

## Robert Tipton

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**From:** NAPM-Tulsa Board of Directors [robertt@controlvalves.com]  
**Sent:** Friday, August 01, 2008 12:30 PM  
**To:** Robert Tipton  
**Subject:** NAPM-Tulsa July 2008 Newsletter



# News & Views

July/August 2008

Volume: 12 Issue: 1

## Greetings from NAPM-Tulsa

Dear Member,

I hope everyone is having a great summer. It took it some time, but it seems the weather has settled into the typical hot, dry pattern. Great, so long as you're pool or lakeside!

The Board of Directors met all day on June 28 to begin planning the upcoming year. More training will be conducted the first weekend of August, and we plan to have a calendar planned out by our August 12 board meeting. Our first program for 2008-2009 will be the evening of September 9. More information will follow later in August.

September also has two great opportunities in the form of conferences. If you haven't visited the ISM Southwest Supply Management Conference website, please do so. This year's event is in Plano, Texas (Dallas area), so it's relatively close. The conference is September 24-26, 2008. [Click here to visit the website and for registration details!](#) The Chair of the Southwest Forum for 2007-2009 is our own Connie R. Mullins, C.P.M. (Past Chair 1982-1983). Feel free to contact her with any

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questions at [Connie.Mullins@johnzink.com](mailto:Connie.Mullins@johnzink.com).

On September 29-30, the 11th Annual Indirect-MRO Group Conference is in Denver, CO. Visit [www.indirectmro.com](http://www.indirectmro.com) for more information.

I am honored to be elected to serve a second term this year as Chair. We have a great group of volunteers with a lot of enthusiasm to provide timely programs, with most revolving around CPSM content.

Continue to be safe this summer.

Sincerely,

Robert E. Tipton, CPSM, C.P.M.  
2008-2009 Chair

## Tulsa's First CPSM - CONGRATULATIONS!

**ISM has recently awarded Robert Tipton the Certified Professional in Supply Management (CPSM) designation!**

## 90th Anniversary!

**NAPM-Tulsa will celebrate our 90th anniversary in 2009!** I don't know if that makes us the oldest professional organization in Tulsa but it has to take us near the top!

The association was founded in 1919 as part of the National Purchasing Agents Association and later became known as the Purchasing Management Association of Tulsa (PMAT) and then, as we are known today, NAPM-Tulsa, Inc.

We hope you will all join us again in September, 2008 as we begin our 90th year!

*90 Years!  
NAPM-Tulsa  
1919 - 2009*

## June event review

Your **2008-2009 Board of Directors** was installed during this program (reference list of BOD members above and on right in Chair's article).

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### 2008-2009 CALENDAR \*

September 9, 2008  
First Program of 2008-2009  
Topic and Time TBD

September 24-26  
62nd Annual Southwest Supply Management Conference in Plano, TX

[Click Here to Read More!](#)

Also see article below.

September 29-30  
11th Annual Indirect-MRO Group Conference in Denver, CO  
Visit [www.indirectmro.com](http://www.indirectmro.com) for more information.

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

### 2008-2009 Board of Directors & Committee Members

#### **Chair**

Robert E. Tipton, CPSM, C.P.M.  
OCV Control Valves  
[robertt@controlvalves.com](mailto:robertt@controlvalves.com)

#### **Vice Chair**

Marilyn Medlock  
Dollar Thrifty Auto Group  
[marilyn.medlock@dtag.com](mailto:marilyn.medlock@dtag.com)

#### **Finance Chair/Secretary**

David L. Young, CPPB  
Union Public Schools  
[young.david@unionps.org](mailto:young.david@unionps.org)

#### **Communications Chair**

John Long  
NMT Company, LLC  
[info@newmilleniumtechnology.com](mailto:info@newmilleniumtechnology.com)

#### **Membership Chair**



The **W.L. "Bill" James Award**, which was established in 1984 to recognize outstanding members of the NAPM-Tulsa association, represents the highest honor that can be given to a NAPM-Tulsa member. The award is named in honor of W.L. "Bill" James who devoted many hours of his time in the interest of the Association.



Mr. Bob Engel, C.P.M., Resources Global Professionals, spoke on "Risk in the Supply Chain" during June Dinner Program. Supply Chain Organizations are being challenged by Executive Leadership to take an active role in mitigating risks throughout the business cycle. As supply chain takes an increased role of importance in our companies by demonstrating value and effectiveness, more and more attention is directed our way to meet the challenges of managing risk. This workshop session identified those supply chain risk elements. The session also identified specific Risk Control Categories both those within our control as well as those outside of our control.

## Free Online Seminars

**ISM is currently offering two online seminars at no charge to members.**

- Price Analysis, Cost Analysis or Total Cost of Ownership: Determining the Best Approach #3921 (3 Continuing Education Hours)
- Ethics: A Behavioral Awareness Tool #3954 (1 Continuing Education Hour)

Go to ISM's Knowledge Center for more information.

## ISM 93rd Annual Conference Workshop Handouts

Linda Enos  
Dollar Thrifty Auto Group  
[linda.enos@dtag.com](mailto:linda.enos@dtag.com)

### Education Chair

Billie Ketchum  
The NORDAM Group  
[bketchum@nordam.com](mailto:bketchum@nordam.com)

### Advisor

Daniel E. Bryant  
Dollar Thrifty Auto Group  
[danny.bryant@dtag.com](mailto:danny.bryant@dtag.com)

## JOB POSTINGS

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

Accounting Principals  
Buyer  
Buyer/Estimator

Arrow Engine  
Inventory Analyst/Planner

Centrilift  
Buyer/Planner II  
Buyer/Planner III

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

Dart Energy Corp.  
Corporate Purchasing  
Manager (Mason, MI)

Dayco Products  
Master Inventory Planner

LaBarge, Inc.  
Commodity Manager  
(Tulsa)

Pitt & Associates, LLC  
Purchasing Manager

More information on these openings as well as links to online sites can be found on our website at [www.napmtulsa.org](http://www.napmtulsa.org).

If you couldn't attend the Conference in St. Louis or you missed some of the workshops, ISM has the workshop slides and handouts online at their website.

[Click here](#) for the workshop slides and handouts.

## 2008-2009 Satellite Seminar Preview

Here is a tentative schedule of next year's satellite seminars.

October 16, 2008 - Applying Lean Concepts in Supply Management

April 23, 2009 - Preparing to negotiate On-Shore and Offshore

June 4, 2009 - Talent and Career Management for Supply Professionals.

These seminars are held at the Tulsa Public Schools Education Service Center on 31st Street between Yale and Harvard. They are free to NAPM-Tulsa members and \$25 to non-members.

## C.P.M. / CPSM Information



For those of you wondering how to sign up for the C.P.M. and CPSM tests and where they are held, this article is for you.

### C.P.M.

The test site in Tulsa for the C.P.M. is the Prometric Test Center at 3015 E. Skelly Drive. To register at the test site, you have to have registered through ISM to take the exam first. ISM then gives a registration number which you use to schedule the exam with Prometric.

Here is what the ISM website advises.

### **Exam Registration and Confirmation**

You must contact ISM to register -- by mail, fax (+1-480-752-7890), phone (800/888-6276, ext. 401 or +1-480-752-6276, ext. 401), or [Online](#). Once registered you will receive a confirmation letter from ISM.

### **Scheduling Your Appointment**

To schedule your exam visit Prometric's website at [www.prometric.com](http://www.prometric.com). Select "Schedule a Test." For your area of study, select "Academic, Professional Licensure, Government, and Corporate Programs," then select "Institute for Supply Management" and then the country and state/province where you will test. Follow the on-screen directions. You will be asked for your ISM ID number. Once you schedule your appointment, you will be able to print a confirmation.

## June Door Prize Winners

The June winners of the QuikTrip gift cards were:

Tina Jones, C.P.M., A.P.P. - The NORDAM Group

Be sure to come to the September program and wear your badge. And why not bring a guest with you? It increases your chances of winning and introduces someone to our great association.

## NSU Supply Chain Management Degree Programs

For those of you who are considering a college degree, know of someone who is, or may want their CPSM credential, 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.

## 62nd Annual Southwest Supply Management Conference

Mark your calendars now for the 62nd Annual Southwest Supply Management Conference in Plano, Texas, September 24-26, 2008.

This year's theme is, "Blaze a Trail."

The SWSMC is hosted annually through the ISM Southwest Forum. Through your active membership in NAPM-Tulsa, you are also a member of ISM-

**NO REFUNDS WILL BE MADE FOR MISSED APPOINTMENTS, LATE CANCELLATIONS, or HAVING IMPROPER IDENTIFICATION**

For more information on confirming your appointment, cancelling the appointment, I.D. required to take test, etc., go to the ISM website.

<http://www.ism.ws/certification/content.cfm?ItemNumber=5732&navItemNumber=5729>

**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.**

**CPSM**

**\*\*\*CERTIFICATION UPDATE\*\*\***

**CPSM Computer-Based Exams Are Here!!!**

ISM now accepts online registrations for CPSM Exams! The exams can be scheduled and taken at Pearson VUE professional test centers worldwide beginning June 2, 2008 or any available testing time that meets your needs.

Just go to [www.ism.ws](http://www.ism.ws). Select Professional Credentials, then Certified Professional in Supply Management and Register for CPSM Exams. First register your exam(s) with ISM, then you will receive an email confirmation that will include the Pearson Vue link to schedule your exam. You will be able to schedule your appointment(s) within 24 hours or less of receiving this confirmation. Exam registrations are valid for one year.

For any questions on the CPSM program, call ISM Customer Service at +1 480/752-6276 or 800/888-6276, extension 401 or email [certification@ism.ws](mailto:certification@ism.ws).

The ISM Professional Series is Now Available. The ISM Professional Series, a 3-book series crucial to studying for the CPSM is now available for sale. You may find it at [www.ism.ws](http://www.ism.ws); select Products, then CPSM Study Materials or you may call ISM Customer Service at +1 480-752-6276 or 800/888-6276, extension 401.

Last Chance to Register for C.P.M. Exams - December 31, 2008. The last day to register exams for the C.P.M. is December 31, 2008. Don't wait. Order the study materials you need now as some items are only available while quantities last. Once you register with ISM, make sure to promptly schedule your exams to allow time for retaking any modules.

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.

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>.

Southwest Forum, along with members of other affiliates in Oklahoma, Kansas, Texas, New Mexico and Louisiana. What a great network!

Brochures have been mailed out to members, but you can also visit [www.ismswscf.org](http://www.ismswscf.org) for more information and to download a brochure. The conference registration is a bargain for the continuing education hours available.

Comments, suggestions, topics, ideas for future issues of this newsletter? Send to [John Long](mailto:John Long)

**August -September ISM Supply Management Seminars**

Applying Global Concepts to the International Marketplace #4415  
Tampa, FL Aug 04, 2008 - Aug 05, 2008

Contracting Basics: What All the Ts and Cs Mean #4495  
Nashville, TN Aug 04, 2008 - Aug 05, 2008

Administering Contracts: From Start to Finish #4308  
Minneapolis, MN Aug 07, 2008 - Aug 08, 2008

Reducing and Controlling Cost with Cost-Containment Strategies #4591  
Chicago, IL Aug 07, 2008 - Aug 08, 2008

Lean Purchasing for Manufacturing #4546  
Minneapolis, MN Aug 11, 2008 - Aug 12, 2008

The Supply Manager's Guide to Doing Business in China #4360  
Chicago, IL Aug 18, 2008 - Aug 19, 2008

# Oklahoma Economic Outlook

For the month of June 2008, reported July 1, 2008

Oklahoma was one of four states in the region with a June Business Conditions Index above growth neutral. The index, a leading economic indicator from a survey of supply managers, advanced to 51.0 from May's 49.6. Components of the overall index for June were new orders at 50.0, production at 49.1, delivery lead time at 51.1, inventories at 50.2, and employment at 40.0. "Contrary to most of the region, Oklahoma has not benefited to any large degree from healthy farm income and exports. For example, Oklahoma's June export orders index was a weak 33.3. Instead, Oklahoma firms with strong ties to energy continue to experience strong growth. In June as in prior months, Oklahoma firms connected to domestic automobile production experienced very weak economic conditions," 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.

On September 11, 2008, John Long from NMT Company, LLC will address the hot topic as to "Why Strategic Global Sourcing?" With three areas of emphasis: Sourcing Solutions, Project Management and Product Development, John will provide first hand the Step-by-Step Process of Sourcing in global environment!

- Are you losing customers to low cost imports?
- Do you need to improve your bottom line by leveraging your global presence?
- Do you need to find suppliers in lower cost countries to help reduce your costs?
- Have you been reluctant to source globally because of what you heard about quality and potential theft of intellectual property?
- Have you always wondered how business was conducted in a different country?

Click [here](#) to read more about APICS-Tulsa.

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism #4523  
Chicago, IL Aug 20, 2008 - Aug 22, 2008

The Supply Manager's Guide to Doing Business in India #4365  
Chicago, IL Aug 20, 2008 - Aug 21, 2008

Performance-Based Statements of Work (SOWs): Maximize Supplier Performance #4569  
Atlanta, GA Sep 04, 2008 - Sep 05, 2008

Contracting Basics: What All the Ts and Cs Mean #4496  
Chicago, IL Sep 08, 2008 - Sep 09, 2008

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism #4524  
Cincinnati, OH Sep 10, 2008 - Sep 12, 2008

Legal Considerations of Software Licensing and Other Technology-Related Agreements #4553  
Tampa, FL Sep 15, 2008 - Sep 16, 2008

Business and Legal Considerations in a Global Environment #4467  
Tempe, AZ Sep 16, 2008 - Sep 17, 2008

Resisting Price Increases and Implementing Cost Improvement Initiatives: How to Make a Major Impact into Today's Volatile Marketplace #4271  
Chicago, IL Sep 18, 2008 - Sep 19, 2008

Legal Aspects of Supply Management: The Basics You Need to Succeed #4388

Atlanta, GA Sep 22, 2008 - Sep 24, 2008

Advanced Negotiation Strategies:  
Advanced Concepts and  
Techniques for Optimizing Value  
through Negotiations #4446  
San Diego, CA Sep 24, 2008 -  
Sep 26, 2008

Power Negotiations: Unlock Your  
Powers of Influence and  
Persuasion #4578  
Minneapolis, MN Sep 29, 2008 -  
Oct 01, 2008

Best Practices in Procurement  
#4461  
Atlanta, GA Sep 29, 2008 - Oct  
01, 2008

2008-2009 NAPM-Tulsa Board of Directors

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