



# Utah Purchasing News

October 2005

<http://www.napmutah.org>

## President's Message

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From the desk of Patti Pittman C.P.M.

I thought I would share with you an article that I read in the *NewsLine*. The newsletter, put out by ISM National shows that with the change of their name ISM, there is also a change in their programs. We know that the A.P.P. certification is being done away with and in their board meeting on August 25<sup>th</sup>. They approved the following Certification Committee recommendations:

- ISM will create one new credentialing program focused on supply management. The program will have a new name (to be determined), and the following requirements:
  - ❖ A minimum of a bachelor's degree from an accredited college or university (regional, national, or international)
  - ❖ A minimum of five years of professional experience in supply management (experience requirements to be decided)
  - ❖ A multi-part assessment (format TBD) of competence that utilizes testing methods that focus on the application of concepts versus current testing methodology which is primarily recall, comprehension and minimal applications items.
- This new credentialing program would have no lifetime credentialing status and would require recertification every three years. ISM will implement this new certification program no later than the end of 2008.
- ISM will cease to issue new certifications of C.P.M.s after a future date yet to be determined. Individuals already holding the C.P.M. designation may still apply for recertification. A bridge to the new certification for current C.P.M.s with a bachelor's degree will be constructed.
- The committee also recommended that ISM make a concerted effort to partner with colleges and universities to promote supply management within their curriculum, and foster recognition of the new certification as the appropriate symbol of qualification in the field of supply management.

We definitely are experiencing changes within our field of Purchasing and supply chain management. I would love to hear from the members and their comments on this article.

Thank-you,

Patti Pittman C.P.M.

## **The V.P.'s Comments**

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From the desk of the Vice President – Jeff Palmer, C.P.M.

I appreciate employers who allow, or better yet, encourage their supply management professionals to stay current in continuing education. I find my personal quest to implement best practices is dependent on my desire to contribute, and my supervisor's efforts to financially support best practices.

I think that if we neglect to get properly trained, we fail to preserve our value, if we fail to send down continuing education roots, we neglect to nourish for five continuous years, we tend to become less valuable and more barren in producing top line results. Our employers are asking supply management professionals to produce larger and more tasting fruit to the top line as well as the bottom line. Remember to focus on "end-to-end solutions" is the key!

NAPM Utah is committed to provide each attendee year-after-year relevancy to their job experience! We believe this year alone that more relevancy to our core strategy, will lead to more than twenty new members and many previous members, who used-to-attend, to come back. We need to have you all come back and enjoy our association. Each of us should have a strong desire to add value to our own organizations with end-to-end solution ideas that come directly from our speakers and calendar of events.

The ISM 2003 purchasing survey says that 84% of the jobs titles are now related to "purchasing supply managers" and only 16% with "buyer" titles.

NAPM Utah is adapting to meet your supply management needs. This year's educational opportunities for you may prove to help you more than any other previous year. As your employer provides the budget and support, they should expect, in return, that you implement several new ideas from your monthly Pro-D and dinner speaker attendance in 2005-2006.

Thank-you,

Jeff Palmer C.P.M.

**Cheryl Ransom, Communication and Education Chair**

Last week I received a communication from ISM regarding "Enhancing Your Leadership Role, and Join ISM in Fostering Social Responsibility.

The letter asked:

"Does your organization have policies and practices in place to benefit your community, and the environment? How do you promote diversity, financial responsibility, human rights, ethics and safety? Each of these seven principles represents areas where supply management can lead. Supply Managers are in a strategic position to promote social responsibility within their own organizations, and throughout the supply chain. The Institute for Supply Management launched a social responsibility initiative in the spring 2004. The purpose of the initiative is two-fold:

Increase supply management's awareness of this important responsibility, and provide the tools for supply managers to use in developing proactive social responsibility programs within their organizations."

"ISM Principles of Social Responsibility:

Social responsibility is defined as a framework of measurable corporate policies and procedures and resulting behavior designed to benefit the workplace and, by extension, the individual, the organization, and the community.

**I. Community**

1. Provide support and add value to your communities, and those of your supply chain.
2. Encourage members of your supply chain to add value in their communities

**II Diversity**

1. Proactively promote purchasing from, and the development of, socially diverse suppliers.
2. Encourage diversity within your own organization.
3. Proactively promote diverse employment practices throughout the supply chain.

**III. Environment**

1. Encourage your own organization and others to be proactive in examining opportunities to be environmentally responsible within their supply chains either "upstream" or "downstream."
2. Encourage the environmental responsibility of your suppliers.
3. Encourage the development and diffusion of environmentally friendly practices and products throughout your organization.

**IV. Ethics**

1. Be aware of ISM's Principles and Standards of Ethical Supply Management Conduct
2. Abide by your organization's code of conduct.

**V. Financial Responsibility**

1. Become knowledgeable of, and follow, applicable financial standards and requirements.
2. Apply sound financial practices and ensure transparency in financial dealings.
3. Actively promote and practice responsible financial behavior throughout the supply chain.

**VI. Human Rights**

1. Treat people with dignity and respect.
2. Support and respect the protection of international human rights within the organization's sphere of influence.
3. Encourage your organization and its supply chains to avoid complicity in human or employment rights abuses.

**VII. Safety**

1. Promote a safe environment for each employee in your organization and supply chain. (Each organization is responsible for defining "safe" within its organization.)
2. Support the continuous development and diffusion of safety practices throughout your organization and the supply chain.

**Marketing Corner**  
**September Educational Events**

*Ann Darling, Ph.D., Associate Professor and Department Chair, Department of Communication at the University of Utah was our speaker at the Pro-D meeting.*

*Ann taught us that we spend 45% of our lives in activities that involve listening. The normal person speaks at about 120-150 words per minute but hears/thinks about 400-800 words per minute. She challenged us to figure out where our brain goes when we are not listening. Ann gave us a few rules to follow for more effective listening in all areas of our life:*

- 1) Choose to listen
- 2) Know why you have made that choice
- 3) Control obstacles (close doors, adjust light/window blinds, turn off the radio/tv, etc.)
- 4) Use spare “brain time” effectively
- 5) Ask questions, especially critical information
- 6) Paraphrase for clarity and understanding
- 7) Use minimal encouragers
- 7) Suspend judgment
- 8) Be open to cultural differences

*She said, “We are given two ears and one mouth so we hear more than we speak, and that means listening is twice as important as talking.”*

*Below are the ratings that were given for the Pro-D meeting. There were 32 people in attendance, which represents 8 percent of our membership.*

<i>Ann Darling</i>	<i>Excellent</i>	<i>Very Good</i>	<i>Good</i>	<i>Fair</i>	<i>Poor</i>	<i>No Comment</i>	<i>Surveys received</i>
<b>Speaker</b>	14	5	1	0	0	0	20
<i>Topic</i>	15	4	1	0	0	0	20
<i>Location of Facility</i>	12	7	1	0	0	0	20
<i>Facility</i>	12	7	1	0	0	0	20
<i>Program schedule</i>	11	7	0	0	0	2	20
<i>Food/beverages</i>	8	6	1	0	0	5	20
<i>Registration information</i>	9	5	3	0	0	3	20
<b>Overall program</b>	10	9	0	0	0	1	20

*Jeff Thredgold, Zions Bank Economic Consultant, spoke to us at the Salt Lake County dinner meeting. Jeff spoke to us about economy. He said the Utah economy continues to grow at its strongest pace in eight years. In addition, the Rocky Mountain region again leads the nation in employment gains and economic vibrancy.*

*Utah ranks near the top in job gains. The Utah economy added nearly 38,000 net new jobs over the most recent 12-month period. Strong Utah employment gains have also lowered the state’s jobless rate. One positive result of stronger job gains is increased business and retail spending. Spending by Utah businesses and individuals rose by nearly 9 percent in 2004, the first substantial rise since 2000.*

*The US economy, he said, has responded well to the strong fiscal and monetary stimulus of the past few years. Stronger global economic growth has also contributed to solid U.S. performance. Thredgold said most forecasts see the global economy slightly weaker during 2005-2006, following impressive growth in 2004. Recent performance is the strongest since the late 1970s.*

*There were 65 people present, which represents 16 percent of our members. Below are the ratings that were given for the Dinner Meeting.*

<b>Jeff Thredgold</b>	<b>Excellent</b>	<b>Very Good</b>	<b>Good</b>	<b>Fair</b>	<b>Poor</b>	<b>No Comment</b>	<b>Surveys received</b>
<b>Speaker</b>	6	3	0	0	0	0	9
<b>Topic</b>	5	2	2	0	0	0	9
<b>Location of facility</b>	5	4	0	0	0	0	9
<b>Facility</b>	4	5	0	0	0	0	9
<b>Program schedule</b>	5	2	0	0	0	2	9
<b>Food/beverages</b>	5	3	1	0	0	0	9
<b>Registration information</b>	5	4	2	0	0	0	9
<b>Overall program</b>	5	4	0	0	0	0	9

*Doug Richins, Director Utah Division of Purchasing and General Services, was the speaker at the Utah County luncheon on Wed. Sept. 14. Jeff has been a member of the association for over 25 years and has previously served as President of NAPM-Utah.*

*Richins described some of the main differences between the public and private purchasing sectors. He touched on how strategic sourcing can save money for the taxpayers in the state of Utah. He said the mission of the Utah state purchasing was to provide their customers with the best value, service, and goods.*

*Richins said that standardization was one way to reduce the number of items purchased. He described the three customer groups within the state purchasing area.*

- 1) *The internal customers group*
- 2) *The supplier community group*
- 3) *The taxpayers of Utah group*

*He said there has to be a balance between regulatory obligations and efficiently providing the end users’ needs. Richins told how the purchasers in the state of Utah pool purchases or use consortium buying in an effort to cut costs. He said standardization is one way to reduce the number of items purchased.*

*There were 60 people present, which represents 15 percent of our members. Below are the ratings given for the luncheon meeting.*

Question	Yes	No	Somewhat/may be
<i>Was the training helpful?</i>	30	0	4
<i>Would you recommend the speaker?</i>	30	0	4
<i>Did you learn something new or helpful?</i>	33	0	1

*The September meetings were very interesting and educational. I invite you to take advantage of the wonderful educational opportunities that are presented to us as members of NAPM-Utah.*

*Shelley Black C.P.M., A.P.P.  
Marketing Chair*

*There was tremendous response and requests for access to Ann Darling’s powerpoint, to view it, follow these steps:*

- 1) go to [www.napmutah.org](http://www.napmutah.org)
- 2) click on “calendar of events”
- 3) click on “calendar of previous events”
- 4) click on “September 2005-june 2006”
- 5) click on Ann Darlings picture
- 6) Scroll down, and you will see the link to download the file.

**The Humorous Side of Purchasing:**

Doug Richens reported to the Central Utah Chapter that children laugh 300 times a day, while adults only laugh 14 times a day (Doug is that right?)  
Laughing has been proven to help one's overall health.

In an effort to help keep NAPM-Utah members healthy (and happy) please consider the following:

Question: What is the definition of Eternity?

Answer: Four blonds at a four-way stop

(Submitted by Patti Pittman, President)

Message from the Pro-D

What a great opening night we had! I wish you all could have been there. We had two wonderful speakers, which everyone seemed to enjoy.

Our first was Ann Darling, a PhD from the U who gave us a talk on how to properly listen. She had a very entertaining speech and slideshow (which is now available on the [napmutah.org](http://napmutah.org) website.)

Secondly, we had Jeff Thredgold, a Utah economics advisor who gave a state of the state speech on how the Utah economy is moving. Along with rattling off more statistics than I can count, he threw in a few anecdotes to keep things interesting.

And it only gets better! This coming month we have Cindy Wallin, a doctoral student from the U of Arizona, who will be talking about the different types of inventory management and how to choose one that fits your company.

At first, I was skeptical on this topic, because once a company has inventory then the method of storing is developed and doesn't vary too much. HOWEVER! As a company grows it will find itself adding new items, not all of which fit neatly into that first setup - so isn't it a good idea to know some other ways of managing your items? Both stock and MRO?

Also, during dinner we have Paul Novak, the ISM CEO, coming to give us an update on where our organization as a whole is going. Being an international organization it is all too easy for our little chapters to get lost in the mix, so he is coming to share with us the ideals of ISM and what the future holds for us. (I for one am interested to hear what he has to say about that government organization!)

Now, as for our future....we have a great glut of speakers. One of our biggest ones is that we are trying to schedule for March a full one day seminar on lean manufacturing. Be keeping an eye out for a more detailed brochure coming soon!

#### **CPM Question for the Month:**

According to Dobler, there are four phases of Face-to-Face Negotiations:

- a. Fact Finding, The Recess, Narrowing the Differences, Hard Bargaining
- b. Preliminary Proposals, Narrowing the Differences, Hard Bargaining, Followup
- c. Fact Finding, Preliminary Proposals, Narrowing the Differences, Hard Bargaining
- d. Preliminary Proposals, The Recess, Hard Bargaining, Followup

See answer below

#### **CPM Examine Announcement**

NAPM-Utah in consort with ISM will sponsor a WRITTEN exam for Module 3 and 4 on October 19th at West Jordan City Offices 8000 South Redwood Road, 3rd Floor Blue Room. Module 3 will be from 9:00 to 10:30 and Module 4 will be 1:30 to 3:30. If there is enough interest, Module 4 can also be given on another day. Cost is \$60.00 (regular price). Contact Cheryl Ransom, Education Chair at 1-800-633-0669 X 20, [cherylransom@hotmail.com](mailto:cherylransom@hotmail.com)/[cransom@insta-chain.com](mailto:cransom@insta-chain.com) to register. DO NOT REGISTER THROUGH ISM FOR THIS SPECIAL EXAM. You will only be charged if you take the exam. \$60.00 checks/credit cards should be made out to ISM.

ISM ONSITE PAPER & PENCIL C.P.M. EXAM REGISTRATION

NAPM - UTAH

FAX OR EMAIL registration form to Cheryl Ransom - Fax: 801/806-1006 -- Email: cherylransom@hotmail.com

Member Type: [ ] ISM [ ] Nonmember ISM ID# (if known)

[ ] Dr. [ ] Mr. [ ] Mrs. [ ] Ms. [ ] Miss

First Name/Given Name Middle Initial Last Name/Family Name

Job Title Organization

Home Mailing Address:

City State or Country ZIP code/Postal code (if applicable)

Business Phone Fax Number E-Mail

\*\*\*\*\* Please check here if you have any special needs that require accommodation. [ ] If yes, include a daytime phone number

C.P.M. Module(s) requested: Module 1 [ ] Module 2 [ ] Module 3 [ ] Module 4 [ ]

Module 3 [ ] Module 4 [ ]

Oct 19 Oct 19

I certify that because of the confidential nature of this examination, I will not copy, retain examination questions or disclose or transmit them in any form to any other person. I hereby state that I am working toward my C.P.M. and/or A.P.P. designation or taking modules to meet the continuing education requirements for recertification/reaccreditation. I understand that taking the exam for any other purposes is strictly prohibited. I understand and agree that ISM expects review course instructors to refrain from taking exams for the purpose of preparing students to take the Exam and/or for the creation of their course materials. I further hereby agree and understand that certification/accreditation may be denied or revoked, or C.P.M. or A.P.P. Examination (the "Exam") scores may be invalidated by the Certification Committee of ISM (the "Committee") in the event that the Committee determines that an individual has (i) falsified or misrepresented information on the registration form or information provided is in error, including documentation of C.P.M. Points for either recertification, or Lifetime certification; (ii) participated in an unauthorized disclosure of examination questions, information or materials; (iii) plagiarized questions and/or answers on the Exam; (iv) mailed, received, relayed in any fashion, or used copies of the Exam materials, questions, or answers without authorization from ISM; (v) retained the Exam materials after the examination; (vi) engaged in other nonprofessional behavior or dishonesty with respect to taking, administering, or the preparation of others to take the Exam which results in compromising the integrity of the examination; or (vii) failed to adhere to the Principles and Standards of Ethical Supply Management Conduct.

I agree to abide by the ISM Principles and Standards of Ethical Supply Management Conduct, whether or not I am a member of ISM. I grant ISM permission to make any and all inquiries, which are necessary to evaluate my credentials for certification/accreditation, recertification/reaccreditation, or Lifetime certification/accreditation and agree to respond to requests for information related to any of the above. I further authorize ISM to publish (via e-mail, website, or print) information about my certification/accreditation and to make any and all inquiries, investigations, or other communications, which may be necessary for the Committee to grant, deny or revoke certification/accreditation, or to invalidate examination scores. I hereby certify that the information submitted on or with this form is true and accurate to the best of my knowledge, and I agree to be bound by the terms and conditions set forth herein and by any and all policies and procedures of ISM applicable to the C.P.M. and/or A.P.P. Program as may be amended from time to time. Candidate agrees to be held to the above standard of ethical conduct by his/her signature below (if faxing/mailling this form) or by typing his/her name below and e-mailing this document to ISM for registration for an Exam.

Signature: \_\_\_\_\_ Date:

Payment (U.S. funds drawn on a U.S. bank only) [ ] Check - Amount \$ \_\_\_\_\_ -- Credit Card [ ] VISA [ ] MasterCard [ ] AMEX [ ]

Diners Club Card # \_\_\_\_\_ Exp. \_\_\_\_/\_\_\_\_

Cardholder Signature \_\_\_\_\_

Minutes  
NAPM-Utah Dinner Meeting  
September 8, 2005 at the Red Lion Hotel  
5:55 PM to 7:05 PM

President Patti Pittman called the meeting to order.

Susan Shepherd, Utah County, led the members in the Pledge of Allegiance.

Susan Maass, Smith Mega Diamond, led the members in a moment of silence.

Patti reported that Julie Anderson, Past President had nominated our association and we were one of five affiliates nationwide to win the "Affiliate of Excellence Award". Patti also announced that Jim Phillips had been presented with the "Gorden Burt Affleck Award" at the summer social. His bio is posted on the website. Patti had the board members raise their hands and told the members that if they have any questions or comments to contact one of them.

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

Cody Branz recognized and welcomed all visitors and new members.

Shelly Black asked the members to fill out the speaker survey for both meetings. She also asked the members to fill out a questionnaire and a demographics survey. She said that the green ticket attached will be used in a drawing for those who turn in their survey.

Cheryl Ransom made the following announcements:

- The deadline for the A.P.P. will be February 28, 2007. Those who have their A.P.P. can still get a lifetime without a deadline.
- Written tests for modules 3 & 4 will be held October 19<sup>th</sup> at the West Jordan City offices. The cost will be half price (\$60.00). A prep class will be offered October 4<sup>th</sup>, for \$25.00.
- Satellite seminar, October 13<sup>th</sup> from 8:00 to 12:30 on negotiations, held at the LDS Church Offices and the Utah County Offices.
- Partnership with the University of Utah for a certificate program. They will offer a module one class on September 22<sup>nd</sup>. Contact Ryan Petersen. His information is on NAPM-Utah web site.

Susan Fowler announced the Christmas Social held at the Desert Star Playhouse on Friday, December 16<sup>th</sup> at 6:00 PM. Cost will be about half off the regular price for two. Reservation will begin next month.

Steve Cherecwich introduced the speaker, Jeff Thredgold, Thredgold Economic Associates, presenting "U.S. and Utah Economic Outlook". Jeff is the president of Thredgold Economic Associations, an economic consulting and professional speaking company based in Salt Lake City. Jeff is the only economist in the world to have ever received the designation of CSP, or Certified Speaking Professional, the highest earned designation in professional speaking. He has appeared dozens of times on CNBC-TV; the nation's business network, as well as numerous appearances on CNN, and is quoted regularly in the nation's financial press. He served as an adjunct professor of finance at the University of Utah for 16 years. He is a former member of both the Economic Advisory Committee of the American Bankers Association and the Economic Policy Committee of the U.S. Chamber of Commerce.

Steve Cherecwich thanked Jeff and presented him with a Certificate of Appreciation.

Patti Pittman asked members to take a minute to fill out the survey.

Meeting was adjourned.

**CPM Question for the Month:**

Answer: is A. During the initial Meeting, discussions are limited to fact finding. Questions of who, what, when, why, and how are clarified. On completion of the fact finding process, the negotiator should call for a recess. During the recess, the negotiating team should recess its relative strengths and weaknesses, as well as those of the supplier. The team organizes the agenda to pursue when the two teams return. All negotiations center on specific issues, and narrowing the differences by using problem solving, and compromise.; hard bargaining, the last resort involves the use of take it or leave it tactics. Its use is limited to one-time or adversarial situations where long term collaborative relationships are not the objective.

**NETWORKING: Member to Member**

(Ask for help, insights, information)

Future questions: Direct to Newsletter Editor (Anna Worthington)

Question from Cheryl Ransom, C.P.M., A.P.P., Purchasing Manager, Insta-Chain

I'm doing a logistics contract for my organization. I don't want to reinvent the wheel and blow any circuits in my brain (I have so few left), consequently, I want to know if any members have any logistics contracts that they could share with me.

Answer: Doug Richens, C.P.M., A.P.P. Director Purchasing, State of Utah

The State of Utah has many contracts that are public information. Interested parties can go to the State of Utah's web site and access any contract. In return, Doug asks that if members find that their own experience has a better outcome, please contact him so that he can re-evaluate the State's contract.

**Board Spotlight:**

Anna Worthington has been a Purchasing Agent for 20 years in the petroleum industry, and has held many positions i.e., Purchasing Assistant, Storehouse Foreman, Supervising Buyer - Direct Order, Supervising Buyer - Storehouse Stock (\$22MM), Project Buyer, Service Contracts - Buyer, and is currently working for Tesoro Refining and Marketing Company.

Anna learned TQM (Total Quality Management) in 1988, and has been incorporating it into her professional and personal life from household inventory to personal investments.

Anna has 6 sons and 7 grandchildren. This summer she took her grandchildren to Disneyland where they enjoyed all the sites and sounds of the "happiest place" in the world.

Anna has been working hard to get her C.P.M., and attended the ISM International Conference in San Antonio, Texas as a conference volunteer, and she also attended 16 workshops.

Anna is NAPM-Utah's Newsletter Editor. NAPM-Utah certainly appreciates Anna's effort to see that our newsletter is edited and web-ready. NAPM-Utah has received several acknowledgements from ISM regarding the newsletter and web information.

NAPM-Utah will mail its newsletter to any member who does not have web access. Please contact Anna if you need a hard copy of our newsletter. Anna can be reached at (801) 521-4842.

## NAPM – Utah: Luncheon, Pro-D, & Dinner Meeting Notice

### October 12, 2005, Central Utah Branch Luncheon (11:45)

“The Future of ISM”

Presented by Paul Novak, CEO, ISM

(Provo Holiday Inn, 1460 South University Ave., Provo.)



### October 13, 2005, Professional Development Workshop (4:30)

“Inventory Management Decision Making”

Presented by: Cynthia Wallin, Doctoral Candidate, ASU

(Red Lion Hotel, 161 West 600 South, Salt Lake City)



### October 13, 2005, Dinner Meeting (5:30)

“The Future of ISM”

Presented by Paul Novak, CEO, ISM

(Red Lion Hotel, 161 West 600 South, Salt Lake City)



#### Reminders:

Download the October “Purchasing News” from the website!

October 20, 2005, Satellite Seminar, “Tools for Negotiation Success”.

RSVP By Oct.

7<sup>th</sup>

Luncheon to

Susan Maass

smaass@smith.com

Pro-D/Dinner

Mtg.

to Steven Cherecwich

napm@us.usana.com

Online RSVP

www.napmutah.org

Affiliated with

**ISM**<sup>®</sup>

Did you miss the September Newsletter or Pro-D? Download the newsletter or the “Listening” presentation from the website.



# RSVP

For October 13, 2005 meetings  
**Attention: Steven Cherecwich**  
**Pro-D Chair**  
**NAPM-Utah**

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

**Company** \_\_\_\_\_

Name(s) Attending	Member	Guest	Pro-D Workshop (4:30)	Dinner (5:30)
_____	<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:** [napm@us.usana.com](mailto:napm@us.usana.com)  
**Fax:** (801)954-7566  
**Phone:** (801)954-7989

**Mail:** Steven Cherecwich  
 USANA Health Services  
 3838 W. Parkway Blvd  
 Salt Lake City, Utah 84120

**MISSION**

NAPM-Utah serves as a center of excellence in the development of supply management.

**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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