

Utah Purchasing News

JUNE 2004

www.napmutah.org

JUNE EVENTS

June 3, 2004, Certificate Course (8 am-5pm)

“Interest Based Negotiation” Pro-ed 430

<http://continue.utah.edu/careers/purchcert.html>



June 10, 2004, Satellite Seminar (7:30-12:30)

“Improving your Role with Effective Project Management”

June 10, 2004, SUMMER SOCIAL (Dinner 6:00)

Lagoon, Copperfield Terrace in Pioneer Village,

Come help us award the **Gordon Burt Affleck Award**.



June 11, 18, 29, Certificate Courses (8:00-5:00)

“Purchasing Negotiations” #Pro-ed 580

“Purchasing in the Public Sector” #Pro-ed 580

“Customer Service” #Pro-ed 220, See Website for details www.napmutah.org



Thanks everyone for a GREAT year!

- 2003-2004 NAPM-Utah Board



THE (IMMEDIATE PAST) PRESIDENT'S PAGE

Responsibility

Recently at a Jr. High School, I read a statement that described responsibility. "Responsibility is taking credit or criticism for your own actions." What a powerful statement. To be responsible means to be accountable for how you act, the work you perform, your successes and your failures. When we fail, sometimes we are quick to point out what we could of done better. However, when we succeed, we neglect to celebrate because we are so pushed much by other pressing needs. It is dangerous to only recognize failure and neglect success. If we fall into this category, all our efforts will be aimed at avoiding failure rather than achieving success. This may sound like one of the same, however, it is drastically different. Imagine if all a basketball team did was avoid failure by only playing defense and never taking a risk or a shot. That team would never succeed. However, when the team plays offense, takes risks, celebrates wins, that team is on the path to continued success.

We need to take time to celebrate success in our workplace and our personal life. This will create energy and success. In a book entitled *1001 ways to reward your employees* written by Bob Nelson, he suggests "guidelines for effectively rewarding and recognizing employees" successes. As Purchasing Managers, we should take heed. They are "Match the reward to the person; Match the reward to the achievement; Be timely and specific".

The small things that we accomplish are often overlooked by a larger project, a deadline, a failure, or just plain neglect by our own part. Remember, "Responsibility is taking credit or criticism for your own actions". If we find time to criticize, then we must find time to give credit.

Tom Short, C.P.M.
Immediate Past President



Notice of Dues Increase

It has become necessary to increase the yearly dues at NAPM-Utah. It has been over 6 years since a dues were increased. , The board proposes to increase membership dues by \$20.00 annually due to the increase in operating costs, the fee paid by NAPM-Utah to ISM, and to continue providing quality educational opportunities. The Board and Officers of NAPM-Utah recognize the need to be diligent in maintaining a fiscally sound organization, and to take the responsibility of operating the chapter efficiently, a top priority. NAPM-Utah is committed to providing professional training, supporting the C.P.M. program, and helping to develop a superior group of Supply Managers in Utah.

Thank-you for your continued support and contribution.

THE V. P.'S PAGE

Social responsibility

I was able to attend the ISM International Conference held in Philadelphia this last month. The big “push” or theme that the National Association introduced this year was **Social Responsibility**. It seems like businesses are more aware, or need to be more aware, of our behavior and attitude toward social responsibilities. We have been challenged to create, or review our company policies and procedures related to social responsibility, and also to make sure that we are increasing our suppliers’ awareness of our commitment.

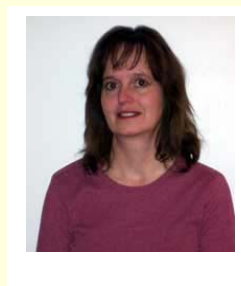
ISM believes *“supply management is a key contributor in the development and implementation of social responsibility principles. The supply chain can be impacted both” upstream” and “downstream”. Organizations are encouraged to promote social responsibility through participation on appropriate committees, boards, and panels of governmental and nongovernmental organizations.”*

In the booklet handed out, National ISM has pointed out seven key areas of focus:

- I Community**
 - a. Provide support and add value to your communities and those of your supply chain.
 - b. Encourage members of your supply chain to add value in their communities.
- II. Diversity**
 - a. Proactively promote purchasing from and the development of socially diverse suppliers.
 - b. Encourage diversity within your organization.
 - c. Proactively promote diverse employment practices throughout the supply chain.
- III. Environment**
 - a. Encourage your own organization and others to be proactive in examining opportunities to be environmentally responsible within their supply chains either “upstream” or “downstream.”
 - b. Encourage the environmental responsibility to your suppliers.
 - c. Encourage the development and diffusion of environmentally friendly practices and products throughout your organization.
- IV. Ethics**
 - a. Be aware of *ISM’s Principles and Standards of Ethical Supply Management Conduct*.
 - b. Abide by your organization’s code of conduct.
- V. Financial Responsibility**
 - a. Become knowledgeable of and follow applicable financial standards, and requirements.
 - b. Apply sound financial practices, and ensure transparency in financial dealings.
 - c. Actively promote and practice responsible financial behavior throughout the supply chain.
- VI Human Rights**
 - a. Treat people with respect and dignity.
 - b. Support and respect the protection of international human rights within the organization’s sphere of influence.
 - c. Encourage your organization and its supply chains to avoid complicity in human or employment rights abuses.
- VII. Safety**
 - a. Promote a safe environment for each employee in your organization and supply chain.
 - b. Support the continuous development & diffusion of safety practices throughout your organization and the supply chain.

I have only shared a small amount of information that was in the pamphlet, but I feel it is a very timely issue and I was glad to see National take a formal stance on social responsibility. Our NAPM-Utah newsletter provides a forum for responding to articles. I would like to hear from our members about some of the ways that their companies have been socially responsible. It may help others to influence their companies or give us new ideas to do better.

Patti Pittman, C.P.M.
Vice President



PROFESSIONAL DEVELOPMENT

Thank you for your participation!

We would like to thank Barbara Reeves from the University of Utah Purchasing Department, and Tracey Stevens, C.P.M. from Salt Lake City Corporation and everyone who contributed to the success of the Supplier Showcase that was held in May, and was sponsored by the Utah Supplier Development Council (USDC), and the Utah Business Resource Network.

NAPM-Utah



Purchasing and Supply Management Certificate Program. Endorsed by NAPM-UTAH.

Become a graduate of the University of Utah NAPM-Utah endorsed Purchasing and Supply Management Certificate Program! <http://continue.utah.edu/careers/purchcert.html>

“Or just take a class that interests you! No prior college level experience required

This fast-paced certificate program, endorsed by the National Association of Purchasing Managers - Utah, gives students the basic skills they need to be buyers and planners in the field of purchasing and supply management.

This exciting series of classes has been designed to offer information and knowledge in not only the fundamentals of purchasing but also timely topics such as 1) legal aspects of purchasing, 2) win-win negotiations, 3) international business and 4) purchasing in a manufacturing setting.

Upon completion, students will understand the fundamentals of purchasing; planning, and sourcing including being able to review the needs of their organization, develop specifications, qualify and select suppliers, address invoicing issues, receive and inspect orders, maintain records, and manage inventory.”

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



“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

I was fortunate enough to attend the ISM International Conference in Philadelphia. Everywhere I went there were posters with "Social Responsibility" prominently displayed. We all have a social responsibility to be ethical, upright, and fair.

The noun ethics comes from the Greek word "ethikos", meaning "moral." The basic word in Greek is "ethos," meaning "character, disposition or characteristic spirit." The adjective "ethical" can then easily be seen to mean moral, decent, virtuous, upright, fair, just proper, straightforward, above board, fitting and correct.

While the philosophical theory of ethics may be distinguished from the everyday endeavor of making moral decisions, it has usually been held by philosophers that the chief test which can be applied to an ethical system, is to ask if it can be harmonized with what often is called "common sense" ethics--i.e., with those ethical judgements which at our best we feel obligated to make.

Some purchasing professionals follow the philosophy of obeying the golden rule--treat suppliers in a manner considered just; proper, fitting and correct if the situation were reversed. According to the **Purchasing Handbook**, total ethical conduct consists of separate responsibilities to at least four distinct entities:

1. Employer
2. Supplier (External, Internal Customers)
3. Purchasing Profession
4. Person

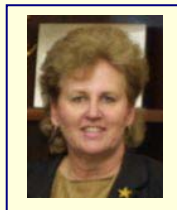
Professional purchasers must perform their roles in a manner that protects their employer ethically. A buyer is the agent of the employer. All proprietary information learned in the performance of one's job must be safeguarded, and buyers must commit their full efforts toward achieving the goals of the employer.

Purchasing professions must treat a supplier/customer fairly in all matters. A courteous reception, a complete and open bidding process, fair competition, well written specifications, and respectful interaction. Effective professionals encourage their best suppliers to bring new ideas and new technology to the relationship and ideas must be protected.

The purchasing professional is expected to contribute to the development, recognition and application of the formal ethical standards established in the profession. The Standards and Guidelines for Ethical Purchasing Practices should be posted to remind the organization of its responsibilities.

Every Person brings to a professional buying position his or her own personal values or ethics. To thine own self be true! It is important that buyers recognize that responsibilities do exist to each of the various constituencies--employer, supplier, profession and self!

CHERYL O. RANSOM, C.P.M., A.P.P.
SENIOR SUPPLY CHAIN SPECIALIST
KITCO, INC.
1625 N. MOUNTAIN SPRINGS PKWY
SPRINGVILLE, UTAH 84663
PHONE: 801-489-2105
FAX: 801-489-2175
E-MAIL: cransom@wencor.com



Please take a minute and answer our member survey questionnaire so that the NAPM-Utah Officers and Board of Directors can better serve you, its valued membership.

Here's the link to the survey:

http://www.napmutah.org/member_survey.htm

NAPM-Utah's Annual June Social

Date: Thursday, June 10, 2004

Location:



Dinner: 6:00 – 7:00 PM
Copperfield Terrace (in Pioneer Village)

Menu: Quarter-pound charbroiled hamburgers
Fried Chicken strips
Plump and Juicy Hot Dogs
Potato Chips, sliced cheese, condiments
Potato Salad
Baked Beans
Unlimited soft drinks

Contact: Julie Anderson at 451-8026

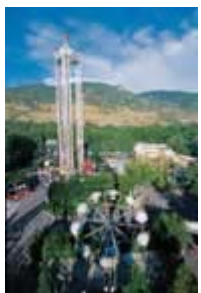
Costs

Parking: Free for members (pass required, contact Julie)

Dinner: Free for members, \$5 for guests (Please **RSVP**)
(meal tickets will be available at the Terrace)

Rides: Discounted to \$20 each for members or guests
(discount passes required, contact Julie)

Entrance Only: Free for members or guests
(contact Julie in advance)



SUMMER SOCIAL RESERVATION FORM



RSVP

Attention: Julie Anderson
President
NAPM-Utah

Please R.S.V.P. no later than 3:00 p.m. on Monday, June 7, 2004.

Company _____

Member(s) Attending

Guests (check web for details).

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

RSVP by any of the following:

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

E-Mail: 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.

AFFILIATE OFFICERS

Officers

Julie Anderson

President
Lagoon Corp.
P.O. Box 696
Farmington, UT 84025
Phone: (801) 451-8026
Janderson@lagoonpark.com

Patti Pittman, C.P.M.

Vice-President
Lifetime Products
P.O. Box 160010
Clearfield, UT 84016
Phone: (801) 728-1259
ppittman@lifetime.com

Craig Calvert

Secretary
Granite School Dist
340 E 3545 S
Salt Lake City, UT 84115
Phone: (801) 268-4565
craig.calvert@granite.k12.ut.us

Susan Shepherd

Treasurer
Utah County
1932 N Main
Orem, UT 84057
Phone: (801) 370-8234
Ucadm.susans@state.ut.us

Tom Short, C.P.M.

Immediate Past President
L.D.S. Church
50 E. North Temple
Salt Lake City, UT 84111
Phone: (801) 240-1236
shorttj@ldschurch.org

Board of Directors

Ron B. Peterson, C.P.M.

L.D.S. Church
50 E. North Temple
Salt Lake City, UT 84111
petersonrb@ldschurch.org

Marsha P. Porter, C.P.M.

Petersen Inc.
1527 N 2000 W
Ogden, UT 84404
Phone: (801) 732-2005
marshap@petersen-inc.com

Nancy Condie

Alliant Techsystems, Inc.
4197 S 6620 W
Salt Lake City, UT 84128
Phone: (801) 250-3866
nancy_condie@atk.com

Mary Kay Bonica, C.P.M.

Utah Transit Authority
9447 S 2100 W
South Jordan, UT 84095
Phone: (801) 287-4615

Julia Tumanuvao

Wencor West
1625 North 1100 West
Springville, UT 84663
Phone: (801) 489-2000
juliat@wencor.com

Lynn Weight, C.P.M.

Smith MegaDiamond
275 W 2230 W
Provo, UT 84604
Phone: (801) 370-4232
lweight@smith-intl.com

Committees & Volunteers

Dominique Bird

Central Utah Branch Coordinator
Natures Sunshine
75 E. 1700 S.
Provo, UT 84606
Phone: (801) 342-4466
dbird@natr.com

Tracey Stevens, C.P.M., CPPB

Professional Development
Salt Lake City Corp.
451 S State Rm 235
Salt Lake City, UT 84111
Phone: (801) 535-7994
tracey.stevens@slcgov.com

Tom Richards, C.P.M.

Certification Coordinator & C.P.M. Mail Designation
1644 West 1750 North
Layton, Utah 84041
Phone: (801) 212-5031
thomasrichards2000@yahoo.com

Cheryl Ransom, C.P.M., A.P.P.

Marketing & Membership Chair
Kitco Inc.
1625 N Mountain Springs Pkwy
Springville, UT 84663
Phone: (801) 489-2105
cransom@wencor.com

Debbie Hefner, C.P.M.

Press Release Coordinator
Ogden City Schools
1950 Monroe Blvd.
Ogden, UT 84401
Phone: (801) 737-7311
hefnerd@m.ogden.k12.ut.us

Bryan Hemsley, A.P.P., CPPB

Web Engineer
Salt Lake City Corp.
451 S State Rm 235
Salt Lake City, UT 84111
Phone: (801) 535-6347
bryan.hemsley@slcgov.com

Karl Harward

Communications Chair
Salt Lake City Corp.
1530 S. West Temple
Salt Lake City, UT 84115
Phone: (801) 483-6832
karl.harward@slcgov.com

Martin McBride, C.P.M., CPIM

Librarian
Martin Door Manufacturing
5640 White Wood Dr.
Bennion, UT 84118
Phone: (801) 973-9310
martinmcbride@martindoor.com

Dave Secrist, C.P.M., A.P.P.

Photographer
Salt Lake City Corp.
451 S State Rm 235
Salt Lake City, UT 84111
Phone: (801) 535-6309
dave.secrisat@slcgov.com

Susan Fowler

Name Badge Coordinator
Franklin Covey
6476 W King Valley Rd
West Valley City, UT 84128

Darin Reber, C.P.M.

Employment Coordinator
American Skiing Company
Phone: (435) 615-0374
dreber@ascresorts.com

Anna Worthington

Newsletter Editor
Tesoro Refining Company
Phone: (801) 521-4842
aworthington@tesoropetroleum.com

James T. Phillips, C.P.M.

Leadership Chair
UDOT
4501 S. 2700 W.
Salt Lake City, UT 84114
Phone: (801) 965-3836
jamesphillips@utah.gov

Vacant Position(s)

Historian

Please contact Julie Anderson at (801) 451-8026 if you are interested in the vacant position.