

**National
Association of
Purchasing
Management**

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®

Utah Purchasing News

May 2002

<http://napmutah.org>

MAY EVENTS

Professional-Development (Pro-D) and Dinner Meetings will be held at the Downtown Salt Lake Sheraton (formerly the Hilton), 150 West 500 South, Salt Lake City, Utah

PRO-D May 9, 2002 (4:30 p.m. – 5:30 p.m.)

Professional Development Workshop (4:30)

"Purchasing: A Competitive Weapon"

Brian G. Long, Ph.D., C.P.M., www.mmii.org



DINNER MEETING May 9, 2002 (6:00 p.m.)

Dinner Meeting (6:00)

"Negotiation for Cost Reduction"

Brian G. Long, Ph.D., C.P.M., www.mmii.org

Menu: Spinach Salad with toasted almonds and raspberry vinaigrette, Chicken Marsala, Mashed Potatoes, Chef's Vegetable, Carrot Cake.

RSVP: Contact Jim Phillips by May 6, 2002
(801)965-3836 or e-mail at jphillip@dot.state.ut.us

Two-Day Seminar, May 9 & 10, 2002, 8 am to 4 pm (\$395)

"Purchasing: The Fundamentals"

Brian G. Long, Ph.D., C.P.M., www.mmii.org

CENTRAL UTAH BRANCH

THE LUNCHEON will be held at the Provo Holiday Inn, 1460 South University Ave., Provo, Utah at 11:45 a.m.



"Negotiation for Cost Reduction"

Brian G. Long, Ph.D., C.P.M., www.mmii.org

Menu: French Dip or Chicken Sandwich

IMMEDIATE PAST PRESIDENT'S CORNER

Time Fly's When You're Having Fun

As summer quickly approaches and NAPM-UTAH transitions to new leadership, I would like to thank you for the great opportunity you have given me. Three years ago I was elected to serve as the V.P., President and DNA for NAPM-UTAH. During that time, drastic changes have been made in the way we function and operate as an association. While there were days we wondered if we'd survive, we did and most of us have at least learned something from the process.

While there is no longer a DNA position or a National "NAPM", my third year as your Immediate Past President for the NAPM-UTAH affiliate of the Institute of Supply Management (ISM) has been very worthwhile and enjoyable. I have met more of you than I would have otherwise, been more involved in the things that matter and have learned more than I can verbalize. Thank you for the opportunity to be a part of this great organization. Also, special thanks to all of the other officers and board members who helped make my term a success. I encourage all of you to look beyond the reasons that hold you back and make time to be part of a great leadership/organization, NAPM-UTAH.

Here's to NAPM-UTAH!

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

Immediate Past President NAPM-UTAH

Purchasing Certificate Program Course

Purchasing Certificate Program Course

"Legal Aspects for Managers" (Core)

[University of Utah Professional Education](http://www.utah.edu/professional/education)

Thursdays, 6:30 pm to 9:10 pm, ends May 23rd

REGISTER TODAY!

<http://proed.aoce.utah.edu/courses/examprep.html>

or contact Cheryl Ransom: Cheryl_ransom@yahoo.com

SPOTLIGHTS

Barbara Burningham, C.P.M., A.P.P. joined NAPM-Utah in 1976. New to the purchasing function, Barbara felt that membership in a professional organization was critical to her new career. Deciding to become the best she could become in her new profession, membership and participation in NAPM-Utah was very important. The C.P.M. certification program had just been introduced and Barbara decided to set a goal of becoming certified. In 1976, she and another member of NAPM-Utah became the first Utah members to receive their C.P.M.'s by the new standards and passing all four modules of the test. Barbara now holds lifetime C.P.M. and A.P.P. certifications.

Always active in NAPM-Utah, Barbara has served in all of the elected offices of the affiliate, as well as participation on numerous committees. She was elected President in 1985 (the first female to hold the office of President, NAPM-Utah) and served as DNA in 1986. Following her activity in the affiliate, she went on to serve on the NAPM District and National levels. Barbara was elected Assistant Vice-President of District I in 1987. She was elected District I Vice-President (Director) in 1988, fulfilling the remaining term of Elaine Whittington who had been elected NAPM President. In 1989, Barbara was elected to her own two-year term as District I Vice-President (Director), which meant that she served three years total in this capacity.

Other responsibilities have included serving on the NAPM Organizational and Planning Committee (now known as the Affiliate Support Council), the NAPM Ad-Hoc Committee on Diversity, and on the Board of Directors for NAPM Services, Inc. Currently, Barbara is currently serving as the Treasurer for NAPM-Utah. Barbara was recognized and awarded the Gordon Burt Affleck Award in 1986, as the NAPM-Utah Purchasing Professional of the Year. For over 26 years, Barbara's purchasing career has spanned over both manufacturing and non-manufacturing environments. While procurement in manufacturing was her major background, she is currently working in the financial industry as a Global Procurement Contractor with American Express. Barbara attributes much of her success to her membership and participation in NAPM-Utah and NAPM (ISM).

Barbara and Mark, her husband of over 26 years, are parents of 3 daughters. They have 9 grandchildren and are eagerly awaiting the arrival of a new grandson and great granddaughter in May.



R. Bryan Hemsley, A.P.P., CPPB, is the Procurement Specialist for the City of Salt Lake. Now in his 12th year with the City, he has been responsible for the procurement of a wide variety of goods and services from fireworks shows to police cars. Of recent note, he issued a number of RFP's for the City's Olympic needs, like conversion of old ski lift chairs into park benches, design & fabrication of kiosks & pylons for Main Street, design of a downtown SLC walking map, translation services, and fabrication of the Olympic Rings Wreath that was installed on the Salt Lake City & County Building, to name a few. In addition, he is the Purchasing Division's technology consultant and participates on a number of technology development teams. Along with his procurement duties, he developed and maintains the Salt Lake City Purchasing Internet and Intranet web sites. He published the first version of the Salt Lake City Purchasing web site in April 1997.

Bryan has been a member of NAPM-Utah since 1994. During the past couple of years he has served as the NAPM-Utah Web Engineer. In 2001 he received two awards for his work and contribution to the NAPM-Utah web site: the "Presidents Award" from NAPM-Utah and a "Standards of Excellence Award" from NAPM District I. He received his A.P.P. certification in December 2000.

Also a member of the National Institute of Governmental Purchasing, he received his CPPB (Certified Professional Public Buyer) certification from NIGP and the Universal Public Purchasing Certification Council in 1994 and re-certified in 1999.

Prior to his employment with the City, he worked for the IRS and managed a furniture store. Bryan and Jill, his wife of 18 years, have 4 children, 2 boys and 2 girls. He enjoys fly-fishing, camping, skiing, reading, and playing computer games with his family.

PRESIDENT'S PAGE

Value Analysis of NAPM-Utah

As this will be my last opportunity to address you as the President of NAPM-Utah, I thought it would be appropriate to look at what we have done this last year. This last year has been full of changes and challenges. September 11th had a direct impact on our association. We had to scramble to pull off our joint September meeting with ASQ and APICS. The downturn in the economy has put more pressure on all of us. We have had many of our members lose their jobs. We have had challenges balancing an already tight budget. The National Association has changed their name and broadened their focus. We have been fortunate to have dedicated volunteers who have given of their time and shared their talents to guild our association through these changes and challenges. I appreciate those who have worked hard to put together the quality educational programs we were able to offer you as members. There are many people who work hard behind the scenes planning, making arrangements for our meetings, keeping records, directing, motivating, promoting, and helping others with questions and assisting members with their certification. The strength of the association will only be as strong as those who volunteer to serve.

This year we have added a Leadership Chair position to our association. The responsibility of this chair is to help identify and develop members to serve in leadership positions in the future. We have had several new volunteers who have stepped forward to carry the association forward. As all of us offer our assistance to the association we will move forward better, faster, and stronger. Many hands make light work. I feel that we have offered our members an outstanding value for their membership. I have listed below the topics that we have presented to our members at our pre-dinner workshops and at our dinner meetings.

"Role of Purchasing in Supplier Audits"

"CEO Expectations"

"Globalization and Global Sourcing"

"Understanding the Quality Revolution"

"MRO and Capital Expenditures Negotiation"

"C.P.M. Review, Module 3"

"Computer Skills, Excel Basics & Intermediate"

"Supply Chain Mgmt. & Alliance Development"

"C.P.M. Review, Module 4"

"Transportation Issues"

"ISO 9001 update to year 2000"

"E-Procurement Process and Tools"

"Reverse Auctions on the Internet"

"Buying into E-Commerce"

"Request for Proposal & Source Selection"

"Managing the Contract / Supplier Performance Review"

"Evaluating Purchasing Performance"

"Purchasing in the Public Sector"

"Negotiation for Cost Reduction"

"Purchasing: A Competitive Weapon"

In addition to these opportunities our association has helped sponsor with the University of Utah and Utah Valley State College in the following classes and seminars through the year and encouraged our members to participate:

"Module 1 - Purchasing Process"

"Module 2 - Supply Environment"

"Module 3 - Value Enhancement Strategies"

"Module 4 - Management"

"Purchasing Negotiations"

"Business & Professional Ethics"

"Purchasing & Manufacturing Process"

"Accounting & Budgeting I"

"Accounting & Budgeting II"

"Purchasing: The Fundamentals"

"Legal Aspects for Managers"

We also provided two social events, the summer social at the Triple D Ranch and the Christmas Social at the Old Mill Club House, where we were able to enjoy each other's company and network with each other. We also offer a website where our members can receive up to date information on upcoming activities, read the current and past editions of the monthly newsletter, download presentations from our dinner meeting speakers, RSVP for meetings, and contact officers and directors. We have an employment coordinator who acts as a clearinghouse where new employment opportunities and those who are looking for employment are matched together.

In today's economy, where else can you receive such a great educational package to help you personally and professionally while benefiting your employer at the same time? These are all benefits that are yours by being a member of NAPM-Utah. These benefits are in addition to the benefits you receive from the National Association. Can you be a member of ISM for less? Yes, ISM is currently offering a national membership for \$150. But look at the added value you receive by joining NAPM-Utah for only an additional \$30. Is NAPM-Utah a good value? I believe it is.

Trent N. Baker, C.P.M.
President
NAPM-Utah 2001-2002

V.P.'S PAGE

“WHAT DO WE DO NOW...?”

Here's the scene: It's the end of a successful and well-run campaign. Bill McKay, an idealistic, liberal lawyer (aren't they all?), played by Robert Redford, has just won an up-set election for a seat in the U. S. Senate representing California. Throughout the campaign he's been able to say what he wanted, when he wanted. Now he's talking with Marvin Lucas, his campaign manager, played by Peter Boyle, in his suite in the headquarters hotel right after the announcement of his victory. Still in awe of the whole experience, he turns to Lucas and says, “What do we do now...?”, and the movie ends.

I've run that scene from the 1972 Warner Brothers film The Candidate through the theater of my mind no less than 20 times since our April 11th dinner meeting. (Some of you older folk may remember that movie and those sideburns? I had some just like them back then.) The difference between that movie and our situation is (and I'll get to the 'our' in just a few lines), the experience is about to begin, not end. That little theater in my mind has been rather busy going Back to the Future.

The past year has been an incredible adventure filled with challenge and change. I hope you took the opportunity to read what our President, Trent Baker, C.P.M., wrote in this month's newsletter as he summed up events of this past year. We met many challenges and accomplished amazing things.

Now, what about the challenge and change of the future? Coming to a theater near you is the opportunity of a lifetime, the challenge of making a contribution to a great organization. (Here's the 'our' part of this article.) I don't want to sound like a stuck record (you do remember records, don't you?), but with the investment of time, you can gain for yourself experience, education and associations that come in no other way. Volunteering to take an assignment that requires as little as an hour or two a month to accepting a major committee chair has benefits that pay for years. That payment is made not only to you personally, but also your employer through your increased knowledge, skills and abilities.

This year *with your help* we plan to affect change to the Association in such a way as to expand and increase the influence we have on our membership and beyond. Our Mission Statement says we will serve “...as a center of excellence in the development of world class purchasing and supply management professionals by providing education, certification, leadership and networking opportunities...”. To continue to make this happen, this year we plan to:

- Review and make recommendations to up-date and bring current our By-Laws
- Establish a formal method for networking
- Increase the number of educational opportunities through no-cost, low-cost and reasonable-cost seminars and workshops
- Provide certification mentoring with both the A.P.P. and C.P.M.
- Strengthen our financial condition
- Adjust our organizational structure to better meet member's needs
- Offer opportunities to volunteer at a variety of levels of commitment
- Examine the advisability and make a recommendation on changing our name
- Have fun
- Complete and present to the membership an up-dated strategic plan

These few items only represent a small portion of what can be accomplished this next year. Together, we can move forward in a way we never have before. Together, we can create a wondrous journey full of learning and growth. Together, we can stand on the shoulders of those who have helped in the past, so we can see and reach the future, continue to meet challenges and make changes to better ourselves, our careers and NAPM-Utah.

James Phillips, C.P.M.
Vice President
NAPM-Utah 2001-2002

MEMBERSHIP

The ISM has kicked off a new campaign called

Member-Get-A-Member. The rewards are as follows.

"Sign-up Safari"

A member that recruits...

1 new member will receive an ISM lapel pin.

5 new members will receive an ISM coffee Mug.

10 new members will receive a \$35.00 coupon off any ISM product

15 new members will receive a \$100.00 off any ISM professional seminar.

The member who recruits more new members than anyone else will receive a trip to Nashville, Tenn., for The 2003 ISM Annual International Supply Management Conference & Education exhibit.

Affiliate level:

Each affiliate that recruits an additional 15% of its membership by January 1, 2003, will receive an entry for an ISM 2 day seminar drawing.

The affiliate that recruits more members than any other wins a free ISM 2 day seminar at the location of its choice.

Additional information and applications can be obtained from www.ism.ws

Good Luck!

Patti Porter
Membership Chair
NAPM-Utah

NAPM-Utah would like to welcome the new members to the association:

Shelly Anderson - Dyno Nobel Inc

Jared Haveron - Saturn Solutions

Aditya Jai - Rio Tinto

Frank Taylor - Cookie Tree

Lola Larson - Weider Nutrition Int.

Gayle Morton - S.L. County

Student members:

Hendrik Brenkman

Joongho Cho

Jeffery Hymas

Nag Gju Schinn

Brent Weight

Justin Hinman

Welcome to NAPM Utah!

NAPM-UTAH MEMBERSHIP TOTAL: 565

As of March 31, 2002

ISM MEMBERSHIP TOTAL: 44,452

As of March 1, 2002

Building a Powerful Profession: One Member at a Time!

The National Association of Purchasing Management has become the Institute for Supply Management™. Please note that NAPM.org is now **Institute for Supply Management™**. ISM.ws.

MARKETING

The Marketing Committee has been busy this year. We started off the year with a survey. Results of the survey were presented to the Board of Directors and officers so that our new year could be planned. Respondents wanted more information on E-Commerce, Purchasing and the Law, negotiations, contract management and public purchasing.

The Marketing Committee was able to have Governor Leavitt issue a proclamation declaring March as Purchasing Month. Many of the NAPM-Utah Board of Directors and officers were present at the State Capitol Building for that signing (see picture below).

As a member of the ISM Regional Leadership Planning Committee, I am pleased to announce that there will be several sessions on marketing for our future leaders when we meet in Las Vegas in June. I have arranged for Dr. Stan Fawsett from B.Y.U. to speak to the marketing and membership representatives on marketing NAPM/ISM. It should be a very informative meeting. In a recent USA Weekend Magazine, I was interested in psychologist Carole Kanchier's timely self-quiz. It posed the question: Are you in a rut or ready to change? Do you have growth attitude? Test the following career quiz. Answer yes or no to the following:

1. I welcome criticism as a way to grow.
2. I do what I should rather than what I want.
3. I periodically assess my career and life goals.
4. I prefer activities I know to those I've tried.
5. I enjoy challenge and a sense of achievement.
6. I'm too old to compete with young job applicants.
7. I expect good things to happen.
8. I won't consider relocating for an attracting job.
9. I accept responsibility for my success & failure.
10. I'll take a job I don't like for money or prestige.
11. My job gives my life meaning and direction.
12. I look forward to retirement so I can do what I want.
13. I make my own decisions, even swim against the tide.
14. Career success means having social standing & money.
15. I'll take a lower level job
16. If I am laid off I'll take the first offer in the same field.

Bottom line: Try new ways to perform your job. Have fun. Think positively: Saying I think tells your mind what to think. I can't tell you what you can't do. Think and talk about you want, not what you don't want. View setbacks as learning opportunities.

Every time you hear your inner voice criticize, think of a positive response, such as I'm learning. Associate with optimistic people.

Begin with small risks, break goals into small steps. Listen to inspirational tapes, read motivational books! JOIN / CONTINUE Membership in NAPM/ISM!

Cheryl Ransom
Marketing Chair
NAPM-Utah



ECONOMIC REPORT, MOUNTAIN STATES REGION, UTAH

ECONOMIC REBOUND IN SIGHT FOR MOUNTAIN STATES

The overall index for the Mountain States region rose for March, indicating continued economic improvement for the three-state region in the near term according to the latest Business Conditions Survey of supply chain managers and business leaders. The overall index for March stood at 57.1, up from 53.9 in February reaching its highest level since June of 2001 telegraphing an economic rebound for the second quarter of 2002. While the overall index is still strong, the rise in March's prices paid index to 54.8, up from 51.3 in February, was the one of the troubling aspects of the March survey. Due to increase price pressures recorded at the wholesale level in this and other surveys, I expect the Federal Reserve to raise interest rates at its May meeting. Business leaders are waiting to see improved profit margins and a sustained economic bounce before they increase hiring. At this time, businesses are:

Utah: Utah business leaders and supply chain managers reported much stronger economic conditions in the state for March as the state's Business Conditions Index rose to 55.1 from February's weak 47.6. March's overall index is the highest recorded reading since June 2001 and signals a potential end to the state's economic slowdown begun in March of last year. However, strength in March new orders of 63.8 and production of 63.3 were partially offset by a less than robust employment reading of 42.9. While economic conditions will improve in the months to come, I don't expect any significant positive job growth until the end of Quarter II of this year.

For additional economic reports for manufacturing and non-manufacturing industries, please visit www.ism.ws website.



ISM NATIONAL

87th Annual International Supply Management Conference and Educational Exhibit

Join your colleagues during the [87th Annual International Supply Management Conference and Educational Exhibit](#), May 5-8, 2002, in San Francisco. Jump on board to knowledge, professionalism and technology.

Register for the complete Conference or a 2-day pre-Conference seminar and take one, two, three, or all four certification exam modules for free. Modules offered on Sunday or Wednesday, May 5 or May 8, 2002. Space is limited. [REGISTER NOW!](#)

New Benchmarking Data from CAPS Research:

Click [here for the latest info](#) from CAPS Research on benchmarking research and new program initiatives. Updated cross-industry benchmarking reports as well as the most recent industry-specific studies have been posted for your information. Want more information about CAPS Research? Contact the webmaster@capsresearch.org or visit us at <http://www.capsresearch.org>.

ISM's Supplier Directory

Looking for the perfect source? Find them on the [ISM Supplier Directory](#), a comprehensive resource for the busy supply management professional.

Economic activity in the manufacturing sector grew for the third consecutive month in April 2002.

See it here: <http://www.napm.org/ISMReport/ROB052002.cfm>

Look What's New at ISM!

Log onto [ISM.ws](http://www.ism.ws) and view upcoming seminars, certificate programs, tools and job aids for solutions to your workday challenges.

The National Association of Purchasing Management has become the Institute for Supply Management™. Please note that NAPM.org is now [ISM.ws](http://www.ism.ws).

The Institute for Supply Management™, established in 1915, is the world's leading educator of supply management professionals and is a valuable resource for decision makers in major markets, companies, and government. In May 2001 the membership of NAPM voted to change the association's name from the National Association of Purchasing Management to the Institute for Supply Management™ to reflect the increasing strategic and global significance of supply management.

COMMUNICATIONS

If you know someone that you would like to spotlight in your office and is a member of NAPM-UTAH, please send a paragraph or two with educational accomplishments, certification accomplishments, and note any work related [Purchasing] accomplishments and send them as an e-mail attachment to karl.harward@ci.slc.ut.us or by snail mail to: Salt Lake City Corporation, Department of Public Utilities, 1530 S. West Temple Street, SLC, UT 84115. Cutoff date for the June newsletter will be May 20, 2002.

Also, if you would like to share a purchasing, editorial, or opinion article for the NAPM-Utah Newsletter, please submit it to me by May 20, 2002 for the June issue.

Also, we are always looking for volunteers to help out with various types of affiliate management responsibilities. NAPM-UTAH currently has a volunteer position available as Managing Editor. If you are interested, please contact me as soon as possible.

Thank you,

Karl Harward
 Communications Chair
 NAPM-Utah
 P 801-483-6832
 F 801-535-6618
Karl.harward@ci.slc.ut.us

Additional National News

C.P.M.s & A.P.P.s ISSUED

	3/2002	3/2000
TOTAL C.P.M.s issued	37,986	35,839
TOTAL A.P.P.s issued	6,232	5,454

If you have earned your C.P.M., A.P.P. or have passed a module, and would like to be featured in the newsletter, please send us the info to:

karl.harward@ci.slc.ut.us

COMMUNICATIONS SURVEY

Please rate the various items by circling the following (4) being excellent, (3) good, (2) needs improvement, (1) poor, and fax to me (801)535-6618 or by email: karl.harward@ci.slc.ut.us

Newsletter Articles	[4]	[3]	[2]	[1]
Monthly Happenings info	[4]	[3]	[2]	[1]
Spotlight content	[4]	[3]	[2]	[1]
Economic content	[4]	[3]	[2]	[1]
National news	[4]	[3]	[2]	[1]
Overall rating	[4]	[3]	[2]	[1]

Comments: _____

Survey results will be posted in the Communications section next month. Please respond by March 18, 2002

Evaluate Electronic Capability

Are we using e-mail and the Internet more in our business? What about our suppliers? According to many surveys and reports, e-mail and the Internet are commonly used tools of Supply Chain Management. Just like the fax machine, the Internet has become an indispensable part of our process. It's convenient, available 24x7 and worldwide. Both buyers and sellers use it to:

- Find information about products and services
- Post company policies and procedures
- Advertise requirements or availabilities
- Transmit solicitations, proposals and orders
- Communicate status, changes, questions and answers.

With all these uses and advantages, we should be considering electronic capability when evaluating potential suppliers. We should give a preference to suppliers that can send and receive e-mail. It saves time and acquisition cost. In a competition, which might otherwise be equal, "ease of communication" makes a big difference. I'd suggest notifying potential suppliers up front with words like these:

" Use of the internet and e-mail to transmit and receive information is an important ("integral" for some of us) part of managing contracts and purchase orders. An evaluation preference will be given to suppliers who demonstrate proficiency in the use of these tools in conducting business."

Then include some specifics, depending on your own needs and business processes.

"Suppliers should demonstrate the ability to:

- Receive and respond to e-mail messages in a timely manner
- Retrieve and open documents posted on the Internet in (MS Word, WordPerfect, PDF, Excel, AutoCAD)
- Download, open and respond to documents in the above formats transmitted as e-mail attachments.
- Accept electronic orders using on-line order entry.
- Transfer large files via FTP protocol (if you don't know what this means, then you aren't doing it)
- Receive, translate and respond to documents sent in XML standard xxx"

To view the rest of this article, log onto: www.mltweb.com , to view the E-commerce checklist click here: <http://www.mltweb.com/ec/eccheck.htm> .

This article was prepared by Mike Taylor, C.P.M. for distribution to NAPM affiliate newsletters.

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Email: [Michael L. Taylor, C.P.M.](mailto:Michael.L.Taylor.C.P.M.) with comments and suggestions regarding this article, or visit his website: www.mltweb.com

CENTRAL UTAH BRANCH

May NAPM Luncheon

Please plan on attending the May Luncheon of the 2002 NAPM-Utah Central Utah Branch on Wednesday, May 8th, at the Provo Holiday Inn, 1460 S. University Avenue (exit 266).

We have invited Dr. Brian G. Long, C.P.M., President of the Marketing and Management Institute. Dr. Long received his Ph.D. from the College of Business at Michigan State University in 1975. Since then he has been active doing research in the areas of business cycles, industrial marketing, industrial purchasing and negotiation. Dr. Long has been an active member of the National Association of purchasing management since 1976. He served on the board of his local association for seven years, and was District IV Professional Development Chair for three years.

Ruby River will be catering the luncheon. You may choose either the French Dip w/Fries or Crispy Chicken Sandwich w/Fries. 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 Friday, May 3rd, to Dominique Bird at Nature's Sunshine Products by fax: (801) 342-4688 or by email: dbird@natr.com. See you there!

MAY LUNCHEON RSVP

COMPANY _____

MEMBERS _____

FRENCH DIP _____ CHICKEN SANDWICH _____



Dinner Meeting Reservations

May 9, 2002

Attention: Jim Phillips, C.P.M.
Vice-President, NAPM-Utah

Please R.S.V.P. no later than 3:00 p.m. on Monday May 9th.

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: jphillip@dot.state.ut.us
Fax: (801) 965-4073 Phone: (801) 965-3836
Mail: Jim Phillips, C.P.M.
UDOT
4501 S. 2700 W.
Salt Lake City, UT 84114



AFFILIATE OFFICERS

<p>Immediate Past President Tracey Stevens, C.P.M., CPPB Salt Lake City Corp 451 S. State #235 Salt Lake City, UT 84111 Phone: 801-535-7944 tracey.stevens@ci.slc.ut.us</p>	<p>President Trent N. Baker, C.P.M. Wilson Foods Company 1811 W. 1700 S. Salt Lake City, UT 84104 Phone: 801-972-5633 trent@lynnwilson.com</p>	<p>Vice-President James T. Phillips, C.P.M. UDOT 4501 S. 2700 W. Salt Lake City, UT 84114 Phone: 801-965-3836 jphillip@dot.state.ut.us</p>
<p>Secretary Brian Ravenberg, A.P.P. Intermountain Concrete 425 W. 1700 S. Salt Lake City, UT 84115 Phone: 801-486-5311 bravenberg@ics50.com</p>	<p>Treasurer Barbara Burningham, C.P.M. 996 Claremont Dr. Bountiful, UT 84010 Phone 801-292-7848 burning@slkc.uswest.net</p>	

Board of Directors

<p>Daryl Flamm, C.P.M. LDS Church 50 E. North Temple Main Floor 1WW Salt Lake City, UT 84150 Phone: 801-240-1227 flammjd@ldschurch.org</p>	<p>Susan Maass Smith MegaDiamond 275 W. 2230 N. Provo, UT 84604 Phone: 801-818-4524 smaass@smith.com</p>	<p>Jeff Palmer, C.P.M. Gentner Communications 1825 Research Way Salt Lake City, UT 84119 Phone: 801-974-3712 jeff.palmer@gentner.com</p>
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<p>Marketing Chair Cheryl Ransom, C.P.M., A.P.P. CSC 1065 W. 85 S. Orem, UT 84058 Phone: 801-794-2600 cherylransom@hotmail.com</p>	<p>Press Release Coordinator Clay Chugg LDS Church 50 E. North Temple P Salt Lake City, UT 84150 Phone: 801-240-1440 chuggcd@ldschurch.org</p>	<p>Membership Chair Patti Porter, C.P.M. Lifetime Products P.O. Box 160010 Clearfield, UT 84016 Phone: 801-776-1532 pporter@lifetime.com</p>

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Communications Chair Karl Harward Salt Lake City Corp. 1530 S. West Temple Salt Lake City, UT 84115 Phone: 801-483-6832 karl.harward@ci.slcc.ut.us	Web Engineer Bryan Hemsley, A.P.P., CPPB Salt Lake City Corp. 451 S State Rm 235 Salt Lake City, UT 84111 Phone: 801-535-6347 bryan.hemsley@ci.slcc.ut.us	Newsletter Editor Vacant
Leadership Chair Mark Brown, C.P.M. Autoliv 3350 Airport Rd. M4500 Ogden, UT 84405 mark.brown@autolivasp.com	Photographer Dave Secrist, C.P.M., A.P.P. Salt Lake City Corp. 451 S State Rm 235 Salt Lake City, UT 84111 Phone: 801-535-6309 dave.secrist@ci.slcc.ut.us	Historian Vacant

Please contact Trent Baker at (801)972-5633 if you are interested in any of the vacant positions listed above.

Congratulations to the new elected Officers that will lead NAPM-Utah during the next year!

NEW EXECUTIVE BOARD MEMBERS

Immediate Past President	Trent Baker, C.P.M. Wilson Products	(801)972-5633 trent@lynnwilson.com
President	James T. Phillips, C.P.M. UDOT	(801)965-3836 jphillip@dot.state.ut.us
Vice President	Tom Short, C.P.M. L.D.S. Church	(801)240-1236 ShortTJ@ldschurch.org
Secretary	Patti Porter, C.P.M. Lifetime Products	(801)776-1532 pporter@lifetime.com

NEW MEMBERS OF THE BOARD OF DIRECTORS

- Bud Covington, C.P.M.
Utah State University
- Stephen Mayo, C.P.M., CPIM
Parker Haniffin
- Susan Shepard, C.P.M.
Utah County