

C.P.M./A.P.P. Article by Cheryl Ransom

REMINDER: NAPM-Utah is sponsoring two types of classes for C.P.M./A.P.P. Review/Test Preparation:

(1) Six week classes through UVSC Mountainland Applied Technology. Currently studying Module II. Module III will start in March on Wednesday evenings. Contact: Mike Sparr: 801-764-7538 to register

(2) One-day seminar through the University of Utah. Contact Craig Michalak at 585-1455. Module II is scheduled for February 22 and Module III is scheduled for March 22.

Both classes utilize Dobler's Purchasing and Supply Management Text. This book is an excellent reference for future purchasing needs.

In 1999 NAPM asked Dr. Michael A. McGinnis, C.P.M., A.P.P. (Professor of Marketing and Logistics, University of South Alabama) to prepare scenarios based on organizations that require or encourage their employees to earn C.P.M./A.P.P. certification. Dr. McGinnis worked with other purchasing managers to prepare a list of processes used by a range of organizations. Six things stand out from Dr. McGinnis's study:

1. Leadership plays an important role. Frequently the driving force is from upper management.
2. The study revealed that earning a C.P.M. led to improved performance among the purchasing professionals including better problem-solving skills, a greater understanding of purchasing strategies and tactics, increased credibility with other departments and with suppliers, better cooperation among the purchasing staff and greater professional independence.
3. Earning a C.P.M. is part of an overall professional development.
4. There is no one approach for motivating purchasing professionals to earn their A.P.P. or C.P.M. designation. However, taking a professional development course such as those offered at UVSC or the U of U increases the chance of passing the examinations.
5. All organizations interviewed provide financial support for study materials, attending at least some courses and testing.
6. Programs that require/encourage certification require persistence and patience. Don't get discouraged if you don't pass one of the modules the first time. Review the tasks that you missed and take the test over within a few weeks. Feel free to contact me at 801-794-266 or cransom@calscorp.com and I will help you with additional study materials.

Congratulations to new A.P.P. and C.P.M.'s

Ramona Memmott, C.P.M.
DeeRay Nielsen, C.P.M.
James Recker, C.P.M.
James Thiros, C.P.M.
Richard Young, C.P.M.

Michael Emery, Jr. A.P.P.

C.P.M. QUIZ:

In order for the organization to achieve its overall objectives, the purchasing department must work in harmony with other functions through:

- I. Traditional organizational roles
- II. Good two-way communication
- III. Common goals
- IV. Mutual respect

Answer:

- A. I, II, and III only
- B. I, III and IV only
- C. II, III, and IV only
- D. I, II, III, and IV

Tom Richards was the winner of last month's drawing of \$10.00.

The Corporate Organization Chart

Trent N. Baker, C.P.M.
Vice-President

The Company President

Leaps tall buildings in a single bound
Is more powerful than a locomotive
Is faster than a speeding bullet
Walks on water

The Executive Vice-President

Leaps short buildings in a single bound
Is more powerful than a switch engine
Is just as fast as a speeding bullet
Walks on water if the sea is calm

The Division Manager

Leaps short buildings with a running start
And favorable winds
Is almost as powerful as a switch engine
Is faster than a speeding BB
Walks on water in an indoor swimming pool
Talks with the President is special request is approved

The Plant Manager

Barely clears a Quonset hut
Loses tug-o-war with a locomotive
Can fire a speeding bullet
Swims well
Is occasionally addressed by President

The Sales Manager

Makes high marks on the wall when trying to
Leap buildings
Is run over by the locomotive
Can sometimes handle a gun without
Inflicting self-injury
Dog paddles
Talks to animals

The Salesman

Runs into buildings
Recognizes locomotives two out of three times
Is not issued ammunition
Can stay afloat with a life jacket
Talks to walls

The Production Manager

Falls over doorsteps when trying to enter buildings
Says, "Look at the choo-choo."
Plays with a water pistol
Plays in mud puddles
Mumbles to himself

The Purchasing Manager

Lifts buildings and walks under them
Kicks locomotives off the tracks

February New Members

Name	Company
Darin Reber	Novell
Gary Briggs	SLC School District
Tyler Malmrose	Autoliv
Bruce Dearden	Rolls Royce Gear Systems
Jay Spendlove	Iomega
David Grose	Iomega
Leslie Woerner	Iomega
Melissa Mashita	Spec. Bicycle Components
Brent Strong	Iomega
Kathy McNeil	Dyno Nobel
Wynn Gates	BYU
Bryan Christiansen	BYU
Timothy Robertson	BYU
Johnathon Burton	BYU
Jason Hardy	BYU
R. Timothy Ellingson	BYU
John Wadsen	BYU
Tyson Mackey	BYU
Robin Day	BYU

Save this Date:

THURSDAY, MARCH 29, 2001

NAPM-UTAH will be offering a low cost seminar to help celebrate "Purchasing Month" in March. Watch the website for more details! You won't want to miss it!!

Make plans now to join us for our annual "NAPM-Utah Bosses Night". Once a year we like to invite our bosses to join us for one of our dinner meetings. This is an excellent opportunity to show your boss what NAPM-Utah is all about and explain the benefits of your membership. We appreciate all those employers that support our association by allowing our members to opportunity to participate with us. Please remember to RSVP for your boss if he or she will be attending.

NAPM-Utah Central Utah Branch

Please invite your bosses to attend the March meeting of the 2000-2001 NAPM-Utah Central Utah Branch on Wednesday, March 21st at the Provo Holiday Inn, 1460 S. University Avenue (exit 266).

We have invited Randy Reeves, Training Manager from the Mountainland Advanced Technology Center to explain the Custom Fit training program that provides design, development and delivery of customized training to businesses and industry. Assistance is available for curriculums, instructors, materials and classroom space. Companies may qualify for state funds to offset the costs associated with development and delivery of training through the MATC.

Stanley E. Fawcett, Ph.D., and Professor of Business Management at Brigham Young University will present this month's topic, "Principles of Performance Measurement". Professor Fawcett is an expert on International Business and Supply Chain Management. He has published over 100 papers and books in the areas of logistics, purchasing, JIT, global operations, performance measurement and supply chain integration.

Ruby River will be catering the luncheon. You may choose either the Cream Cheese Steak Sandwich or the Halibut. Please indicate your choice below on your RSVP. We will start seating at 11:45 a.m. and will begin serving the entrée at noon.

Please RSVP by Monday, March 19th, to Cathy Gillies at TwinLab Utah by fax: (801) 492-0581 or by email: cgillies@naturesherbs.com. See you there!

COMPANY _____

MEMBERS _____

GUESTS _____

2001-2002

Nominating Committee

Randy Wells, C.P.M., Bert Hofeltz, C.P.M. and Kathy Ingleby, C.P.M. have graciously accepted the assignment to serve as the Nominating Committee for the upcoming NAPM-UTAH 2001-2002 Elections.

The following Six Board Positions will be elected in April:

**Vice-President (President)
Secretary
Treasurer
(3) Board Members**

These positions are for a two (2) year term.

If you have an interest in running for one of these positions, please contact -Randy Wells, Committee Chair at 468-2493 or rwells@co.slc.ut.us.



Dinner Meeting Reservations

March 8th, 2001

Attention: Trent N. Baker, C.P.M.
Vice-President, NAPM-Utah

Please R.S.V.P. no later than 3:00 p.m. on Monday, March 5th.

Company _____

Name(s) Attending	Pre-Dinner Workshop (4:30)	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"/>

R.S.V.P. by any of the following;

Online: www.napmutah.org



E-Mail: trent@lynnwilson.com

Fax: (801) 975-0915

Phone: (801) 972-5633 ext.114

Mail: Trent N. Baker, C.P.M.
1811 West 1700 South
Salt Lake City, UT 84104



Win a \$25 Seminar Credit

Four \$25 seminar gift certificates will be given away at the March NAPM-UTAH meetings. Two of the certificates will be given away at the March Central Utah Branch Luncheon and two will be given away at the March Dinner Meeting in Ogden. You must be in attendance to enter your name.

The seminars will be conducted by Brian G. Long, Ph.D., C.P.M., professional speaker and coauthor of the book *Win-Win Negotiator*. On May 10, he will present the seminar "Purchasing Negotiations" and on May 11, the seminar will be "Purchasing on the Internet".

The NAPM-UTAH Board strongly encourages all members to attend at least one of the seminars. Guests are also welcome to attend. The cost of \$198 is a great value for this caliber of training. Check www.napmutah.org under calendar of events for more information.

FOR RELEASE: 10:00AM ET JANUARY 22, 2001

NAPM/Forrester Research Report On eBusiness January 2001

Executive Summary

Most organizations are just beginning to use the Internet for their procurement activities. As a result, they are not reporting much online buying for either indirect or direct materials. Respondents, however, expect the Internet to play an important role in their future plans. There's some momentum in the adoption of the Internet for activities like finding new suppliers and collaborating with suppliers. In most areas, larger organizations are doing more online than their smaller counterparts.

Methodology

The NAPM/Forrester Research *Report On eBusiness* measures the adoption of Internet-based procurement and tracks online activity for both manufacturing and non-manufacturing organizations.

The report is based on data compiled from the responses to questions asked of purchasing and supply management executives in more than 700 manufacturing and non-manufacturing organizations belonging to the NAPM Business Survey Committees. Membership on these committees is diversified by Standard Industrial Classification (SIC), based on each organization's contribution to Gross Domestic Product (GDP). All geographical areas are represented on the committee. This report comprises the survey responses of 368 organizations. To understand the difference in online behaviors of these organizations, responses were analyzed along three dimensions: 1) the results of all organizations; 2) the comparison of manufacturing and non-manufacturing organizations; and 3) the comparison of companies that procure more than \$100 million per year and those that procure less than \$100 million per year.

year	All respondents Buy less than \$100 million per year	Manufacturers	Non-manufacturers	Buy more than \$100 million per
Number of respondents	368	182	186	146* 206*
Median annual purchases (millions)	\$75	\$175	\$37	\$375 \$17
Median annual revenues (millions)	\$250	\$375	\$175	\$1,500 \$75

*Note: Some respondents declined to provide overall purchasing and revenue data.

For more information check NAPM at website www.napm.org

NAPM-Utah Directory of Officers

2000 - 2001

Affiliate Officers	Board of Directors	NAPM-Central Utah Branch
Director National Affairs Mark Brown, C.P.M., A.P.P. Autoliv ASP Phone: 801-629-9528 E-mail: Mark_Brown/UT/ASP@autolivasp.com	David R. Gill, C.P.M. Dyno Nobel Inc. Phone: 801-328-6457 E-mail: david.gill@am.dynoasa.com Gary O. Hansen Granite School District Phone: 801-268-8562 E-mail: gary.hansen@granite.k12.ut.us Martin McBride, C.P.M., CPIM Martin Door Manufacturing Phone: 801-973-9310 E-mail: martinmcbride@martindoor.com Daryl Flamm, C.P.M. LDS Church Phone: 801-240-1227 E-mail: flamm@dldschurch.org Susan Maass Smith MegaDiamond Phone: 801-818-4254 E-mail: smaass@smith.com Jeff Palmer, C.P.M. Gentner Communications Corp Phone: 801-974-3712 E-mail: jeff.palmer@gentner.com	Coordinator Cathy Gillies TwinLab Utah Phone: 801-492-7394 E-mail: cgillies@naturesherbs.com Assistant Coordinator Jim Michaelis, C.P.M. Utah Valley State College Phone: 801-222-8303 E-mail: Michaeji@uvsc.edu Membership Irene Wilson, C.P.M. Valtek, Inc. Phone: 801-489-2464 E-mail: iwilson@flowserve.com Treasurer/Secretary David Huntsman City of Provo Phone: 801-852-6541 E-mail: provo.dhuntsma@state.ut.us
President Tracey Stevens, C.P.M., CPPB Salt Lake City Corp. Phone: 801-535-7944 E-mail: tracey.stevens@ci.sl.c.ut.us		
Vice-President Trent Baker, C.P.M. Wilson Foods Phone: 801-972-5633 E-mail: trent@lynnwilson.com		
Secretary Debbie Hefner, C.P.M. Ogden City School District Phone: 801-625-8730 E-mail: hefnerd@m.ogden.k12.ut.us		
Treasurer Karl Harward Salt Lake City Corp. Phone: 801-483-6832 E-mail: karl.harward@ci.sl.c.ut.us		

Committee Chairs:

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