

President's Message

Hello Members of NAPM-Utah,

I think that we have had a good year. I learned a lot under Julie Anderson's tutelage and I have a lot of good ideas to add to what I have learned over the last few years.

I look forward to the next year, and the new board members are already planning and preparing for the next year.

I hope you can come out to the Social in June. It will be a nice way to end the year.

If you would like to help out in any short term volunteer assignment, or if you have any suggestions for the upcoming year, I would love to hear from you.

Thanks again for your support.

Patti Pittman
President
pattip@xmission.com ☞



Congratulations to the New Officers



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Affiliated with:



The V.P.'s Comments

At the 90th International Supply Management Conference in San Antonio, more emphasis from educators, top management and supply professionals is needed on “end-to-end” supply management solutions. According to Dr. Stephen R. Covey, when you have the “end in mind”, you are more effective at making changes that help your organization or association grow. When you see who else might benefit by a proposed change, you begin to focus on “end-to-end” solutions. When you do not listen to other cross-functional teams, you tend get more unhappy campers.

In 2005-2006, NAPM Utah will focus on streamlining our process and provide relevant training based on the 1999 caps research provided below as a guide for your reference. Compare how things have changed in eight years, and you’ll soon see why you need to be an active member of NAPM Utah. We think those supervisors who support and participant in supply management training will benefit their organization greatly.

Top 15 Knowledge Areas of the World Class Purchaser

<u>Rank in 1999</u>	<u>(rank in 1992)</u>
1. Supply Chain Management	(Old 15)
2. Supplier Development	(Old 7)
3. Lowest Total Cost	(Old 6)
4. Price Cost Analysis	(Old 5)
5. Supplier Analysis	(Old 2)
6. Market Analysis	(Old 11)
7. Personal computer Skills	(Old NR)
8. Understanding Markets & Industries	(Old 14)
9. Electronic Commerce	(Old NR)
10. Human Behavior	(Old NR)
11. Total Quality Management	(Old 3)
12. Commodity Expertise	(Old 7)
13. Cost of Poor Quality	(Old 10)
14. Motivational Principles	(Old NR)
15. Inventory Management	(Old 33)

Top 15 Skills of the World Class Purchaser

1. Interpersonal Communications	(Old 2)
2. Ability to Make Decisions	(Old 1)
3. Ability to Work in Teams	(Old NR)
4. Negotiation Skills	(Old 3)
5. Customer Focus	(Old 8)
6. Analytical	(Old 7)
7. Influencing and Persuasion	(Old 5)
8. Understanding Business Conditions	(Old 17)
9. Conflict Resolution	(Old 6)
10. Managing Change	(Old 11)
11. Strategic Thinking	(Old NR)
12. Problem Solving	(Old 4)
13. Leadership	(Old 9)
14. Computer Literacy	(Old 21)
15. Structuring Supplier Relationships	(Old NR)

(source: <http://www.capsresearch.org/Publications/pdfs-protected/giunipero2000.pdf>)

Jeff Palmer, C.P.M. Lifetime
Vice-President ☞



Upcoming Events:

Summer Social:

June 15, 2005 (Wednesday)

The Gathering Place at Gardner Village
1100 W. 7800 S., West Jordan.
Dinner at 6:00, \$10 per person
www.gardnervillage.com

September 8, 2005, 4:30 pm

Professional Development Workshop,

"Effective Listening"

Ann Darling, Ph.D.

Associate Professor, University of Utah
At the Red Lion Hotel

September 8, 2005, 5:45 pm

Dinner Meeting,

"U.S. And Utah Economic Outlook"

Jeff Thredgold

Thredgold Economic Associates
At the Red Lion Hotel

September 14, 2005, 11:45 am

Central Utah Branch Luncheon

Doug Richins,

Director of Purchasing, State of Utah
At the Provo Holiday Inn

Upcoming Satellite Seminars:

October 20, 2005

Tools for Negotiations Success

February 9, 2006

Ethics in Supply Management: Minding
Your Actions and Decisions

April 20, 2006

Risk and Change Management:
Surviving in a Dynamic Business
Environment

June 8, 2006

Buying Travel, Energy and Other
Services



Communication & Education

“New Skills for a New Era”

The May 5th 2005 PURCHASING MAGAZINE was read with interest. "New Skills for a New Era" cited leadership skills, strategic vision and political and multicultural savvy as key ingredients for success for today's purchasing executives.

Skills procurement needs are:

Leadership
 Strategic vision
 Political and multicultural savvy
 Relationship building
 Project management
 Ability to work cross-functionally
 Problem Solving
 Ability to align sourcing plans with business strategy
 Supply relationships
 Multiple languages
 Knowledge of multiple cultures
 Forward minded thinking.



Emily Kay, author of the article states "procurement executives need strong leadership, communications, business and global supply chain skills. These skills are needed to build long-term, strategic relationships with supply chain partners to aggressively reduce total costs while not focusing solely on price and to manage increasingly strategic purchasing operations that oversee millions of dollars in spending power."

The article also noted Purchasing range of job titles:

Executive/Vice Presidents:

President
 CPO (Chief Purchasing Officer)
 VP, Global Supply Chain
 VP Operations
 VP Sourcing
 VP Procurement
 Senior Procurement Officer
 VP Supply Chain Management
 VP Supply Management
 VP Planning and Purchasing

Director:

Senior Director, Materials Management
 Director Global Procurement
 Director, Supply Chain Management
 Director, Materials
 Director, Strategic Sourcing
 Director, Sourcing
 Director, Procurement
 Director, Purchasing

Manager

Global E-sourcing manager
 Procurement Manager
 Supply Base Manager
 Supplier Development Manager
 Manager, Indirect
 Purchasing
 Performance Manager

"The long-term impact of the changing procurement environment is this: As procurement becomes an increasingly strategic operation, companies must recruit, hire, train, and manage a new breed of purchasing professions. Potential procurement executives need to have well-rounded skill, be able to work cross-functionally and have global experience in order to work supply chain partners on continual performance improvements." (pg. 41-45)

LET NAPM-UTAH help you develop the skills that you need for the ever-changing supply management/procurement field. NAPM-Utah is partnering with the University of Utah to offer training. We have a C.P.M./A.P.P. certification preparation course and a Certificate Program where new buyers can learn how to negotiate, how to manage suppliers, how to send RFP, and other basic purchasing principles. This course can be individualize for manufacturing, government, or service industries.

Call me if you are interested in any of these programs. I can be reached at 800-663-0699 or cherylransom@hotmail.com.

Cheryl Ransom, C.P.M., A.P.P.
 Communication Chair & Education Coordinator ☞

May Meetings Follow-up

As promised, here is the follow-up to the group questions from the May Professional Development Workshop presentation by VP Karen Gilmore about the energy industry.

Q. What happens to the tree mulch from our tree trimming efforts?

A. In talking to Rich Buelte, Arborist with Utah Power's Vegetation Management here in SLC, customers can:

- Get the tree trimmings for free if they ask the crew that is in the area.
- The crews can not travel across town to deliver the load.
- The loads are the entire 10 yards of material in the truck.
- Some gravel and unchipped debris from final cleanup are in the load.
- Because of moisture it is recommended the mulch be spread quickly to prevent dealing with mold dust.

Q. What are the exact peak/off-peak hours under the "Time of Day" rates?

A. Commercial Rate Schedule 6A - "Energy Time-of-Day Option" (kilowatt-hour saving opportunity)
On-Peak: 7:00 am to 11:00 pm (Mon - Fri, year round)

Rate Schedule 6B "Demand Time-of-Day Option" (Kw demand saving opportunity)
On-Peak: 7:00 am to 11:00 pm (Mon - Fri, year round)

Rate Schedule 8 "Large General Service" - 1 Mw & Over - Distribution voltage
On-Peak: 1:00 pm to 9:00 pm (Mon - Fri from May through September)
On-Peak: 7:00 am to 11:00 pm (Mon - Fri from Oct through April)

Residential Rate Schedule 2 "Residential Service - Optional Time-of-Day Rider - Experimental"
On-Peak: 1:00 pm to 8:00 pm (Mon - Fri from May through September)

Industrial Rate Schedule 9 "General Service - High Voltage (46,000 volt & higher)
On-Peak: 1:00 pm to 9:00 pm (Mon - Fri from May through September)
On-Peak: 7:00 am to 11:00 pm (Mon - Fri from October through April)



Thanks,

Dave Spalding, Utah Regional Accts Manager
 Utah Power
 Salt Lake Metro Service Center
 801-220-7211

National ISM News

ISM Names Affiliate of the Year and 2004 Affiliate Excellence Award Winners

TEMPE, Ariz., May 10, 2005 — The Institute for Supply Management™ (ISM) today announced the recipients of its 2004 Affiliate Excellence Awards. NAPM—Central Texas, Inc., garnered the 2004 Affiliate of the Year Award, the highest distinction among ISM affiliates. The 2004 Affiliate Excellence Award winners were officially honored at ISM's 90th Annual International Supply Management Conference and Educational Exhibit in San Antonio on May 10, 2005.



Affiliate Excellence Awards recognize affiliates that demonstrate excellence in professional operations, educational offerings and recruitment, training and retention efforts, while at the same time communicating the value and prestige of ISM and the supply management profession.

"I am proud of the level of quality throughout our affiliate that this award represents," says NAPM—Central Texas, Inc. President Stephanie Peters, C.P.M. "Our leaders set ambitious goals and, as volunteers, deliver an amazing array of opportunities in certification, programs, educational seminars, professional development, and leadership opportunities for purchasing and supply management professionals in the central Texas area."

All affiliates, regardless of size, have an equal opportunity to earn the Affiliate Excellence designation. The selection annually includes those affiliates that meet and surpass the core competencies noted in the nomination form.

ISM recognized the following six affiliates with the Affiliate Excellence Awards at the 90th Annual International Supply Management Conference and Educational Exhibit in San Antonio:

NAPM—Augusta Area, Inc. President, Anita Hayman, A.P.P.

NAPM—Central Texas, Inc. President, Stephanie Peters, C.P.M.

NAPM—Greater Grand Rapids, Inc. President, Nancy Johnson, C.P.M., A.P.P.

NAPM—National Capital Area, Inc. President, Joel Rubin, C.P.M.

NAPM—Utah, Inc. President, Julie Anderson

NAPM—West Georgia, Inc. President, K Allen Greer, C.P.M.

Summer Social (RSVP By Friday, June 10th)

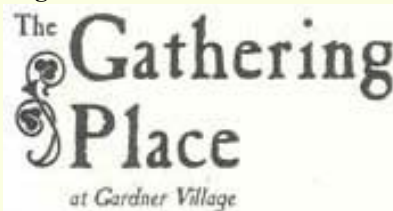
Summer Social will be held at :

The Gathering Place at Gardner Village

1100 West 7800 South

West Jordan, Utah

<http://www.gardnervillage.com>



Date: June 15, 2005 (*That's the 3rd Wednesday in June*)

Time: 6:00 P.M. (Meal is served at 6, but you are welcome to come early)

Address: 1100 West 7800 South, West Jordan, Utah.

Cost: \$10 for Members & Guests (\$7 for children up to age 5)

Menu: Gardner Chicken, Vegetable, Fresh Baked Sourdough Bread & Butter, Tossed Green Salad, Peach Punch, Death by Chocolate Dessert.

"I think you will enjoy yourselves, so come and join us, unwind and stroll the paths, enjoy the Spring flowers." ...Patti Pittman, NAPM-Utah President



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.

Luncheon Meeting Minutes

Central Utah Branch

Lunch Meeting, Wednesday, May 11, 2005
12:00 at Ruby River in Provo

Welcome was given by Dominique

Welcomed all visitors

The members of the NAPM-Utah Committee in attendance were:

Patti Pittman, Cheryl Ransom, Susan Shepherd,
Shelley Black & Julia Tumanuvao

NAPM June Social will be at The Gathering Place at Gardner Village, address is 1100 W 7800 S. #23, West Jordan, UT 84088

Turned time over to Cheryl Ransom:

- Reminded us of the Satellite Seminar to be held Thursday, June 9th, the cost \$25, at the Utah County Complex, 4.5 hours will be applied towards CPM certification
- Congratulated John Uldrich from Neways on his CPM Reminder, to send certificates to Cheryl or NAPM-Utah and it will be framed for you.

Dominique introduced the speaker:

Jim Turley who presented "Effective Communication". Jim is currently serving as an Area Governor for Toastmasters International and the Vice President of Education for the Mainstreamers Club. Jim has a Bachelors Degree in Accounting from the National College and a MBA from Westminster College. Jim has also been teaching APICS for over six years. Jim has over twenty-five years of manufacturing and communications experience with companies within the Aerospace and private sectors.

Lunch options: High Noon Steak w/Baked Potato
Halibut w/Rice

Dominique thanked the speaker and presented him with a Certificate of Appreciation. Reminded us of summer social

Meeting was adjourned at 12:55

Minutes prepared by: Julia Tumanuvao, NAPM-Utah Board

Dinner Meeting Minutes

NAPM-Utah Dinner Meeting
May 12, 2005 at the Red Lion Hotel

Meeting started at 5:49PM

President Julie Anderson called the meeting to order.

Cody Branz, Lifetime Products, offered a prayer.

Dominique Bird, Natures Sunshine, led the members in the Pledge of Allegiance.

Tracey Stevens announced that we were having a joint meeting with Weber State Students and CSCMP and welcomed them. She had John Carpenter raise his hand and told them to see him since he is our Employment Specialist. She indicated that he posts all available positions on our web site. She also welcomed the BYU and Weber State Professors.

Dr. Ogden, BYU Professor, announced they were doing a study and would like to interview companies. If anyone is interested in participating, leave your business card with him and they will contact you.

Craig Calvert asked members if there were any changes to the minutes. They were unanimously accepted.

Patti Pittman announced the summer social will be held at Gardner Village on June 15th which is a Wednesday. The cost will be \$10.00 per member and \$10.00 per guest. Dinner will be at 6:00 PM. She asked members to RSVP as soon as possible.

Dominique Bird presented Jared Gardner, State Purchasing, the NAPM-Utah Scholarship along with a certificate of appreciation.

Richard Chamberlain, Salt Lake County, presented Sherry Craig, Salt Lake County, with a C.P.M. certificate.

Julie Anderson presented Dominique Bird the President's Award for all the service that she does for the Utah County Branch.

Karl Harward introduced the speaker, Mary Kay Bonica, Utah Transit Authority, presenting "Inventory Forecasting & Supply Management Solutions". Mary Kay had her 28th anniversary with Utah Transit Authority where she has managed Purchasing and Materials department for 26 years. The department includes Purchasing, Production Control, Warranty Claims, Shipping/Receiving, Inventory Control and warehouse operations. Her duties also include lead for the Materials Technical Forum, which coordinates parts room operations at the five satellite business units of the Authority.

Karl Harward thanked Mary Kay and presented her with a Certificate of Appreciation.

Tom Short led the Swearing in of the newly elected officers. Julie Anderson – Past President, Patti Pittman – President, Jeff Palmer – Vice President, Shelly Black – Board Member, Gary Briggs – Board Member, and Susan Fowler – Board Member

Julie Anderson asked members to look at the ISM website for upcoming seminars in June and July and ISM updates.

Meeting was adjourned at 7:03 PM

Minutes prepared by: Craig Calvert, NAPM-Utah Secretary

Special Recognition

Scholarship:

Jared Gardner was awarded the NAPM-Utah Scholarship of \$500 for 2005 at the NAPM-Utah dinner meeting held May 12, at the Red Lion Hotel.

Jared has been employed by the State of Utah since 1995 as a Purchasing Agent. Jared received an Associates of Social Science degree from Salt Lake Community College in 1998. He went on to receive his Bachelor of Science in Business Management from the University of Utah in 2001, and is currently attending Brigham Young University pursuing a Masters degree in Public Administration. Jared maintains a 3.7 GPA and anticipates graduating in the spring of 2006.

Jared became a member of NAPM in June of 2003, and immediately started working on, and received his C.P.M. in August of 2003.

Jared is married and has four children.

Congratulations to Jared from the members and Board of NAPM-Utah!

Certifications:

Margaret (Peggy) Lee - University of Utah, Recertified C.P.M.,
Roselle Miller, Original C.P.M.

Congratulations to both from the members and Board of NAPM-Utah!



Gordon Burt Affleck Award

Past Recipients

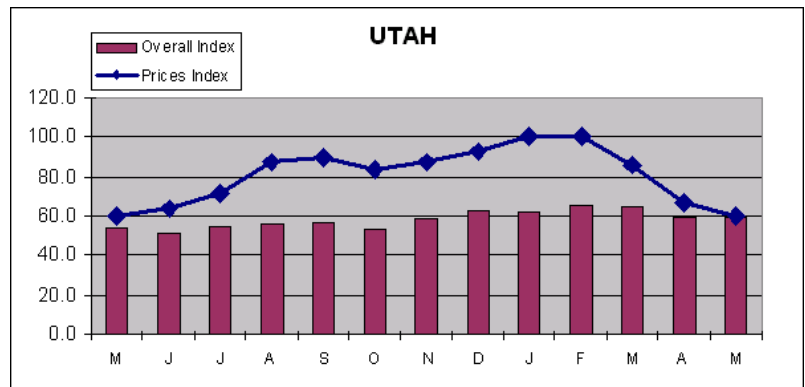
- 1976 Gordon Burt Affleck, C.P.M.
- 1977 Thomas C. Seppich, C.P.M.
- 1978 Allen L. Strong, C.P.M.
- 1979 Harvey R. Jerman, C.P.M.
- 1980 Francis H. Baugh, C.P.M.
- 1981 William L. Christensen, C.P.M.
- 1982 Ronald L. Miller, C.P.M.
- 1983 Richard W. Burton, C.P.M.
- 1984 Cornelius R. Peterson, C.P.M.
- 1985 Keith M. Munk, C.P.M.
- 1986 Otto Vetter
- 1987 Barbara Burningham, C.P.M.
- 1988 Robert L. Nielson, C.P.M.
- 1989 Richard A. Knott, C.P.M.
- 1990 Ray J. Larsen
- 1991 Helen B. McCausland, C.P.M.
- 1992 Douglas G. Richins, C.P.M.
- 1993 Roger W. Blair, C.P.M.
- 1994 William D. Palmer, Jr. C.P.M.
- 1995 Jacques Pruhs, C.P.M.
- 1996 Bert R. Holfeltz, C.P.M.
- 1997 James T. Parker, C.P.M.
- 1998 Richard L. Chamberlain, C.P.M.
- 1999 Cheryl O. Ransom, C.P.M.
- 2000 Randy M. Wells, C.P.M.
- 2001 Kathlyn A. Moore, C.P.M.
- 2002 Richard H. McGurk, C.P.M.
- 2003 Tracey K. Stevens, C.P.M., CPPB
- 2004 Dr. Stanley E. Fawcett, C.P.M.
- 2005 *(to be announced at the Summer Social)* ☞

Economic Outlook

Mountain States Data, Utah, May 2005

Utah’s business conditions index from the May survey of supply managers and business leaders was almost unchanged from April’s strong reading. The index, a leading economic indicator for the state, advanced to 59.1 from April’s 58.9. Components of the overall index for May were: new orders at 62.3, production at 71.4, delivery-speed at 42.2, inventories at 43.1 and employment at 60.2. “Utah’s economy is growing at a surprisingly strong pace with only food processors reporting slowing economic conditions. Even the state’s large information industry detailed improving business conditions. Utah is on course to add over 65,000 jobs for 2005, a pace of almost six percent growth,” said Goss. Waning: Food processing. Gaining: Transportation.

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



SOCIAL RESERVATION FORM



RSVP

For June 15, 2005, Social
Attention: Patty Pittman
 President
 NAPM-Utah

Please R.S.V.P. no later than 3:00 p.m. on **Friday, June 10, 2005.**

Company _____

Name(s) Attending	Member	Guest	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"/>

RSVP by any of the following:

Online: <http://www.napmutah.org>
E-Mail: 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.

NAPM-Utah AFFILIATE OFFICERS 2005-2006

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

Communications Chair & Education Coordinator

Tom Short & Ron Petersen

Scholarship Committee

Vacant Position(s)

Photographer
Librarian
Membership Chair

Marketing Chair
Certification Coordinator
By-Laws Chair

Please contact Patti Pittman at (801) 728-1259 if you are interested in the vacant position.