

Happy New Year!

President's Message

HOW CAN YOU LIVE IN THIS NEW YEAR WITHOUT KNOWING...?

THESE THINGS:

Many years ago, in Scotland, a new game was invented. It was ruled "Gentlemen Only... Ladies Forbidden" and thus the word GOLF entered into the English language.

- * Everyday more money is printed for Monopoly than the U.S. Treasury.
- * The youngest pope was 11 years old.

AND DID YOU ALSO KNOW:

..... How much we can learn at our dinner/lunch meetings? (Hint: Look at the condensed versions of the last meetings in the newsletter.) I find it really helps me to "Network" at our table. It makes me feel that I am not alone out there, and that someone else may hold the solution to what I'm wondering how to do.

AND DID YOU KNOW:

..... How much I really appreciate all the people who make our affiliate work? Most of you work "behind the scenes" to get fantastic speakers here; to get our name badges right, to get our newsletter and internet site so "JAZZY", to put together Special Events (i.e. the Supplier Fair for Purchasing Month), to vote on all of our activities, policies, etc., to encourage new members, and to make sure our dinners are the best ever, etc.

DID YOU KNOW:

..... How much fun the December Social was? It didn't hurt a bit. I kept expecting to be the "victim", but somebody else got it before I did. (Whew! That was close!)

Well, if you think you can live this New Year without knowing all of the above, I have a few questions for you:

If you were to spell out numbers, how far would you have to go until you would find the letter "A"? Answer: One thousand

Which day are there more collect calls than any other day of the year?

Answer: Father's Day

What do bulletproof vests, fire escapes, windshield wipers and laser printers all have in common? Answer: All were invented by women.

As for this President, I wouldn't be anywhere without knowing that all of you are there for me. I can LIVE with that.

Happy New Year!!!

Julie Anderson
President ☺



In This Issue:

Articles

- ❖ President's Message 1
- ❖ Employment Coordinator ... 2
- ❖ The V.P.'s Comments..... 3
- ❖ Membership Message..... 3
- ❖ Marketing & Certification .. 4
- ❖ By-Laws Changes Vote..... 4

Features

- ❖ Upcoming Events 2
- ❖ Satellite Seminars 2
- ❖ Supplier Fair Planning..... 3
- ❖ Utah Economic Outlook..... 3
- ❖ Recognition 4
- ❖ Meeting Minutes..... 5
- ❖ Pro-D & Dinner RSVP 6
- ❖ Luncheon RSVP 7
- ❖ Directory of Officers 8

Affiliated with:



Employment Coordinator

What are your employment options going to look like in 2005?

As you look back on 2004 at your employment, you need to review your career. This review should cover a few issues such as:

1. Know What You Want. This is a great time of self-discovery. Ask yourself what you're passionate about, where your strengths lie, and most important, what you want to do. Looking for a job can be a gift because you are open to all of the possibilities without being constrained by giving up on the security of an existing job. You have a blank canvas so take advantage of the opportunity to have the life you want.

2. Test Yourself. Assess your personality; your skills, your attitudes, your interests. Then write a profile of yourself and think about the kind of jobs that would be a fit for your profile.

If that sounds a bit too cumbersome, consider finding a mentor to help. Career coaches make their living by helping folks like you find a better, more meaningful job.

3. Review Your Resume. Make ongoing education a priority. Take workshops, classes, read, attend conferences. Learn what the future will demand, and prepare for it now. Do something to update your resume. Take a class, get your CPM certification, and learn a new software program. Create a leading-edge-in-your-industry item.

4. Get Specific. Now is not the time for vague ideas. Give up the popular belief that the more general you are in your job search goal the more opportunities you will have. In reality, a narrower focus in your goal is perceived better in the job marketplace.

5. Network, Network, Network. This is the holy grail of job hunting. "Apply the six degrees of separation theory," says Sarah Michel, author of *"Perfecting Connecting ... A Personal Guide to Mastering Networking In the Workplace."* All that separates you from your next big opportunity is six people." So get out there. Schedule meetings with people who are doing what you want to do. Hook up with professional and alumni associations. Talk about your career desires with as many people as possible. "Never ask for a job", says Michel. Ask for information, contacts, resources, education. Do your homework before the meeting. And remember: Most jobs are found through people who know you or have met you.

6. Be realistic. A new job is just that: Something new. And you might not start out in a corner office -- particularly if you're changing industries or careers. Stash your pride if necessary because the rewards will come.

7. Be patient. While it's tempting to give yourself a new-job deadline, don't do it. Instead, take advantage of the insights you're gaining into yourself, the people you're meeting, and the companies you're learning about. It's perseverance. It's not one strike and you're out.

8. Take stock. Last but not least, take stock of the "Conditions" you have at your current workplace. "Conditions" are the intangibles that we have at work. For example, I have a great office, great co-workers, and great boss, fantastic ski privileges; in essence, **conditions**. These would be hard to duplicate elsewhere. It's the "Conditions" that make or break it for employees and employers.

Have fun in life! Don't stress out on the "hunt" and good luck in your job search.

John Carpenter
Employment Coordinator ☞

Upcoming Events:

January 12, 2005, 11:45 am
Central Utah Branch Luncheon
"Trust in Supply Chain Relationships"
Stan Fawcett, Ph.D., BYU

January 13, 2005, 4:30 pm *Professional Development Workshop*,
"Questions: A Universal Tool For Supply Managers"
Jim Phillips, C.P.M., UDOT

January 13, 2005, 5:45 pm
Dinner Meeting,
"Protecting Your Most Valuable Asset, You"
Jim Phillips, C.P.M., UDOT

February 10, 2005, 5:45 pm
Dinner Meeting, "Purchasing and Homeland Security / FEMA"
Mike Stever, SLC Corp,

Future Satellite Seminars:

February 10, 2005
Finding and Keeping the Best Sources

April 14, 2005
Supply Chain Research Trends and Market Intelligence

June 9, 2005
Discovering Supply Management's Social Conscience



The V.P.'s Comments

Dear Members,

I hope that you all had a Happy Holiday season. Take time to reflect on the up coming New Year. It's the perfect time to set goals and make improvements to yourselves and your profession.

I continue to get to know the members better, and I appreciate your feed back, and your support. I am learning a lot from you. I look forward to the New Year, and having great interactions, where we can learn from each other. I have always appreciated how much NAPM Utah has contributed to my knowledge and growth in my own career as a Purchasing Professional.

I wish you all continued success in the new year to come, Happy Holidays!

Patti Pittman
Vice President
pattip@xmission.com ☞



Member-Get-A-Member Campaign

Just a reminder that the **Member-Get-A-Member** campaign is still on. We would like to encourage all members to help us find new members. Some ways to find new members include:

- Ask neighboring companies if they have any Purchasing / Supply Employees.
- Ask Suppliers for names of other Purchasing / Supply Agents that they deal with.
- Talk to your Suppliers about the Purchasing / Supply Employees at their facility.

If you find anybody interested, ask them to visit the local website: www.napmutah.org or the national website: www.ism.ws to learn more.

They can apply for membership via: <http://www.ism.ws/MembersOnly/files/MGM2004App.pdf> Make sure you fill out the top section so you can get credit for the new member.

Let's all set a goal for 2005 to bring in 2 new members!

Cody Branz, Membership Chair ☞



Supplier Fair – March 2, 2005

2nd Annual Supplier Fair:

Mark your calendars for March 2, 2005 at Martin Door Auditorium from 9:00 until 1:00. NAPM-Utah needs everyone's help. Please invite 5 suppliers to attend. Buyers are also needed to "man" the tables so that the suppliers will have someone to meet.

Supplier's entrance fee is \$75.00 for up to 4 buyers. Last year we raised several thousand dollars which helped us NOT raise NAPM-Utah dues. To maintain the best value of any professional organization, we must supplement our income generated from dues to keep our programs running! A free seminar with C.P.M. points will also be offered from 12:00 Noon to 1:00 p.m. REFRESHMENTS WILL BE SERVED! ☞



Utah Economic Outlook

The overall index from the monthly survey of Utah Supply Managers and Business Leaders climbed for November to 58.5. The index, a leading economic indicator, rose from October's solid 53.3 and September's 56.9.

Components of the overall index for November were: new orders at 62.5, production at 57.0, delivery speed at 56.3, inventories at 43.8, and employment at 60.2. "Durable goods manufacturers in Utah, especially transportation equipment manufacturers, reported healthy increases in new orders and hiring for November. Utah has gained almost 28,000 jobs for a 2.6% increase this year. Based on our monthly survey, the pace of these gains will continue through the first quarter of 2005," stated Goss. New export orders: 50.0, imports 50.0.

Courtesy of Ernie Goss & Creighton University
<http://www.outlook-economic.com> ☞



Marketing & Certification

ARE YOU AN OPTIMIST?

Positive thinking is a lot more than blind faith. Its power over people's lives is truly amazing. Optimists fare better than pessimists in almost every aspects of life, often achieving more and enjoying greater social success.

Optimistic people are also less susceptible to depression and physical ills. According to psychology professor Martin E. P. Seligman of the University of Pennsylvania, "There is evidence that optimism bolsters the immune system."

Some psychologists believe optimism and pessimism are habits we learn as children and our parents are our role models (Oh, no, not another guilt trip!). Optimism is a habitual way of explaining setbacks to you. When things go wrong, pessimists blame themselves, and a disappointment in one area of life overlaps into the rest. Optimists view the "setback" as a fluke.

The latest research shows that optimism is a skill anyone can learn. Noted below is a four-step program proposed by Dr. Seligman to help with positive thinking.

1. **Challenge Negative Thoughts.** Think of "failure" as the result of a faulty strategy, not a character flaw. Then instead of feeling helpless, you can take action.
2. **Rehearse Being a Winner.** In experiments, people who imagine themselves succeeding, outperform those who expect to fail.
3. **Give Yourself Credit.** Acknowledge past successes. Analyze the good things that happen to you as a result of your own efforts. Celebrate achievements. Taking pride in your accomplishments builds a sense of self worth.
4. **Set Goals.** According to psychologist C.R. Synder from the University of Kansas at Lawrence, goal setting requires both willpower and "way" power--the means to achieve your goals.

Choose those goals wisely and make sure they are your own. Be specific. Vague plans have less chance of succeeding. Break down large goals into smaller ones to keep from being paralyzed by the enormosity of your task. With each interim goal you reach, you'll see progress. This will help energize and motivate. And that's the mark and power of an optimist. I sincerely hope you all have a happy and prosperous New Year.

Cheryl Ransom, C.P.M., A.P.P.
Marketing & Certification Chair ☺



Recognition

Congratulations!

C.P.M. Certification Julie Barrett

E-Mail Note:

Are you receiving the email notification when the newsletter has been posted to the web? If not, make sure your email address is added to your membership record or check to make sure it is current. Each month, about 1/2 of the members are not notified by email because they haven't provided an email address, or the email listed isn't valid.

By-Laws Vote

Dear NAPM-UTAH Members, Please accept this as formal notice that a vote will be taken at the January 2005 NAPM-UTAH meetings for approval of an amendment to the Constitution of NAPM-UTAH. The suggested changes have been drafted and posted on the website. The changes regarding the increase in dues was previously voted on and approved at the June 2004 meeting. However, while we were incorporating those changes into the document, it became apparent that other areas are in need of updating. For example, all areas that referred to NAPM (National) have been changed to reflect the name change to ISM. Additional language has also been included to expand our membership towards Supply Chain Management and not just Purchasing. Language has been added to give us the ability to replace Officers and Board Members who do not attend meetings on a regular basis, and the ability to post information on an accessible website vs. a requirement to mail notices.

The vote will be taken at the January Luncheon and Dinner Meetings. If you have additional questions or comments, please email them to Tracey Stevens at tracey.stevens@slcgov.com.



The minutes posted in the newsletter have not been approved. Please read the minutes now and come to the Luncheon/Dinner Meeting prepared to make corrections or offer a motion for acceptance. We know that it is difficult to read the minutes at the meeting when at the same time there are networking and socializing opportunities. Hopefully, this will make it easier.

This also allows the Dinner Meeting attendees the opportunity to see what happened at the Central Utah Branch luncheons and vice versa.

Luncheon Meeting Minutes

Central Utah Branch

Lunch Meeting, Wednesday, November 11, 2004
12:00 at Ruby River in Provo

Welcome was given by Dominique Bird

- ◆ She recognized members of the NAPM-Utah Committee attending: Cheryl Ransom, Susan Shepherd and Julia Tumanuvao.
- ◆ Reminded everyone about the December Social.

Time was given to Cheryl Ransom for announcements:

- ◆ Reminded us March is Purchasing Month and to get prepared for the Purchasing Fair, March 2nd and for us to invite 5 suppliers, the fair will be at Martin Door Auditorium, 2828 S. 900 W. in SLC. Cost will be \$75.00 for up to 4 suppliers. Time: 9:00 to 12:00 with a free seminar to commence at 12:00 to 1:00 p.m. C.P.M. points will be given.
- ◆ Classes for Module 1 have started

Dominique introduced the speaker and topic, Val Christensen to present "The Three Keys to Effective Negotiating". Val is Executive Vice President and General Counsel of Franklin Covey Co. Prior to joining Franklin Covey in December 1989, he was a partner at LeBoeuf, Lamb, Leiby & McRae, 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. He was a member of the B.Y.U. Law Review and was Articles Editor from 1979-80. Val has been a frequent speaker at executive training events, professional conferences and corporate meetings.

Lunch options were either: Philly Steak Sandwich w/battered fries or Southwest Chicken Salad

Dominique closed the meeting by thanking our speaker and presenting him with a Certificate of Appreciation. Also, she thanked everyone for coming. Meeting adjourned at 1:10

Minutes prepared by
Julia Tumanuvao
NAPM-Utah Board

Dinner Meeting Minutes

NAPM-Utah Dinner Meeting
November 11, 2004 at the Marriott Courtyard in Layton

Meeting started at 6:10 PM

Welcome was given by President Julie Anderson.

Dean Pope, Granite School District, led the members in the Pledge of Allegiance.

Aaron Cameron, Granite School District, offered a prayer.

Cody Branz welcomed and recognized any visitors and new members.

Patti Pittman announced the Christmas Social December 9, 2004. She let everyone know that they can RSVP and pay at NAPM Utah web site.

Craig Calvert asked the members to read the minutes. Doug Richins, State of Utah, made a motion to accept the minutes and Jim Phillips, Utah Department of Transportation, made a 2nd to accept the motion. The members voted unanimously to accept.

Cheryl Ransom informed the members of the vendor fair and seminar coming March 2, 2005 at 9:00 AM to 1:00 PM. Flyers will be made up and passed out in January's meeting.

President Julie Anderson asked members to think about and give her nominations for ISM Awards. She asked members to visit ISM web site for more information.

Patti Pittman introduced the speaker Susan Davis. Susan presented "Past, Present and Future Markets of Natural Gas". Susan is responsible for Marketing and Sales for Questar Gas. The marketing department is responsible for managing relationships with large commercial and industrial customers, large residential and commercial builders and marketing for Questar Gas. Susan has been involved in many trade organizations as a participant and a speaker. She has received two silver medals from the Pacific Coast Gas Association, one as a sponsor of the 1989 Market Research Workshop, and the other for her paper in 1988 titled "Building Rapport in a New Marketplace."

Dinner menu was: Mexican Buffet

Patti Pittman thanked Susan Davis and presented her with a Certificate of Appreciation.

President Julie Anderson thanked everyone for coming and dismissed the meeting at 7:30 PM. ☺

PRO-D & DINNER RESERVATION FORM



RSVP

For January 13, 2005 meetings
Attention: Patty Pittman
 Vice-President
 NAPM-Utah

Please R.S.V.P. no later than 3:00 p.m. on **Friday, January 7, 2005.**

Company _____

Name(s) Attending	Member	Guest	Pro-D 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"/>
_____	<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. In order to spend our association dues wisely, we rely on your RSVP to provide an accurate meal count to the hotel.
 (For Guest registrations, please check web for details).

RSVP by any of the following:

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

E-Mail: ppittman@lifetime.com

or pattip@xmission.com

Fax: (801)728-1921

Phone: (801)728-1259

Mail: **Patty Pittman**
Lifetime Products
P.O. BOX 160010
Clearfield, Utah 84016

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.

LUNCHEON RESERVATION FORM



JANUARY NAPM LUNCHEON

Please plan on attending the January Luncheon of the 2005 NAPM-Utah Central Utah Branch on Wednesday, January 12th, at the Provo Holiday Inn, 1460 So. University Avenue (exit 266), Provo.

We have invited Stanley E Fawcett, to present "Trust in Supply Chain Relationships". Stanley E. Fawcett is the Donald L. Staheli Professor of Global Supply Chain Management at Brigham Young University. He received his Ph.D. From Arizona State and taught at Michigan State before joining the faculty of the Marriott School at BYU. He has authored or co-authored over 100 scholarly papers and five books on topics ranging from lean manufacturing to global sourcing and from world-class logistics to supply trust. He has taught professional programs in North and South America on the topics of performance measurement, global strategy, and supply chain integration.

Ruby River will be catering the luncheon. You may choose either the BBQ Beef Sandwich w/Battered fries or the Turkey Avocado Sandwich w/ Battered 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 12:00 sharp.

Please RSVP by Friday, January 7th, to Dominique Bird at Nature's Sunshine Products by fax: (801) 342-4688 or by email: dbird@natr.com. See you there!

JANUARY PURCHASING LUNCHEON RSVP

COMPANY _____

MEMBERS _____

BBQ BEEF _____ TURKEY SANDWICH _____

NAPM-Utah AFFILIATE OFFICERS 2004-2005

Officers

<p>Julie Anderson President Lagoon Corp. P.O. Box 696 Farmington, UT 84025 Phone: (801) 451-8026 Janderson@lagoonpark.com</p>	<p>Patti Pittman, C.P.M. Vice-President Lifetime Products P.O. Box 160010 Clearfield, UT 84016 Phone: (801) 728-1259 ppittman@lifetime.com</p>	<p>Craig Calvert Secretary Granite School Dist 340 E 3545 S Salt Lake City, UT 84115 Phone: (801) 685-4565 craig.calvert@granite.k12.ut.us</p>
<p>Susan Shepherd Treasurer Utah County 1932 N Main Orem, UT 84057 Phone: (801) 851-8234 Ucadm.susans@state.ut.us</p>	<p>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</p>	

Board of Directors

<p>Ron B. Peterson, C.P.M. L.D.S. Church 50 E. North Temple Salt Lake City, UT 84111 peterersonrb@ldschurch.org</p>	<p>Marsha P. Porter, C.P.M. Petersen Inc. 1527 N 2000 W Ogden, UT 84404 Phone: (801)732-2005 marshap@petersen-inc.com</p>	<p>Nancy Condie Alliant Techsystems, Inc. 4197 S 6620 W Salt Lake City, UT 84128 Phone: (801)250-3866 nancy_condie@atk.com</p>
<p>Mary Kay Bonica, C.P.M. Utah Transit Authority 9447 S 2100 W South Jordan, UT 84095 Phone: (801) 287-4615 mbonica@uta.cog.ut.us</p>	<p>Julia Tumanuavo Wencor West 1625 North 1100 West Springville, UT 84663 Phone: (801) 489-2000 juliat@wencor.com</p>	<p>Lynn Weight, C.P.M. Smith MegaDiamond 275 W 2230 W Provo, UT 84604 Phone: (801) 818-4523 lweight@smith.com</p>

Committees & Volunteers

<p>Dominique Bird Central Utah Branch Coordinator Natures Sunshine 75 E. 1700 S. Provo, UT 84606 Phone: (801) 342-4466 dbird@natr.com</p>	<p>Karl Harward Professional Development Chair Salt Lake City Corp. 1530 S. West Temple Salt Lake City, UT 84115 Phone: (801) 483-6832 karl.harward@slcgov.com</p>	<p>Cody Branz Membership Chair Lifetime Products P.O. Box 160010 Clearfield, UT 84016 cbranz@lifetime.com</p>
<p>Cheryl Ransom, C.P.M., A.P.P. Marketing Chair & Certification Coordinator Kitco Inc. 1625 N Mountain Springs Pkwy Springville, UT 84663 Phone: (801) 489-2105 cransom@wencor.com</p>	<p>Tracey Stevens, C.P.M. By-Laws Chair Salt Lake City Corp. 451 S State Rm 235 Salt Lake City, UT 84111 Phone: (801) 535-7944 tracey.stevens@slcgov.com</p>	<p>Bryan Hemsley, A.P.P., CPPB Communications Chair & Web Engineer Salt Lake City Corp. 451 S State Rm 235 Salt Lake City, UT 84111 Phone: (801) 535-6347 bryan.hemsley@slcgov.com</p>
<p>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</p>	<p>Martin McBride, C.P.M., CPIM Librarian Martin Door Manufacturing 5640 White Wood Dr. Bennion, UT 84118 Phone: (801) 973-9310 martinmcbride@martindoor.com</p>	<p>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.secris@slcgov.com</p>
<p>Susan Fowler, C.P.M. Name Badge Coordinator Nichols 6476 W King Valley Rd West Valley City, UT 84128 susanf@nicholsinc.net</p>	<p>John Carpenter Employment Coordinator The Canyons Phone: (435) 615-3331 jcarpenter@thecanyons.com</p>	<p>Anna Worthington Newsletter Editor Tesoro Refining Company Phone: (801)521-4842 aworthington@tesoropetroleum.com</p>
<p>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</p>	Vacant Position(s)	
	<p>Historian</p>	

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