

NAPM-Utah Good News

Congratulation to Bryan Hemsley on receiving the Gordon Burt Affleck award.



Announcements

September 14, 2006
 Red Lion Hotel, 161 West 600 South
 Pro-D, Track A: Cheryl Marzec, "ISO 2000 Update"
 Pro-D, Track B: Brinton Burbidge, "How to Avoid Legal Sandtraps of Public Purchasing"
 Dinner Meeting: Kimball Bullington, "5S for Purchasing"

As we start a new year in NAPM-Utah, there are always goals that you hope to accomplish. This year, we have an excellent team of volunteers eager to help, and I'm excited and looking forward to working with them.

We will be implementing an Orientation Program for all New Members or anybody that wants to attend. The focus of this meeting will be to explain all the benefits of being a ISM and NAPM-Utah Member, as well as introduce officers and answer any questions the new members may have. Our first meeting will be on September 14th, during the normal Salt Lake meeting. We will give the new members a time that this will take place. If you would like to attend this orientation, please let one of us on the Membership Committee know. If you have any questions or recommendations for the Membership Committee, please let us know.

We look forward to working with you.
 Cody Branz

In This Issue:

- ❖ NAPM Utah Good News 1
- ❖ President's Message 2
- ❖ The V.P.'s Comments 3
- ❖ Pro-D 4
- ❖ Board of Director's 5
- ❖ Educational Chair 6
- ❖ Central Utah Coordinator 7
- ❖ Central Utah Luncheon R.S.V.P. 8
- ❖ R.S.V.P. Meeting Notice 9
- Directory of Officers..... 10 &

Affiliated with:



President's Message

Some of my background in ISO 9001 reminds me to consistently provide honest feedback to the people! Under ISM's suggestion & Patti Pittman's strategic direction in 2005 - 2006 we got valuable speaker feedback. This year we hope to continue that practice by providing more of what the members want. We have learned to provide a break-out session during our Pro-D hour. We learned to continue bringing in revenue to support our strategic plan. We are focused on gaining net memberships, not just new members. Where other affiliates are losing their members, we are gaining, perhaps due to our listening to your needs, the members. Remember it's your association as much as it is mine. I look forward to continue to strength our financial position this 2006 – 2007 year.

We had a wonderful NAPM Utah retreat on August 4, 2006. We want to share the feedback from our Ice breaker questionnaire. We had over 90% in attendance and feedback from 20 people at our summer retreat at the Canyons Hotel in Park City. The following feedback becomes a valuable tool to learn from the past:

Question 10: In our NAPM Utah History, name one of the great leaders of the past? Why?

Top three answers were: Patti Pittman 6 ½ (friendly, good leader, great organizer).

Gordon Burt Affleck 6 (was recognized locally & nationally & contributed greatly), No Comment 6. (other honorable mentions: Rick McGurk, Cheryl Ransom, Tom Short, Tracy Stevens).

Question 14: If cost were not an issue, what one speaker would you like to see come speak to our group? Why?

Top three answers were: No comment 7, Stephen R. Covey 3 ½ (good principles; two year wait for him to possibly come to our pro-bono event, we'll keep trying), Hyrum Smith 2 ½ (great speaker).

Question 15: What is one reason you joined NAPM Utah?

Top three answers were: Become C.P.M. or Education 8, Networking 7, No comment 5.

Question 17: Name one speaker or event from 2005-2006 that you really liked? Why?

Top three answers were: Jeff Thredgold 8 (kept my interest, entertaining & positive, I like economics), Jim Phillips 4 (entertaining, energy, interesting to listen to), No Comment 4. (other honorable mentions: Alan Bergstrom (how to give a speech), Elaine Whittington (single source), Stan Fawcett (total order performance), Herb Shields (Qualities of a Successful Purchasing Manager), Wesley M. Bitters (Leadership), Michael Harding (one-day Lean Purchasing), Mark Brown (MRO), Dave Walker (six-sigma), Steve Cherecwich (excel training), Glen Putnam (quality audits), Chris Roybal (Utah economy & job growth projections), Richard Rieke (negotiation), Cynthia Wallin (inventory), Paul Novak (ISM CEO strategic plan) and Ann Darling (Listening).

Question 20: Over-all evaluation of this summer retreat?

All answers were:

- A. Great or productive 5 (very nice – good length of time, productive)
- B. Good 4 (a very good meeting to get us in gear for 2006-2007. Beginning of meeting and intro was a slow progression. Please introduce all in attendance – at the start.
- C. Excellent 3 (nice to see committees tell us what they have planned).
- D. Good! 2 (very good. I learned a lot).
- E. First Time 2 (It seemed that everyone was involved; good to meet people to get to know them, informative).
- F. Good direction 1 (helpful & valuable time spent).
- G. Excited 1 (excited about committees, well organized).
- H. Very Worthwhile 1 (very worthwhile meeting – Thank you)
- I. No Comment 1.

Jeff Palmer, C.P.M.



Vice President's Message

Hi Everyone!

I was lucky to have been one of the five that went to the ISM National Leadership Training Workshop in Las Vegas this past summer and we have come away with some good ideas for this next year. As the new Vice President, I am ready to serve our NAPM Utah affiliate and use the training I gathered from our workshop. I welcome the challenge these new responsibilities, required for the position of Vice President, will bring in expanding my horizons this coming year.

I would like to pass on something I have up at my work station about Winners and Whiners...

The difference between **WINNERS** and **WHINERS** is ---

The **Whiner** says, "I don't know, and I'm sure nobody else knows, either."

The **Winner** says, "Let's find out."

When a **Whiner** makes a mistake, he says, "It wasn't my fault."

When a **Winner** makes a mistake, he says, "I'm responsible, and I'm going to see what can be done to set things right."

When a **Winner** makes a commitment, he honors it.

When a **Whiner** makes a promise, he keeps it if he doesn't change his mind.

A **Winner** feels responsible for more than his job calls for.

A **Whiner** says, "That's not my department."

A **Winner** says, "There ought to be a better way to do it."

A **Whiner** says, "That's the way it's always been done, why change?"

A **Winner** paces himself and rarely bites off more than he can chew.

A **Whiner** has only two speeds – hysterical and lethargic.

A **Winner** says, "I could do a lot better, and I'm going to try to improve."

A **Whiner** says, "I'm not as bad as a lot of other people."

This coming year I welcome ALL comments on how we can improve and better our affiliate in serving you, our fellow members. Remember, we are here to serve YOU and meet YOUR needs. Please feel free to email me any opinions, ideas, or concerns you may have at juliat17@gmail.com or juliat@wencor.com.

May we all be WINNERS this year in all we do!

Let's have a Great Year!

Julia Tumanuvao
Vice President

Letter from the Pro-D

PRO-D MESSAGE

Hello again from Steven Cherecwich, your Pro-D Chairman for 2006-2007. Last year when we started planning for this one, your executive committee realized that we were missing out on a need that had to be realized.

Part of it is my fault, it's true. My background is manufacturing. I've been a manufacturing purchaser for over 12 years now. So, I must admit, there are certain areas of the procurement realm that I know squat-diddly about. Those realms include government, city, state, and those lovely 50 page contracts that go with them.

As a result of that need, we've asked Phil Johnson, from the Granite School district to help us round out the schedule a bit with some non-manufacturing speakers. That of course leads to other dilemmas! Where to put these extra speakers? When to invite them? What topics?

Most months, during the Pro-D timeframe from 4:30-5:30, you will have two choices. For example, during September the non-manufacturing speaker (or Track B) will be Brinton Burbidge, Attorney at Law for Burbidge & White. Mr. Burbidge also just happens to be on the board of directors for the Jordan School District. He will be talking about "How to Avoid Legal Sand Traps of Public Purchasing".

Our Track-A (or Manufacturing) choice will be Cheryl Marzec. Ms. Marzec spoke to our organization back in 1991 about ISO 9001:2000, and the manufacturing industry has changed a lot over the last six years. I often see these numbers on company business cards, but I wonder just how useful these certifications still are in an FDA controlled world.

Our dinner speaker will a little meatier, but it was the best time for him to come in. I attended Kimball Bullington's speech during the 2004 International Conference, and he spoke on "5S Systems". While you may think at first this is strictly manufacturing, I bet you'll find these tactics of organization can be applied virtually anywhere – from the production floor, to a school classroom, to your own desk.

It's going to be an interesting year, and I hope to see you along for the ride!
Please feel free to email me at any time, nadm@us.usana.com



--Steven

Welcome back Members,

Welcome back Members,

I hope you had a great summer.

I am excited to begin the New Year with our Association. I know that your new board members had a great training conference in Las Vegas. We have also met as a board at a 4 hour retreat and a lot of good things were put into action.

One of the main concerns is keeping our existing members happy, providing them with the tools to do their job, and networking opportunities. A big push for us this year is to get new members on board. The more diverse we become, the better we are able to learn from each other.

On the back of each newsletter and in the website, there is a directory of ways to get a hold of any of the board members, we would welcome, questions, comments and criticism, that is the best way to know that we are meeting our goal - by meeting your needs and goals.

Let's have a great year...

Patti



As we start a new year in NAPM-Utah, there are always goals that you hope to accomplish. This year, we have an excellent team of volunteers eager to help, and I'm excited and looking forward to working with them.

We will be implementing an Orientation Program for all New Members or anybody that wants to attend. The focus of this meeting will be to explain all the benefits of being a ISM and NAPM-Utah Member, as well as introduce officers and answer any questions the new members may have. Our first meeting will be on September 14th, during the normal Salt Lake meeting. We will give the new members a time that this will take place. If you would like to attend this orientation, please let one of us on the Membership Committee know.

If you have any questions or recommendations for the Membership Committee, please let us know.

We look forward to working with you.

Cody Branz

Education Chair

I'm excited to announce the Satellite Seminar series for 2006-07. There will be two locations: One in Utah County and one in Salt Lake County. NAPM-Utah/ISM can offer a northern Utah site if the facility has "C" band capabilities.

MARK YOUR CALENDARS NOW TO ATTEND!

Thursday, October 12, 2006

Finance for the Supply Professional:

Understanding finances and the ability to use financial ratios and concepts have become critical to the success of each supply professional. The key to understanding, application and decision making lies in knowing what to look for and how to interpret and use what you find. This program will explore balance sheets, income statements, profit and loss, cost control, credit ratings, annual reports, financial ratios, spend analysis, cost reduction and other topics related to finance.

Thursday, February 8, 2007

Critical Business Skills for Effective Supply Chain Leaders To be successful in today's complex business environment, supply managers are challenged to reach beyond traditional business functions such as finance, marketing and procurement and into operations, customer relationship management and process design. As a supply professional you need an expanded set of business skills, including soft skills in critical thinking, interpersonal skills, time management, motivation and more.

Seminar will look at the skills top management identifies as critical today and discuss the implications for supply professionals.

Thursday, April 19, 2007

The Business Case for Diversity in a Social Responsibility Context

While the concept of diversity is not new, it has become more complex and reaches into all layers of the organization. Over time, diversity management in business has transitioned from an emphasis on "achieving the numbers" into an essential business strategy. Commitment to opportunities for a diverse supplier base and commitment to a diverse workforce are key components to attracting the best suppliers and employees while ensuring business success. Discussion topics will include building goals and measurements across the organization, how supply managers plan a key role in encouraging supplier commitment to diversity programs, and what a model program might look like.

Thursday, June 7, 2007

Project Management for Supply Professionals.

How often do you find yourself in the role as a project leader or as a project team member? What does it take to be a leader or a team member?

This program will look at the steps in beginning a project and seeing it through to completion, from the eyes of supply managers who have been there. Included in the discussion will be information on team building, leading and mentoring and other project-related topics..

Central Utah Branch Coordinator

Welcome back! We hope you had an enjoyable summer with your family and friends.

It's that time of year again to learn and network with our colleagues in the Purchasing profession, make some new friends, and touch base with those we've known for awhile.

The summer planning workshop up at The Canyons for the 2006-07 year was very good! We have some great things lined up for the coming year to further the knowledge and expertise of NAPM-Utah members.

In Utah County, we're kicking off the [year with something different](#) in September. [And, though we're veering this month from our regular list of topics, we think you'll find this presentation interesting and valuable to you and those with whom you may share this information.](#)

Our luncheon speaker will be Chris Reed, President of Search and Rescue for the Utah County Sheriff's Department. His slide presentation will be on "Back Country Safety," a topic that suits all people, young and old, who ever have or ever will venture into Utah's well-known and not-so-well-known mountainous territory.

Chris brings with him 30 years of rescue experience. His certifications include: Advanced Open H2O Scuba Rescue Diver, Level 2 Swift Water Rescue Technician, Mountain Rescue Certification, Ham Radio Operator-Gen class, Man Tracker Certification, and Canine Unit Training. He owns and operates a Hummer, Hovercraft, Jet Ski, ATV, and Snow Mobile.

When he is not looking for someone in the mountains or lakes, his full time job is as Design Engineer for Smith MegaDiamond.

PLEASE NOTE: Starting with October, we will move our luncheon day to the third Wednesday of each month. You'll get a reminder.

We look forward to seeing your smiling face this month and at all upcoming lunch meetings in Provo.

Susan Maass





WELCOME BACK

Fall is almost here and it's time to get back into the NAPM-Utah swing of things. Please plan to attend the September Luncheon of the 2006-2007 year of NAPM-Utah for the Central Utah Branch, on Wednesday, September 13th, at the Provo La Quinta Inn, 1460 So. University Avenue (exit 263).

Our special guest for September will be Chris Reed, President of Search and Research for the Utah County Sheriff's Department. He will share an educational slide presentation focusing on "Back Country Safety." He brings with him 30 years of experience and certifications on every level of rescue operations. Chris's other full time job is Design Engineer for Smith MegaDiamond.

Ruby River will be catering the luncheon. You may choose either the BBQ Beef Sandwich with fries, OR Peppered Salmon with Baked Potato. Please indicate your choice(s) below. Salad will be served at 11:45 a.m., followed by the entrée around noon.

Please RSVP by Friday, September 8th, to Susan Maass at Smith MegaDiamond by fax: (801) 818-4551, or by email: smaass@smith.com. See you there!

SEPTEMBER LUNCHEON RSVP

COMPANY _____

MEMBERS _____

BBQ Beef _____ Salmon _____



RSVP

For September 14, 2006 meetings
Attention: Steven Cherecwich
Pro-D Chair
NAPM-Utah

Please R.S.V.P. no later than 3:00 p.m. on **Friday, September 8, 2006.**

Company _____

Name(s) Attending	Member	Guest	Pro-D Workshop (4:30)	Dinner (5:30)
_____	<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:

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Fax: (801)954-7566
Phone: (801)954-7989

Mail: Steven Cherecwich
 USANA Health Services
 3838 W. Parkway Blvd
 Salt Lake City, Utah 84120

MISSION
 NAPM-Utah serves as a center of excellence in the development of supply management.

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.

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Please contact Patti Pittman at (801) 728-1259 if you are interested in a volunteer position.

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