

NAPM-Utah Good News

Congratulation to Anna Worthington!

***Anna has accepted a Position has the Senior Buyer for
Sinclair Oil Company.***



Have a Safe and Happy Halloween!

MEMBERSHIP COMMITTEE

The responsibility and purpose of the membership committee is to focus attention on the retention of current members and establish a recruitment program to provide some form of orientation for new members.

Retention and recruitment are closely related, one cannot be emphasized at the expense of the other.

This month, the committee’s focus has turned to retention as membership numbers are affected by the number of cancellations and/or non-renewals.

If the number of members increases, it is a testament of an active recruitment.

Thank-you,

Lee Childress

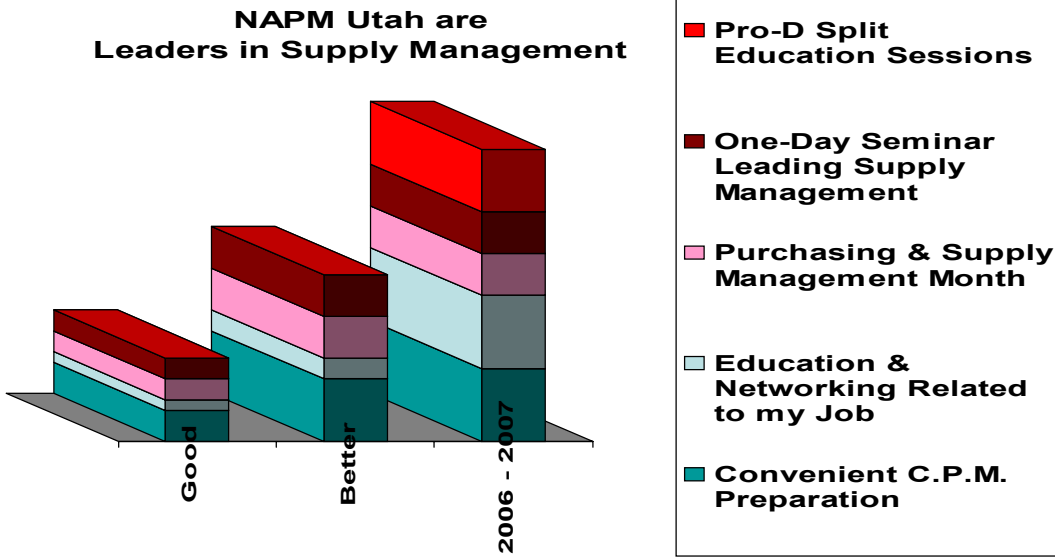
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Affiliated with:



President's Message



Dear NAPM Utah Volunteers,

Here are the Newsletter Assignments for NAPM Utah for October 2006:

- Jeff Palmer, President - Every month
- Julia Tumanuvao, Vice President - Every month
- Marge Taylor, Secretary - October
- Susan Maass, CENTRAL UTAH BRANCH Coordinator -Every month

MEMBER SERVICES COMMITTEE
 Lee Childress, Retention & Board Rep - October

COMMUNICATION COMMITTEE
 Jerilyn Midthun, Postcards and Mailings& Board Rep - October
 Robert Mooney, Librarian - October

EDUCATION COMMITTEE
 Paul Tornbom, MFG. Pro-D - October

We had a great September 2006 dinner meeting and I am looking forward to hearing the committee reports in our next board meeting.

A) Orientation, Company Coordinators, Budgets, Program Guide and calendar of events, Communication, Member Services, and Education.



Warmest Regards, Jeff Palmer

Librarian's Message

Please feel free to use the NAPM Library, currently being serviced by Bob Mooney @ 801-973-0177, email address bob.mooney@groenbros.com. Materials are provided for member's use for a limit of 60 days. Other sources of educational material can be obtained from either major universities or through your local library. All are members of the Utah Academic Libraries. In my research, looking for specific material is rather difficult, but I am sure that the information you may be looking for is in the more general categories.

- 1) BYU Harold B Lee Library, <http://www.lib.byu.edu/>
- 2) University of Utah Marriott Library, www.lib.utah.edu
- 3) Weber State University' Stewart Library, <http://library.weber.edu/>

Each of these Library's has an extensive list of books, starting with "Purchase/Purchasing" and starting with "Negotiate/Negotiating"

- 4) Salt Lake County Library, <http://www.slco.lib.ut.us/>, has a limited list of books starting with "Negotiate/Negotiating".

Utah Academic Libraries. The Utah Academic Library Consortium (UALC) was established in 1971 and consists of all public and private academic libraries in accredited institutions of higher education in the State of Utah. The purpose of UALC is to cooperate in continually improving the availability and delivery of library and information services to the higher education community, to the State of Utah.

Members of UALC, the Utah Academic Library Consortium

- Brigham Young University Harold B. Lee Library
- Brigham Young University Howard W. Hunter Law Library
- College of Eastern Utah Library
- Dixie College Val A. Browning Library
- Pioneer Online Library
- Salt Lake Community College Library
- Snow College Lucy A. Phillips Library
- Southern Utah University Gerald R. Sherratt Library
- University of Utah J. Willard Marriott Library
- University of Utah Spencer S. Eccles Health Sciences Library
- University of Utah S. J. Quinney Law Library
- Utah Academic Library Consortium (UALC)
- Utah State University Merrill Library
- Utah Valley State College
- Weber State University Stewart Library
- Westminster College Giovale Library

Utah Public Libraries

- [Salt Lake County Library](#)
- [Salt Lake City Library](#)
- [Utah State Archives & Records Service](#)
- [Utah State Library](#)

Employment Coordinator

As a Purchasing Manager, I have had the pleasure to interview a variety of candidates for opportunities at The Canyons. But I must admit that this compiled list of bizarre and strange interviewing habits takes first place over anything I have experienced.

If you are seeking a position within a company, please read and AVOID the following traits demonstrated:

Bizarre Interview Behaviors

1. A candidate announced she hadn't had lunch and proceeded to eat a hamburger and French fries in the interviewer's office.
2. Interviewee wore a Walkman, explaining she could listen to the interviewer and the music at the same time.
3. Candidate said he never finished high school because he was kidnapped and kept in a closet in Mexico.
4. Balding candidate excused himself and returned to the office a few minutes later wearing a hairpiece.
5. Candidate announced that her long-term goal was to replace the interviewer.
6. Applicant interrupted the interview to phone her therapist for advice on how to answer specific interview questions.
7. Candidate dozed off during interview.
8. An applicant challenged the interviewer to an arm-wrestling contest.
9. Applicant refused to sit down and insisted on being interviewed standing up.

Sometimes the less you say is better as noted in the following segment titled:

Strange things applicants admitted during an interview

1. "Sometimes I feel like smashing things."
2. "I think I'm going to throw up."
3. "Why aren't you in a more interesting business?"
4. "What are the zodiac signs of all the board members?"
5. "Why do you want references?"
6. "I know this is off the subject, but will you marry me?"
7. "Does your company have a policy concerning concealed weapons?"
8. "Will the company move my rock collection from California to Maryland?"
9. "I feel uneasy indoors."
10. "I feel fascinated by fire."

If first impressions count, my first impression would be to call security.

Good luck in your job search.

John H. Carpenter
NAPM-Utah Career Service Coordinator

Board Members

Accountability

Less than three years ago, I made the career move into the magical world of purchasing. For that reason, I find much to learn from more experienced purchasing personnel. As I've watched the processes of supply chain management, I've learned one thing. Accountability is critical, -- personally and organizationally.

Accountability is defined in the Webster's New World Dictionary as "responsible, liable". There are many things in life we take personal accountability for, such as family, home, etc. We also have a personal accountability for things on the job as well. In any organization, people who step up to the plate and aggressively demonstrate accountability seem to be respected as the "go to person".

In the book, The Oz Principle by Roger Connors, Tom Smith, and Craig Hickman, talk about getting results through accountability. They say, "A thin line separates success from failure, the great companies from the ordinary ones. Below that line lies excuse making, blaming other, confusion and an attitude of helplessness. Above that line we find a sense of reality, ownership, commitment, solutions to problems, and determined action. While losers languish *Below the Line*, preparing stories that explain why past efforts went awry, winners reside *Above the Line*, powered by commitment and hard work."

I've thought a great deal about this imaginary line, and have sincerely tried to make my actions reside well above the line. It's made a huge difference in relationships, dealings with suppliers and requestors, and most areas of my life.

Thank-you,

Marge Taylor
NAPM Secretary

Education Chair

NAPM-Utah is Proud of its Certification Program to assist members and non-members achieve their C.P.M., and A.P.P. Certifications. Throughout the years NAPM-Utah has supported only one program through the University of Utah. However, something better is available. NAPM-UTAH is joining other affiliates throughout the county to partner with NAPM-Dallas on an on-line certification program. Log in and you can study at your own pace. The program is interactive with lectures, practice tests, and takes most candidates 26 hours to complete. After completion of the course, there is very little additional study time required.

Contact Pat Woods at patwoods@supplychaineducation.com. This program also includes APICS certification and several government purchasing certifications.

Testimonials:

"Pat, after taking your Module 1 class I passed the exam with very little additional studying."
Bob Hughes, Oryx Energy

NAPM-Utah encourages members who are interested in the C.P.M., A.P.P. certification program.

To sign up for this course. Cost is \$295.00 per module or \$1062 for all four modules.

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

Members, I found some interesting information while reading the Newsletter that ISM puts out for its affiliates. I have always looked for the C.P.M. insignia before taking a class, so I could be sure that I got Continuing Education Hours (CEHs) credits to go towards my C.P.M. recertification.

In reading their article it states that, "any program that is business-related is eligible for Continuing Education Hours (CEHs). Some exceptions are classes involving: safety, first aid, forklift driving, and most sales-related classes." Here's what I found informative, "The subject matter need not be about purchasing/supply management. For example, a Microsoft Excel class or human resources class would count toward C.P.M. recertification and A.P.P. reaccreditation. Classes need to be at least one hour in length and must be documented." So, make sure that you hold on to your certificates of completion that most classes hand out. I have always wanted to take a PowerPoint class, but didn't think my work would be interested in helping me, and giving me the time to take it, but if I can point out that not only will it help me with my ability to give better presentation, but it will also be used toward maintaining my C.P.M. that will be an additional selling point to my employer.



Patti Pittman, C.P.M.

Attached is the report for the month of August. Please follow the link below to complete the survey for next month. To be eligible to win a gift certificate from GiftCertificates.com, please be sure to include your name and e-mail address.

LAST MONTH'S SURVEY RESULTS

SURVEY RESULTS AT A GLANCE

- Business Conditions Index rose for the third straight month
- Confidence was very strong despite higher commodity prices and international turmoil
- August job growth was robust
- New export orders were strong for the month

MOUNTAIN STATES ECONOMY RIV'S HIGHER FOR AUGUST BUT WITH LOWER INFLATIONARY PRESSURES. The leading economic indicator for the Mountain States region advanced for August while inflationary pressures moderated, according to a monthly survey of supply managers and business leaders in the three-state region. The overall business conditions index improved to robust 75.6 from July's 75.0 and June's 65.4, representing the third straight increase in the monthly index. The regional prices-paid index declined to 84.6 from July's 91.7. While the growth in prices paid index for raw materials and supplies slowed somewhat, it remains unacceptably high but consistent with overall growth that we are seeing in the region. Based on our data and other government data, the region is expanding at roughly three times the rate of the U.S. economy. We are seeing more and more signals in outside the region that the Fed rate hikes may be bringing the economy in for a soft landing. The government employment report, released later today, will be a very important indication of the likely interest rate action by the Federal Reserve Open Market Committee (FOMC) at their next meeting on September 20. Based on surveys from outside the Mountain States region and other government data, I expect the Fed to again forego an interest rate increase at their September meeting.

UTAH

The leading economic indicator from our August survey of supply managers and business leaders in the state declined to 70.6

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Central Utah Branch Coordinator

NAPM-Utah County
Central Utah Branch
Wed. Lunch Meeting
09/13/2006
12:00 at Ruby River in Provo

Susan Maass welcomed everyone.

- Recognition of officers present: Jeff Palmer-Pres.; Julia Tumanuvao-Vice Pres.; Lynn Weight-Treasurer; Shelley Black-Board of Directors & Marketing Coordinator; Alan Anderson-Board of Directors; Cheryl Ransom-Education Chair; Susan Shepherd-Orientation Coordinator; Toni Johnson-Name Badge Coordinator for Utah County
- Welcome of new members and visitors.
- We would like to thank Mity-Lite in Orem for giving us the plant tour in May. It was enjoyed by those who attended. Thank you to the buyers at Mity-Lite for taking the time.
- Recognized and presented Tahitian Noni an attendance and the most new members, 9 new members, certificates (given last May)
- MATC is offering Module 3 Classes Oct.11-Nov. 8, fliers are on each table.
- On each of the tables there are speaker evaluation forms. Please fill these out with any questions or comments you may have in regards to the meetings. Also, we welcome any comments about membership, membership certification, or if you are not receiving the NAPM-Utah newsletter.
- Introduction of speaker.

Chris Reed, President of Search & Rescue for Utah County Sheriff's Dept. Chris began his life-saving experiences with an ambulance crew in 1976. Since then, he has gathered a few certifications along the way, such as, Advanced Open Scuba Rescue Diver; Level 2 Swift Water Rescue Technician; Mountain Rescue Certification; Ham Radio Operator – General Class; Man Tracker Certification; Canine Unit Training. He owns and operates a hovercraft, jetskis, ATV, snow mobile, and the Hummer, which waits patiently for him in the parking lot. Besides all this, Chris is also the top Design Engineer at Smith MegaDiamond. He designed the Cubic Presses in which diamond powder is pressed to tungsten carbide inserts, used in the drilling & mining industries. He had the mind of an engineer at a very young age. As a young teenager in CA, he set up a series of wiring & sensors in and around his home, which would alert him of any intruder, whether human or otherwise. Sometimes, it was just Dad coming up to check on him. Chris also teaches and helps Scouts earn Merit Badges.

Susan thanked Chris Reed and presented him with a Certificate of Appreciation. Chris added he is available to do this presentation for church groups also.

Asked for any questions...there were none.

Please leave badges on the tables.

Please fill out the speak surveys and leave them on the tables.

Thanked everyone for coming.

Meeting was adjourned at 1:10



Susan Maass



FALL IS HERE

Luncheon meeting date has been changed to the 3rd Wednesday of the month. October's luncheon is scheduled for October 18th at the Provo La Quinta Inn, 1460 South University Ave, Exit 263.

For this month's luncheon we will have Expeditors International of Washington, Inc. presenting "Incoterms".

Please RSVP by Friday, October 12th, to Susan Maass at Smith MegaDiamond by fax: (801) 818-4551, or by email: smaass@smith.com. See you there!

OCTOBER LUNCHEON RSVP

COMPANY _____

MEMBERS _____

Standard _____ Alternate _____

Have a Safe and Fun Happy Halloween!



RSVP

For October 12, 2006 meetings
Attention: Steven Cherecwich
Pro-D Chair
NAPM-Utah

Please R.S.V.P. no later than 3:00 p.m. on **Friday, October 6, 2006.**

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
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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2006-2007

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

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