



Utah Purchasing News

June 2000

<http://napmutah.org>

Monthly Happenings

**Don't miss . . .
the First
NAPM-Utah Social
of the New Century**

**JUNE 8th, 2000
at Lagoon**

See attached flyer for more details!!!

**To make sure you get your
discount ride passes
and
park passes
and
free parking passes. . .**

Contact::
Tracey Stevens at 801-535-7944
or
Gary Hansen 801-538-3138
as soon as possible.



Observations

Mark A. Brown, C.P.M., A.P.P.
President-NAPM Utah.

During this last year as President of NAPM-Utah, each member of the affiliate has made my job much easier. People have been willing to take assignments and have completed them with success. I had to learn to delegate, which for me to do was very hard. I was into "micro-management" and had to be taught how to change. Some key points that I learned are as followed:

When volunteers have been properly trained and placed, leaders can then assign responsibilities knowing the tasks are in capable hands. Delegation is thinking through ahead of time how we are going to share our work. Delegation is NOT dumping.

Effective delegation can help develop and round out your organization. By giving an individual a task within their abilities or just beyond, you help them to attain new skills and knowledge. Be mindful of their time and break tasks down into smaller sections, which will give a chance for more to be involved.

Thanks for all of the wonderful experiences that I had as our president see you at the dinner meetings.



...AND THE RECIPIENT IS

The highlight of the NAPM-Utah Summer Social is the awarding of the **Gordon Burt Affleck Award**. Named after Gordon Burt Affleck, this honor is presented to a member that represents a purchasing professional with outstanding contributions to the profession, association, their employer, and individual achievements. It is the highest award and honor presented by NAPM-Utah!

PREVIOUS GORDON BURT AFFLECK AWARD HONOREES

1976	Gordon Burt Affleck, C.P.M.
1977	Thomas C. Seppich, C.P.M.
1978	Allen L. Strong, C.P.M.
1979	Harvey R. Jerman, C.P.M.
1980	Francis H. Baugh, C.P.M.
1981	William L. Christensen, C.P.M.
1982	Ronald L. Miller, C.P.M.
1983	Richard W. Burton, C.P.M.
1984	Cornelius R. Peterson, C.P.M.
1985	Keith M. Munk, C.P.M.
1986	Otto Vetter
1987	Barbara Burningham, C.P.M.
1988	Robert L. Nielsen, C.P.M.
1989	Richard A. Knott, C.P.M.
1990	Ray J. Larsen
1991	Helen B. McCausland, C.P.M.
1992	Douglas G. Richins, C.P.M.
1993	Roger W. Blair, C.P.M.
1994	William D. Palmer Jr., C.P.M.
1995	Jacques Pruhs, C.P.M.
1996	Bert R. Holfeltz, C.P.M.
1997	James T. Parker, C.P.M.
1998	Richard L. Chamberlain, C.P.M.
1999	Cheryl O. Ransom, C.P.M.
2000	????????? ??????????

Please join us at the June Summer Social to honor this years' winner!!!

Dyno Industrier ASA Company Spotlight by: David R. Gill, C.P.M.

Dyno Industrier ASA is a Norwegian owned, international explosives and chemicals corporation with operations in over 40 countries around the world. Over 40% of Dyno's operating revenue of \$1.5 billion dollars is generated in North and South America by DYNONOBEL INC headquartered in Salt Lake City. DYNONOBEL is one of the world's two leading manufacturers of commercial explosives and initiation systems. Continuous research and development has made DYNONOBEL a technical leader, supplying packaged and bulk explosives, initiation systems, technical grade ammonium nitrate and blasting services to customers around the globe. North America, which has the largest explosives market, is predominately focused on coal extraction, followed by metals mining, quarrying and construction activity. Most of North America's electricity is generated from coal. The coal mining sector is the biggest consumer of explosives in North America. An extensive network of distributors provide products and customer service from over 200 locations in the US, Canada and South America.

Before 1994 DYNONOBEL was known as IRECO which was founded by Melvin Cook of Salt Lake City (now retired) who received a Nobel Prize for his invention of slurry explosives. Slurry gave way to emulsion explosives which now dominates the explosives industry and has taken over 95% of the market away from dynamite. Emulsion is much safer and generally less expensive than dynamite.

Dave Gill, NAPM Utah board member, is the senior purchasing agent on the self-managed corporate purchasing team in Salt Lake City. He is responsible for the purchase of over \$30 million dollars a year in major raw ingredients including chemicals and density control agents. He has written contracts with 3M, GE, BASF, PPG, Goodyear, Mobile, Texaco, Huntsman and many others. He has imported materials directly from Malaysia, and from Chile and India through distributors; and has written a global contract covering three continents.

NAPM-UTAH Summer Social

- ★ Date: June 8, 2000
- ★ Location: Lagoon, Cottonwood Terrace
- ★ Time: An "ALL YOU CAN EAT BBQ BUFFET" will be served from 5:30 to 6:30p.m.
All rides open at 11:00a.m.
- ★ Cost: Buffet - No charge for members. Guest \$10.00
- ★ Park entrance: Discount all-day passports available - \$17.00. There is no cost to park or for park entrance only!

To assure you obtain your discounted all-day passport or entrance pass and parking pass before June 8th, contact Gary Hansen (538-3138) or Tracey Stevens (535-7944) As soon as possible.

See you there!!!