

Utah Purchasing News

JUNE 2003

www.napmutah.org

JUNE EVENTS

June 5-6, 2003

Two-Day Seminar (8:00 am - 4:00 pm)

"Purchasing: The Fundamentals"

Brian G. Long, Ph.D., C.P.M.

<http://www.mmii.org>



June 12, 2003

Satellite Seminar (7:30 - 12:30)

Reengineering MRO: A Focus on the Importance
Critical Support Materials and Services.

Location: The Old Utah County Courthouse

51 S. University Ave, Room 206, Provo, Utah

\$25.00



June 12, 2003

NAPM-Utah Summer Social (5:00 - 7:30)

Social hour, Networking, (5:00 - 6:00)

Dinner will be served at 6:00 pm

Dress is casual. Guest meals are \$10.00

Entertainment provided by:

"Ridin' the Faultline"



June 25, 2003

Leadership Transition Luncheon (11:30 to 2:00)

Newly installed Officers and Appointed Volunteers

Lion House

Next Month:

July 11-12, 2003

ISM Summer Leadership Training, Las Vegas

Contact Tom Short, 240-1236, if you would like

To volunteer for a leadership position with NAPM-Utah.

REMINDER:

Please pay your dues ☺

**And, don't forget to study for your C.P.M. everyday
this Summer!**



Summer Social Entertainment

RIDIN' THE FAULT LINE is a bluegrass group featuring Mike Akin (banjo and lead vocals), Larry Swift (mandolin and harmony vocals), Richard Schmeling (guitar and harmony vocals) and Janna Lauer (bass).

The group's contagious traditional sound has earned them opening slots for Ralph Stanley and the Clinch Mountain Boys, Steve Kaufman, Don Williams, Alison Brown Quartet and Mountain Heart. You can catch them most Friday evenings from 7:00-9:00 p.m. at Joe Morley's BBQ 7720 S 100 West in Midvale, Utah. (Call (801) 255-8928 to confirm). Click here: <http://www.ridinthefaultline.com>, for booking info, please call: Janna Lauer (801)467-0663 or Mike Akin (801)755-3449



PROFESSIONAL DEVELOPMENT

TWO-DAY SEMINAR, JUNE 5-6, 2003. REGISTER TODAY TO ATTEND THE BEST SEMINAR THIS YEAR!

"Purchasing: The Fundamentals"

Brian G. Long, Ph.D., C.P.M.

<http://www.mmii.org>



Dr. Brian G. Long, C.P.M., is President of the Marketing and Management Institute, a Kalamazoo Michigan based seminar and consulting firm. From 1975 to 1985, he served as Associate Professor of Marketing at Western Michigan University where he taught industrial marketing and industrial purchasing, and marketing strategy.

Dr. Long received his Ph.D. from Michigan State University in 1975, where he majored in marketing and minored in economics, labor relations, management, and physical distribution. Since then, he has been active doing research in areas of business cycles, industrial marketing, industrial purchasing, and negotiation. Dr. Long is coauthor of The Win-Win Negotiator, a One Minute Manager style book, as well as many other articles in academic and trade publications aimed at business practitioners.

See registration below or register on-line at: <http://www.napmutah.org>

Tracey Stevens, C.P.M., CPPB
Professional Development Chair



PROGRAM INFORMATION ON ISM'S NEXT SATELLITE SEMINAR:

Services Purchasing: Making the Right Decisions

June 12, 2003 – 7:30 – 12:30

Over the past several years, purchasing departments have increasingly moved from strictly procuring goods to the tasks associated with procuring services. This program looks at the issues of how to select a service provider, draft a contract for services, write a statement of work, and manage the service agreement. The panel will discuss purchasing services such as consulting, leasing, utilities, travel, construction, temporary workers, and information technology.

WHO SHOULD ATTEND?

Purchasing and supply management professionals, project managers, and other members of the supply chain who may be sourcing a service for the first time, as well as those who want to add to their existing knowledge base and improve their techniques for services purchasing.

NEW FEATURE -- ONLINE POLL -- Visit the ISM Web site and complete the online Services Purchasing Poll at <http://www.ism.ws/surveys/index.cfm?SurveyID=138> -- then be sure to tune in and hear the panel discussion of the survey results!

Tracey Stevens, C.P.M., CPPB
Professional Development Chair

MARKETING

Do you have fun at work? Do the buyers in your department enjoy their jobs. At a recent department meeting, one organization asked buyers to fill out a survey that described the level of fun they were having at work. They reacted to the survey with puzzled looks. The results of the survey showed that most of the buyers did not consider work as being fun. These results were disturbing to think about the relationship between work and fun. Several recent studies show that promoting fun at work does work.

People who have fun on their job are more creative, more productive, better decision-makers and get along better with their coworkers. (Dr. David Abramis "Does Fun at Work Work": Internet: <http://www.playfair.com/funatwork> Research has shown that a 13% increase in morale can lead to a 40% increase in productivity. (Tom Still, "Laughing it Off), Corporate Report Wisconsin, August 1998, Page 12). 98% of 737 CEO's preferred job candidates with a sense of humor over those who did not. (Hodge-Cronin & Associates).

At a National Purchasing Seminar several years ago, it was suggested that two categories be developed: fun at work and fun with work. Fun at work deals with the climate in your purchasing department and the environment in your company. The culture and climate of every organization differs, so what works in one organization will not work in another. The bottom line is to keep trying, keep changing the mix until the perfect formula is had.

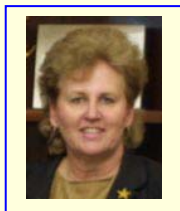
At our last dinner meeting, Dr. Stan Fawsett stressed the importance of ABC management. By doing so, managers will find that their employees will retain the passion that is required for state of the art organizations. Managers should utilize "Affirmations." Ratio is 9:1--i.e., Utilize nine positives for each "negative." This ratio will produce outstanding results.

B stands for belonging. It is somewhat surprising how this aspect of good management can pay big dividends. People need to belong in their workplace. What about making meetings more fun? They are usually dull with agenda items that review financial statistics. What about recognizing others. Look for reasons to have employees stand and be applauded. Recognize people for birthdays, company anniversaries, training courses completed, promotions, engagements. Have a traveling trophy that is presented to employee is expecting a new arrival. Celebrate everything possible--Nothing creates "belonging" better than good news. Create opportunities to do community service.

C: is Competencies: Managers must find out what their employees are about--what motivates them, what they like to do. Provide opportunities for them develop and share these competencies. Allow your subordinates to make time for the things they want to do.

Financial advisors tell us to pay ourselves first, right? so take time to do the things you like to do--write letters, read articles, talking to suppliers. Learn something new each day. Start a "word" of the day and take turns coming up with them. Have an adventure. Mark Miller of ISM suggests holding supplier workshops, start a supplier advisory council, visit a major customers, work on cross function teams. organize a talent show. Successful companies have found that the attitude of its employees is the key to financial success. Some organizations are profiling their potential employees and finding ones that are happy and fun loving. They have found that this profile co notates more productive employees.

Cheryl Ransom
Marketing Chair



WELCOME NEW MEMBERS!

NAPM-Utah would like to welcome our new members:

Judi Gepkens, O.C. Tanner
Paul Terry, O.C. Tanner
Roger Wood, O.C. Tanner
Dave Dewey, O.C. Tanner
Nedra Provost, O.C. Tanner
Howard Taylor, O.C. Tanner
Luan Green, O.C. Tanner
Jim Hales, O.C. Tanner
Sheri Martinex, O.C. Tanner
Annette Jacobs, Weber County
Lionel Blau, MATC
Michael Nielsen LDS Church
Gary Starr LDS Church
Don Cooley, Rio Tinto
Tom Iverson, LDS Church
Michael Richards, Consultant
Rick Searle, Southwire
Dan Darrington, Alliant

Student Memberships:

Treber Anderson
Duane Bitner
Evelyn Chu
Gary Hyatt
Corbett Greenhalgh
Jett Buchi

International Trade is Different!

As our Supply Chain expands to circle the globe, we need to keep in mind that we are crossing legal borders. The Uniform Commercial Code (UCC), which is a large part of U.S. law governing transactions between buyers and sellers, does not apply once our contract crosses the border and leaves the United States.

As a result, many contract terms, which we take for granted, have to be reconsidered. When we contact a distributor in Europe, Asia, Canada and even Mexico, stop and think about each detail of the purchase. Obvious issues that should be considered include the payment currency, exchange rate, payment method and unit of issue (kilos vs. pounds). Less obvious issues might include tariffs, duty, taxes and delivery terms. The more scary examples of issues to consider include; what court has jurisdiction if there is a lawsuit, does the buyer have the "right to cover", can acceptance be revoked and can the warranty be enforced?

It may not be an issue for you in the job you have today, but what about tomorrow? Will you want to know how to purchase something from a foreign country?

We have asked Helen Pohlig, a nationally known seminar leader on contracting legal issues to compare and contrast difference between domestic and international contracting. This workshop will start with the basics by exploring the differences between and among goods and services contracts, domestic and international, and will highlight some of the particularly crucial concerns regarding each type of contract.

Ms Pohlig will give us the benefit of her insight in a workshop at the 60th annual Pacific Northwest Purchasing Conference on October 10, 2003 in Kennewick Washington. Read more about the conference programs at www.mltweb.com/orgs/conf/schedule.htm .

Find the complete article and more articles like this on the Buy Train archive web page at www.mltweb.com/tools/buytrain/index.htm

See you at the conference!

Mike

www.mltweb.com/mltweb.htm

UTAH COUNTY PRO-D AWARDS

Congratulations to Susan Shepard, C.P.M., Dominique Bird and Cheryl Ransom, C.P.M. who were presented with the 1st annual Professional Development "Shining Star" Awards for outstanding participation and service in the area of Professional Development.

Susan Shepard, C.P.M. received the Pro-D Membership "Shining Star" Award for most attended Pro-D events during 2002-2003. Susan attended more Pro-D luncheons, pre-dinner workshops and dinners presentations than any member of the association. Susan continues to be excited about attending meetings and earning hours towards her recertification as a C.P.M.

Dominique Bird received the Pro-D "Shining Star" Award for Outstanding Service in her capacity as Coordinator for the Central Utah Branch. We applaud Dominique for the many hours she has volunteered for NAPM-UTAH in order to provide special luncheon meetings in the Provo area.

Cheryl Ransom, C.P.M. received the Pro-D "Shining Star" Award for her Service to NAPM-UTAH in Professional Development. Cheryl is a true advocate for professional education, has taught numerous certification review courses, arranged low cost & Purchasing Month seminars and most recently assisted in setting up satellite seminars for our members.

Special thanks to these outstanding members who are shining examples in the area of Professional Development!

Tracey Stevens, C.P.M., CPPB
Professional Development Chair



Top left: Susan Shepard, C.P.M.

Top right: Dominique Bird

Bottom left: Cheryl Ransom

Also, awards were presented at the NAPM-Utah Dinner Meeting for "Editor's Choice" Awards to: Tracey Stevens, C.P.M., CPPB, & Tom Short, C.P.M. "The Article of the Year" Award were present to Cheryl Ransom, C.P.M., & Jim Phillips, C.P.M.

2 DAY SEMINAR REGISTRATION

Fundamental of Purchasing and Supply Management

June 5-6, 2003 Sheraton Centre City Salt Lake City, UT

Cosponsored by N.A.P.M. – Utah

This two day seminar will introduce you to the fundamental concepts and modern techniques of purchasing and materials management. The course is primarily designed for new people entering the purchasing profession, although experienced purchasers may find it helpful to benchmark with other firms in the industry. You will examine all phases of the purchasing process including negotiations, materials management, sourcing, bidding, and cost containment. To give you "hands-on" experience, the program uses a combination of lectures, case studies, group exercises, and discussion. In addition, all participants will earn two points (14 hours) toward the C.P.M. (Certified Purchasing Manager) program. Topics include:

- Importance of Purchasing
- Source Selection
- Total Quality Management
- Purchasing Organization
- Supplier On-Site Survey
- Legal Contracts
- Uniform Commercial Code
- Sources -Purchasing Info.
- Supplier Performance Eval
- Supply Management Concept
- Competitive Bidding
- Negotiation
- Large Volume Contracts
- Establishing the Right Price
- Supplier Relations
- System Contracts
- Fighting Price Increase
- Freight Cost Reduction
- Internet Purchasing
- Inventory Management
- F.O.B. Terms
- EDI
- Value Analysis
- C.P.M. Certification
- Ethics
- Quality Management
- P-Credit Cards

About The Presenter: The instructor for the seminar will be Dr. Brian G. Long. Dr. Long earned his Ph.D. in business administration at Michigan State University in 1975. From 1975 to 1985 he served as associate professor of marketing at Western Michigan University where he taught industrial purchasing and marketing strategy. In 1977, he became a Certified Purchasing Manager. Dr. Long is a co-founder of the Marketing and Management Institute, an educational organization dedicated to professional purchasing education. Since 1977, he has conducted hundreds of seminars for firms such as EDS, Siemens, Bechtel, BP-America, Conoco, Sun, Lamb Technicon, Cummins Engine, IBM, RJR-Nabisco, General Foods, United Technologies, Lockheed-Martin, Rockwell, Upjohn, 3M, Occidental Petroleum, and Parker-Hannifin.

To Register: Send check or purchase order along with the registration form to the Marketing and Management Institute, 3182 Davcliff, Kalamazoo, Michigan, 49024. Completing the VISA/Mastercard/Amex section is another convenient means of payment. If payment is not enclosed, please list a purchase order number in the appropriate box. A net/15 invoice will be issued.

REGISTRATION FEE: \$395.00 per person. The fee includes all professional instruction, classroom materials, breakfast rolls, coffee, and other refreshments for the day. Lunch is also included.

Fundamental of Purchasing and Supply Management

Please charge VISA/Mastercard/Amex \$ _____ for _____ enrollments. Account #: _____

Expiration Date: _____

Signature: _____

Please charge Purchase Order # _____ for _____ enrollments.

Mr/Mrs/Ms: _____ Nickname: _____ Title: _____

Organization: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone _____ Fax _____

FAX Registration To: (616) 323-8350, or send form and check/purchase order to:

8:00 a.m. – 4:30 p.m.

Marketing and Management Institute, Inc. 3182 Davcliff, Kalamazoo, MI 49024 **June 5-6, 2003**

SUMMER SOCIAL RESERVATION FORM



Summer Social RSVP

June, 2002 at 5:00 p.m.
Murray Park, Murray, Utah
Pavilion #2. Enter off of 5300 South
Attention: Tom Short, C.P.M.
President
NAPM-Utah

MENU

Bar-B-Q chicken and sliced
beef
Rolls
Baked beans
Potato Salad and Cole
Slaw
Mud Pie
Sodas
Catered by Joe Morley's

Please R.S.V.P. no later than 3:00 p.m. on Monday, June 9, 2003

Company _____

Member(s) Attending

Guests (\$10.00)

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

RSVP by any of the following:

Online: <http://www.napmutah.org>

E-Mail: ShortTJ@ldschurch.org

Fax: (801)240-6215

Phone: (801)240-1236

Mail: Tom Short, C.P.M.
L.D.S. Church
50 E. North Temple
Salt Lake City, UT 84111

MISSION

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.

VISION

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 a diverse membership and there are no barriers to full participation in the association.

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Vacant Positions

Press Release Coordinator

Name Badge Coordinator

Historian

Please contact Tom Short at (801)240-1236 if you are interested in any of the vacant positions.