



Utah Purchasing News

April 2000

<http://napmutah.org>

Monthly Happenings

**Pre-Dinner and Dinner
Thursday, April 13th, 2000**

**Salt Lake Hilton
150 West 500 South
Salt Lake City**

Parking Validations will be given out at the meeting.

**4:30 PM Pre-Dinner
Meet The Candidates**

**6:00 P.M. Dinner
Elections
Speaker Topic: Transportation Issues**

Dinner Menu:
Caesar Salad
London Broil Teriyaki
Chef's Vegetable & Rice Pilaf
Dessert: Choc. Mouse Cake

**Luncheon
Wednesday, April 5th, 2000
Central Utah Branch
Provo Holiday Inn
1460 S. University Avenue
Provo, UT**

**11:45 A.M. Luncheon
Meet The Candidates
& Elections**

**C.P.M. Reviews
Westminster College
April 7 Modules 2 & 3
April 14 Modules 1 & 4**

**NAPM 85th International Convention
New Orleans, Louisiana**



Observations

**Mark A. Brown, C.P.M., A.P.P.
President-NAPM Utah**

There are some major changes coming in both the C.P.M. and the A.P.P. programs with the start of the year 2001. There will be a big push nationally from NAPM to encourage candidates forward through one or both of the programs before the new, updated exams are introduced. There will be a stand alone A.P.P. examination (Modules 1 and 2) which are not the same as the modules 1 and 2 of the C.P.M., yet they will be equivalent when applying for certification and accreditation. There will be a phase in period during which parts of the old C.P.M./A.P.P. program will be used inconjunction with the new program. The new modules will be as follows:

Module 1: Purchasing Process (C.P.M./A.P.P.)

Module 2: Supply Environment (C.P.M./A.P.P.)

Module 3: Value Enhancement Strategies (C.P.M. only)

Module 4: Management (C.P.M. only)

Other changes will be occurring during the next several months, including:

- 1) Lifetime certification requirements
- 2) Expiration date of exams
- 3) Reinstalling a lapsed certification policy

To learn more about these exciting changes, please visit the Certification area on NAPM's Web site @ www.napm.org, or call any of the officers for any other concerns. Further information will be forthcoming issues of Purchasing Today.



Flight 2000 Non-Stop Service to Success Membership Campaign

Take part in NAPM's 2000 Member-Get-A-Member Campaign and win! When you recruit others to join NAPM, you're helping to build one of the largest groups of purchasing and supply management professionals in the country, and actively taking steps to make our profession stronger as a whole.

Rewards will be given to individual members in the form of \$10 coupons toward the purchase of any NAPM product, a \$100 coupon toward any NAPM seminar and a chance to win a trip to the 2001 NAPM Annual International Purchasing Conference in Orlando, Florida. The affiliates can earn a chance to win a free NAPM seminar, and at the district level the reward can be either \$2000 toward the cost of a keynote speaker or a free NAPM seminar.

This campaign runs from January 1, 2000 through December 31, 2000. Special Member-Get-A-Member applications must be submitted to receive credit for new members. These applications will be available at the lunch and dinner meetings or available on-line. Winners will be announced the 1st week in February 2001. Winners will have until December 2001 to redeem their rewards.

For more information please visit

NAPM-Utah Vision Statement

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 diverse membership and there are no barriers to full participation on the association.

Sample Ballot:

NAPM - Utah Election of Officers April, 2000

VOTE FOR ONE:

President: Tracey Stevens, C.P.M. _____

Vice President: Trent Baker, C.P.M. _____

Dana Hastings, C.P.M. _____

VOTE FOR THREE:

Board of Directors:

Shane Barker _____

Darrell Flamm, C.P.M. _____

Rebecca Higgs, A.P.P. _____

Susan Maass _____

Earl Miller _____

Jeffery H. Palmer, C.P.M. _____

NAPM's Web site at "<http://www.napm.org>".

If you are unable to attend the dinner or the Luncheon meetings and would still like to vote for NAPM-Utah's Leadership Positions please contact :
Cheryl Ransom, C.P.M.
CSC
Phone: 801-224-0862
E-mail: cherylransom@hotmail.com

NAPM- Utah Mission Statement

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.

MARCH NAPM-UTAH CENTRAL UTAH LUNCHEON

The March Luncheon for the NAPM-Utah Central Utah Branch will be held on Wednesday, April 5th, at the Provo Holiday Inn (1460 S. University Avenue).

The month's program will give you an opportunity to meet the Candidates running for NAPM-Utah Offices. You will then be given an opportunity to vote for 3 members of the Board of Directors, the next Vice President and the next President of NAPM-Utah.

Ruby River will be catering the luncheon.

Please RSVP As Soon As Possible, to Cathy Gillies at TwinLab Utah by fax: (801) 763-0789 or by email: cgillies@naturesherbs.com. See you there!

APRIL NAPM LUNCHEON RSVP

COMPANY: _____

NAMES: _____

STANDARD LUNCH _____ **PASTA LUNCH** _____

Your Candidates for Next Year's Officers

President:

Tracey K. Stevens, C.P.M., CPPB



Vice-President:

(Vote for 1)

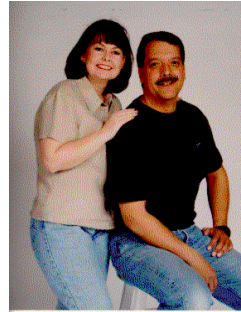
Trent N. Baker, C.P.M.
Wilson Foods



Trent was born and raised in Idaho and moved to Utah after serving an LDS Mission in Brazil for two years. He worked for Mama Julienne's Pizza for three years before working for Wilson Products in Salt Lake as a Production Department Manager in 1986. A year and half later

Trent took a job in Purchasing for Wilson Foods. Trent's experience in production was a great asset that helped him understand the needs of production. After two months in purchasing, the purchasing manager left the company and Trent was promoted to be the new Purchasing Manager where he has served ever since. Trent joined NAPM in 1991. Through the next four years Trent took several classes from the Salt Lake Community College and the University of Phoenix and received his C.P.M. in 1995. Trent has helped with the Public Relations Committee, the marketing committee, and has served as a member of the Board of Directors for the past two years. Trent is married to Kathy Baker and they have five children

Dana Hastings, C.P.M.,
Weider Nutrition



I have been in the purchasing profession for the past 10-1/2 years. I started my career at McDonnell Douglas. My position was a contract administrator for the empannage program (the tail section of the aircraft). Our main objective was to transfer a majority of the parts

from various Canadian suppliers to Utah suppliers. I worked with the Utah Economic Development Committee to identify and train suppliers with these components. After five years I was recruited to Skaggs Telecommunications Service where I worked in their manufacturing division. Responsibilities included: purchasing, as well as management of the inventory, shipping and receiving personnel. After 2-1/2 years I moved to Weider Nutrition where I currently work as a Strategic Sourcing Negotiations Specialists for all of the packaging components totaling \$20 million for five divisions. My recent successes include cost savings of 1.3 million dollars for fiscal year 1999, as well as sale of excess inventory resulting in cash of over \$600,000. I have been an active member of NAPM for the past five years, obtaining my C.P.M. in March of 1996. I have been on the Board of Directors for the past two years.

Board Members:

(Vote for 3)

Shane Barker, The Associates

I grew up in Cache Valley and graduated from Sky View High School. I graduated from Utah State University in 1990 with a BA in finance and Minor in Spanish.

I worked at ProForm Fitness (now Icon Health and Fitness) in an entry level purchasing position. I enjoyed purchasing so much that I decided to stay in the field. After three years with Icon, I went to work for The Associates. I have been with them now for almost five years. I am currently the senior buyer and Office Services Manager for the Salt Lake Division which has over 600 employees.

I have been a member of NAPM for almost two years. Currently, I am working on my APP and C.P.M. certification.

I am excited about NAPM and would be honored to serve.

Daryl FLamm, C.P.M., LDS Church Purchasing



I began my purchasing experience while co-owner of a family-owned retail furniture business in 1976. I was responsible for buying about 80% of the total inventory during the ten years I was in that business.

In 1986 I left that business and went back to college. I received a Bachelor degree from Utah State University in 1988. While going to school I bought a carpet cleaning franchise for the Cache Valley area. This led me to employment as the Director of Training and Development at the home office from 1988 to 1991. I joined the purchasing staff at Ricks College in May of 1991. I accepted a transfer opportunity to the LDS Church headquarters in February 1996. I have purchased maintenance supplies and equipment in various capacities along with special projects involving furnishings, lighting and HVAC systems.

My experience with NAPM began in 1991 with NAPM-Idaho. I served as the Public Relations Chair from 1991 to 1994. I served on the Board of Directors from 1994 to 1996. I received my C.P.M. in April of 1994 with recertification in 1999. I have actively attended NAPM-Utah during the past four years. I feel it is time for me to give to the organization by serving as a Board member and pledge my best efforts if elected. I strongly believe in the strength of continued education through our meetings, networking opportunities and seminars.

Rebecca Higgs, A.P.P., Lifetime Products



I have been employed with Lifetime Products for over 11 years. During this time, I have been a production worker, packaging supervisor, shop floor control, production manager, and inventory manager. I have been in Purchasing for almost five years. Purchasing agents at Lifetime products are rotated every three years. I started buying hardware, pallets, accessories and acrylic backboards. I now purchase our packaging corrugation, foam, labels and backboards.

My goal is to have my C.P.M. by May of 2000 when I will have my five years purchasing experience.

I am an active member of NAPM and enjoy attending the seminars, workshops and dinner meetings.

Board Members:

(Vote for 3)

Susan Maas, Smith Megadiamond



I have almost ten years purchasing experience with MegaDiamond, which manufactures industrial diamond enhanced inserts for the drilling and cutting tool industry. Megadiamond is a business unit of Smith International in Houston, Texas.

My responsibilities at MegaDiamond have been the purchase of MRO items and some raw materials for production, as well as plant services and miscellaneous factory supplies.

I began my purchasing experience in California for Raymond-Wiebe Corporation, a manufacturer of custom conveyance systems.

I have been an active member of NAPM for several years and am working toward my

C.P.M. certification.

Earl Miller, Modus Media International



My background consists of more than 17 years of experience in Purchasing and Materials Management over a wide spectrum of industries: computers, aerospace, high tech electronics, medical and software/print supply chain management.

I have been involved in the certification processes for ISO and COPC. I have been involved with NAPM Utah Southern Chapter for the past 18 months and I'm working on my A.P.P. and C.P.M. certifications and hope to be completed by the end of the year.

I live with my wife and eight children in Spanish Fork Utah. I'm involved in leadership positions in church and community in which I have tried to keep active in order to continue to develop skills that will aid me in effectively leading and training others.

I look forward to serving NAPM and the great people of this exciting chapter.

Jeffrey H. Palmer, C.P.M. Lifetime - Hyclone Labs



I have 22 years in purchasing with negotiating, planning and formal long-term contract experience. I received my lifetime certification this year. I have a BS degree in Speech Communication at the University of Utah in 1984 and an AS degree in management and marketing at LDS Business College in 1980. I have held the following positions in purchasing: Purchasing Manager, Senior Buyer and a buyer planner. I have worked in pharmaceuticals, medical, electronics, aerospace banking, and television industries. I am a strong advocate of effective negotiations, second sourcing, product development and supplier quality. I am a contributing member of new cross functional team called MOGLSC at HyClone Laboratories. I authored a supplier certification procedure to ISO 9001 standards. I continued merger of functions by pioneering presentations to customers and established

supplier presentations giving them the rules on how contracts are awarded. Since we provide training to our buyers to become Certified Purchasing Managers, why not provide training to our suppliers on how to become Certified World Class Suppliers. I would be honored to serve as a NAPM Board of Directors.

LEGAL ASPECTS OF PURCHASING

Including Internet Purchasing

When: April 27-28, 2000
Time: 8:00 a.m. to 4:30 p.m.
Where: Doubletree Hotel
255 South West Temple
Salt Lake City, Utah

You have found a supplier who is giving you the right product, right price, and the right delivery schedule—but it can still be the wrong deal without a good contract. At this seminar, you will receive the essential knowledge of a critical aspect of purchasing operations: the law. You will learn how general contract law and Article 2 of the Uniform Commercial Code (UCC) govern your purchasing decisions.

What you will learn

- Become familiar with the different types and classes of contracts
- Eliminate legal pitfalls in your purchasing contracts
- Prevent legal entanglements before they occur
- Simplify your purchasing agreements—while protecting your “purchasing rights”
- Ensure an efficient, trouble-free purchasing operation

How you will benefit

You will leave this practical course prepared to:

- Negotiate favorable terms and implement purchasing agreements that are clear, simple, and complete.
- Protect your company’s interest and ensure that products and services meet specifications.
- Avoid misunderstanding and disagreement in enforcing contract terms.
- Save the company thousands of dollars in litigation expenses.
- Solve—quickly and effectively—the common problems in negotiating contract terms and conditions.
- Gain an understanding of the legal “ins and outs” of e-commerce and Internet purchasing.

You will learn legal tips that will significantly strengthen your negotiating position at this important workshop.

Who should attend

This program is recommended for both new and experienced selling professionals, including buyers, purchasing agents, contract administrators, storeroom and purchasing managers, sales managers as well as directors, senior managers and vice presidents with responsibility for overseeing purchasing operations.

Seminar Leader:

F. Elgin Ward, JD, has taught this course for the American Management Association for several years. He is a practicing attorney with emphasis on corporation and other business structures, contracts, Uniform Commercial Code transactions, real estate and other areas of commercial law, sales and property tax, and estate planning. He has more than 18 years of experience as a contract negotiator.

Additionally, he has successfully supervised various portions of the administration of hundreds of contracts from preformation through formation and performance up to closeout. Mr. Ward has developed and taught numerous workshops and training seminars to hundreds of managers, buyers, and sellers on the drafting and use of contracts, purchase orders, performance and payments bonds.

Seminar Outline

Introduction to contract law

- Contract Formation
- UCC and the Law of Sales
- Trends in ADR

Formation of Contracts

- Types of contracts
- Ultra vires contracts
- Termination of offers
- Acceptance of offers
- Time of acceptance
- Mistake and misrepresentation

Battle of the Forms

- Purchase/sales order boilerplate
- Confirmations
- UCC vs. the "mirror image rule"
- Current developments

Types of Commitment Documents

- Sales orders/purchase orders
- Blanket agreements (proper use)
- Letters of agreement
- Letters of intent
- Custom contracts
- Confidentiality agreements

Written vs. Oral Contracts

- Statute of frauds
- Parole evidence rule

Contract Terms and Conditions

- Buyer's forms vs. seller's forms
- Sales/purchase order fine print
- Typical "boilerplate" terms

Warranties

- Express and implied warranties
- Disclaimers/limitations of liability
- Rejection of nonconforming goods
- Enforcing quality after acceptance
- Latent defects and effects on seller

EDI and Electronic Purchasing

- Internet developments
- Laws regulating e-commerce
- Technology options
- Electronic signatures
- Pros, cons, risks

Domestic/International Freight Terms

- FOB, FAS, CIF, C&F, others
- Risk of loss and payment
- Shipment contracts

Contract Loopholes

- Force majeure
- Unconscionability—avoiding onerous terms
- Changing conditions—impossibility of performance

Remedies for Breach of Contract

- Recovery of damages
- failure to make progress
- Withholding payments—when, why, and how
- Enforcing specific performance
- Injunction
- Buyer's and seller's right to cancel
- Revocation of acceptance

Law of Agency

- Independent contractors
- The purchasing agent
- Status of vendor's agents
- Liability of principal
- Unauthorized purchases

Creation of Bailment

- Buyer and seller responsibilities and risks
- Special types of bailment
- Preserving your rights

Antitrust legislation

- Remedies for price discrimination
- Enforcement of antitrust laws

The Federal Bankruptcy Act

- Voluntary vs. involuntary
- Exclusions
- Protecting yourself from the bankrupt seller/buyer

Patents, Copyrights and Trade Secrets

- Confidentiality agreements
- License agreements that compromise intellectual property rights
- Protecting against infringement

International Purchasing Law

- The European Community (EC) and purchasing
- Pending Free Trade Agreements and what they mean
- Letters of credit and currency fluctuations

Price: Normal charge is \$1,245, but is being offered to all NAPM-Utah members for a discounted price of \$645. Seminar fee includes a continental breakfast, breaks—lunch is on your own. All participants will qualify for 15 continuing education hours (2 C.P.M. points).

SEMINAR REGISTRATION FORM

Name _____

Company _____

Address _____

City, State, ZIP _____

Telephone _____

Choose a payment method:

- Check for \$645 enclosed
 Charge my Visa M/C

Card # _____

Send this form and fee to:

ALTA Seminars
51 West Center, Suite 144 (PMB)
Orem, Utah 84057
Register: 1-888- 505-3295
Fax: 1-888-809-1971

Exp. Date _____

**NAPM-UTAH
PRE-DINNER WORKSHOP
& DINNER RESERVATIONS**

TO: Tracey K. Stevens, C.P.M., CPPB Fax (801) 535-6190
Vice President, NAPM-UTAH

FROM: _____ **DATE:** _____
COMPANY: _____

Name(s)	Pre-Dinner Workshop	Dinner
_____	[]	[]
_____	[]	[]
_____	[]	[]
_____	[]	[]
_____	[]	[]
_____	[]	[]
_____	[]	[]
_____	[]	[]
_____	[]	[]

Please remember that the association pays for all of the meals, which we estimate. In order to spend our association dues wisely, we rely on your RSVP to provide an accurate meal count to the hotel.

Please RSVP no later than 3:00 p.m. on the Monday preceding the dinner meeting by E-mail, fax, phone or mail.

E-mail: tracey.stevens@ci.slc.ut.us

Fax: (801) 535-6190

Phone: (801) 535-7944

Address: Tracey K. Stevens
451 S State, Room
Salt Lake City, UT 84111

If you must cancel your reservation, please contact me as soon as possible.

NAPM-Utah Directory of Officers 1999 - 2000

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