

# Utah Purchasing News

October 2003

[www.napmutah.org](http://www.napmutah.org)

## OCTOBER EVENTS

**Oct. 8, 2003 Central Utah Branch Luncheon Meeting (11:45)**  
"Ethics in Business" Val Christensen  
*Corporate Attorney, Franklin Covey*

**Oct. 9, 2003 Professional Development Workshop (4:30)**

Tour and Logistics Presentation:  
Humanitarian Center, LDS Church  
1665 South Bennett Drive (2020 West)



**Oct. 9, 2003 Dinner Meeting (6:00)**

"Logistics"  
Ike Nixon, Roadway  
Non-Member cost for workshop and dinner \$35  
(Please make checks payable to NAPM-Utah, Inc.)



**Oct. 11, 2003 Certificate Course (8:00-5:00)**

"Purchasing and the Manufacturing Process"  
University of Utah ProEd <http://continue.utah.edu/careers/>  
(type "Purchasing" in the keyword search)

**Oct. 20, 2003 APICS Seminar (7:30-12:30)**

"The Theory of Constraints" Dr. Eliyahu Goldratt  
For additional information, logon to: <http://www.apicsutah.org>

**Oct. 23, 2003 Satellite Seminar (7:30-12:30)**

"The Dynamics of Supplier Relationships"  
Members \$25, Non-Member Guests \$35  
See website for additional information.

**Oct. 24, 2003 Certificate Course (8:00-5:00)**

"E-Commerce: Business to Business"  
University of Utah ProEd <http://continue.utah.edu/careers/>

**Oct. 28, 2003 Certificate Course (8:00-5:00)**

"Accounting and Budgeting for Non-Accounting Managers II"  
University of Utah ProEd <http://continue.utah.edu/careers/>  
**Become a graduate of the Purchasing and Supply Management Certificate Program!**

**REMINDER:**  
Please pay your dues ☺



## Dinner Meeting Speaker

### Ike Nixon

Sr. Corporate Account Executive  
Roadway Express Inc.

Mr. Nixon graduated from University of Arizona in 1984 with a BS in Financial Management with Minors in Marketing and Economics. According to Ike, he then spent the next 16 months proving to himself he was not going to be able to make a living playing baseball.

In October of 1985 Ike signed up with Roadway to become a management trainee. In 1986 he was promoted to Sales Representative in the San Francisco area and for the next two years learned the fundamentals of sales and the art of negotiating. In 1988 Ike was promoted to Terminal Manager of Roadway's Salem,

In 1994 Ike was promoted to Regional Sales Manager for Northern California, Northern Nevada and Idaho. In 1996 Ike was promoted to Corporate Account Executive where he was responsible for managing some of Roadway's largest accounts on the West coast and in the Mountain Time zone. Then in 1999 was promoted to Sr. Corporate Account Executive where he had training and mentoring new Corporate Account Executives.

In addition to performing his training and mentoring duties for new Corporate Account Executives, Mr. Nixon has also been assigned to the:

- E-commerce business development committee
- Outside Sales Channel steering committee
- Association Management Company business development team

### MENU:

*Gourmet Garden Greens Topped with Toasted Almonds, Diced Apple, and Crumbled Bleu Cheese with Raspberry Vinaigrette or Ranch Dressing  
London Broil, Broiled marinated Strip Loin  
with a Burgundy Mushroom Sauce  
Baked Potato with Sour Cream and Chives  
Chef's Choice Vegetables, Dinner Rolls and Butter  
New York Cheesecake with Raspberry Topping  
Iced water, fruit punch, coffee, tea*

# PROFESSIONAL DEVELOPMENT

## You're Invited to Attend:

Date: Oct. 11, 2003  
 Time: 9:00 a.m.- 6:00 p.m.  
 Place: University of Utah Professional Education  
 Host: James Defa/Instructor  
 Cost: \$200 NAPM-UTAH members, \$289 nonmembers

## **Purchasing and the Manufacturing Process (PROED-560)**

This course explains the role that purchasing plays in a traditional 'for profit' manufacturing environment. It will provide participants with insight into what purchasing can bring to the process and will explain what is expected of a purchasing organization involved in manufacturing. The primary objective is to introduce students to common manufacturing terms, gain an understanding of manufacturing systems and procedures, introduce students to the impact purchasing has on R&D and new product development, where purchasing lies in the decision-making process, and the financial impact purchasing has on the bottom line. This is an elective class for the Purchasing and Supply Management Certificate Program and is endorsed by NAPM UTAH.

*Here's to a life of learning-*  
 Tracey K. Stevens, C.P.M., CPPB  
 Professional Development Chair  
[tracey.stevens@ci.sl.c.ut.us](mailto:tracey.stevens@ci.sl.c.ut.us)



## UNIVERSITY OF UTAH Career and Organization Classes

**Become a graduate of the Purchasing and Supply Management Certificate Program!**  
 These classes are cosponsored and endorsed by NAPM-Utah. Learn more and register at [www.continue.utah.edu/careers](http://www.continue.utah.edu/careers). All are taught by subject area experts. **All are core or elective classes for the U of U Purchasing and Supply Management Certificate. All Section 2 courses are for NAPM members only and offer a reduced tuition!!!**



APP/CPM Certifications Module 1 The Purchasing Process Exam Preparation	120-001	FRIDAY 9/19 8:15 AM - 5 PM	Murray	Cheryl Ransom
	120-002 NAPM			
APP/CPM Certifications Module 2 Supply Environment	130-001	FRIDAY 11/21 8:15 AM - 5 PM	Murray	Cheryl Ransom
	130-002 NAPM			
Business and Professional Ethics	200-001	W 12/3 and 10 6 P - 9 P	Murray	David Hart
Customer Service	220-001	THURSDAY 9/25, 8:15 A - 5 PM	Murray	John Panos
E-Commerce: Business to Business	360-001	F 10/24 8:15 A - 5 P	Murray	James Parker
	360-002 NAPM	F 10/24 8:15 A - 5 P		
Accounting and Budgeting for Non-Accounting Managers I	100-001	T 9/16 - 9/30 6 P - 8:45 P	Murray	John Furness
Accounting and Budgeting for Non-Accounting Managers II	110-001	T 10/28 - 11/11 6P - 8:45P	Murray	John Furness
Finance for Non-Financial Managers I	390-001	S, 12/6 9 A - 5 P	Marriott Lib	Bruce Cundick
Finance for Non-Financial Managers II	400-001	S, 12/13 9 a - 5 P	Marriott Lib	Bruce Cundick
Fundamentals of Purchasing and Supply Management	410-001	SATURDAYS 9/6 & 20 8:15 AM - 5 PM	Marriott Lib	Thomas Richards
	410-002 NAPM			
Purchasing and the Manufacturing Process	560-001	SATURDAY 10/11 8:15 AM - 5 pm	Marriott Lib	James Defa

*"I strongly encourage all professionals in this field to consider this program for themselves and those they manage."*

Tracey K. Stevens C.P.M.  
 Past President NAPM-Utah  
 Chief Procurement Officer, Salt Lake City Corporation

# MARKETING

## Six Satellite Seminars have been scheduled through ISM:

Date: Program Title

Thursday, October 23, 2003: The Dynamics of Supplier Relationships

Thursday, February 5, 2004: Logistics in Supply Management

Thursday, April 1, 2004, Controlling Costs by Controlling your Inventory

Thursday, June 10, 2004: Improving your Role with Effective Project Management.

These seminars will be held at the Old Utah County Courthouse. Cost is \$25.00

There will also be a 1/2 day free Seminar from 1:00 to 4:30 on Thursday, March 11th to celebrate Purchasing Month. Location will be at the Sandy City Center.

Anyone who hasn't received a membership certificate, contact Cheryl Ransom at 303-3497  
[cheryl.ransom@clearone.com](mailto:cheryl.ransom@clearone.com). Changes in names, address should also be sent to Cheryl.

There are many formulas for success. There are many definitions for success. The commonality that runs through all of these formulas and definitions is "managing yourself: i.e., managing the way you think."

Within the past several decades studies in the field of cognitive behavioral psychology have led us to the understanding that we are what we think and more importantly we move toward and become like that which we think about. There is a relationship between thinking, values, goals and success.

Here's how it works. Consistent thoughts about ourselves, our life, our work, other people, etc. forms values by which we form judgments about the importance of various situations (likes and dislikes). The compilation of these values over time becomes our beliefs by which we live.

As a result of our belief system, any outside event in our life will instantly create an attitude in our mind. This internal attitude will produce, with a high predictability, behavior which is consistent with our belief system.

So we move toward and become (behave) like that which we think about.

Psychologist say our inner make-up, our psyche (physical, emotional, mental and spiritual) is the basis of what and who we are. The conclusion is, we cannot be self-actualized (Maslow) until we understand these critical areas.

Management guru Peter Drucker has stated: "The best way to predict your future is to create it." To paraphrase this idea: The way I think and act today will determine what I will have in my life tomorrow.

NAPM-Utah/ISM can assist you with your purchasing career and also with some of your personal development goals. We offer workshops and seminars on career enhancement strategies, and personal development. It is up to you to define what success means to you, internalize it, and that be the driving force to influence your behavior. It's all up to you!

Cheryl Ransom  
Marketing Chair



**Mark your Calendars Now to celebrate Purchasing Month. Free 1/2 day seminar 1:00 to 4:30 p.m. on March 10, 2004 Sandy City Offices.**

## V.P. PAGE

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### The "EFF" Words

"Personal time management is about winning the "EFF" words: making them apply to you and your daily routine." It also applies to NAPM of Utah. Let's talk about three (3) of them:

"Effective"-- Effective is having a definite or desired result.

What makes you effective?

What makes our officers effective?

When we come to our meetings, what makes them effective? Is it the speakers?

Is it how we network with each other and with the speakers?

What makes us as volunteers effective? I want you to know that the most important person in our organization is **YOU**, especially you the volunteer. So I want to say "Thank you" to each and every one of you who help to keep us going.

"Efficient"-- Efficient is being productive with minimum waste or effort. Let's break that down.

Minimum waste-- Do you RSVP for the meetings? Do you participate in the workshops, the lunch/dinner meetings, the socials, and the seminars?

Minimum effort-- Do you show up just for the lunch/dinner? Do you just sit there and not network? Are you part of a committee or not? Do you say "yes" to a simple assignment ie. lead the Pledge of Allegiance?

Finally,

"Effortless"-- Effortless is seemingly without effort; natural, easy.

Effortless is what our meetings look like when it all comes together. It takes the officers all doing their part; it takes the members helping, networking, and spreading the oil of contributing so that all of us can derive a lot from being together each month.

Now, can you apply any of the above to your daily routine?

Go through the list again and find out.

May you always be found to be effective, efficient, and effortless. This is my wish for all of us.

Julie Anderson  
Vice President



## FROM THE BOARD OF DIRECTOR'S

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### Internal Customers

In the purchasing environment there are frequently more situations where the purchasing professional serves an internal customer rather than an external customer. Most companies require procurement support for their production activities or general operations. Whether these companies are privately or publicly funded organizations, we often serve internal customers. It is therefore essential that we learn more about the requirements of our internal customers in order to achieve the overall goals and objectives of our respective organizations.

The Salt Lake Chapter of APICS (American Production and Inventory Control Society) is sponsoring a seminar October 20<sup>th</sup> featuring Eliyahu Goldratt, author of The Goal. This book has inspired many to embrace the innovative manufacturing techniques that are collectively referred to as Lean Manufacturing.

There are two benefits of embracing Lean for the purchasing professional. One, Lean concepts can be directly applied to the office environment. The techniques surrounding set-up reduction, flow-rate, queue and takt-time are just as easily applied to the 'manufacturing' of information as they are to manufacturing of products. Procurement itself can benefit from Lean Office practices.

Secondly, the procurement function has tremendous influence on its internal customers and their overall effectiveness. Consider the impact of Lean Manufacturing's inventory control requirements and we can easily see the need for contracts that support small lot, rapid replenishment of high quality products. Consider the non-production requirements for highly flexible service contracts to support the constantly changing conditions of many service related industries and we can again see the need for procurement excellence.

Procurement has a direct influence on the quality of products, supplies and services consumed by our internal customers. In order to better serve our internal customers, we need to understand what drives them to action and what requirements or constraints affect their success. The success of our internal customers equates to the success of the organization and consequently to the success of the procurement organization.

It would be a shame for any purchasing professional who can support the APICS seminar, featuring Eliyahu Goldratt's Theory of Constraints, to decline the opportunity of learning more about their internal customer and about themselves simply because the subject matter did not appear to have direct relevance to procurement.

Stephen Mayo C.P.M. CPIM

## CENTRAL UTAH BRANCH

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Please plan on attending the October Luncheon of the 2003-2004 NAPM-Utah Central Utah Branch on Wednesday, October 8<sup>th</sup>, at the Provo Holiday Inn, 1460 S. University Avenue (exit 266).

We have invited Val John Christensen, to present "Ethics In Business". Val is executive Vice President and General Counsel of Franklin Covey Co. Prior to joining Franklin Covey in December 1989; Mr. Christensen was a partner at LeBoeuf, Lamb, Leiby & MacRae, an international law firm headquartered in New York City. Mr. Christensen is a member of the Utah and California Bar Associations. He received his B.A. in economics, with honors, from BYU in 1977, and graduated with honors from the J. Reuben Clark Law School at BYU in 1980. Mr. Christensen has been a frequent speaker at executive training events, professional conferences and corporate meetings.

Ruby River will be catering the luncheon. You may choose either the Bacon Cheddar Burger w/Fries or the Turkey Avocado Sandwich w/Fries. 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 3<sup>rd</sup>, to Dominique Bird at Nature's Sunshine Products by fax: (801) 342-4688 or by email: [dbird@natr.com](mailto:dbird@natr.com). See you there!



### LUNCHEON RSVP

**COMPANY** \_\_\_\_\_

**MEMBERS** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**BACON BURGER** \_\_\_\_\_ **TURKEY SANDWICH** \_\_\_\_\_

# SATELLITE SEMINAR



**institute for  
supply management**

## *The Dynamics of Supplier Relationships*

### **ISM Satellite Seminar: October 23, 2003**

The past decade has seen a significant change in the relationship between supply managers and their suppliers. Many organizations have initiated supplier optimization programs to focus resources on fewer suppliers. Other organizations are bridging the gap between customer and supplier with early supplier involvement and supplier integration programs. This satellite seminar will focus on the elements and strategies that enable organizations to form trusting, productive supplier relationships.

**For additional program details, visit ISM's Satellite Seminar Web site at:**

[www.ism.ws/Seminars/SatSems/satsemDynamics.cfm](http://www.ism.ws/Seminars/SatSems/satsemDynamics.cfm)

Also, please be sure to respond to the pre-seminar survey for this program at

[www.ism.ws/surveys/index.cfm?SurveyID=278](http://www.ism.ws/surveys/index.cfm?SurveyID=278)

#### **Main presenter:**

- **Hazel A. Beck**, co-owner and CEO of Value Innovations, Ltd.
- **John L. Hauser**, manager of Global Strategic Sourcing, Honeywell Aerospace, Phoenix, AZ
- **Loren A. House**, contract administration and supplier diversity advocacy, Office of the Chancellor, California State University, Long Beach.
- **Dianna H. Wentz, C.P.M., A.P.P.**, manager of strategic sourcing, RTI International, Research Triangle Park, NC

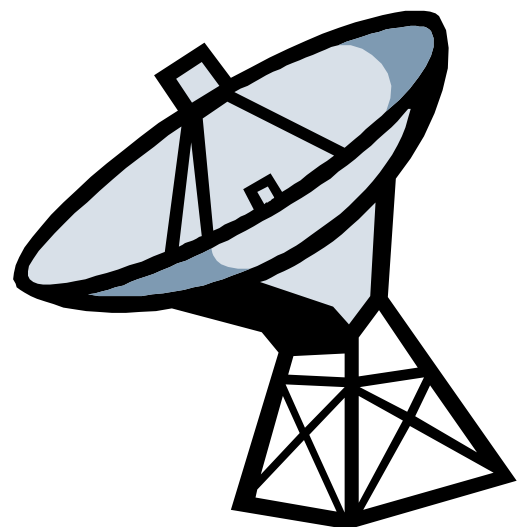
#### **NAPM-Utah Locations:**

<b>Magna</b>	<b>Provo</b>
<b>ATK Alliant Techsystems</b> , 8400 W 5000 S Enter doors by flag pole. Due to site security, <u>participants must send names in at least 7 days in advance to Nancy Condie: nancy_condie@atk.com, phone 251-4305.</u>	<b>Old County Courthouse</b> , Center Street and University Avenue, 2nd Floor-USU Extension Service, Room 206

REGISTRATION: 7:30 A.M. SEMINAR: 8:00 A.M. – NOON  
(30 minute break after two hours)

ISM MEMBERS: \$25.00 NON-MEMBER: \$35.00  
(Please make checks payable to NAPM-Utah, Inc.)

To register for this Satellite Seminar, Contact:  
Cheryl Ransom, (801)794-2600 or [cherylransom@hotmail.com](mailto:cherylransom@hotmail.com)



## SEMINAR NOTICE

# The World Renowned author of “The Goal”

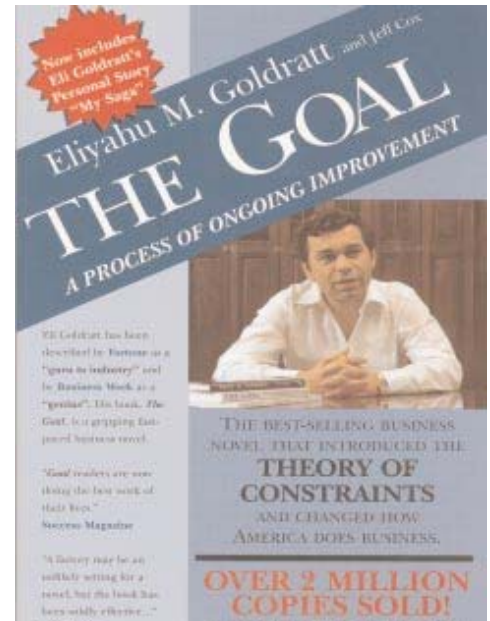
Dr. Goldratt, founder of the Avraham Y. Goldratt Institute, is an internationally recognized leader in the development of new business management philosophies and systems. He has become a sought-after educator by many of the world's largest corporations, including General Motors, Procter & Gamble, AT&T, NV Philips and Boeing. Also the founder of TOC for Education, a non-profit organization dedicated to bringing TOC ideals to teachers, Dr. Goldratt is now retired from the Goldratt Institutes. He currently spends his time writing, lecturing and consulting as well as traveling, thinking and being as provocative as ever.

His best seller, *The Goal*, is celebrating its 20th year anniversary this year. Other books include: the sequel to *The Goal*, "It's Not Luck," "Critical Chain," "The Race," "The Haystack Syndrome" and his latest release in 2000, "Necessary But Not Sufficient." Dr. Goldratt is currently doing research for his next release.

Seldom does Dr. Goldratt agree to a public presentation as he is consistently in demand to advise and educate Fortune 500 Companies. More recently, his work has been flourishing in India and Japan, making him less accessible to making appearances in the United States. Join us for this exclusive engagement in Salt Lake City, Utah, Santa Clara, California and Portland, Oregon for a rare opportunity to hear him in person for an all day seminar on *The Theory of Constraints*.

For more information and event details, log on to your local APICS Chapter's website: Salt Lake City, UT [www.apicsutah.org](http://www.apicsutah.org)

Salt Lake City, Utah  
October 20, 2003  
The Little America Hotel



# DINNER RESERVATION FORM



## DINNER RSVP

Oct. 8, 2003 at 5:00 p.m.  
Red Lion Hotel  
600 S. 161 W. SLC UT  
Attention: Julie Anderson  
Vice-President  
NAPM-Utah

### MENU

*Gourmet Garden Greens  
London Broil  
Baked Potato  
Chef's Choice Vegetables  
Dinner Roll & Butter  
New York Cheesecake*

Please R.S.V.P. no later than 3:00 p.m. on Monday, October 6, 2003

Company \_\_\_\_\_

Member(s) Attending

Guests (\$10.00)

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

### RSVP by any of the following:

Online: <http://www.napmutah.org>  
E-Mail: [janderson@lagoonpark.com](mailto:janderson@lagoonpark.com)

Fax: (801)451-8013  
Phone: (801)451-8026

Mail: Julie Anderson  
P.O. BOX 696  
Farmington, Utah 84025

### 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.