

Utah Purchasing News

May 2001

<http://napmutah.org>

Monthly Happenings

Pre-Dinner and Dinner
Thursday, May 10, 2001
E-Procurement Night

LOCATION
Sheraton City Centre Hotel
150 West 500 South (SLC UT)

4:30 - 5:30 P.M.
Ron Davenport, CPIM, "Sourcing Programs",
Iomega
"Paperless Procurement, a Method to Track
Contracts"
P-Card & Paperless Requisitions within the
Commodity Management Dept.

6:00 P.M. Dinner
Brian G. Long, C.P.M., Ph.D. Michigan State
University 1975
"Megatrends for Internet Purchasing / Ten
E-Commerce Questions"

Dinner Menu:
Tossed Mixed Salad with Ranch Dressing
Roasted Loin of Pork with Apricot Demi Glaze
Garlic Mashed Potatoes
Green Beans Almondine
Chocolate Mousse Cake



President's Corner



Looking Back at 2000-2001

Traditionally, our last dinner meeting of the year was spent with the President giving closing remarks about the accomplishments made that year and in general what the opportunity had given the President and other Board members.

After we noticed that our members were dropping off like flies at this meeting and those who did attend were falling asleep in their seats, we changed our plans for the May meeting. However, I would like to take this opportunity in the May Newsletter to address the accomplishments we have made this year and also point out where the real learning begins with NAPM-UTAH.

First, I would like to thank all of our members and especially our Board and Officers for accomplishing many of our goals this year. The following briefly describes what I saw happening with great results in each of the following areas:

Certification: New Committee, Increased Courses, Acknowledging, Encouraging, Exceeding Goals
Communication: Reduced Cost, Timely, Variety
Education: Outstanding Speakers, Educational, Current, Informative, Well Planned, Ahead of the Game
Facilities: Great Food & Facilities, Good Planning
Marketing: New tools, Enthusiastic, Great Brochure, New Business Card Tool, Dynamic
Membership: Up to date, Responsive, Involved
Newsletter: Informative, Timely, On-line, And Educational
Records: Up to date, Improving, Time Consuming, Committed
Scholarship: Increased Awareness, Procedure, Follow through
Web Site: Informational, Timely, Interesting, Current, A Benchmark for Other Affiliates

Second, I would like to describe some of the things I have learned through my experience as your President this year:

- Never assume anything. . . .
- Expect great things to happen. . . .
- We all like to be recognized. . . .
- Time is more of an investment than money
- It takes a lot of time & money to make NAPM – UTAH the success it is. . . .
- NAPM-UTAH is a benchmark for NAPM
- Members want to have fun. . . .
- It's more fun to be involved than just sit by & watch.

Finally, I would like to close by thanking you for the opportunity to serve NAPM-UTAH this year as your President. I honestly believe that I've had more fun and also learned more by being involved than just sitting back and watching. So, I imagine I will find a way to continue to be involved. If you would like to become more involved in NAPM-UTAH, call me, I now have some connections and we'll make sure it happens! (801-535-7944)

Here's to the members of NAPM-UTAH!

Tracey K. Stevens, C.P.M., CPPB
 2000-01 NAPM-UTAH President
 E-Mail: tracey.stevens@ci.slc.ut.us

For A Good Time Call...

Please plan now to attend our Summer Social at Triple DDD Ranch on June 14th. Triple DDD Ranch is conveniently located at 7070 W. 13090 S. in Herriman, UT. We will enjoy a nice BBQ dinner with all the fixin's and several activities including an old-fashioned hay ride with a fantastic view of the city and a look at the local wildlife. This Social will be at no cost to current members of NAPM-Utah. There will be a charge for guests who wish to attend. More details will be coming soon on our web site at www.napmutah.org.



Welcome April New Members

Jerilyn Hunter	SLC
Charles Wach	Nature's Sunshine Products
Dave Patterson	Nature's Sunshine Products
Matthew Dietz	Caldera Systems, Inc
Travis Lamb	Caldera Systems, Inc
Vicky Edwards	Eg & G Defense Materials Inc
Richard Lindsay	Franklin Covey
Vincent Saunders	Franklin Covey
Shauna Parker	Franklin Covey
Tom Mason	Alpine School District
Kay Healey	Alpine School District
Calvin Smoot	LDS Church
Johnny Fry	LDS Church
Lex Prince	Omega
Gene Weeks	Omega
Evan Hill	Omega
Juan Canals	Hotel Temple Square
Roger Lund	Spec. Bicycle Components
Nancy Condie	Alliant Aerospace Co.
Lesangell	Phonex Broadband
Dennis Livings, C.P.M., A.P.P.	Dyno Nobel ASA

Nominations are currently being accepted for the annual GORDON BURT AFFLECK Purchasing Manager of the Year Award. This award is NAPM-Utah's highest honor. It is presented to a member who is a purchasing professional with outstanding contributions to the purchasing profession, NAPM, and their employer. The award will be presented at the June 14th dinner meeting.

The award is named after Gordon Burt Affleck. Mr. Affleck is a former President of NAPM-Utah and a former President of NAPM. In addition, Mr. Affleck was the recipient of J. Shipman Award. The Shipman Award is the highest honor presented by NAPM and is awarded at the NAPM International Purchasing Conference.

Nominations are due by May 21, 2001. For further information or nominations forms, please contact one of the following award committee members:

Cheryl O. Ransom, C.P.M., A.P.P., 794-2600 (w) 224-0862 (h)

Richard W. Burton, C.P.M., 266-8370 (h)

Jacques F. Pruhs, C.P.M., 278-0526 (h)

Please take a moment to recognize one of your peers.

Please plan on attending the May Luncheon of the 2000-2001 NAPM-Utah Central Utah Branch on Wednesday, May 9th, at the Provo Holiday Inn, 1460 S. University Avenue (exit 266).

This month's presentation will be "Retooling Negotiation Skills for 2001 and Beyond." In the new age of JIT, strategic alliances, single sourcing, and supply chain management, the old methods of purchasing negotiations are no longer viable. This presentation will focus on the new kinds of negotiation skills necessary to implement the modern purchasing practices that are now mandated by new evolutions in the purchasing profession.


Ruby River will be catering the luncheon. You may choose either the Barbecue Ribs or the Chicken Caesar Salad. 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, May 7th, to Cathy Gillies at TwinLab Utah by fax: (801) 492-0581 or by email: cgillies@naturesherbs.com. See you there!

COMPANY _____

MEMBERS _____

RIBS _____ SALAD _____



About The Presenter

The instructor of the seminar will be Dr. Brian G. Long. Dr. Long earned his Ph.D. in business administration at Michigan State University in 1975. He is coauthor of *The Win-Win Negotiator, a One Minute Manager* style book. He is also a frequent speaker at conventions and dinner meetings on the subject of purchasing.



New Officers pictured left to right: Jim Phillips, Glendon Mitchell, Rebecca Higgs, Gina Gleed, Trent Baker, Brian Ravenberg, and Barbara Burningham



Dinner Meeting Reservations

May 10th, 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, May 7th.

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



NAPM-Utah

May Training & Seminars

C.P.M. and A.P.P. Seminars

Presented by Mountainland Advanced Technology Center
at Utah Valley State College
Wednesdays, 5:45 pm to 8:45 pm

Module 4 - Management, May 2 to Jun. 6, 2001

<http://www.uvsc.edu/matc/programs/>

Presented by University of Utah Professional Education
Thursdays listed, 8:00 am to 5:00 pm

Module 4 - Management, May 17, 2001

<http://proed.utah.edu/courses/napm.html>

Other Seminars

“Purchasing on the Internet”

Presented by Brian G. Long, Ph.D., C.P.M.

Thursday, May 10, 2001, 8:00 am to 4:00 pm (members \$198)

<http://www.mmii.org/internet.html>

“Purchasing Negotiations”

Presented by Brian G. Long, Ph.D., C.P.M.

Friday, May 11, 2001, 8:00 am to 4:00 pm (members \$198)

<http://www.mmii.org/negotiations.html>

Sign up today!

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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Professional Development Tom Short, C.P.M. LDS Church Phone: 801-240-1236 E-mail: shorttj@ldschurch.org	Employment Coordinator Carey Olsen, C.P.M. Novell Phone: 801-861-4242 E-mail: colsen@novell.com	Web Engineer Bryan Hemsley, A.P.P., CPPB Salt Lake City Corp. Phone: 801-535-6347 E-mail: bryan.hemsley@ci.sl.c.ut.us
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