

President's Message

BEGINNINGS: C = D x V x A > R

It's SPRING! Easter has just passed! Do you find yourself looking for new beginnings for yourself and for your career? Bernie Young, a noted speaker at the ISM Leadership Training seminars has a formula (C= D x V x A > R) that can help you and me to propel ourselves to plug into them.

C = CHANGE Is anything ever constant? Do you find in your job that you have a need to change something or anything, to keep it challenging and exciting? When you come to our meetings, do you "toss off sparkling dialogue"? Perhaps it's time to find just one little thing to CHANGE in your life.

D = DISSATISFACTION What makes you dissatisfied? And what do you do about it? Do you grumble or whine and hope that it just goes away? Or do you use your dissatisfaction to propel you to the next step in your career?

V = VISION All companies have a Vision Statement. NAPM-Utah's vision statement is: "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." Do you have a vision statement for your career and for your life? Perhaps it's time to put YOUR vision statement on paper and hang it on the wall.

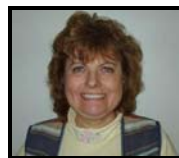
A = ACTION

Two words that don't usually apply here are RELAX and LISTEN. RELAX Probably because they are associated with being passive. I think these two words LEAD to ACTION. According to an article I just read, "when you RELAX, all the good things come to you". LISTEN Listening, REAL listening, takes a lot of hard work. You need to respond and ask questions about what the other person just said, instead of wondering what YOU'RE going to say next.

R = RESISTANCE According to Barbara Sher, author of "Dare to Live Your Dream", RESISTANCE is what KILLS more dreams and hopes than anything else. When you become friends with resistance, it leads you to overcome your Dissatisfaction; then to your Vision; then to your Action = CHANGE.

ARE YOU READY? The REWARDS for change are out there. They include new friends, new jobs, new relationships, the ice cream in the root beer float, etc. YOU CAN DO IT! GO FIND YOUR NEW BEGINNINGS!

Julie Anderson
President ☺



In This Issue:

Articles

- ❖ President's Message 1
- ❖ The V.P.'s Comments..... 2
- ❖ Marketing & Certification .. 3
- ❖ Candidates4-6
- ❖ From the Editor..... 7
- ❖ Economic Outlook..... 9

Features

- ❖ Upcoming Events 2
- ❖ Announcements 6
- ❖ Meeting Minutes..... 8
- ❖ Satellite Seminar..... 9
- ❖ Recognition 9
- ❖ April Pro-D /
Dinner Meeting RSVP..... 10
- ❖ Central Branch Luncheon.. 11
- ❖ Directory of Officers 12
- ❖ GBA Award Forms..... 13-14

Affiliated with:



The V.P.'s Comments: The Summer Social

Summer Social will be held at :
 The Gathering Place at Gardner Village
 1100 West 7800 South #23
 West Jordan, Utah 84088



June 15th, the 3rd **Wednesday** of the Month
 Dinner will be at 5:30 P.M

Menu:
 Sourdough bread & butter
 Tossed green salad with ranch
 Breast of Chicken topped with ham & Swiss cheese, with a sauce
 Rice pilaf and a chef's vegetable
 Death by Chocolate
 Peach Punch
 The Village is open until 8:00 P.M.



<http://www.gardnervillage.com>



Patti Pittman
 Vice President
pattip@xmission.com ☎

March Recap:

Supplier Fair



Pro-D & Dinner Meetings at Weber State University



Upcoming Events:

April 13, 2005, 11:45 am
Central Utah Branch Luncheon
 "Meet the Candidates"
 Then vote in the election for new
 Officers & Board Members.
 At the Provo Holiday Inn

April 14, 2005, 4:30 pm *Professional
 Development Workshop,*
 "Meet the Candidates"
 Then vote in the election for new
 Officers & Board Members
 At the Red Lion Hotel

April 14, 2005, 5:45 pm
Dinner Meeting, "Investing in our
 Future: the True Costs of Conservation"
 Stephanie Duer, Water Conservation
 Coordinator, Salt Lake City Corporation
 At the Red Lion Hotel

Dinner Menu:
 Virginia Baked Ham
 Lemon Cake

April 21, 2005, 8:30 am
C.P.M. & A.P.P. Seminar,
 "Module 4 – Management:
 Organization & HR"
 University of Utah Professional Education

Next Satellite Seminar:
April 14, 2005
 Supply Chain Research Trends and
 Market Intelligence

Future Satellite Seminar:
June 9, 2005
 Discovering Supply Management's
 Social Conscience



Marketing & Certification

"How to Make Your Criticism More Effective."

People in positions of authority have to find fault with their associates from time to time. It's part of the job of leadership to help people recognize how they can improve. It is also important to know how to do it correctly.

The reason is obvious; most of us resent being told that our work may need improving, especially if the person who does the criticizing is direct, tactless and forceful. Harsh criticism can hurt morale, damage egos, and sometimes create lasting resentment. How then, should you go about it?

In the first place, be sure of your facts. Be certain that you're not making a mountain out of a molehill. If the mistake is important and has upset you, cool off first. Let things settle down a bit so you don't say things you'll be sorry for later.

Pick your time carefully. It can be very upsetting to the person to be criticized just before tackling an important piece of work.

And, of course, always discuss the situation in private. No one likes to be criticized in front of others, especially fellow workers.

Ask questions first--don't accuse. Be sure people have a chance to state their side of the case first before you blame anyone. If they know they're at fault, they may admit it willingly. That makes the situation easier all the way around.

Before you criticize, let people know you appreciate some of the good things they've done. They will accept your criticism much more gracefully if you do.

If you have to spell out precisely where and how they were wrong, do it in a friendly, and in a matter-of-fact-way. Don't do it as an accuser who wants to rub salt in a wound.

The legitimate purpose of criticism is to help people do better the next time. That's why mild, reasonable criticism is invariably the best way. The leader who habitually resorts to harsh criticism shows either poor judgment or a serious personality defect.

The purpose of "criticism" is to help, not humiliate!

(Taken from newsletter of Baker-Perkins SMachinery, Saginaw MI, August 2004)

Cheryl Ransom, C.P.M., A.P.P.
Marketing & Certification Chair
cransom@wencor.com ☞



Special Recognition:

We'd like to thank our photographers for the Central Branch Luncheon and the Pro-D & Dinner Meetings

Central Branch Luncheons

Santos T. Ontiveros has volunteered to be our photographer for the Utah County luncheons. He is a buyer with Kitco Inc., and purchases Military and Commercial Air plane parts. Santos has a Bachelors degree in Accounting - from Weber State University, has taken all the tests for all four CPM Modules, and will receive the C.P.M. certification in May 2005. Santos previous work experience includes financial controller and auditor.



Pro-D and Dinner Meetings!



Dave Secrist started working with Salt Lake City Corporation and became a member of NAPM-Utah in September 2000. He earned his A.P.P. and C.P.M. in 2001 as a means of moving quickly up the learning curve for his new position and was promoted to the position of City Contracts Administrator in April 2003. Before starting with the City, he worked for 20 years in various positions with Williams Field Services Company and Northwest Pipeline Corporation where he negotiated and administered contracts to gather, process, transport and/or purchase natural gas (both as a service provider and as a service receiver). Dave enjoys jogging, reading, and listening to jazz and blues.

NAPM-Utah Leadership Election

Here are the candidates for **NAPM-Utah Officers:**
(Vote for one in each position)

Immediate Past President:

Julie Anderson

Is currently a Buyer for Lagoon Corporation, she purchases everything from seeds and trees to bushings and tools, basically MRO. She has worked there for 16 years. Julie is a graduate from the University of Utah. She has been in the purchasing profession for 24 years and has experience in the steel, medical laboratory, and amusement park industries.

Julie is Currently the President of NAPM-Utah. She has also served as Badge Coordinator, Secretary, and a member of the Board of Directors twice. She has been a member of NAPM-Utah for over 20 years.

President:

Patti Porter, C.P.M.

Has been involved in the Purchasing field for over 15 years. She is currently working for Lifetime Products as the Manager of the non-inventory side of Purchasing, dealing with long term contracts, leases and MRO purchases. She has had a broad range of purchasing experience, from purchasing electronic parts and components for satellite divisions in the U.K., Canada and Puerto Rico, to overseeing Lifetime's Graphic Department and managing the purchasing of raw materials and commodities required for production.

She received her Bachelor's degree from Weber State University in 1986 and her C.P.M. in 1994. Patti has been a member of NAPM for over twelve years and is the current Vice-President. She has also served as the Membership chair and the Secretary in recent years. Patti has 4 married children and she's a proud grandma of 5 children, under the age of 4. Loves the theatre, and being outside near the Mountains.

Vice President:

Jeffrey H. Palmer, C.P.M. (Lifetime)

28 years in purchasing, negotiating, planning, and formal long-term contracts experience. Lifetime Certified Purchasing Manager in 2000, BS degree in Speech Communication at the University of Utah in 1984, AS degrees in Management and Marketing at LDS Business College in 1980. Positions as Purchasing Manager, Senior Buyer, & a Buyer/Planner. Worked in pharmaceutical, health sciences, electronics, aerospace, & television industries. Advocate of effective negotiations, second sourcing, product development, and supplier quality. Participated on a cross-departmental team negotiation by documenting \$500K team cost savings.

Authored Supplier Certification Procedure to ISO 9001 standards. Continued merger of functions by pioneering presentations to customers. Served on the board of directors of N.A.P.M. Utah & a member of the Professional Development committee. 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 to become Certified World Class Suppliers?

Other Candidates for Vice President and Treasurer to Be Announced.

C.P.M. Sample Question:

Which of the following best describes the nature of express authority and implied authority relation to agents within the organization?

- A. Agents have express but not implied authority
- B. Agents have implied but not express authority
- C. Agents have both express and implied authority
- D. Agents have neither express nor implied authority

(See next page for answer)

NAPM-Utah Leadership Election

Here are the candidates for **NAPM-Utah Board of Directors**:

(Vote for three)

Susan Fowler, C.P.M.

Susan Mellen Fowler was born and raised in Salt Lake City, Utah. Graduated from South High School in 1971. Susan Married Gary Fowler in September of the same year, 1971. They have been Married 34 years this summer. They have 2 sons and 2 daughters, 4 grandsons and 4 granddaughters, with the "tie breaker" arriving in Sept.

Susan began her professional career in 1983 as a construction foreman for PF West. She oversaw the labor crew on the construction of 7 apartment complexes totaling about 2800 apartments. Her first taste of purchasing came there. In 1987 she worked for American Olean Tile, where she and the manager ran a 5000 foot warehouse and show room.

In 1989 Susan began working for Franklin Covey, she spent 4 years in the warehouse area including Bulk Area Manager, then transferred to the Printing and Packaging area as a new buyer. Susan worked for them 13 years, the last few years as the "accessory" buyer. Susan earned her C.P.M. in 2001 while working at Franklin Covey. In 2003 Susan became the Purchasing Manager for Broadband Solutions in Sandy. This was short lived, when 5 months later they could not pay her.

She is currently the buyer at Nichols Inc., a company which produces point of purchase advertising. Susan has been serving the NAPM for the past 2 years as badge coordinator.

Brent Beesley, C.P.M.

My career in the Manufacturing field started while I was attending Weber State University, working towards my Bachelor in Business Management. I worked in various fields, including Warehousing and Industrial Sales. After graduating I became the Material/Purchasing Manager for a manufacturer of large amusement park rides.

Over the past 20 years I have had the opportunity to work in many different areas of Material Management in electronic, medical and automotive industries. During this time I have traveled extensively surveying, auditing and certifying suppliers.

In 1997 I received my C.P.M. certification..

Paul Ekblad

I worked for Western Electric/AT&T for twenty three years. Two of those years were spent as a buyer before being promoted to Quality Assurance.

I worked for nine years for Hercules Incorporated as a process planner for Navy C4 & D5 Trident Missiles, Air force MX Peacekeeper missile, and Army P2 missile. I worked for FranklinCovey for one year in Quality and nine years as a buyer for retail stores and now I work for Deseret Book Co. purchasing for retail stores. I have been a member of NAPM for ten years and life is good. I am running for some office due to Jim Phillips, arm twisting persuasion. You know, " I will make you an offer you can not refuse."

Answer to C.P.M. Sample Question:

Answer is C. Express (or actual) authority is what the organizations say the agent can do, either in express, oral statements or in writing, such as in a job description. Implied authority is that which is implied by the law which makes it possible for the agent to carry out the express type of authority. Agents within an organization have both express and implied authority.

NAPM-Utah Leadership Election

Candidates for NAPM-Utah Board of Directors (continued):

Gary Briggs C.P.M.

BS, Business, Montana State University

25+ years retail and wholesale grocery business experience, Albertsons, Reams, Smiths, Produce/ Grocery Manager / Store Manager.

11 years Buyer/Supervisor Associated Food Stores.

5 years Buyer/Purchasing Agent Salt Lake School District from 2000 to the present.

C.P.M. since 2002

Married to wife, Bobbie for 38 years, we have 6 children and 13 grandkids. We have lived In West Jordan for over 30 years.

Shelley Black, C.P.M., A.P.P.

I was born & raised in Spanish Fork, Utah. The 4th daughter in a family of 4 daughters.

I currently live in Salem with my husband Merrill. Together we have 9 children & 20 grandchildren. 6 of those children are my son's.

After graduating from High School, I went to work for Central Bank in Provo. I trained in each position there so I could go to Spanish Fork and help open a new branch. I worked for Central Bank for 1-1/2 years.

I then took 20 years off to raise my six sons. I took a few college courses through the years as I was raising my children.

I started working again in 1995 for State Farm Insurance in Spanish Fork. I worked there about 6 months and was then hired by Young Living Essential Oils where I have been employed ever since. My position has been that of Senior Buyer and Assistant Purchasing Manager for 7 years.

I received my A.P.P. in May 2003 and my C.P.M. in September 2003.

My hobbies include my family, music, and reading. I belong to a women's chorus, The Springville Musettes. I have participated in that group for 13 years.

Other candidates for Board of Directors to be announced.

Announcements:

Reminder: April 14, 2005 Satellite Seminar: Supply Chain Research Trends and Market Intelligence.

C.P.M. Module 4 will be given at U of U Cedar Park Campus on April 21 from 8:30 until 5:00 P.M. The University of Utah is the only institution endorsed by NAPM-Utah for classes. Remember that NAPM-Utah and the U of U is sponsoring a one-year Purchasing Certificate. This program is excellent for new buyers.

Gordon Burt Affleck Award applications are due by May 12, 2005. The required documentation information can be found at the end of the newsletter or under the award tab on our website.

From the Editor:

Why Doesn't My Old Resume Work Anymore?

If your last job search is prior to 2001, you may be in for a rude awakening. You might be surprised to find that your old resume, which worked well for you before, is no longer attracting employers, headhunters, and corporate recruiters. If you wondered, "What am I doing wrong?" it might not be you-it's probably your resume.

There are three reasons your old resume may not be working for you:

- Drastic increase in competition
- Changes in technology
- Changes in your industry

1. Drastic increase in competition

Increased candidate competition is the #1 reason your resume is no longer working.

While current employment outlooks are marginally brighter, competition is still so high that your resume must be able to stand out against a mountain of candidates.

The best way to enhance your competitive standing against other job seekers is through strong accomplishment statements. Accomplishments are most effective when:

- They illustrate your transferable skills
- They show your contribution to corporate bottom-line objectives
- They are stated quantitatively

If you are confused about how to state your accomplishments effectively, consider hiring a professional resume writer. Correctly written statements will make your accomplishments shine-and you'll be more likely to land those critical interviews.

2. Changes in technology

Is your resume ready for the high-tech world? Probably not especially if you are still snail-mailing or faxing your resume to potential employers. Are you willing to take a chance on your resume being tossed, just because you didn't take the time to prepare your resume for an electronic audience?

With dramatic increases in the number of resumes received, many employers have invested in software to manage resumes and candidate responses. It is entirely possible that a computer, not a person, will be the first

one to screen your resume. The electronic eye is much more objective than the human eye; it scans only for industry-specific terminology and keywords in qualifications and responsibilities.

Here are some critical questions to ask about your resume:

- Does it contain the right keywords to put you in the "interview" pile?
- Will new resume software be able to read its formatting correctly?
- Will your tables, fonts, and graphics transmit properly in an online resume form-or will they disintegrate into unreadable symbols?

You can give your old resume a real boost by investing in the services of a professional resume writer who understands the pitfalls of our electronic job market. Whether your resume needs a brush-up or a complete rewrite, its well worth the investment to make sure your name makes it to the top of all candidate lists.

3. Changes in your industry

If you are still just tacking your most current job onto the same old resume, then your resume probably contains a lot of old terminology and buzz words. If so, it will make you look outdated-even over the hill. It may also fail to be recognized by software that uses keywords to retrieve the best resumes.

If you're feeling out-of-step with your industry, it may be time for a checkup with a career coach who can help prepare you and your resume to stand up to the challenges of your industry's changing trends.

Bottom line: if your old resume isn't winning the attention of employers, then it's time to ask yourself, "How much is my old resume costing me in wasted time and effort?"

An investment in professional resume help could mean the difference between months of fruitless effort-and landing the perfect new job. A new, better resume built on strategies that are suited to today's job-search challenges may be just the edge you need to get you noticed and get you hired.

~~~~~  
Deborah Walker, CCMC ~ Resume Writer ~ Career Coach  
~~~~~

Submitted By Anna Worthington
Editor, Utah Purchasing News

The minutes posted in the newsletter have not been approved. Please read the minutes now and come to the Luncheon/Dinner Meeting prepared to make corrections or offer a motion for acceptance.

Luncheon Meeting Minutes

Central Utah Branch

Lunch Meeting, Wednesday, March 9, 2005
12:00 at Ruby River in Provo

Welcome was given by Julie Anderson:

- Recognized the members of the NAPM-Utah Committee in attendance: Patti Pittman, Cheryl Ransom, Susan Shepherd and Julia Tumanuvao.
- Announced the Pro-D Workshop in room 328 and the Dinner meeting in the Skyroom, both at Weber State College on Thursday, 3/10/05.
- Now is the time to run for NAPM positions: Vice President and 3 Board Members are open.
- ISM sign-up crusade – prizes given to the individual with the most sign ups and also for our affiliate. Possible FREE trip to Philadelphia

Time was given to the following for announcements: Cheryl Ransom

- New memberships certificates presented to the members
- Reminded us of the Satellite Seminar Thurs. 4/19 8-12:30 on “Supply Chain Intelligence & Marketing”, the cost \$25, the address is the City County Bldg on University Avenue in Provo, CPM points will be given.
- Reminder of A.P.P. deadline date was clarified to be 2/28/07 need to make application by writing a letter and sending money (\$65 for members).
- Announced a one day seminar for Module 4 Review coming up on 4/21/05.
- Presented Purchasing Month Declaration signed by the Governor to our NAPM Pres. Julie Anderson

Julie introduced the speakers, while Joshua Ford introduced each student to be speaking this day.

- Darren Gibby, is a second year student in the BYU MBA program who is studying Supply Chain Management and International Business. Prior to his MBA, he worked for nearly 4 years at Ford Motor Company in both corporate and plant finance positions. He spoke on “China.”
- Joshua Erickson is in his first year of BYU’s MBA program, studying Supply Chain Management and Operations. He earned a BA in Economics 2002. As an intern with Charles Schwab, he developed a web site track call-center data and helped develop processes that shortened customer wait time. He spoke on “Total Cost Ownership.”
- Joshua Ford, is a first year MBA student at BYU studying Supply Chain Management. He has an undergraduate degree in Operations Management. While in his undergraduate program, Joshua helped organize and participated in a study abroad to Southeast Asia to study offshore business operations. He spoke on “Ethics in Purchasing.”

Lunch options: • Raspberry Chicken w/Rice or • Philly Steak Sandwich w/Fries. Julie thanked our speakers and presented them each with a Certificate of Appreciation.

Last minute reminders: • If you are going to apply for the scholarship, please contact Nancy Condi. • New candidates running for office will need to contact Jim Phillips. • Please check the Utah County membership roster for any errors. Check to see if ISM has correct name spelling, address, phone numbers, and email addresses. Meeting was adjourned at 1:15

Minutes prepared by: Julia Tumanuvao, NAPM-Utah Board

Dinner Meeting Minutes

NAPM-Utah Dinner Meeting
March 10, 2005 at Weber State University

Meeting was called to order at 5:55PM

Welcome was given by President Julie Anderson. Bryan Hemsley, Salt Lake City Corporation, led the members in the Pledge of Allegiance. Cheryl Ransom, Kitco, offered a prayer. Julie Anderson recognized each company that had participated in the supplier fair by having representatives stand when she read their company’s name. She thanked all those who participated.

Craig Calvert asked members if there were any changes to the minutes. They were unanimously accepted.

Cody Branz recognized and welcomed all visitors, new members and past presidents. All past presidents were invited to the front and was recognized for their past service by presenting them with a carnation.

Cheryl Ransom made the following announcements:

- The deadline for the A.P.P. has been extended to February 28, 2007 since the C.P.M. tests 1 & 2 can be used for the A.P.P.
- The remaining satellite seminars for this year are April 14, 2005, “Supply Chain Marketing & Intelligence” and June 9, 2005, “Discovering Supply Management’s Social Conscience”.
- Marsha Porter, Petersen Inc., was the winner of the survey contest and was presented with an Ogio bag.
- Read the Proclamation signed by the Governor declaring March as purchasing month. Cheryl then presented the Proclamation to President Julie Anderson.

Tracey Stevens reported that after the By-Laws were voted on and approved in the January lunch and dinner meetings, they were sent to national. National sent them back with changes to be made in the membership section. The changes were made and sent back. ISM accepted the changes and has sent an approval letter. There was a unanimous vote to accept the By-Laws with the new changes.

Bert R. Holfeltz, Past President, announced that he was asked to be the chairman of the Gordon Burt Affleck Award Committee. Tracey Stevens and Kay Moore are on the committee. Anyone who has a nominee should contact any one of them.

Karl Harward and all of the buyers for Salt Lake City Corporation presented their boss, Tracey Stevens, a certificate of recognition since it was purchasing month as well as bosses night.

Karl Harward introduced the speaker, Shane Schvaneveldt, Associate Professor of Management Goddard School of Business and Economics, WSU. Shane presented "Green Purchasing: What Can We Learn from Japanese Best Practices?". Shane is a Century Institute Scholar for Technology Management and teaches in the Logistics and Operations Management program of the Goddard School of Business and Economics, Weber State University. Recently, he researched corporate environmentalism as a Fulbright Scholar in Japan, and his interests continue to focus on social responsibility issues from a supply chain management perspective.

President Julie Anderson made the following announcements:

- The 90th annual ISM conference May 8-11 in San Antonio, Texas.
- Scholarship applications need to be in to Nancy Condie by March 15th.
- Thanked Marsha Porter for making the table center pieces.
- Gave the center pieces away to the lucky members who had a sticker on the bottom of their chair.

Meeting was adjourned at 7:15 PM ☺

Satellite Seminar!!

Supply Chain Research Trends and Market Intelligence

What are the latest trends in the supply chain? How can supply professionals keep up with the rapidly changing procurement and supply environment? This satellite seminar focuses on the current state of the supply management profession and where it is heading, and includes a look at best practices, and resources for effective decision making. Supply chain experts will share their perspectives on market intelligence, including a discussion of how to recognize elements of market intelligence, and its impact on today's business world.

Place: Utah County Office Complex, (Utah State Extension Conference Room)
 8:00 a.m. to 12:30 p.m. Cost \$25.00. 4.5 Hrs. C.P.M. Points

To register, contact:

Cheryl Ransom, C.P.M., A.P.P.
 Marketing & Certification Chair
cransom@wencor.com ☎



You can register for the Satellite Seminar by Credit Card. Fax this completed form to Susan Shepherd at (801) 343-8234.

Credit Card Payment Form

\$25 Per Person

Total: \$ _____

Visa MasterCard

American Express

 (Card No.)

Expiration: _____

 (Authorized Signature)

 (Print Name)

 (Phone)



Recognition

Welcome New Members!

We would like to welcome the following New Members into our Association:

- Monica Owen - USANA
- Steven Cherecuich - USANA
- Steven Pilgrim - Mighty Lite
- Suzanne Farner - Smith Mega Diamond
- Darren Ward - Lifetime Products
- Claudine Peterson - LDS Church

If any of you notice a new face during the lunch or dinner meetings, go introduce yourself and make a new friend.

Cody Branz
 Membership Chair

Congratulations!

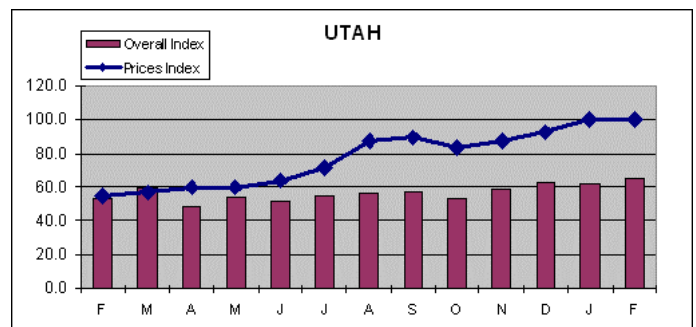
A.P.P. Certification Traci Hanks, L.D.S. Church ☎

Economic Outlook

Mountain States Data, Utah, February 2005

The business conditions index from the February survey of supply managers and business leaders in Utah increased to 65.6 from January's vigorous 62.5 and December's 63.3. Components of the overall index for February were: new orders at 75.0, production at 75.4, and delivery speed at 37.5, inventories at 62.5 and employment at 62.5. "While Utah will not add jobs at its 1995-96 pace, the job growth will be among the top in the nation for the next two quarters," said Goss. New export orders: 62.5, imports 50.0. Fastest growing export market—China.

Courtesy of Ernie Goss & Creighton University
<http://www.outlook-economic.com> ☎



PRO-D & DINNER RESERVATION FORM



RSVP

For April 14, 2005 meetings
Attention: Patty Pittman
 Vice-President
 NAPM-Utah

Please R.S.V.P. no later than 3:00 p.m. on **Friday, April 8, 2005.**

Company _____

Name(s) Attending	Member	Guest	Pro-D 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"/>
_____	<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 any of the following:

Online: <http://www.napmutah.org>

E-Mail: ppittman@lifetime.com

or pattip@xmission.com

Fax: (801)728-1921

Phone: (801)728-1259

Mail: **Patty Pittman**
Lifetime Products
P.O. BOX 160010
Clearfield, Utah 84016

MISSION

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.

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.

LUNCHEON RESERVATION FORM

APRIL NAPM LUNCHEON

Please plan on attending the April Luncheon of the 2005 NAPM-Utah Central Utah Branch on Wednesday, April 13th, at the Provo Holiday Inn, 1460 S. University Avenue (exit 266).

We have invited the candidates running for the NAPM-UTAH board member and officer positions to provide a short introduction. There will be a brief question and answer period. Afterwards, we will be casting our ballots for the nominees. These will be sealed and counted at the dinner meeting the following evening.



Ruby River will be catering the luncheon. You may choose either the Pepper Jack Burger w/ Fries or South West Chicken 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 Friday, April 8th, to Dominique Bird at Nature's Sunshine Products by fax: (801) 342-4688 or by email: dbird@natr.com. See you there!

APRIL PURCHASING LUNCHEON RSVP

COMPANY _____

MEMBERS _____

PEPPER JACK BURGER _____ SALAD _____

NAPM-Utah AFFILIATE OFFICERS 2004-2005

Officers

Julie Anderson

President
Lagoon Corp.
P.O. Box 696
Farmington, UT 84025
Phone: (801) 451-8026
Janderson@lagoonpark.com

Patti Pittman, C.P.M.

Vice-President
Lifetime Products
P.O. Box 160010
Clearfield, UT 84016
Phone: (801) 728-1259
ppittman@lifetime.com

Craig Calvert

Secretary
Granite School Dist
340 E 3545 S
Salt Lake City, UT 84115
Phone: (801) 685-4565
craig.calvert@granite.k12.ut.us

Susan Shepherd

Treasurer
Utah County
1932 N Main
Orem, UT 84057
Phone: (801) 851-8234
Ucadm.susans@state.ut.us

Tom Short, C.P.M.

Immediate Past President
L.D.S. Church
50 E. North Temple
Salt Lake City, UT 84111
Phone: (801) 240-1236
shorttj@ldschurch.org

Board of Directors

Ron B. Peterson, C.P.M.

L.D.S. Church
50 E. North Temple
Salt Lake City, UT 84111
peterersonrb@ldschurch.org

Marsha P. Porter, C.P.M.

Petersen Inc.
1527 N 2000 W
Ogden, UT 84404
Phone: (801)732-2005
marshap@petersen-inc.com

Nancy Condie

Alliant Techsystems, Inc.
4197 S 6620 W
Salt Lake City, UT 84128
Phone: (801)250-3866
nancy_condie@atk.com

Mary Kay Bonica, C.P.M.

Utah Transit Authority
9447 S 2100 W
South Jordan, UT 84095
Phone: (801) 287-4615
mbonica@uta.cog.ut.us

Julia Tumanuavo

Wencor West
1625 North 1100 West
Springville, UT 84663
Phone: (801) 489-2000
juliat@wencor.com

Lynn Weight, C.P.M.

Smith MegaDiamond
275 W 2230 W
Provo, UT 84604
Phone: (801) 818-4523
lweight@smith.com

Committees & Volunteers

Dominique Bird

Central Utah Branch Coordinator
Natures Sunshine
75 E. 1700 S.
Provo, UT 84606
Phone: (801) 342-4466
dbird@natr.com

Karl Harward

Professional Development Chair
Salt Lake City Corp.
1530 S. West Temple
Salt Lake City, UT 84115
Phone: (801) 483-6832
karl.harward@slcgov.com

Cody Branz

Membership Chair
Lifetime Products
P.O. Box 160010
Clearfield, UT 84016
cbranz@lifetime.com

Cheryl Ransom, C.P.M., A.P.P.

Marketing Chair & Certification Coordinator
Kitco Inc.
1625 N Mountain Springs Pkwy
Springville, UT 84663
Phone: (801) 489-2105
cransom@wencor.com

Tracey Stevens, C.P.M.

By-Laws Chair
Salt Lake City Corp.
451 S State Rm 235
Salt Lake City, UT 84111
Phone: (801) 535-7944
tracey.stevens@slcgov.com

Bryan Hemsley, A.P.P., CPPB

Communications Chair & Web Engineer
Salt Lake City Corp.
451 S State Rm 235
Salt Lake City, UT 84111
Phone: (801) 535-6347
bryan.hemsley@slcgov.com

Debbie Hefner, C.P.M.

Press Release Coordinator
Ogden City Schools
1950 Monroe Blvd.
Ogden, UT 84401
Phone: (801) 737-7311
hefnerd@m.ogden.k12.ut.us

Martin McBride, C.P.M., CPIM

Librarian
Martin Door Manufacturing
5640 White Wood Dr.
Bennion, UT 84118
Phone: (801) 973-9310
martinmcbride@martindoor.com

Dave Secrist, C.P.M., A.P.P.

Photographer
Salt Lake City Corp.
451 S State Rm 235
Salt Lake City, UT 84111
Phone: (801) 535-6309
dave.secris@slcgov.com

Susan Fowler, C.P.M.

Name Badge Coordinator
Nichols
6476 W King Valley Rd
West Valley City, UT 84128
susanf@nicholsinc.net

John Carpenter

Employment Coordinator
The Canyons
Phone: (435) 615-3331
jcarpenter@thecanyons.com

Anna Worthington

Newsletter Editor
Tesoro Refining Company
Phone: (801)521-4842
aworthington@tesoropetroleum.com

James T. Phillips, C.P.M.

Leadership Chair
UDOT
4501 S. 2700 W.
Salt Lake City, UT 84114
Phone: (801)965-3836
jamesphillips@utah.gov

Vacant Position(s)

Historian

Please contact Julie Anderson at (801) 451-8026 if you are interested in the vacant position.

NAPM-Utah

GORDON BURT AFFLECK AWARD

NOMINATION FORM

2005

The following committee members encourage your participation in nominating candidates for the 2005 Gordon Burt Affleck Award as NAPM-Utah Purchasing Professional of the Year.

Name	Telephone No.	Company/Address
Bert R. Holfeltz, C.P.M. Committee Chair Email: bholfeltz@juno.com	801 355-2114	307 "E" Street Salt Lake City, Ut 84103
Tracey K. Stevens, C.P.M., CPPB Committee Member Email: tracey.stevens@slcgov.com	801 535-7944	Salt Lake City Corp. 451 South State Room 235 Salt Lake City, Ut 84111
Kathlyn A. Moore, C.P.M. Committee Member Email: moose7@xmission.com	801 566-3232(W) 801 278-1113(H)	3691 Oak Rim Way Salt Lake City, Ut 84109

Applications are due by Thursday, May 12, 2005.

Please complete the attached form and forward to anyone of the committee members. The attributes outlined will be used in determining the recipient for this year. If more space is needed, continue on a separate sheet of paper, using the corresponding paragraph number for reference.

Nomination for Gordon Burt Affleck Award Form

Nominee Name

Date

Nominated By

1. Company Affiliation

A. Name of Employer

B. Address of Employer

C. Telephone Number

D. Job Title

E. Number of Years in Purchasing

F. Scope of Responsibilities

2. Association Activities (Include local, district, national)

A. Date Joined NAPM-Utah

B. List offices held/When

C. List Committee Service/When

D. Teaching and/or Arranging Seminars/Workshops to Improve Professionalism

E. Date received C.P.M. Certification

3. Related Purchasing Activities (Non-NAPM)

A. Publication of Articles and/or Books on Professionalism

B. Offices Held

C. Classes Taught/Organized

D. Company Activities (Contributions to Company, Restructuring Department/Functions/Teaching/Organizing Education Programs)

4. Business, Civic and Fraternal Activities (Give Brief Resume of Offices Held and Services Rendered)

5. Honors Received (Professional, Business, Civic and Others)

6. Intangibles (Personal Qualifications, Leadership Strengths, Recognition to Profession, Unselfish Efforts to Profession)