

Utah Purchasing News

September 2003

www.napmutah.org

SEPTEMBER EVENTS

Sept 11, 2003

Professional Development Workshop, (4:30 pm)

"Economic Forecast & How it Impacts Purchasing Professionals"

Neil Ashdown, Ph.D.

Deputy Director, Governor's Office of Planning and Budget

Sept 11, 2003 Dinner Meeting

"Add Value and Satisfaction to Individuals and Businesses "

William Christensen, Ph.D., C.P.M.

Professor of Business, Dixie State College

Non-Member cost for workshop and dinner \$35

Sept 10, 2003 Central Utah Branch Luncheon Meeting

"E-Sourcing and E-Sourcing Tool Demonstration"

Darin Reber, J.D., C.P.M.

Director of Global Corporate Procurement, Novell, Inc.

Sept 6, 2003 8:00 – 5:00 Certificate Course,

"Fundamentals of Purchasing & Supply Management"

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

Sept 19, 2003 8:00 – 5:00 C.P.M. & A.P.P Seminar,

"Module 1 – The Purchasing Process"

University of Utah ProEd <http://continue.utah.edu/careers/>

Sept 20, 2003 8:00 – 5:00 Certificate Course,

"Fundamentals of Purchasing & Supply Management"

University of Utah ProEd <http://continue.utah.edu/careers/>

Next Month:

October 9, 2003

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

Dinner Meeting: "Logistics" Ike Nixon, Roadway

REMINDER:

Please pay your dues ☺



Professional Development Workshop

Neil H. Ashdown, Ph.D.

Dr. Ashdown serves as Chief Economist to Governor Michael O. Leavitt. He is the Deputy Director for the Governor's Office of Planning and Budget, is an appointed member of the Governor's Council of Economic Advisors, and is Vice President of the Wasatch Front Economic Forum, the local chapter of the National Association for Business Economics. (see website for additional info)

Dinner Meeting Speaker

William Christensen, Ph.D., C.P.M.

As supply management professionals we live in a world of accelerating change in which we are constantly bombarded with information and demands. Dr. Christensen's presentation focuses on the skills and learning techniques we should employ in order to succeed amidst this change.

His presentation reveals the evolution of knowledge as the principle driver of change, and "practical knowledge" (i.e., supply management skills and abilities) as the knowledge of greatest value to us and our organizations.

Dr. Christensen has over 20 years of sourcing experience including positions at Whirlpool Corporation, Clark Material Handling Company, Mercury Marine, Bombardier Learjet Aerospace, Andersen Business Consulting, and MindFlow Technologies. He is currently working as a Professor of Business at Dixie State College of Utah in St. George. He also does research and lectures in the area of "Supply Management Knowledge and Competitive Advantage."

Dr. Christensen has a Bachelor's degree in Asian Studies, an MBA in management, and a Ph.D. in purchasing and supply chain management with minors in international business and logistics. He started his doctoral studies at Michigan State University and completed his Ph.D. at Oklahoma State University. Bill was a recipient of NAPM's doctoral dissertation grant for his research in supply chain knowledge.

Dr. Christensen is a Certified Purchasing Manager (C.P.M.) and has taught purchasing & supply management courses at several colleges & universities.

PROFESSIONAL DEVELOPMENT

Continuing Education Hour Certificates Available 2002-2003 NAPM-UTAH Program

When I decided to work toward my certification several years ago, I uncovered another hidden value that we receive from our membership with NAPM-UTAH. At the time I needed several training hours to certify as a C.P.M. but my employer had a very limited training budget so it was difficult to get our administration to approve national conferences and seminars. Most of the fees for registration ranged from \$800-\$1,200 for 2-3 days training plus the cost of traveling.

However, during that time I found a way to earn 15 Continuing Education Hours (CEH's), the same as a 2-day seminar, at no additional cost to me or my employer. I found that these 15 CEH's can be earned each year by attending all of the educational pre-dinner and dinner meetings that NAPM-UTAH holds from September to May.

While Continuing Education Hours are no longer required for your original C.P.M. or A.P.P. application, they are still required for recertification. So, as you and/or your staff consider how you can best find training funds, I challenge you to regularly attend our NAPM-UTAH meetings.

CEH Award Certificates have been completed and are ready for you to pick up for the NAPM-UTAH Year 2002-2003. Please pick them at the September meeting. They will also be available at the October meeting. Certificates for the Central Utah Branch were handed out at the May 2003 meeting; Dominique Bird has the remainders that were not picked up in May. We encourage you to attend in Sept. or Oct. to get your certificate. However, if you absolutely cannot, please email me your name, company name and mailing address and it will be mailed to you.



Here's to a life of learning-
Tracey K. Stevens, C.P.M., CPPB
Professional Development Chair
tracey.stevens@ci.slc.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. 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.

There are several keys to achievement in your personal life as well as in your professional life. They are setting goals, developing leadership and communication skills, managing change, attitude maintenance, and networking.

Many of us are reluctant to set goals out of fear we will not be able to attain them. If we don't set out to achieve anything, we can't fail. I have a quote on my wall which states: What you attempt to do if you know you couldn't fail? Another favorite quote is from Shakespeare (Measure for Measure): Our fears are traitors which makes us lose the good we might oft might win by failure to attempt. Don't be afraid to "fail." Failure is a relative term.

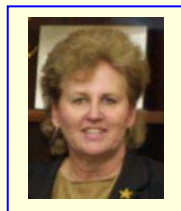
Simple guidelines for writing Goals are:

1. Specify a single key result to be achieved
2. Specify a completion target date
3. Make it as specific, measurable and verifiable as possible.
4. Define supporting activities if necessary
5. Make it realistic and attainable, but still represent a significant challenge. Sometimes referred to as "stretch" goals.

Many experts agree that leadership skills and behaviors include:

1. Vision into the Future
2. Teamwork
3. Enthusiasm
4. Understanding individual motivation
5. Not afraid to take risks
6. Not afraid to have fun

Cheryl Ransom
Marketing Chair



GORDON BURT AFFLECK AWARD

GORDON BURT AFFLECK AWARD RECIPIENT FOR 2003

Tracey K. Stevens, C.P.M., CPPB was awarded the Gordon Burt Affleck, Purchasing Manager of the Year Award of the National Association of Purchasing Management.

The Gordon Burt Affleck Award recognizes outstanding contribution to the Purchasing & Supply Management profession. Tracey is employed as the Chief Procurement Officer for the City of Salt Lake.

Tracey is a graduate of the University of Phoenix with a Master of Arts in Organizational Management. She is an active member of NAPM-Utah, having served in several positions including President and Vice President and currently serves as the Professional Development Chair.

Tracey is an active certified member of the National Institute of Governmental Purchasing (NIGP) and is active in the Council of Logistics Management, currently serving as the V.P./Programs Chair of the SLC Roundtable.

Tracey is a Certified Purchasing Manager (C.P.M.) and a Certified Professional Public Buyer (CPPB).



NAPM-Utah would like to congratulate Tracey on all of her accomplishments and the many hundreds of hours of service that she has rendered on behalf on NAPM-Utah. Tracey is an excellent leader, manager and fun to work with in planning events for NAPM-Utah, but most of all, she is a good friend!

Congratulations Tracey!

FROM THE PRESIDENT

Another new year is upon us for NAPM-Utah. We as Officers, Chairpersons and Board Members are excited and we have a great year planned for NAPM-Utah. I would like to thank those who have given their time and abilities to the organization, both past and present. The talents of many have come together to plan a great educational year. The speakers that the Professional Development committee has put together will offer us education that will help us not only in our Professional lives but also our personal lives. I hope that you will take advantage of the meetings we have planned.

One of the goals that we as a leadership have this year is mentoring new members. We will be putting an extra effort at meetings to introduce ourselves and to meet those whose name we may not know. You are all part of a great organization and you can all contribute in your own way. In the elementary school that my kids go to, the 6th graders assist the 3rd graders with homework, reading, learning, and even playing games with them. The 5th graders assist the 2nd graders and the 4th graders assist the 1st graders. Imagine how valuable it is for a 6th grader to learn to help other progress in school and imagine how important it is for a 3rd grader to be taken under the wing of the seniors in the school. We can do that as members of NAPM-Utah as professionals and as friends. One of the benefits of NAPM-Utah is the networking opportunities provided to us. Learning about best practices, current trends, and possible employment opportunities are just some of the networking we can do. Over the past seven 9 years as I have been a member of NAPM-Utah, I have been mentored by many great leaders and I have come to meet and work with many good people. I want each of you to have the same opportunity.

We work in a fascinating profession. Ours is changing and becoming more demanding everyday. We need to be sharp in our skills and ahead of the competition with knowledge and confidence that will help us lead our companies into a competitive future.

I hope you enjoy the upcoming NAPM-Utah year as much as we are excited for it to begin. Please, if you have suggestions, comments, or concerns, contact an officer and we will do our best to fulfill any expectations. Thank you for your participation and support. See you September 11, 2003!

Tom Short
President

V.P CORNER

YOU GUESSED IT!!! WE'RE MOVING!!!

This year we will be meeting at **THE RED LION HOTEL** (the old Tri-Arc Hotel). The address is just 1 block South of the Sheraton.

We're so excited to get started! The officers have had several training sessions including a leadership training in Las Vegas. We are so full of ideas, but we also need your input to make them work. So let one of us know what you think.

See you there!

Julie Anderson

DINNER RESERVATION FORM



DINNER RSVP

Sept 11, 2003 at 5:00 p.m.

Red Lion Hotel

600 S. 161 W. SLC UT

Attention: Julie Anderson

Vice-President

NAPM-Utah

MENU

*Tossed Salad
Chicken Penne Pasta
Penne Pasta with
Mushrooms
Sliced Grilled Chicken
Breast
Dinner Rolls and Butter
Coconut Cream Pie*

Please R.S.V.P. no later than 3:00 p.m. on Monday, Sept. 8, 2003

Company _____

Member(s) Attending

Guests (\$10.00)

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

RSVP by any of the following:

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

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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

Leadership Chair

Newsletter Editor

Name Badge Coordinator

Press Release Coordinator

Historian

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