



http://www.napmutah.org

SPECIAL NOTE: LUNCHEON Meeting this month in Salt Lake City - (no dinner)

February NAPM Meeting

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Thurs. Feb. 14, 2008
Seating to start at 11:30 AM

Radisson Hotel, Salt Lake City, Downtown
215 West South Temple, SLC
Room: Wasatch 4
Menu: Dinner Salad & Vegetarian Pasta Lunch
Complimentary Parking at Hotel during Event

Speaker: Jim Defa, Purchasing Manager, Varian Medical Systems

Subject: "How Varian Medical Manages Inventory"

RSVP early to insure a seat!

JIM DEFA

For the past thirty years Jim has held senior engineering, purchasing, and manufacturing management positions in the mining, aerospace, computer, and medical equipment industries in both domestic and international locations. Jim has earned BS Equipment Engineering, BS Business Administration, and MBA (**Specialization in International Economics**) degrees from the University of Utah and Westminster College of Salt Lake City. His professional certifications include C.P.M, A.P.P, and CPCM. On his return to Varian Medical Systems in 2001, Jim held the title of Purchasing Manager for X-Ray Tube Products and currently holds the title of Manager, Purchasing & Strategic Sourcing for Varian Medical Systems. His focus is on strategic supply chain strategies relating to consignment inventories, supplier consolidation, R&D development projects, and dedicated logistic contracts for the Varian's, Salt Lake City X-Ray tube manufacturing facility.



President's Message

For February, the month of **Love**, I researched how to bring love into the workplace. I found "Leadership: What's Love Got to Do With It?" by Lisa Earl McLeod, which presents some great ideas. Here are excerpts from her article.

"We want to love our jobs. Yet if you bring up the L word in the context of leadership, people get uncomfortable.

Bringing love into the workplace doesn't mean group hugs. Love is one of the most effective and efficient business strategies that ever existed. And infusing love into an organization delivers a better ROI than any other single investment you can make.

We find extensive research in mega-bestsellers *Good is Great*, *How Full is Your Bucket*, and *Vital Friends* that provide clear evidence that the leaders who proactively put love into their work are significantly more successful than those who don't. When you show up with your heart, your mind works at a much greater capacity than it does on the days when you leave your heart at home.

Love has been the cornerstone of every successful venture since the dawn of time. From the American Revolution to Apple Computer, the great ones are always fueled by love -- by people who love what they do and who love the people they do it with.

Our reluctance to embrace love as a business strategy is rooted in three common misperceptions: Feelings don't belong in the office; love is mushy and therefore un-measurable; and loving your employee's means letting them off the hook.

Emotions are at the root of every human endeavor. There comes a point when we have to get past our discomfort, and openly admit that success or failure is determined by the way that people feel. Emotions lead to thoughts, thoughts lead to words, and words lead to action. It's not a leader's job to minimize feelings. It's a leader's job to create systems that ignite positive ones.

Measuring love isn't really about how much the employees love the boss, but it's about how effectively the boss loves the employees. Leaders who know how to love make a practice of setting crystal clear expectations. They give consistent and accurate feedback and they provide people with the tools they need to get the job done. They set their team up for success. It's about taking the responsibility for creating the conditions that will bring out the best in others. It's not just about what you say; it's about what you actually do.

The true measure of love in leadership is how well your team understands the work needing to be done and the significance of their role in the big picture.

Perhaps the most fatal misperception about love and leadership -- which is that loving people means letting them off the hook. Nothing could be further from the truth. In fact, making the decision to love your people and your organization doesn't mean lowering your standards for them, if anything it means raising them. The very nature of love is all about mutual accountability. When you love someone you expect them to give you the best of what they've got. And if they don't, you care enough about them to let them know exactly how they can improve in the future.

Continued on next page

President's Message *(continued)*

Infusing love into your organization is just as challenging as infusing love into your family or any other relationship. And you don't really master the art of love until you stop thinking of it as a noun, and start practicing it as an active verb.

Love is the strategy that leaders need to apply to their own actions. Organizing your business around the discipline of love is no easy feat, but the payoffs are very measurable and real.

So let discomfort go away. The real secret of lasting success is taking a good long look in the mirror and deciding that your people and your organization deserve a leader who has the courage to stand up and love them."

Not everyone is in their 'ideal' job and can go to work happy every day. If we look for things that we can improve about ourselves and how we perceive our jobs, using "love" as an action verb, we may see improvements daily. ***"If you can't be in the job you love...Love the job you're in (or the way you do it)."***

We have some great speakers lined up for the next few months. Elections are coming up in April. We'll announce the positions becoming available at the February meetings. Please volunteer to be a member of the Board



Happy Valentine's Day!

Julia Tumanuvao, A.P.P.

NAPM Utah Chapter President 2007-2008

Central Utah Branch News

We would like to thank Eric Vernon, General Counsel for The Wencor Group for speaking at our January 2008 Provo luncheon. He presented a great topic on negotiations.

On February 20, 2008 we have another great speaker on schedule for our NAPM Utah Central Branch in Provo. Dr. Stephen Covey will speak on Ethics and Social Responsibility. Please **RSVP as soon as possible** since seating is limited. You can **RSVP by e-mailing santoso@kitcodedefense.com no later than February 7, 2008.**

February 20, 2008, Central Utah Branch Luncheon (11:30)

Special Guest: Dr. Stephen R. Covey, internationally respected leadership authority, teacher, consultant, and author.

Seating reserved for NAPM members that **RSVP by Feb. 7th**
\$30 for non-members, by reservation only

No walk-ins or unconfirmed guests

Be on time, doors close at 12:00 noon

Provo La Quinta Inn, 1460 South University Ave., Exit 263



VP Corner

WANTED: Enthusiastic Purchasing & Supply Chain Professionals

Description:

In the next several weeks, a variety of leadership and mid-level positions will become available in the Salt Lake and Provo area. The opportunity to fill these positions is reserved strictly for NAPM-UTAH members. Once these positions officially become available, the time frame to apply and interview will be limited and I want you to be ready and prepared to throw your name in the hat, so here's what will be needed:

- 1) An organized and dedicated person that likes to work with numbers, money and people. Experience with basic budgeting and P&L statements is preferred but not required.
- 2) Three (3) individuals that work well with management and staff and can help make decisions. The ideal candidate is looking for an opportunity to lead, to get more involved or perhaps just looking for a way to get their foot in the door.
- 3) A person who has been involved in NAPM-UTAH in the past and who is ready to not only have some fun but also share their time and experience with others. The ideal candidate is either an experienced leader or a person looking to learn leadership skills. Good communication and attitude are necessary. C.P.M.'s are encouraged to apply. This person must have previously held the position of the Treasurer, Secretary, Board of Directors, Professional Development Committee Chair, Membership Services Chair, Communication Committee Chair or Marketing/Public Relations Committee Chair.
- 4) A number of individuals with the willingness and eagerness to assist with small or large

projects on a one-time basis or long term. The ideal candidate knows how to take an assignment and run with it or the ability to work with a team to make things happen!

Minimum Requirements:

DO YOU match up with any of these requirements? Are you willing to lead or assist; to roll up your sleeves and make a difference; to serve as the catalyst to make things happen? If so, please seriously consider applying for one of the positions listed below.

If you've read this far, you might have realized what this article is addressing, our upcoming NAPM-UTAH Elections! I've tried to be creative in getting your attention but the truth is NAPM-UTAH desperately needs you to help keep our association "one of the best in the country." This year we will be electing a Vice President, a Treasurer and (3) Board Members (in addition to appointing several Committees and other assignments in the late spring & early summer.) All of our positions are volunteer positions and some require more commitment than others. However, all of them make a significant impact on our association, our members and ultimately provide an opportunity to benefit the person who volunteers.

There is also an opportunity to attend a sponsored Leadership Training in Las Vegas this summer for these new leaders, if interested. Patti Pittman and Julia Anderson will be leading the Election Committee this year but don't wait to be asked, give them a call or send them an email and put your name in the hat TODAY! WE NEED YOU! (Reach Julie at janderson@lagoonpark.com, or Patti at pittmapm@westinghouse.com)

Here's to our FABULOUS Volunteers!

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



Vice President NAPM-UTAH

ELECTIONS

Members of NAPM-Utah,

I have been asked if I would chair the Utah elections for the upcoming year, I am excited to find volunteers that are ready and willing to give back to our association. I have held many different positions, and I can honestly say I have enjoyed working with each board. Most positions work on teams, which makes it easier to bounce off ideas, and assign out responsibilities. I promise you a year or two of gratifying work, and you'll be surprised how fast the time flies when you work with such great people. I was a part of the board when Tracey was the President last time, and she runs a top notch

organization. If you are interested, please get with me or Julie Anderson. Between the two of us, we can give you more information and answer any of your questions. I have always been proud to be a part of this great association.

Thanks in advance,

Patti Pittman
cell - 435-720-2328
fax - 801-731-4538
home - 435-723-7447
work - 801-732-2271 (direct line)

Term of the Month

Integration Clause

Contract provision specifying that the entire agreement of the parties is reflected in a particular written document; also referred to as a "merger" clause on the assumption that all prior communications between the parties have been merged into the final contract. Often called the "entirety" clause in contract language

A different Term of the Day is posted on the ISM Home Page (www.ism.ws) each day –

7 days a week. The Term of the Day is taken from the ISM Glossary of Key Supply Management Terms

Computer tip of the Month

By Steven Cherecwich

Topic: Outlook on Organization

When you look at your Outlook Screen, do you see too many files and folders that you just don't need? Take a look at Picture One, and see if it doesn't look a bit clunky....there are just too many folders!

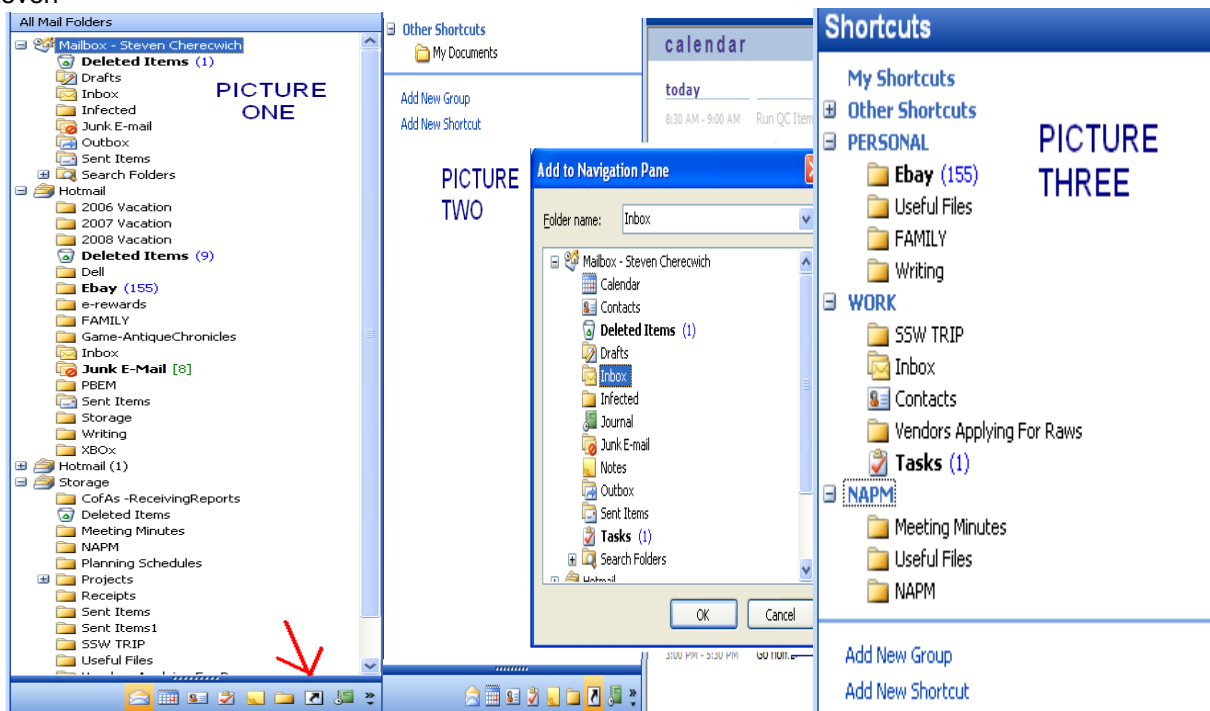
But! There is a way to organize your most commonly used ones in a simple gathering place. The first thing you need to do is find your shortcuts button. See the red arrow in Picture One? If the button isn't there, try clicking those little double-arrows right next to it.

You'll see a screen that looks a lot like Picture Two. If you click the "Add New Shortcut" button, you can add in a link just to one folder. From there, go ahead and add a few groups. Then add some more shortcuts.

As a last step for organization, you can drag and drop any of the folders and any of the groups. So go ahead and arrange things in a manner that's best for you. Move things up and down the list as you see fit. Two important things to take notice are that you can put a folder in more than one group, and also that the folders don't have to be in alphabetical order.....put them in the order you find best!

As always, feel free to contact me with any questions at scherecwich@napmutah.org

Thanks,
Steven



NAPM-UTAH Members you are invited to attend:



Fair Trade - Why it Matters to YOU !!!

Jacqueline DeCarlo, Author of [*Fair Trade: A Beginner's Guide*](#)

February 12, 2008 7:30 to 9:00 p.m.

Gore Auditorium, Westminster College, Salt Lake City, Utah

Free admission to the public

Sponsored by Net Impact, Ten Thousand Villages and Westminster College

Through her travels and experiences with Third world artisans, Jacqueline has come to understand first-hand the benefits of Fair Trade relationships to both producers and consumers. Convinced that Fair Trade offers a sustainable and empowering framework for understanding consumption and trade, Jacqueline returned to the United States determined to help educate businesses and consumers about Fair Trade's power and potential. She has since worked as the Executive Director of the Fair Trade Resource Network and currently serves as Program Adviser on Fair Trade to Catholic Relief Services.

For more information on social responsibility, see [Net Impact Salt Lake City Professional Chapter](#)



Sponsoring Organizations

As always, The Continuous Process Improvement Symposium will feature the latest breakthroughs in using an integrated approach of the three predominant improvement/management philosophies, The Theory of Constraints, Lean, and Six Sigma.

For 2008, the specific theme will be "Securing the Future of Your Organization". The Fox Awards will again be presented.

Last year we had over 250 in attendance. The breakdown was; 35% military, 20% Aerospace contractors, with the remaining 45% from misc private industry organizations. The positive feedback was overwhelming, so we anticipate a larger crowd this year.

Nonprofit Sponsors

Receive Recognition and visibility

- 8' table with space for your table-top exhibit
- Logo and link prominently placed on conference web site
- 1 complimentary registration for table
- Discounted registration fee for all members

Event Support by

- Advertising with members via email and organization newsletters
- CPI Symposium Logo prominently posted on website with link to Symposium website

WSU will be sending "save-the-date" mailers out soon, so they need a current listing of your member's information. (confidentiality ensured)

Please let me know if you have any additional questions.

Thanks for your support,

Scott F Jensen CPI Symposium Committee Chair PH: 435.225.3700