

**National
Association of
Purchasing
Management**

**U
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Utah Purchasing News

October 2002

<http://napmutah.org>

OCTOBER EVENTS

Affiliate Dinner Meeting

October 10, 2002, 6:00 p.m.

"Finding Joy in Your Workplace"

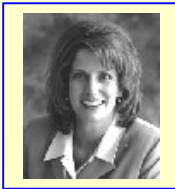
Amanda Dickson

KSL Radio #1 Rated Morning Show

Dinner meeting will be held at the

Sheraton City Center Hotel

150 West 500 South, Salt Lake City, Utah



Affiliate Professional Development

October 10, 2002, 4:30 p.m.

Martin Doors Plant Tour

located at 2828 South 900 West

Salt Lake City.

Note: access to Martin Doors limited to 33rd South at 9th West, and 21st South/SR201 at 9th West.



Central Utah Branch Luncheon

October 9, 2002, 11:45 a.m.

"The Biotech Industry / CEO Expectations"

Dr. Leland G. Foster, Ph.D., CEO

Hyclone Laboratories

RSVP: Contact Dominique Bird by

October 7, 2002 by fax (801)342-4688

Or email: dbird@natr.com

The Luncheon will be held at the

Provo Holiday Inn, 1460 South University Ave.

Provo, Utah at 11:45 a.m., unless otherwise noted.



Northern Utah Branch

October 9, 2002 6:00 p.m.

Peter Dawson, General Manager for Parker Aerospace.

"The Role of Purchasing in a World Class Organization"

Meet at Parker Hannifin

1425 West 2675 North, Ogden

See website for map, enter at the rear entrance, Dock B.

Next Month:

Northern Utah Branch Meeting

"We Train to Certify Ourselves,

Why not Train to Certify our Suppliers?"

Jeff Palmer, C.P.M.

[ClearOne Communications](http://www.clearone.com)



AFFILIATE DINNER MEETING SPEAKER

Amanda Dickson co-hosts Utah's #1 rated morning show, "Utah's Morning News with Grant and Amanda," on KSL Newsradio 1160. The show provides Utah listeners with up to the minute news, traffic, weather and sports. The show's lively banter and genuine appeal are credited to Amanda's energetic enthusiasm and witty style. Before becoming a co-host on the morning show in 1993, Amanda was a law student who started at KSL radio as a weekend host for the "Pet Show." In 1996, Amanda left the show to practice law, but soon returned to the airwaves in order to fulfill her passion for radio.

Complementing her enthusiasm and desire to make a difference, Amanda contributes most of her time outside of radio to the local community. She is the public address announcer for the Utah Starzz, a WNBA team and the University of Utah Women's Gymnastics program. On a weekly basis, Amanda speaks to groups all over the state and emcees events for schools and non-profit organizations. She sits on the board of Colors for Success, the National Kidney Foundation of Utah, the National Advisory Board for Hale Centre Theatre and the University of Utah Crimson Club. Amanda earned her B.A. in English and her J.D. at the University of Utah. Currently, she enjoys teaching Mass Communication Law at her alma mater. In her private time, Amanda loves browsing in her favorite bookstores, Internet shopping, and walking in City Creek Canyon.

RSVP: Online or contact Tom Short by October 7, 2002 (801)240-1236, (801)240-6215 fax or e-mail:

ShortTJ@ldschurch.org

Purchasing Certificate Program Course

There are many Purchasing and Supply Management classes to attend including APP and CPM preparation courses.

REGISTER TODAY!

<http://proed.aoce.utah.edu>

For additional information contact

Cheryl Ransom, C.P.M.: Cheryl_ransom@yahoo.com or

Tracey Stevens, C.P.M.: tracey.stevens@ci.sl.c.ut.us

FROM THE PRESIDENT

AUTUMN: A GREAT SEASON FOR LEARNING

The gentle touch of autumn, not too hot, not too cold, colorful and bold, is a time when Mother Nature seems to try to out-do herself. I love this time of year. Football, deer hunting, back-to-school and NAPM-Utah (not necessarily in that order) all start in the autumn of the year.

This new NAPM-Utah year started strong. I hope you had a chance to catch some of the happenings. Tom Short, C.P.M., NAPM-Utah Vice President, delivered a great presentation to the Central Utah Branch, Val Christensen, J.D., offered words of wisdom to a group in Northern Utah and Dana Hastings, C.P.M. and Richard Reike, Ph.D., at the Dinner Meeting in Salt Lake City gave us even more tools to use at work and in our personal lives.

Autumn represents a season of learning when the education process starts anew. As this new year begins, I hope you'll check out up coming events. You'll find opportunities for professional and personal development like never before. Also, be on the look out for the 2-day seminar in December. You'll be hard pressed to find a better 'deal.' There'll be twice the information for nearly one-third the cost. Tell everyone you know. This sort of thing rarely comes along.

A few days ago, just after a gentle rainstorm, I was walking through the plaza where I work. The distinct fragrance of wet grass and damp leaves filled the air. Fallen leaves, now orange, red and yellow, chased each other around the courtyard, pushed by the wind. I remembered autumn as the time I'd put on a new pair of corduroy pants and making that swishing sound, I'd head off to school. I hope we can see this new year as a season for learning.

*Jim Phillips
President
NAPM-Uah*



PROFESSIONAL DEVELOPMENT

PROJECT MANAGEMENT WANTED?

If you or your staff are in need of more skill in the area of PROJECT MANAGEMENT, I encourage you to consider the upcoming program that is being offered by the University of Utah Professional Education.

The program "Be a Successful Project Manager: Concepts and Techniques for Private, Public & Nonprofits" is scheduled to be taught this fall through the U of U Professional Education. The program will cover topics such as pre-project considerations, execution, finances and other controls, human resources, closeout and other related topics. The class will be held on October 29th at the Murray extension offices located at 5282 South 320 West.

The instructor, Mr. Randal B. Klein, P.E., is a Certified Quality Manager with over 20 years of experience as an environmental and civil engineer and is currently a managing principal of Streamline Consulting. For more information on schedule and registration, please contact the U of U at (801) 585-1780 or check <http://www.proed.utah.edu/>

*Here's to a life of learning-
Tracey K. Stevens, C.P.M., CPPB
Professional Development Chair*

MARKETING

ARE YOU A GOOD TEAM PLAYER?

Marketing requires a team effort from every NAPM-Utah Committee. Functions overlap and one aspect compliments another. "Working Together" is a publication which gives some good ideas about Team Work. In an article entitled "Are you a good team player?" E. G. Bauer states that in sports, there are good players and good team players. What's the difference?

In football, the quarterback can decide to keep the ball and run with it, even though everyone else sees an open pass receiver downfield. Often, in an attempt for personal glory, this quarterback gets sacked. These "good" players may score occasionally, supporting the fact that they are good players on an individual basis. But many coaches wouldn't want them on their teams. Instead coaches prefer players who are willing to sacrifice personal acclaim for the good of the entire team.

Most likely, that's what your organization wants too. If teamwork wasn't expected, why would your employer go to the trouble of establishing a team. The work could be divided so that it could be done by individual "stars" working alone. Good team Players:

1. Know what the team must accomplish. They can assist fellow members of the team's goals.
2. Good team players determine goals to be achieved. Input from everyone is valuable. Your contribution is important. Discuss ground rules, procedures, and expectations to avoid most future disagreements.
3. Good team players share mutual respect. You've got to be willing to trust the expertise of peers and to become interdependent, forsaking some of your own independence to do so.
4. Good team players do their part. Keep commitments. Volunteer to help your peers out when they face a tight deadline.
5. Good team players speak up. To be a top team member is a big responsibility. Some people prefer to sit on the sidelines and remain silent. They withhold contributions. Then they can later say - See, I told you so. Good team members are committed at the outset and are willing to reveal their thoughts and feelings to others. Overall, it takes courage to be a good team player.
6. Share the glory. You will make a poor team player if you try to cop all the glory and the ideas that work and backpedal on those that don't. A good team member wants everyone on the team to succeed. You can stand out by praising the people you work with. It makes good business sense. Those who make it to top management positions are those who can motivate others and work cooperatively. It isn't easy to be a good team player. You won't always be noticed. But you'll know. And eventually, so will everyone else!

You can be a good team player of NAPM-Utah by completing the on-line membership survey. [Please refer to the website for the online membership survey today] Speak up! Reveal your thoughts and feelings! Be part of the NAPM-Utah Team! click here to take the survey: <http://www.napmutah.org>

*Cheryl Ransom
Marketing Chair
NAPM-Utah*

MEMBERSHIP

Welcome to a New Year with the NAPM Association. We are excited about the meetings, and seminars we have planned. What a great opportunity for developing our skills and networking with other professionals in our organization.

"Sign-up Safari"

It's a jungle out there!

This Year is the "Sign-Up Safari" campaign. It began on January 1, 2002 and will run through December of 2002. It's an opportunity to get others to join us and enjoy the benefits of our association, while earning prizes for yourselves and our affiliate. here's how it works:

Each current member who recruits:

1 new member will receive an ISM lapel pin

5 new members will receive a ISM coffee mug

10 or more members will receive a \$35.00 coupon toward any ISM education product.

15 or more members will receive a \$100.00 coupon toward any ISM education product.

The ISM member who recruits the highest number of new members will be awarded a trip to the 2003 ISM annual Conference in Nashville, Tenn., including lodging and registration costs. Our Affiliate can also benefit: Affiliates that increase their membership by 15% or more are entered into a drawing where 2 affiliates will be selected to receive a two-day seminar. We were able to qualify for last years drawing and Utah's name was drawn and we now enjoy the benefit of our membership increase. (I am sure the details are in this newsletter on that seminar.) You must use the Safari applications which can be downloaded from the <http://www.ISM.ws> website, or I can provide them to you.

Good Luck!

Patti Porter
Membership Chair
NAPM-Utah

NAPM-UTAH would like to welcome the new members that have joined our affiliation during the summer months:

Russell Blaine with Thiokol
Brenda Bunch, C.P.M. with Rio Tinto
Judy Gissemann with The LDS Church
Eloy Gutierrez with Lifetime Products
Patrick Call with Morinda
Christopher Davis with Westco Dist.

Please make them feel welcome and a valuable member of our team

Welcome to NAPM Utah!

NAPM-UTAH MEMBERSHIP TOTAL: 525

As of August 1, 2002

ISM MEMBERSHIP TOTAL: 46,012

As of August 1, 2002

Building a Powerful Profession: One Member at a Time!

The National Association of Purchasing Management has become the Institute for Supply Management™. Please note that NAPM.org is now **Institute for Supply Management™**. <http://www.ISM.ws>.

NAPM-UTAH OBITUARY

Grant Arthur Foulger, October 27, 1918 – September 14, 2002

Grant Arthur Foulger, age 83, passed away at his home on September 14, 2002, following a brief battle with cancer. He was born in Ogden on October 27, 1918, the son of Arthur B. and Josephine Grant Bingham Foulger. He spent his entire life in the Ogden area. He graduated from Ogden High School, and attended Weber College and the University of Utah. He served with the U.S. 8th Army Air Corps during WWII, spending 3 1/2 years in England. Following his return from England, he married his high school sweetheart, Dorothy Chatland, on January 11, 1946, in the Salt Lake L.D.S. Temple.

He was an active member in the Church of Jesus Christ of Latter-day Saints. He served in numerous callings, including several bishoprics, but most loved his calling as Home Teacher. He was the General Manager for Lion Coal Mining Corporation. Later, he was Vice President and Purchasing Manager for Herrick Industrial Supply Company, retiring after 25 years of service in 1990.

He was a Life-Time member of the National Association of Purchasing Management. He loved his association with the people involved in the McKay Dee Cardiac Rehab Unit. Grant's great joy came though the time he spent with his family and friends. He possessed a quiet gentleness and unassuming generosity that constantly blessed our lives. He will be sorely missed.

He is survived by his wife, Dorothy, three children and their spouses; Gayle and David Tensmeyer, Barbara and Douglas Thomas, and Arthur and Jackie Foulger. He is also survived by nine grandchildren, one great grandchild; a sister, Kathleen (Spencer) Klomp; and stepsister, Carlene Lindquist. His parents; stepmother, Florabel T. Foulger; two brothers, Ralph C. and Frederick B. Foulger; sister, Josephine F. Herrick; and stepsister, Lorna Van Leeuwen, preceded him in death.

Funeral services were held on Wednesday, September 18, 2002, In lieu of flowers, donations may be sent to the Perpetual Education Fund of the Church of Jesus Christ of Latter-day Saints or the McKay-Dee Hospital Foundation. Interment was at the Ogden City Cemetery.

Grant will be missed by many friends and associates of NAPM-Utah, our condolences go out to all the family members and friends.

ECONOMIC OUTLOOK

THE PURCHASING ECONOMY REPORT FOR AUGUST 2002

MOUNTAIN STATES SHOW SIGNS OF IMPROVEMENT THOUGH CONFIDENCE CONTINUES TO WANE.

The Mountain States Business Conditions index rebounded from July levels as confidence continued to decline, according to the August survey of supply managers and business leaders in the three-state region. The overall index for August improved to 52.5 from 49.1 in July. Confidence among supply managers and business leaders declined for the second straight month with a reading of 58.8, down from 61 in July. The new jobs index was up for August at 50.1 from 48.4. While the employment index rose above 50, the August reading indicates firms in the region remain reluctant to add permanent full-time workers to their payrolls. The August production rose to 57.4 from July's 53.1. The relatively healthy production number combined with a weak employment reading indicates that firms are expanding output via increased hours and overtime rather than taking on new workers.

UTAH

Utah's overall Business Conditions Index for August rose to 46.7 from July's weak 41.2. The August survey of supply managers in Utah produced a new orders of 43.2, which was offset by a stronger production reading of 56.7. Furthermore, August's employment index of 43.3 indicates that firms in the state continue to reduce their payrolls via layoffs and attrition. While manufacturing firms have consistently reported economic weakness, we are now even seeing pullbacks among service firms. I expect Utah's unemployment rate to rise slightly in the months to come.

SELECTED COMMENTS

"Still seeing slowness in corporate capital spending." "After a strong July saw significant drop for incoming orders in August. Double dip recession?" "Inventory level went up only because we were trying to beat price increases."

THE GOOD

Short term interest rates such as the Prime interest rate (4.5%) and the funds rate (1.75%) are lowest in 40 years. Long term interest rates such as the 30 year mortgage rate (6.29%) and the U.S. Treasury (3.92%) are the lowest in almost 35 years. Inflation is tame; Consumer prices are increasing by roughly 2% per year while wholesale prices (producer prices) are not growing at all (0% growth) The housing market and home prices have held strong over the course of the economic downturn U.S. retail sales grew robustly in August for the third month in a row as consumers filled shopping malls and rushed to take advantage of financing bargains at car showrooms

THE BAD

Overall economy will grow between one and two percent for Quarter 3, 2002 While the U.S. economy added 36,000 jobs in August, the rate of job growth is below what is essential for a solid economic recovery. Profit outlook for most firms remains weak—stock market reflects this weakness Consumer confidence, while still fairly strong, has declined for three consecutive months Oil prices have risen by over 20% since January and threaten to go higher Benefit costs, particularly insurance costs, are rising between ten and fifteen percent for most firms The U.S. unemployment rate remains high by 1995-2000 standards at 5.7% with mass layoffs in July the same elevated levels as July 2001

THE UGLY

Current profits for most sectors of the economy remain lousy Capital investment, particularly for technology, while up for July, remains weak The drought is threatening the rural economy of many states particularly Kansas, Nebraska, North Dakota, and South Dakota. Stock prices are mired in a three-year downward spiral

THE OUTLOOK

Long-term interest rates will rise significantly when current fear and uncertainty regarding Iraq and accounting scandals are reduced. The next move by the Federal Reserve will be to raise interest rates. However, rates will remain unchanged for September and October. At this point in time, I expect short term interest rates to remain at their current 40 year lows until the first portion of 2003. Economic growth will not be back on trend until the first or possibly the second quarter of 2003. Watch the new durable goods orders from the Commerce Department (next announcement September 24) to gauge when the economy is headed higher. July numbers were good-May numbers were dismal. If August and September numbers look good, we can safely say that there will not be a double-dip recession. (<http://www.commerce.gov/>) Watch for the next release of employment data from the U.S. Bureau of Labor Statistics (BLS). (next release is October. The BLS announced that the U.S. economy added 36,000 jobs in August. When this number regularly exceeds 100,000, we can safely say that the economy is "back on track." (<http://www.bls.gov/>) Inflation at both the consumer and producer level will remain tame.

RECERTIFICATION

CONGRATULATIONS! YOU HAVE EARNED YOUR C.P.M. – NOW WHAT?

Individuals who have earned their C.P.M. are required to be recertified every five years. To be recertified, applicants must earn 12 C.P.M. points during their current certificate period. At least two-thirds of the points must be educational in nature. One-third may be earned in the professional contributions category. C.P.M. points may be earned in the following categories:

College Courses (Taken or Taught)

Semester-long university courses in purchasing/business related subject matter are worth 6 C.P.M. points each. Most other semester-long university courses are worth 1 C.P.M. point each. Instructors may earn points only once for each course taught, regardless of the number of times taught.

Continuing Education (Taken or Taught)

1 C.P.M. point = 7 continuing education hours.

Seminars and other educational programs pertaining to purchasing/business related subject matter which are at least one hour in length are eligible for continuing education hours. In-company training which enhances knowledge or improves skills are eligible for continuing education hours. Each Pro-D Workshop is worth 1 continuing education hour and each NAPM meeting is worth 1 continuing education hour.

Substantive, well-developed articles published in established purchasing or trade magazines (those that have an editorial review board identified in the magazine), exceeding one page in length, as well as articles published in conference proceedings, are eligible for 1 C.P.M. point per article.

Contributions to the Profession

Individuals who hold an office earn 1 C.P.M. point per year. At the discretion of the ISM affiliate leadership, service points may be awarded to all deserving volunteers, whether or not they are chairpersons, officers, or directors.

Successful Completion of Module 3 and/or 4 of the C.P.M. Exam

Each Module passed is worth 6 C.P.M. points.

If your certificate has lapsed less than one year, you may complete and sign an application form documenting 12 C.P.M. points earned. If your certificate has lapsed more than one year, you must pass all four modules again.

It is easier to start the process as soon as you receive your C.P.M. By volunteering, attending workshops, meetings, and seminars, recertification is almost automatic. JUST REMEMBER - it is the member's responsibility to keep track of their continuing education hours and C.P.M. points.

For more information, visit <http://www.ism.ws/Certification/CPMRecertification.cfm> or call 1-800-888-6276, ext. 3094, and talk to Al. She is a great help and will answer any questions you may have.

*Susan Shepard, C.P.M.
Board of Directors'
NAPM-Utah*

ISM NATIONAL NEWS

Value X 4: The Essential Supply Management Conference.

[Capture leading practices](#) of the four cornerstones of today's supply networks: physical, informational, relational, and financial. It all starts November 11-13, 2002 in Scottsdale, Arizona.

Fifth Annual Economic Summit

[Attention: Supply Management Executives.](#) Get an insider's look at the business economy. December 10, 2002, New York, NY.

Third Annual Services Conference

Uncover Hidden Opportunities. Don't miss the [3rd Annual Services Conference, Smart Business: Leveraging the Services Spend](#), December 5-6, 2002 at the Scottsdale Marriott at McDowell Mountains, Scottsdale, Arizona.

IFPMM World Congress 2003

June 15 - 17, 2003, Switzerland
Purchasing and supply topics from an international perspective.

National Volunteer Positions Available

- [Affiliate Support Council and Leadership Training Committees](#)
- [Other National Committees](#)

Back to school with ISM, take a [September](#) or [October](#) seminar and go to the head of the class.

Certified Purchasing Manager (C.P.M.) and Accredited Purchasing Practitioner (A.P.P.) [Study Materials](#)

New Benchmarking Data from CAPS Research:

CAPS Research compiles benchmarking metrics on a continuous basis. In addition to our new survey on "Benchmarking Your Services Spend" there are ongoing opportunities to measure your organization's purchasing performance to identify best purchasing practices. CAPS Research has also launched a new study that measures the effectiveness of eProcurement activities. Interested? Contact us at benchmark@capsresearch.org, and click [here](#) for the latest info. Want more information about CAPS Research? Contact the webmaster@capsresearch.org or visit us at <http://www.capsresearch.org>.

Specialize. The ISM Certificate Programs

ISM now offers [3 distinct Certificate Programs](#).

ISM's Supplier Directory

Looking for the perfect source? Find them on the [ISM Supplier Directory](#), a comprehensive resource for the busy supply management professional.

The National Association of Purchasing Management has become the Institute for Supply Management™. Please be aware that NAPM.org is now <http://www.ISM.ws>.

The Institute for Supply Management™, established in 1915, is the world's leading educator of supply management professionals and is a valuable resource for decision makers in major markets, companies, and government. In May 2001 the membership of NAPM voted to change the association's name from the National Association of Purchasing Management to the Institute for Supply Management™ to reflect the increasing strategic and global significance of supply management.

COMMUNICATIONS

If you know someone that you would like to spotlight in your office (or entire office or corporate spotlight) and is/are a member(s) of NAPM-UTAH, please send a paragraph or two with educational accomplishments, certification accomplishments, and note any work related accomplishments, along with a digital picture, if available, with their authorization, and send them as an e-mail attachment to karl.harward@ci.slc.ut.us or by snail mail to: Salt Lake City Corporation, Department of Public Utilities, 1530 S. West Temple Street, SLC, UT 84115. **Cutoff date for the November newsletter will be October 19, 2002.**

Also, if you would like to share a purchasing/business experience or an opinion article for the NAPM-Utah Newsletter, **please submit it to me by October 19, 2002 for the November issue.** The Communication Committee will be awarding several awards at the end of the year based on Editor's Choice. Also, we are always looking for volunteers to help out with various types of affiliate management responsibilities. NAPM-UTAH currently has a volunteer position available as Assistant Editor. If you are interested, please contact me as soon as possible.

Thank you,

Karl Harward
 Communications Chair
 NAPM-Utah
 P 801-483-6832
 F 801-535-6618
Karl.harward@ci.slc.ut.us

Additional National News

C.P.M.s & A.P.P.s ISSUED

	8/2002	8/2001
TOTAL C.P.M.s issued	38,808	36,686
TOTAL A.P.P.s issued	6,506	5,749

If you have earned your C.P.M., A.P.P. or have passed a module, and would like to be featured in the newsletter, please send the info to:

karl.harward@ci.slc.ut.us

COMMUNICATIONS SURVEY

Please rate the various items by circling the following (4) being excellent, (3) good, (2) needs improvement, (1) poor, and fax to me (801)535-6618 or by email: karl.harward@ci.slc.ut.us

Newsletter Articles	[4]	[3]	[2]	[1]
Monthly Happenings info	[4]	[3]	[2]	[1]
Spotlight content	[4]	[3]	[2]	[1]
Economic content	[4]	[3]	[2]	[1]
National news	[4]	[3]	[2]	[1]
Overall rating	[4]	[3]	[2]	[1]

Comments: _____

Survey results will be posted in the Communications section next month. Please respond by **October 19, 2002.** Your name will be entered for a cash drawing or gift certificates to a local restaurant.

BuyTrain

September 2002

The following article was prepared by Mike Taylor, C.P.M. for distribution to NAPM affiliate newsletters.

ESTABLISH RELATIONSHIPS

This profession is most valued for being able to find the unfindable, locate the obscure, track down arcane information and generally do the impossible. Supply Chain professionals bring a broad body of knowledge, skills and information to the table. Six users all wanting their oddball material delivered yesterday is not unusual and this challenge makes our job interesting.

Old timers will say that the difference between a great buyer and a good buyer is as much who you know as what you know. Knowing whom to contact often solves the unsolvable problem. For this reason, the people we meet and relationships we establish can make a world of difference in our career and our performance.

Here are a few examples of relationships that can get the job done:

The buyer who buys for a large pharmaceutical manufacturer can point us to the small lab supplier stocking an uncommon reagent.

The salesman for a pulp mill can suggest a trucker with some extra time to take a back haul.

The retired pump salesman who is happy to look at the requisition and point out what's missing or which requirement makes the pump model proprietary.

The Engineer in a local engineering firm who can decipher an ancient installation diagram and identify which model controller fits in the old space.

The traffic manager in an aerospace company can recommend a good import agent.

The computer programmer who remembered an article about technical glitches in a software program we were just about to purchase.

Old timers in every organization probably have dozens of war stories like these about calling just the right person who bailed them out of a difficult problem. You can which buyers have a reputation for doing the impossible. They are the busy ones who have connections and know how to use them. The old rolodex with identifying smudges in just the right places, the business card file that goes back to one of the first salesmen you met and the electronic contact list organized by categories are all indicators of someone who understands and values relationships.

These people go out of their way at trade shows, programs and events to meet everyone they can, exchange business cards and chat with new acquaintances. They ask lots of questions about what, how, who and where. They talk about work and squirrel away names of their newfound contacts. They sit at tables with people they don't know, examine company names on rosters and seek out likely contacts.

"I may never have bought a left-handed winkle before, but the first rule of purchasing says someday I'm going to need to buy one in a hurry. When that happens, hopefully I'll know someone who buys them all the time."

This article was prepared by Mike Taylor, C.P.M. for distribution to NAPM affiliate newsletters.

- MLTWEB is assembled and maintained by Michael L. Taylor, C.P.M. [see www.mltweb.com]
- Materials and articles prepared by Mike may be shared in association meetings and newsletters provided that this source is cited and no fee is charged. The rights for any other use are withheld.
- Copyright; Michael L. Taylor, C.P.M.

UTAH COUNTY

OCTOBER NAPM-UTAH LUNCHEON

Please plan on attending the October Luncheon of the 2002-2003 NAPM-Utah Central Utah Branch on Wednesday, October 9th, at the Provo Holiday Inn, 1460 S. University Avenue (exit 266).

We have invited Leland G. Foster, Ph.D., to present "The Biotech Industry / CEO Expectations". Dr. Leland Foster is presently the President of Cell Culture Division Perbio Science AB. The products of Perbio Science are used in the life sciences and the health care sector. They primarily help to achieve greater cost-effectiveness and shorter lead times in the research, development and production of pharmaceuticals. Over 90% of their business concerns biotechnology, where Perbio is a market leader worldwide in the segments it operates.

Ruby River will be catering the luncheon. You may choose either the Bacon Cheddar Burger or the Chicken San Marco Pasta. 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 Friday, October 4th, to Dominique Bird at Nature's Sunshine Products by fax: (801) 342-4688 or by email: dbird@natr.com See you there!

OCTOBER LUNCHEON RSVP

COMPANY _____

MEMBERS _____

BACON BURGER _____ PASTA _____

Please RSVP by Friday, October 4th, to Dominique Bird at Nature's Sunshine Products by fax: (801) 342-4688 or by email: dbird@natr.com See you there!

NORTHERN UTAH

The NAPM Northern Branch meeting for October 9th will feature:
Peter Dawson,
General Manager for Parker Aerospace.

“The Role of Purchasing in a World Class Organization”

Peter Dawson is the General Manager for Parker Aerospace in Ogden Utah; a leading supplier of primary flight controls for commercial aircraft. Mr. Dawson is a results oriented executive with 20 years Managing Director / CEO experience for \$50-\$300 million dollar manufacturing companies located in Malaysia, China, Latin America, Europe and the USA. His accomplishments include increasing on-time customer delivery to record levels; implementing company-wide cost reduction and quality improvements; creating self-managing work groups with team building techniques; and maintaining operational performance during challenging conditions in the Pacific Rim and the current stress of the post 9/11 aerospace industry. He is a passionate promoter of purchasing excellence, lean manufacturing, and concurrent engineering. He has addressed many purchasing organizations such as the Malaysian Ministry of Procurement and the British purchasing association equivalent to our National Association of Purchasing Management. Mr. Dawson holds degrees in Mechanical Engineering from Brunel University and Accounting from the City of London Polytechnic.

We are excited to have Mr. Dawson address the Northern Utah Branch with an hour of insight on the 'higher levels of excellence' available for purchasing professionals.

*Stephen Mayo, C.P.M. CPIM
Board of Directors
NAPM-Utah*

OCTOBER RSVP

COMPANY _____

MEMBERS _____

GUESTS _____

Please RSVP by Friday, October 4th, to Rebecca Halladay (801)776-1532, email rhalladay@lifetime.com See you there!

DINNER MEETING RESERVATION FORM



Dinner Meeting Reservations

October 10, 2002

Attention: Tom Short, C.P.M.

Vice-President

NAPM-Utah

Please R.S.V.P. no later than 3:00 p.m. on Monday October 7, 2002.

Company _____

Name(s) Attending	Pre-Dinner Workshop (4:30)	Dinner (5:45)
_____	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>

Please remember that the association currently pays for the meal at one monthly meeting for Regular and Lifetime Members, which we estimate. In order to spend our association dues wisely, we rely on your RSVP to provide an accurate meal count to the hotel.

RSVP by any of the following:

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Fax: (801)240-6215

Phone: (801)240-1236

Mail: Tom Short, C.P.M.
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Vacant Positions

Press Release Coordinator

Newsletter Editor

Historian

Please contact Jim Phillips at (801)965-3836 if you are interested in volunteering for one of the vacant positions.