

Robert Tipton

From: NAPM-Tulsa Board of Directors [robertt@controlvalves.com]
Sent: Thursday, March 27, 2008 5:06 PM
To: Robert Tipton
Subject: NAPM-Tulsa April 2008 Newsletter



News & Views

April 2008

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Greetings from NAPM-Tulsa

Dear Member,

If you were able to attend our March program, featuring Mr. Yu Shuai, then I know you enjoyed the session and hopefully took away some great concepts to help you (and your company) in future negotiations with the Chinese. Our follow-up survey, which was sent to most of the 50 attendees, indicated that the program met or exceeded the expectations of our members and guests.

Also, in a question about future topics of interest, negotiations and inventory control ranked highest. Ethics was also a topic of strong interest. Most respondents indicated that they prefer evening

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meetings, but wouldn't mind 1-2 breakfast and 1-2 lunch meetings during the year. Thank you for your feedback! The 2008-2009 Board of Directors will use this information to plan the calendar for September forward.

We have two events in April, both of which are free of charge for NAPM-Tulsa members (guests are \$25.00). On April 8, we will be touring the QuikTrip Corporation headquarters and learning about some supply management strategies the company has deployed. I am excited about this tour and program. We will even get a glimpse at their on-site fuels trading floor.

On April 17, we will be hosting a seminar via satellite entitled, "Supply Management's Role in Sustainability." More information about both events, along with the registration forms, is available on our website at www.napmtulsa.org.

Don't forget that the ISM International Conference & Exposition is May 4 through May 7 in St. Louis. I strongly encourage you to visit www.ism.ws to read more about this conference. I can assure you that you won't be disappointed, if you are able to attend. ISM will also be offering the C.P.M. and CPSM exams during the conference, along with the first opportunity for C.P.M. holders to take the CPSM bridge exam.

I look forward to seeing you in April!

Sincerely,

Robert E. Tipton, C.P.M., A.P.P.
2007-2008 Chair

New Members

This month we have joining us two new members, a student member, and a former member. We would like to welcome the following to NAPM-Tulsa!

Danny Fridell - LaBarge
Billie Akauola - ConocoPhillips
Mukesh Vohara - Oklahoma State University
Rick Brogdon - Cameron

[C.P.M. Quiz](#)

[2007-2008 Board of Directors](#)

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2007-2008 CALENDAR *

Apr. 8 - Annual Plant Tour
QuikTrip Corporation
Lyndon Becker, Corporate Purchasing Manager
5:15-7:15 PM
FREE to members!

Apr. 17 - Satellite Seminar
9:00 AM - 1:30 PM
"Supply Management's
Role in Sustainability"
TPS Educ. Svc Ctr
FREE to members!

May 4-7 - ISM International
Conference & Expo
St. Louis, MO

May 13 - Monthly Program
and Annual Meeting
5:15-6:45 PM
Embassy Suites
FREE to members!

June 10, 2008 - Annual Golf
Outing
9:00 AM - 2:00 PM
Forest Ridge
\$95.00/person

June 10 - Monthly Program
W.L. "Bill" James Award
5:15-6:45 PM
Embassy Suites
FREE to members!

** Dates and times are tentative. Please watch future newsletters and our website for the latest details.*

JOB POSTINGS

NAPM-Tulsa currently has the following job postings on the website.

Accounting Principals
Materials Planner
Sr. Purchasing Agent
Purchasing Manager
Buyer
Buyer/Estimator

NAPM-Tulsa 2008 Golf Outing

Mark June 10th on your golfing calendars!

The annual golf outing will again be at Forest Ridge with a 4-person scramble format. Shotgun start at 9:00 AM. Registration fee is \$95 per person which includes green fees, cart and lunch.

[Click here](#) for more information and to register.



Air-X-Changers
Planner/Buyer

ConocoPhillips:
Analyst-U.S. Export
Compliance (located in
Bartlesville)

Linde BOC Process Plants:
Material Control Manager
Expediter
Project Buyer
Traffic Coordinator

Helmerich & Payne:
Sourcing/Procurement
Analyst

The NORDAM Group:
Buyer Specialist
Planner/Buyer II

Yuba Heat Transfer LLC
Buyer
Outsource Supervisor

More information on these openings as well as links to online sites can be found on our website at www.napmtulsa.org.

NSU Supply Chain Management Degree Programs

For those of you who are considering a college degree or know of someone who is, please remember that NSU now offers two new degree programs in supply chain management.

The Bachelor of Business Administration in Supply Chain Management provides a comprehensive management education. [Click here](#) for a general outline of courses.

The Bachelor of Technology provides an education in supply chain management from an industry/service perspective with emphasis in the on-hands skilled applications. [Click here](#) for a general outline of courses.

DO YOU KNOW?

Here are sample questions from each C.P.M. test module (answers are below):

1. Describes the supplier's ability to conform to specifications.
A. Technology
B. Quality
C. Delivery

Door Prizes

While we think the monthly programs already offer a lot to our members, we decided to make things a little more interesting. We will be giving out a gift card, such as a QuikTrip gas card, for two different drawings at each monthly program. Here are the rules for the drawings.

Membership Drawing:

- You will get one ticket to enter the drawing just by attending the program.
- You will get a second ticket to enter the drawing if you wear your NAPM-Tulsa nametag. **If you need a nametag, email the Membership Chair Linda Enos linda.enos@dtag.com.**

Bring a Guest Drawing

- You will get a ticket for a separate drawing if you bring a guest or guests and the guest will also get a ticket for the drawing. Although you can bring the same guest as often as you want, you can only enter this drawing once with that guest.

April 8th Plant Tour QuikTrip

Instead of the usual dinner program, our April program will be a tour of the QuikTrip facilities with a BBQ dinner after the tour. **The timing is important due to**

the security of the facility so you must arrive no later than 5:15 p.m. Be prepared to show a photo ID. Lyndon Becker, QuikTrip Corporate Purchasing Manager, will be on hand to speak and for Q&A.

Place: QuikTrip, 4777 S. 129th East Ave. It's on the east side of 129th E. Ave. between 41st and 51st Street South.

Date: Tuesday, April 8, 2008

Time: 5:15 PM Clear security and begin tour
6:10 PM Speaker, Lyndon Becker, and

Q&A
6:30 PM BBQ Dinner
7:15 PM End

NAPM members can attend free and bring guests, however guests will be charged \$25 at the door.

Registrations are now being taken online by [clicking here](#).

If you are unable to follow the above link, you can RSVP by calling or emailing Robert Tipton at (918) 610-2540 or robertt@controlvalves.com.

One continuing education hour (C.E.H.) is available for attendees.

April 17th Satellite Seminar

The April satellite seminar will be April 17th on *Supply Management's Role in Sustainability*

The topic of "sustainability" has leapt into corporate boardrooms, raising questions of the company's social responsibility and environmental practice, policies and decision-making. Questions find their way to supply management and challenge us to explore how our suppliers are dealing with sustainability. The program looks at sustainability elements in contract language, supplier audits, regulations, reporting requirements and compliance. It will also cover how to keep upper management informed on sustainability - and the supply manager's role in addressing these issues.

It will be held at the Tulsa Public Schools Education Service Center on 31st Street between Yale and Harvard. You should arrive by 8:45 a.m. and the seminar broadcast begins at 9:00 a.m. and ends at 1:30 p.m. The seminar lasts for 4 hours with a lunch break. A boxed lunch will be provided.

This is free to NAPM-Tulsa members and \$25 to non-members.

D. Service

2. The quality application of statistical techniques to control a process.
 - A. Acceptance testing
 - B. Tolerance stack-up
 - C. Inspection process
 - D. Statistical process Control

3.

Used as a continuous improvement tool to determine the degree of improvement required.

- A. Gas analysis
 - B. Delta
 - C. Deviation
 - D. Benchmarking
4. Key process used to assist organizations in developing strategic plans.
 - A. Benchmarking
 - B. Management by objective
 - C. Best practices
 - D. SWOT analysis

Questions taken from *The Purchasing and Supply Manager's Guide to the C.P.M. Exam* by Fred Sollish, C.P.M. and John Semanik, C.P.M.

To read more about the CPSM and view a PowerPoint presentation, visit ISM online at <http://www.ism.ws/certification/content.cfm?itemnumber=5722&navitemnumber=5618>.

2007-2008 Board of Directors & Committee Members

Chair

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OCV Control Valves
robertt@controlvalves.com

Vice Chair

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The NORDAM Group
smullins@nordam.com

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David L. Young, CPPB
Union Public Schools
young.david@unionps.org

Communications Chair

Marilyn Medlock
Dollar Thrifty Auto Group
marilyn.medlock@dtag.com

Four continuing education hours (C.E.H.) are available for attendees.

Please click here to read more about it and to sign up.

[April Satellite Seminar Registration](#)

C.P.M. / CPSM Information



We regret that although we had some members interested in a C.P.M. study group we did not have enough sign up to form a group. We know that is disappointing to those of you who were interested.

For those who signed up for the group, please contact Robert Tipton or Education Chair Billie Ketchum for information on local C.P.M. review courses.

As a reminder, the last day to register for the C.P.M. exam is December 31, 2008 and the last day the exam is available is December 31, 2009.

Educational assistance is available to members for the C.P.M. or CPSM testing fees if your company does not offer education reimbursement. Please see Robert Tipton or Billie Ketchum for details.

April-May Supply Management Seminars and Conferences

ISM Seminars:

Capital Equipment Purchasing: Big Risk, Big Dollars, Big Results #4482

April 3-4, 2008
Las Vegas, NV

Achieving Peak Performance When Purchasing Services #4402

April 7-8, 2008
Atlanta, GA

Contract Writing for Purchasing and Supply

Membership Chair

Linda Enos
Dollar Thrifty Auto Group
linda.enos@dtag.com

Education Chair

Billie Ketchum
Enterprise/national/Alamo
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Advisor

Daniel E. Bryant
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Comments, suggestions, ideas for future issues of this newsletter? Want your company in the newsletter spotlight? Send to marilyn.medlock@dtag.com.

Answers to C.P.M. Questions

1. Answer B - Quality is often measured in terms of conformance to specifications. High quality, therefore, implies a minimum number of unusable parts.
2. Answer D - SPC is used primarily to control machine processes where deviation from specification occurs. The buyer selects an upper limit and a lower limit as the outside parameters of acceptable variation. Variation outside these limits may result in lot rejection.
3. Answer A - Gap analysis identifies the quantitative difference between an existing process and a benchmarked best practice, seeking ways to implement improvements that will narrow the gap.
4. Answer D - SWOT analysis lists an organization's strengths and weaknesses as internal data that can be controlled or leveraged and external opportunities and threats that require action to meet the plan.

Management: Beyond the Basics [#4433](#)

April 10-11, 2008
Las Vegas, NV

Leading and Managing Supply Relationships [#4541](#)

April 17-18, 2008
Atlanta, GA

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism [#4538](#)

April 21-23, 2008
Kansas City, MO

Contract Writing Basics: What All the Ts and Cs Mean [#4493](#)

April 28-29, 2008
Tampa, FL

The People Side of Global Competency Skills for World-Class Supply Management [#4561](#)

April 29-30, 2008
St. Louis, MO

Psychology of Influencing and Negotiating [#4330](#)

May 1-2, 2008
St. Louis, MO

The Power of Leadership and Business Planning in Supply Management [#4476](#)

May 1-2, 2008
St. Louis, MO

Finance for the Supply Management Professional [#4517](#)

May 1-2, 2008
St. Louis, MO

Supply Market Intelligence: Integration for Optimization [#4581](#)

May 1-2, 2008
St. Louis, MO

Advanced Negotiation Strategies: Advanced Concepts and Techniques for Optimizing Value Through Negotiations [#4445](#)

May 1-3, 2008
St. Louis, MO

Legal Aspects of Supply Management: The Basics You Need to Succeed [#4386](#)

May 1-3, 2008
St. Louis, MO

How to Develop and Manage a Supplier Diversity Program [#4321](#)

May 3, 2008
St. Louis, MO

Commodity Teams: Leveraging Value Across the Entire Organization [#4441](#)

May 8-9, 2008
Chicago, IL

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism [#4539](#)

May 14-16, 2008
Dallas, TX

Performance-Based Statements of Work (SOWs): Maximize Supplier Professionalism [#4568](#)

May 19-20, 2008
Minneapolis, MN

Oklahoma Economic Outlook

For the month of February, reported March 3, 2008



The Business Conditions Index for Oklahoma advanced for February.

The index, a leading economic indicator from a survey of supply managers, expanded to 52.6 from January's 51.7. Components of the overall index for February were new orders at 52.2, production at 49.4, delivery lead time at 52.1, inventories at 56.4, and employment at 55.6. **"Firms in Oklahoma linked to energy production are supporting growth in the state, which will clearly outpace that of the region for the next six months.** The weak U.S. dollar will push Oklahoma exports to Canada and Mexico above \$2.3 billion for 2008," said Goss.

Data from the Creighton University Economic Outlook: <http://www2.creighton.edu/business/economicoutlook/>.

To view the latest ISM Report on Business, visit: <http://www.ism.ws/ISMReport/index.cfm>.

APICS-Tulsa

APICS-Tulsa and NAPM-Tulsa are working together to add value to their respective memberships by communicating upcoming events to both groups. [Click here](#) to read more about APICS-Tulsa.

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