



Utah Purchasing News

September 2000

<http://napmutah.org>



Look Who's Talking Now!!



Anthony Nieves, C.P.M.,CFPM
Senior Vice President Of Purchasing
Hilton Hotels Corporation

Anthony Nieves is the Senior Vice President Of Purchasing for Hilton Hotels Corporation and the General Manager for Hilton Equipment Corporation. He is responsible for supervising the purchasing, supply management and formulating and implementing corporate procurement policies and procedures for all Hilton corporate owned and/or managed properties and the Hilton Corporate offices in Beverly Hills. In addition, he supervises all activities of Hilton Equipment Corporation (HEC) a wholly owned subsidiary of Hilton Hotels. HEC provides renovation, freight consolidation, installation and purchasing

services for furniture, fixtures, equipment and operating supplies for Hilton properties and other non-Hilton entities.

Prior to his current position, Nieves, a 17-year Hilton employee has worked as a regional director of purchasing, Phoenix; director of central purchasing in Washington, D.C.; purchasing coordinator at Trump's Castle Hotel & Casino (formerly the Atlantic City Hilton); purchasing agent at the Hilton Palm Beach Airport; and assistant purchasing agent at the Fontainebleau Hilton Resort & Towers in Miami.

Nieves earned a Bachelor of Science degree in hospitality management from Florida International University and is a Certified Purchasing Manager (C.P.M.) and a Certified Foodservice Purchasing Manager (CFPM). He is the secretary for the National Restaurant Association - Foodservice Purchasing Manager's Group and serves on the board of directors for the National Association of Purchasing Management as the District 1 director. Tony was the past president of NAPM -Arizona and previously served as their Executive Vice President and Membership Chair. He is also a member of The Conference Board's Purchasing and Supply Leadership Council.



President's Corner

Are You Getting The Full Value?

I am excited about the plans, which are in place for the upcoming year with NAPM-UTAH! An exciting educational program has been put in place for speakers and pre-dinner meetings, which will be a benefit to you both personally and professionally.

In addition, a Certification Committee has been established to educate, promote and encourage members in the A.P.P. and C.P.M. programs. New and updated NAPM-UTAH information is available on our website and plans are also in place to partner with the University of Utah, in their continuing education program.

I look forward to seeing more of our members participate and become actively involved in our association. As purchasing professionals it only makes sense that we utilize the full value of our NAPM membership by taking advantage of all the benefits the association has to offer.

I urge you to take the time to experience the value of NAPM-UTAH. The education, networking opportunities and professional growth that can be obtained through NAPM-UTAH are limitless. To quote NAPM President Richard Bradshaw, "the future of NAPM has never been brighter."

See you in September-

Tracey K. Stevens, C.P.M., CPPB
2000-01 NAPM-UTAH President
E-Mail: tracey.stevens@ci.sl.c.ut.us

NAPM- Utah Mission Statement

NAPM-Utah serves as a center of excellence in the development of world class purchasing and supply management professionals by providing education, certification leadership and networking opportunities for its members.

Monthly Happenings

Pre-Dinner and Dinner
Thursday, September 14th, 2000

NEW(OLD) LOCATION
Sheraton City Centre Hotel
150 West 500 South
Salt Lake City

4:30 P.M. Pre-Dinner
"Overview of New C.P.M Exam"
Cheryl Ransom, C.P.M.
NAPM-District I Marketing Chair

6:00 P.M. Dinner
"Promoting Purchasing & Supply to Upper Management"
Anthony Nieves, C.P.M., CFPM
NAPM-District I Director

Dinner Menu:
Tossed Mixed Salad
Roasted Loin of Pork w/Apricot Demi Glaze
Garlic Mashed Potatoes, Green Beans
Hazelnut Cake

Luncheon
Wednesday, September 20th, 1999
Central Utah Branch
Provo Holiday Inn
1460 S. University Avenue
Provo, UT

11:45 A.M. Luncheon
"So You Want to be a C.P.M./A.P.P. Millionaire"

Luncheon Menu
Bacon Cheeseburger
or
Turkey Avocado Sandwich

Ask Yourself Why

Trent N. Baker, C.P.M.
Vice-President

I am reminded of the young couple fixing Sunday dinner shortly after they were married. The new bride was cooking a ham in the kitchen when her husband asked her why she cut the ends off of the ham. She replied that this is the way her mother always cooked ham. A few weeks later when the new couple was visiting with her parents, the new husband asked his mother-in-law why she would cut the ends off of the ham when she cooked it. She replied that it was the way her mother had always cooked ham. Several months went by and the couple was visiting the Grandmother. The new husband took the opportunity to ask her why she cut the ends off the ham when she cooked it. The Grandmother replied that it was the only way the ham would fit in her small oven.

There are many things which we do out of habit or simply because that is the way we have seen others do things. We should occasionally step back from the situation and ask ourselves why we do the things we do. Sometimes we can't see the forest because of the trees. One of the great opportunities NAPM gives each of us is the chance to ask other people, who face the same challenges we do, why they do the things that they do. We all share a common goal...to be successful and to help the companies we work for be successful. I hope that as we meet together that we will develop a synergy that will benefit all of us personally and professionally. I'll finish by sharing an E-mail I received the other day.

Only in America...can a pizza get to your house faster than an ambulance...

Only in America...do we award someone \$3,000,000 for spilling hot coffee in his or her own lap...

Only in America...do we have labels on baby strollers to remind people to remove the baby before folding up the stroller...

Only in America...do people order double cheeseburgers, large fries, and a diet Coke...

Only in America...do we leave cars worth thousands of dollars in the driveway and put useless junk in the garage...

Only in America...do we use answering machines to screen call and then have call waiting so we won't miss the call from someone we didn't want to talk to in the first place...

Only in America...do we buy hot dogs in packages of ten and buns in packages of eight...

Only in America...do they have drive-up ATM machines with Braille lettering...

Only in America... do banks leave all the doors open and then chain the pens to the counters...

Welcome NAPM-UTAH New Members

Robert Stipanovich ARUP Laboratories
Jennifer Lueck-Wheeler Dyno Nobel
David Finlinson LDS Church
Robin Hammond Webmiles.Com
Steven Hill Epixtech
Steven Smith LDS Church
Lawrence Higginson LDS Church
Katherine Tolman Mity-Lite
Blair Cecil Mity-Lite
Michael Emery Jr. Mity-Lite
Lori Peterson Davis County School District
Kip Jensen BYU

**The 2000 Gordon Burt Affleck Award
was presented to**

**RANDY M. WELLS, C.P.M.
Purchasing Manager
Salt Lake County Purchasing**

The 1999-2000 recipient of the Gordon Burt Affleck Award joined NAPM-Utah in 1980. He attained his Lifetime C.P.M. in 1998. Randy has served on numerous committees, both for NAPM-Utah, District I, and NAPM. In addition, he has served as a member of the Board of Directors, Vice-President, President and Director for National Affairs for NAPM-Utah.

Besides serving NAPM-Utah, Randy is responsible for the supervision of all Buyers and is the Surplus Property Coordinator for Salt Lake County Purchasing. He has been instrumental in the departmental improvements for the County as well as an instructor of semi-annual purchasing classes since 1983. Not only serving his employer and NAPM, Randy is busy serving the community. He is a registered nurse and Emergency Medical Technician serving the Lehi area.

Company Spotlight

Utah Suppliers Development Council (USDC) by: Gary Hansen

The Utah Suppliers Development Council (USDC) was organized in 1981 with Deseret Medical (now Becton-Dickinson), Thiokol, Hercules (now Alliant Tech) and Western Electric (now part of the U.S. West companies) and the University of Utah as founders and incorporators. Since this time many more large companies and governmental entities have joined USDC and are active participants. To see a listing visit USDC's web site at "www.usdcutah.com".

USDC's mission - "The mission of the Utah Suppliers Development Council (USDC) is to increase purchases of goods and services by large companies and government entities from minority and women-owned businesses."

In order to accomplish this mission, USDC has established the following goals:

- 1) Assure the long term viability of the corporation.
- 2) Address and eliminate problems due to race and gender bias in procurement processes of Utah firms.
- 3) Increase public awareness of our corporate activities.
- 4) Involve the maximum number of people in our activities to eliminate barriers to business due to race or gender issues.
- 5) Develop suppliers with superior capabilities, especially in the area of price, quality and service.

OVERVIEW OF THE ORGANIZATION

The council is the only purchasing group in the state dedicated to increasing the dollars spent by Large companies and government agencies with Small, Minority and woman-owned firms.

The council is funded by dues and donations in-kind from its members. There are several types of memberships available in USDC. Large companies, state and local government entities are Major Members of USDC, paying the largest dues, donating in-kind and having voting privileges on the council. Federal government agencies are prevented by law from paying dues, but can be Affiliated Members of USDC. Minority and woman-owned firms can join as Associate Members for a small membership fee.

The Council is a volunteer organization with no paid staff or central office location. Officers and Directors are elected by the Membership and effect the day-to-day operations of the corporation as well as all other corporation activities. This is done with the generous and able representation of small firms to the council through the Associate In-Put Committee.

The business of the USDC is accomplished through attendance at the regular business meeting held every third Thursday at a different Major members location. Locations are posted on USDC's web site.

Each Large member company is encouraged to be active on the committees, as officers and/or as board members in order to get the work done. Since USDC has no paid staff, participation is necessary to keep the council in place and active.

USDC has established a web site. There are many valuable resources contained therein. You are encouraged to visit today.

Marketing Corner

WHO IS THE NATIONAL ASSOCIATION OF PURCHASING MANAGEMENT, INC.?

By Jim Phillips, C.P.M., A.P.P.,
Marketing Chair

In March of 1915 in New York the National Association of Purchasing Agents (N.A.P.A.) was first chartered to help people employed as purchasing agents gain more respectability as employees and to help them develop professionally. In those early days the major emphasis was to help management understand purchasing, build the image of buyers and buying and to include ethics. (*In some situations things haven't changed very much.*) The purchasing agent's long march toward the managerial ranks parallels the growth of our profession.

Early on N.A.P.A. began publishing a magazine called *The Purchasing Agent*. It was a great platform for sharing information and increasing positive exposure of the profession. The first national conference was held in 1916 to serve the membership and help this new organization. From those early beginnings, continuing even today, there are challenges of internal strife, regionalism and differences in professional opinion. N.A.P.A.'s interest in and responsibility for education for purchasing was established in 1916. By that next year, N.A.P.A. had established its first relationship with academe to teach a purchasing course, a relationship that has grown over the years.

From 1915 to 1917 N.A.P.A. organizers identified and established 12 guiding objectives which still have application today:

1. Create a centrally organized body for individual purchasing agents, (*NAPM*)
2. Foster and promote fellowship and exchange of ideas and opinions, (*Meetings*)
3. Form sub-associations throughout the country, (*Nationwide network of affiliates*)
4. Familiarize the members with the products they buy, (*Education, the Web, and other tools*)
5. Establish more uniform purchasing routines and methods, (*Education and Benchmarking*)
6. Standardize specification, classification, etc., (*Education*)
7. Collect and disseminate information concerning

8. buying, (*The NAPM Web site and other tools*)
8. Improve existing methods for disseminating market information, (*The Manufacturing and Non-Manufacturing NAPM Report on Business® and other related tools*)
9. Secure specialists to address the members on problems of importance, (*Education*)
10. Establish a central bureau of information, (*The NAPM Web site and other related tools*)
11. Investigating and certifying appliances and materials, and (*Research, CAPS*)
12. Supporting domestic industries (*Education and in-house seminars*)

Over the past 85 years a lot has changed, including the association's name and the changes continue. However, the NAPM Charter from New York includes all those broad concepts like education, research, dissemination of information and opportunity to network. Additionally, there are appropriate publications, support of students and academe, helping the public better understand the procurement and supply chain management profession, building interest in our profession and establishing NAPM as an educational organization under the Internal Revenue Code [Section 503(c)(3)].

Today the National Association of Purchasing Management, Inc., has 181 affiliates confederated in 12 districts with more than 46,000 members. A full time, highly trained professional staff manages cutting-edge research and educational activities in behalf of its membership at headquarters in Tempe, Arizona. We have round-the-clock access to up-to-date information and educational resources via electronic systems only wished for by those original members of N.A.P.A. in New York. Like no other organization, NAPM speaks for the purchasing and supply management profession.

Driven by an aggressive Five Year Strategic Plan, NAPM offers two levels of professional certification. The A.P.P., the Accredited Purchasing Practitioner, for people entering the field or working on supply teams and for the purchasing manager, the Certified Purchasing Manager or C.P.M.

Annual International Purchasing Conferences, seminars, catalogs and training opportunities, publications and software are made available, to serve and keep NAPM in the forefront of the industry. Further, NAPM completed a major two-year analysis of the future business environment to establish requirements for our profession beyond the turn of the century. This report provides the first comprehensive look at the future of our profession.

Now what about you? Can any of this background provide benefits for you?

Marketing Corner Continued . . .

WHO IS THE

NAPM cannot and will never be able to build your personal image and professionalism or earn support from your managerial team and professional colleagues. You have to accomplish those tasks. However, NAPM can and will support you at every turn. Each of us must initiate efforts to gain more education and train others about what we do.

You know as well as I, our jobs, tasks and work assignments are changing all the time. We're doing things we never did 10 or even 5 years ago. Yesterday's purchaser pushed paper. Today's purchasing and supply management professional manages relationships and functions both inside and outside their organization.

So, how are we to change our circumstance? Marketing ourselves, in my opinion. But that's another article. Yet the first step in that marketing strategy should be a serious look at professional certification.

Next month: *What is Certification?*

NAPM-Utah Vision Statement

The National Association of Purchasing Management-Utah will be recognized as a center of excellence in establishing and promoting best -in-class professional standards of competency, ethics, education and certification for its members. We value and seek diverse membership and there are no barriers to full participation on the association.

NAPM-UTAH CENTRAL UTAH SEPTEMBER LUNCHEON

We will begin meeting for the 2000-2001 NAPM-Utah Central Utah Branch on Wednesday, September 20th, at the Provo Holiday Inn, 1460 S. University Avenue, exit 266.

The month's program will feature the popular game show "So You Want to Be a C.P.M./A.P.P. Millionaire". Please contact me if you would like to audition as a contestant for this program. There will be time for only one question per contestant. Life Lines will be provided (or you can bring your own). Win \$\$\$\$\$\$\$\$\$\$\$\$\$\$!

Ruby River will be catering the luncheon. You may choose either the Bacon Cheeseburger or Turkey Avocado Sandwich. Please indicate your choice below on your RSVP. We will start seating at 11:45 a.m. and will begin serving the entrée at noon.

Please RSVP by Monday September 18th, to Cathy Gillies at *TwinLab Utah* by fax: (801) 763-0789 or by email: *cgillies@naturesherbs.com*. See you there!

SEPTEMBER NAPM LUNCHEON RSVP

COMPANY: _____

NAMES: _____

_____ BURGER LUNCHES: _____ TURKEY LUNCHES