

NAPM-Utah Good News

Gordon Burk Affect Applications Deadline

Just a Reminder that the GBA Applications are due Friday, April 13, 2007. Please consider nominating a deserving NAPM-Utah member of your choice.

A Thank-you Note

I want to express appreciation to NAPM Utah for allowing me the opportunity to serve as the Secretary of the organization for this past year. It has been an interesting year for me.

This year of leadership has taught me so much about our organization, the wonderful educational opportunities, and the super people we associate with.

Hopefully the minutes I have prepared have told the story of NAPM Utah this year.

Marge D. Taylor, Secretary

In This Issue:

- ❖ NAPM Utah Good News 1
- ❖ President's Message 2
- ❖ Meet the Candidates 3-5
- ❖ Continuous Improvement Symposium..... 6
- ❖ March 2007 Economic Survey Report..... 7
- ❖ R.S.V.P. Salt Lake 8
- ❖ Central Utah Branch Meeting Minutes 9
- ❖ Directory of Officers 10-11

Affiliated with:



**institute for
supply management**

President's Message

I encourage all of us to stay current in our profession. We have received great instruction during our Purchasing and Supply Management month activities. Now take the time to look at the March 2007 issue of "Inside Supply Management" read the article titled (on page 10-11), "Nurturing Emerging Talent". The author is Ben Graham, the vice president of finance, sales and supply chain for Bell Incorporated in South Dakota). He suggests that, "leadership is not about filling a position, but finding and nurturing the appropriate leader who wants the responsibility".

There's a proverb: "A volunteer is worth 20 pressed men." Mr. Graham was asked or assigned to identify and nurture the next leaders in his corporation. He was to step back from the day-to-day tasks to both identify and nurture the next leaders. If he had not gotten the assignment, he may not have had time to focus on such a task. He now feels 'nurturing' is business imperative rather than just a task. For any business to succeed in the long term, nurturing the next generation of leaders is imperative.

NAPM Utah's by-laws are set-up in a similar fashion to accomplish this business imperative. For example, we appoint our experienced leaders to select individuals to be our emerging officers.

Here are three key things for a volunteer to be successful:

1. A time commitment.
2. A strong desire to learn how best to contribute and serve.
3. Nurturing from an experienced leader.

As President of NAPM Utah, I have personally seen more desire from our volunteers this past year, but overall we have had less time available to serve. We must make every minute count where possible. I've seen our past presidents and others mentor and nurture our volunteers in ways that help us accomplish more in less time. Much of this mentoring goes on behind the scenes. I believe it is one of our greatest strengths as an association. It is truly imperative that we continue to nurture the next generation of leaders whether we are talking about our association or our places of business.

Warm regards,

Jeff Palmer, C.P.M.



Meet the Candidates

My name is Dan Darrington and I am running for a position on the Board of Directors:

I feel that I bring a significant amount of experience and education that would be directly applicable to performing this position in a qualified manner:

I have over 25 years of purchasing, operations and contract management experience. I have been employed as a buyer, a purchasing manager, an operations manager and a contracts manager for a number of government agencies and private manufacturing and non-manufacturing companies in the Salt Lake Valley. Those companies include Alliant Techsystems, Management Training Corporation, Rolls Royce and L-3 Communications. I am currently the Principal Contract Manager for Rockwell Collins.

My educational background consists of a Bachelor's degree in Economics and a Master's of Business Administration degree from the University of Utah.

I have served on the Board of Directors for APICS Northern-Utah as Company Coordinator, Treasurer and Vice-President. I also served as President from 2005-2006. I am a certified Production and Inventory Manager (CPIM). I have been a member of NAPM Northern-Utah for a number of years. I am C.P.M. certified.

With my background, I feel that I can make a positive contribution to the Board of Directors. Those contributions include:

- Being able to bring together leading supply chain, procurement, contract and operations management speakers to further increase our knowledge base.
- Assisting in the development of educational programs that strengthen the professional expertise of our membership.
- Understanding that effective supply chain management requires the incorporation of many skill sets and professional disciplines.
- Knowing that supply chain educational requirements in the manufacturing versus non-manufacturing arenas may be considerably different and that educational programs need to properly identify and address these differences.
- Being committed to further developing an organization that is recognized as a leader in the development of purchasing professionals.
- Having considerable working experience as a volunteer member while on the APICS Utah Board of Directors.
- Knowing that it is critical that both our existing and our potential new membership obtain the necessary resources from our chapter to better do their jobs.

I ask for your vote. As a member of the board, I promise to continue the high ideals of this position and its responsibilities.

Thank you very much for your time.

Dan Darrington



Meet the Candidates

**Biography:**

Dave Schofield is the Purchasing Manager for The Generations Network (formerly known as MyFamily.com, Inc.) where he's been involved in the company's day-to-day purchasing needs since 1998. Dave has 13 years of experience in operations, including facilities, purchasing, inventory, production, and supply-chain management. He has recently enjoyed running implementation projects of Oracle self-service applications.

He has served as the Director of Best Buddies at Utah Valley State College (UVSC) in 1995 where he coordinated all aspects of the program between clients and students while successfully increasing the community's awareness of the developmentally disabled at UVSC and in Utah County.

Dave grew up in California and is the fifth of 13 children. He and his wife of ten years, Amy, have four children. His hobbies include spending time with his family, cooking, music, fly-fishing, and racquetball.

Dave received his Bachelor's degree in Business Management from UVSC in 2003.

Meet the Candidates

NAPM Central Utah Branch – Director

Biography - Santos T. Ontiveros:

Education:

Weber State University – B.S. Accounting

University of Phoenix – 1 Year of MBA Classes

Utah Valley State College – Certificates – C.P.M. Modules 1,2,3,4

Santos T. Ontiveros, A.P.P., has been a purchasing professional for the past five years. He currently works at Kitco Defense as a Buyer II. He has successfully passed all modules for the C.P.M, and he will receive his certificate in June 2007.

His past professional experience includes being a Financial Institution Examiner with the State of Utah for eight years. He then took a position as the Vice President of Lending at a credit union, and was later named the Vice President of Accounting.

Native of Chicago, IL, he and his wife have two daughters and live in Springville, UT.

*NAPM-Utah
2007 Officer Ballot*

Vice President (Choose One)

- Tracey K. Stevens, C.P.M.
- Vacant

Secretary (Choose One)

- Anna Worthington
- Garth Slater

Board of Directors (Choose Three)

- Claudine Peterson, A.P.P.
- Mike Bernard
- Gerald P. Tramposh, C.P.M.
- Jorge E. Altamirano
- Jonathan Kay, A.P.P.
- Dan Darrington, C.P.M., CPIM
- David Schofield

Central Utah Branch Director (Chose One)

- Santos T. Ontiveros, A.P.P.
- Josh Mayer

Continuous Process Improvement

CONTINUOUS PROCESS IMPROVEMENT SYMPOSIUM

**INTEGRATING
TOC, LEAN & SIX SIGMA**



**SAVE THE DATE
MAY 8-10, 2007**

**PRESENTED BY
WEBER STATE UNIVERSITY**
Continuing Education and the
College of Applied Science & Technology
**IN PARTNERSHIP WITH
CONTROL POINT TECHNOLOGIES**

LOCATION
DAVIS CONFERENCE CENTER
1651 N 700 W
Layton, UT 84041

Register at weber.edu/cpi

DISTINGUISHED SPEAKERS INCLUDE:

- Robert E. Fox, Author of *The Race* and *TOC Journals*
- Russ M. Pirasteh, Author of *Continuous Improvement Trio*
- William D. Best, CCPM Implementation Project at Warner Robins Air Force Base

ACADEMIC PRESENTATIONS BY FACULTY FROM:

- Weber State University
- Brigham Young University
- Utah State University
- Southern Utah University
- Washington State University

The Purchasing Economic Survey Report March 2007

For the month of March 2007, reported April 2, 2007

Utah's Business Conditions Index from a survey of supply managers and business leaders, declined for a second consecutive month. However, the index, a leading economic indicator, stood at a healthy 58.5, but down from February's 64.4 and January's 86.8. Components of the overall index were new orders at 59.4, production at 58.4, delivery lead time at 55.6, inventories at 55.3, and employment at 61.2. "Growth in the first quarter for Utah was more than three times that of the U.S. Our survey indicates that this brisk growth will continue well into the summer. Accompanying the growth has been significant upward pressures on prices," said Goss. Gaining industry: food processing, waning industry: information.

THE BULLISH NEWS



- Average hourly earnings rose to \$17.16, a 0.4% increase from January. That was slightly faster than the 0.3% gain economists were expecting.
- The nation's unemployment rate dipped to 4.5 percent in February even as big losses of construction and factory jobs restrained overall payroll growth. Wages grew briskly.
- The trade deficit narrowed to \$59.1 billion in January as U.S. exports climbed to an all-time high.
- For soybeans, analysts said prices are averaging \$6.30 a bushel, up from last month's average of \$6.20. Last year's price was \$5.66. Wheat prices are averaging \$4.25 a bushel, unchanged from last month and up from \$3.42 last year.
- The Producer Price Index declined 0.6% in January. This decrease followed very unacceptable advances of 0.9% in December and 1.8% in November.
- The National Association of Home Builders reported that its index of home builders' sentiment, based on a monthly survey, with 50 as neutral, increased from 35 in January to 40 in February, up from a low of 30 last September and the highest level since June 2006.



THE BEARISH NEWS

- A surge in the number of homeowners defaulting on sub-prime mortgages has triggered the collapse of more than a dozen lenders in recent months. Sub-prime loans mushroomed from \$213 billion nationally in 2002, or 7.4% of all mortgages, to \$665 billion in 2005, a 21.3% market share. The volume in 2006 was \$640 billion, or 21.5% of all mortgages.
- Strong demand for corn from ethanol plants is driving up the cost of livestock and will raise prices for beef, pork and chicken, the Agriculture Department said Friday.
- Some 2.51% of mortgages were delinquent in the fourth quarter of 2006, the highest level since early 2002.
- Oil prices slipped last Friday as traders positioned themselves before the weekend and looked ahead to next week's OPEC meeting. Light, sweet crude for April delivery fell 59 cents to \$61.05 a barrel in midday trading on the New York Mercantile Exchange. Earlier, the contract fell as low as \$60.55.
- The Consumer Price Index increased 0.3% in January (significantly above optimum). The January level was 2.1 percent higher than in January 2006 or slightly higher than the Fed's optimum. The food and beverages index rose 0.7% in January.
- The number of workers filing for unemployment benefits fell by a seasonally adjusted 10,000 last week to 328,000, but the four-week average of new claims moved up to a 17-month high of 339,000.
- On Mar. 6, the Bureau of Labor Statistics announced that non-farm business productivity rose by only 1.6% in 2006, its smallest gain since 1997. And more bad news was buried deep in the report: Productivity gains for 2005 and 2004 were revised down as well.

(From the March 2007 Issue of *The Purchasing Economic Survey Report* and courtesy of Ernie Goss, Creighton University, <http://www.outlook-economic.com>)



RSVP

For April 12, 2007 meetings
Attention: Steven Cherecwich
Pro-D Chair
NAPM-Utah

Please R.S.V.P. no later than 3:00 p.m. on April, 5, 2007.

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"/>
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_____	<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 email, fax or phone:

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Fax: (801)954-7566
Phone: (801)954-7989
Mail: Steven Cherecwich
 USANA Health Services
 3838 W. Parkway Blvd
 Salt Lake City, Utah 84120

Central Utah Branch Luncheons:
RSVP to Susan Maass - smaass@smith.com

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.

NAPM-Utah County
Central Utah Branch
Wed. Lunch Meeting 03/21/07
At Ruby River in Provo

Susan Maass welcomed everyone.

- Welcomed visitors and new members: Kelly Lambright, Craig Mills, Elise Goodwin from Young Living
- Recognition of officers present.
 - o Executive Committee: Jeff Palmer-Pres.; Julia Tumanuvao-Vice Pres.; Lynn Weight-Treasurer; Alan Anderson-Board of Directors; Shelley Black-Board of Directors
- Roger Rice from MATC has put a continuing education flyer on each chair
- Michael Bymonty is working towards his C.P.M. re-certification
- March is purchasing month and Governor. Jon M. Huntsman signed a declaration stating this. (Read proclamation) Everyone give yourself a hand. At the SLC meeting, there were ½ workshops with wonderful speakers and a dinner meeting. Jeff Palmer commented there were great compliments on our overall presentation of the workshops and the dinner speaker. He then listed all the workshops and the teachers.
- Shelley Black alerted everyone in regards to the flyer “What NAPM is about”
- Jeff Palmer asked everyone to view the website. There is a marketing presentation in power point, registration forms, and update forms to keep memberships current.
- April will be “Meet the Candidates”. Volunteers are needed to serve in various capacities, including this Central Branch Coordinator position. Now is the time to volunteer to be a candidate.
- On each table there is a Yellow sheet Directory of Officers and a Pink-speaker evaluation form. Please fill these out; including any questions you may have at the bottom. Please write any other comments you may have, such as needing membership certification or name badge.

Susan introduced our speaker: Stanley E. Fawcett, Ph.D., is the Donald L. Staheli Professor of Global Supply Chain Management at Brigham Young University. He will be sharing his presentation on Total Order Performance. 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-chain trust. He has taught professional programs in North and South America on the topics of performance measurements, global strategy, and supply chain integration. His newest book he co-authored with Lisa Ellram and Jeff Ogden is “Supply Chain Management from Vision to Implementation” published by Prentice Hall. He most recently completed a teaching opportunity in Denmark.

Lunch: Salad, Sourdough bread, Smothered Chicken w/Jacketed Baked Potato, Fruit Punch and Water, and Dessert.

Susan Maass thanked Stan for the presentation and presented him with a Certificate of Appreciation.

Susan Maass reminded everyone of Meet the Candidates Month in April. Asked if there were any questions, there were none.

Susan thanked everyone for coming. Meeting was adjourned at 1:05.

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

Photo Release: From time to time, we use photographs taken at meetings, seminars and training courses in Newsletters, on our Website or in other promotional materials. By virtue of your attendance, you agree to the use of your likeness in such materials.