
11135 W. Westbowl Lane
Spokane, WA 99224
(509) 744-6021
nate.thompson@utas.utc.com

IMMEDIATE PAST PRESIDENT

Steve Lunden, M.B.A., CPSM,
C.P.M.
Gonzaga University
502 E. Boone Ave.
Spokane, WA 99258
(509) 313-5624
lunden@gonzaga.edu

VICE PRESIDENT

Russ Kenworthy, CPSM, CPSD
Itron Inc.
2111 N. Molter Rd.
Liberty Lake, WA 99019
(509) 891-3827
russ.kenworthy@itron.com

SECRETARY

Shirene Young
Inland Empire Paper Co.
3320 N. Argonne Rd.
Spokane WA 99212
(509) 924-1911
shireneyoung@iepc.com

TREASURER

Thea Prince
City of Spokane
808 W. Spokane Falls Blvd.
Spokane, WA 99201
(509) 625-6403
tpince@spokanecity.org

NPEC DIRECTOR

Lorrie Engle, A.P.P.
Gonzaga University
502 E. Boone Ave.
Spokane, WA 99258
(509) 313-5672
lengle@gonzaga.edu

TRUSTEES

Bill Santiago
Eastern Washington University
218 Tawanka Hall
Cheney, WA 99004
(509) 359-6604
bsantiago@ewu.edu

JoAnne Bruce
Gonzaga University
502 E. Boone Ave.
Spokane WA 99258
(509) 313-5649
bruce@gonzaga.edu

Connie Wahl, C.P.M., CPPB
City of Spokane
808 W. Spokane Falls Blvd.
Spokane, WA 99201
(509) 625-6411
cwahl@spokanecity.org

COMMITTEE CHAIRS:

COMMUNICATIONS

Laurie Hitchcock, C.P.M.
11915 N. McCoy Road
Newman Lake, WA 99025
(509) 226-1979
hitchcockranch@air-pipe.com

MEMBERSHIP

Ben Hatch, CPSM, C.P.M.
13221 E. 24th Avenue
Spokane, WA 99216
(509) 868-8066
Benjaminhatch009@gmail.com

EDUCATION

Pam Tatosky, C.P.M., CPPB
School District #81
2815 E. Garland Ave.
Spokane, WA 99207
(509) 354-7127
pamt@spokaneschools.org

FACILITIES

Megan Self, C.P.M.
Gonzaga University
502 E. Boone Ave.
Spokane, WA 99258
(509) 313-5671
self@gonzaga.edu

Trustee Time



By Lorrie Engle

What is Proper Correspondence? I am from the generation where you were taught “good” and “bad” newsletters. Yes I was very good at bad news ones. Then bam! We are socked with acronyms. My 5 year old grand-daughter had to teach me what bff was. Also for those of you who still don’t know

lol is not “lots of love”. To the new craze Emoji. What is with these faces popping up everyone? Yesterday I was corresponding emails with a colleague on a procedure (yes bad news) and all the sudden it comes back with a large grinning teeth bearing smiley face. What does that mean? Are they laughing at me? My first thought was this is war. My co-workers insisted I was reading too much into this, so I did the next best thing and researched. To my surprise Emoji’s are an acceptable method of communicating. They are for lightening the mood. I found an article “7 Reasons to Use Emoticons in Your Writing and Social Media, According to Science”. It stated that:

1. They make you more popular on social media
2. We react to them like we would real human faces (not sure what that says about me and smiley faces)
3. They’re OK even in business settings!
4. They soften the blow of a critique.
5. They make you appear more friendly and competent
6. They create a happier workplace
7. They correlate with real-life happiness

The article ended with emoticons are “not just enjoyable to use, but also a valuable addition to communication methods.” I am speechless and yes I now agree maybe I was over reacting to the grinning smiley face. So I am going to leave you to ponder this while I figure out a way to use Emoticons in my everyday correspondence.



The Institute for Supply Management has a new address:
www.instituteforsupplymanagement.org

Wanted: New ISM Members!

The Institute for Supply Management has started a new membership drive in an effort to “Grow the Membership”. As part of this new program, ISM-Spokane is happy to announce a new member “bounty” of \$25.00 cash to any existing member that recruits a new “full” member to join ISM. This bounty is payable for each new member without limitation. (So, if you recruit 4 new members, you get \$100.00!) For purposes of this program, a new member is defined as an individual that has not been a member since January 1, 2012. Rewards will be given out at the membership meeting that follows confirmation of new member status. This program is in effect immediately, and runs through August 31, 2016. If you have any questions, please drop me a line at benjaminhatch009@gmail.com, or call (509) 868-8066. Happy Recruiting!

Ben Hatch CPSM, C.P.M.; Membership Chair



Looking for a Job?

The ISM online Career Center is a great job-searching resource, providing access to hundreds of listings (currently more than 350 job postings). Users can search by location, desired salary range or keyword. After a list of positions is produced based on the search criteria, members can access additional information such as contact information and specific job details. To access the ISM Career Center, select the Career Center navigation tab located on the left side of the ISM Web site (www.instituteforsupplymanagement.org). Next, select the link for Job Seekers.



2016 Pacific Northwest Purchasing Conference and Affiliate Leadership Workshop

**October 17 – 19, 2016
Seattle, WA**

Supply management – don't just practice it, master it!

Monday, October 17, 2016:

Half day Affiliate Leadership
Workshop



Tuesday, October 18, 2016:

Full day Conference



Wednesday, October 19, 2016:

Half day Conference and
Boeing Plant Tour



For more information contact:

Gail Kelley, ISM-WW President / thepresident@ismww.org / www.ismww.org