

Robert Tipton

From: NAPM-Tulsa Board of Directors [robertt@controlvalves.com]
Sent: Tuesday, January 29, 2008 3:35 PM
To: Robert Tipton
Subject: NAPM-Tulsa February 2008 Newsletter



News & Views

February 2008

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Greetings from NAPM-Tulsa

Dear Member,

NAPM-Tulsa has a busy schedule planned through June. We have our next satellite seminar on February 7, followed by our Annual Joint Meeting with APICS-Tulsa (hosted by APICS-Tulsa this year) on February 12. The topic will be "Negotiations". We are also helping APICS promote their full-day seminar on "Influence" scheduled for February 15 ([Click Here](#) to read more on these three events - also read below).

A committee has been formed to develop our March program, as March is "Supply Management Month". We are planning to have a timely topic and to hold the event at a quality venue. In addition to the topic, it will also be "Membership Appreciation Night". We will also ask you to bring executives from your company to this meeting, which will be business casual to business formal. More information will follow.

We are working with QuikTrip Corporation on plans to hold our April "plant tour" at

In This Issue

[New Members](#)

[February Satellite Seminar](#)

[February 12 - Joint Meeting with APICS](#)

[APICS Seminar February 15](#)

[March Dinner Program](#)

[C.P.M. / CPSM News](#)

[January Breakfast Program Survey Results](#)

[Special ISM Offer](#)

[Upcoming Seminars](#)

[Oklahoma Economic Outlook](#)

their corporate office. Plans are still being solidified, but it will most likely be on the evening of April 8. We also have our third satellite seminar on April 17.

I would like to take this time to formally recognize two new board members that have been appointed to the board as of January 8. Linda Enos joins the board as Membership Chair, and Billie Ketchum joins us as Education Chair. Linda is an employee of Dollar Thrifty Automotive Group, and Billie is an employee of Vanguard (Enterprise/National/Alamo). They have already shown they will be great assets to the board this year.

I would also like to thank Laina Riffe and Martin Arguelles for serving on the board through December. Both individuals had to resign, but their involvement last year helped drive what is proving to be a successful year for NAPM-Tulsa. Good luck to them in their future endeavors.

Please take advantage of the programs and satellite seminars scheduled this year. Remember, as a member of NAPM-Tulsa in good-standing, you've already paid to attend!

Sincerely,

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

New Members

We would like to welcome the following new members to NAPM-Tulsa!

Gustavo Pisani - Conoco Phillips
Jeremy Baker - Webco Industries
Juston Duerson - Webco Industries
Patti Jordan - Webco Industries
Alex Coffey - John Zink
Darla DeAngelis - SCIFIT
Ed Snyder - Mercury Marine

February Satellite Seminar

The February satellite seminar will be February 7th on *Market Intelligence for Supply Professionals*.

How much you know about your suppliers and the market is critical in negotiating, controlling costs and project success. This seminar will look at where and how to obtain information and how to use it to achieve success.

The seminar is designed for supply and logistics people who are currently involved in global category strategy development, who are responsible for identifying new and emerging suppliers in low cost countries, or who have recently participated in sourcing initiatives. It will also be useful for professionals in Engineering, Finance and Business Development who are interested in participating in global sourcing strategy and understanding the impact on total cost and cost of goods sold.

It will be held at the Tulsa Public Schools Education Service Center on 31st Street

[2007-2008 Calendar](#)

[Member Company Spotlight - CP Kelco](#)

[Job Postings](#)

[NSU New Degree Programs](#)

[2007-2008 Board of Directors](#)

[Comments?](#)

2007-2008 CALENDAR *

Feb. 7 - Satellite Seminar
9:00 AM - 1:30 PM
"Market Intelligence for Supply Professionals"
TPS Educ. Svc Ctr
FREE to members!
To register for satellite seminar [click here](#)

February 12 - Joint Meeting with APICS
5:30-8:00 PM
Embassy Suites
FREE to members!
To register [click here](#)

February 15 - APICS-Tulsa Full-Day Seminar
"Influence"
Dr. Andrew Urich
Tulsa Technology Center
[APICS Seminar Registration](#)

Mar. 6 - Monthly Program
"Supply Mgt. Month"
Executive's Night and R.A.P.P.'ers Night
5:15-7:30 PM
"Negotiations in China"
Yu Shuai
Los Cabos,
The River Walk, Jenks
FREE to members!
To register [click here](#)

Apr. 8 - Annual Plant Tour
QuikTrip Corporation
Lyndon Becker, Corporate Purchasing Manager
5:30-7:00 PM
FREE to members!

Apr. 17 - Satellite Seminar
9:00 AM - 1:30 PM
"Supply Management's Role in Sustainability"

between Yale and Harvard. You should arrive by 8:45 a.m. and the seminar broadcast begins at 9:00 a.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.

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

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

[Satellite Registration](#)

February 12th Program Joint Meeting with APICS

Our February 12th program is our annual joint meeting with APICS (The Association for Operations Management). It is hosted by APICS this year and will feature an excellent speaker on a topic that is popular with our members.

The dinner speaker will be Dr. Andrew L. Urich, Professor of Business Law at OSU and the topic will be **Tune Up Your Negotiation Skills**. Dr. Urich will speak on helping you develop the ability to change your negotiation style based on an understanding of persuasion, human nature, and logical planning.

Dr. Urich has served for over twenty years as an associate professor of Business Law at OSU. He is also a member of the Executive MBA faculty at Zayed University in Abu Dhabi. Prior to joining the OSU faculty, he practiced law with a major corporate law firm in Ohio.

The meeting will be at Embassy Suites. Networking and socializing will begin at 5:30 p.m., dinner at 6:00 p.m., program at 6:45 p.m. to 8:00 p.m.

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.

APICS Seminar - February 15

APICS-Tulsa is having a full-day seminar to be held at Tulsa Technology Center on Memorial with guest speaker, Dr. Andrew Urich, Associate Professor of Business Law at OSU, on the topic **"Influence"**.

Dr. Urich will also speak at the joint meeting we will have with APICS on February 12th. **To attend the February 12 dinner meeting you must register through NAPM-Tulsa but to attend the February 15th seminar you must register through APICS.** To sign up for the seminar, please [click here](#)

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 2008 - Annual Golf
Outing
Forest Ridge
Date and Cost TBD

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.*

MEMBER COMPANY SPOTLIGHT



**This month we're
spotlighting CP Kelco
where two of our NAPM-
Tulsa members work.**

CP Kelco is a leading global producer of specialty hydrocolloids, one of which is xanthan gum which requires special technology in fermenting highly viscous broths. We'll explain how that touches your life in many ways.

Their parent company is J.M. Huber corporation, based in Edison, New Jersey, and is one of the largest family

March Dinner Program

March is Supply Management Month and our **March 6th** program will be not just our regular program night but also **Executive's Night and R.A.P.'ers Night**. You are encouraged to invite your company's executives to see what our organization is all about. The program is free to members but \$25 for guests.

Please note that the program will be on Thursday instead of the usual Tuesday. The speaker will be **Yu Shuai on Negotiations in China**. Mr. Shuai was to be our speaker in December but that was canceled by the ice storm. The location will be **Los Cabos at the River Walk in Jenks**.

Mr. Shuai is currently a Supply Chain Specialist with The Nordam Group, in Tulsa. He has been a partner in MI-China Consulting LLC based in Michigan, Chief Representative of Asia Office with Condumex Inc. in China, and Senior Buyer responsible for global purchasing with AM Hi-Tech Lab Inc. Mr. Shuai has a Master of Business Administration from the Katz Graduate School of Business Administration, University of Pittsburgh and a Master of Arts from the University of Akron, Ohio where his concentration was international political economy.

Networking 5:30-6:00 PM, dinner 6:00-6:30 PM, program 6:30-7:30 PM.

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

Registrations are now being taken online [click 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.

C.P.M. / CPSM Information



Good news!

We've had several people sign up on the CPSM / C.P.M. survey as interested in the CPSM Pilot Exam and/or the C.P.M. study group. It looks like we will form a C.P.M. study group if those who signed up as interested follow through.

If you haven't signed up, this would be a good time to do it. Take a deep breath and take that jump! You know you'll be kicking yourself when this group is celebrating having their C.P.M.s and you are still just thinking about it.

Please click on the survey if you are interested in taking the CPSM Pilot Exam, joining a C.P.M. study group, or leading a study group.

[CPSM and C.P.M. Survey](#)

owned businesses in the U.S.

CP Kelco is headquartered in Atlanta, Georgia with manufacturing plants in North America, Europe, Asia and Latin America. The plant in Okmulgee, Oklahoma is the largest bio-fermentation production plant in the world. The principle product of the Okmulgee plant is xanthan gum, used in the food, pharmaceutical, industrial and oilfield markets for thickening and stabilizing.

In the food industry, it is used to stabilize salad dressings to keep the ingredients suspended while allowing the dressing to pour smoothly. It is also used as a thickening agent in puddings and powered juice drinks to improve mouthfeel.

On the industrial side, xanthan gum is used in liquid detergents, talc suspension, pesticides, and water-based paints.

The purchasing team has recently been organized to a regional focus with three category buyers to cover facilities in Oklahoma, Houston, California and Georgia. The regional category buyers are responsible for managing approximately \$184M in spend covering various categories such as MRO, Projects, Safety, Lab Chemicals, IT Administrative and Material Services, Packaging, Raw Materials and Energy.

The Okmulgee plant is located on a 95 acre site commissioned in January, 1977 and employees approximately 200 people. It is one of Okmulgee county's largest employers with an annual payroll in excess of

DO YOU KNOW?

Here are sample questions from each Module (answers are in the side column of the newsletter):

1. What element is driven by the current supply and demand condition for a particular product?
A. Service
B. Technology
C. Price
D. Quality
2. A quality series of international standards on environmental management.
A. ISO 9000:2000
B. ISO 9004:2000
C. ISO/TS/16949
D. ISO 14000
3. A tool to review the potential outcomes of alternative decisions in a graphical format.
A. Forecasting
B. Decision tree analysis
C. Trend line analysis
D. Hedging
4. Describes the number of subordinates that report to a specific manager.
A. Line-Staff Principle
B. Management by Objective
C. Departmentalization Principle
D. Span of Control Principle

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>.

January Breakfast Program Survey Results

Overall we had positive feedback from the survey on our January program. Here are the results:

75% of attendees were "very satisfied" with the event.

One or two people had negative comments on the breakfast menu and someone mentioned that they would like the meetings moved to a location more centrally located, like downtown. A few people mentioned that the room was too cold.

Topic, length of event and location were listed as important with length of event ranking the highest in satisfaction and location and topic tying for second in satisfaction.

\$10MM/year. In addition to its payroll, the plant spends approximately \$18MM/year in Oklahoma.

They are active in supporting the Okmulgee area community, including United Way, Special Olympics, and donations of equipment to Okmulgee and Morris high school science departments.

<http://www.cpkelco.com/>

JOB POSTINGS

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

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

We want to thank all of you that took the survey. It's this feedback that lets us know if we are providing you with what you hoped to gain by joining NAPM-Tulsa. Remember you don't have to wait for a survey. You can email any board member with suggestions. We always welcome your comments and suggestions.

Special ISM Offer

ISM recently signed an agreement with **The Business Source** for its members to subscribe for one year to the **Executive Business Program** for only \$39, a savings of \$91 (70%) off the retail price of \$130.

The **Business Source** is a firm that delivers concise summaries of popular business books to your in-box each month. If you subscribe, every month you will receive an email with a link to your latest content. (Nothing will be shipped to you.)

The one-year subscription offers summaries of 24 business best-sellers, 2 per month. Each quarter subscribers receive a 15-30 minute audio from a top business speaker. Every month subscribers receive tips from experts such as Sam Hill, one of Fortune magazine's "Top Ten Minds." Topics include management practices, marketing, human resources, business development and more.

With your subscription you also get a free bonus, a summary of First, Break All the Rules: What the World's Greatest Managers Do Differently by Marcus Buckingham. This huge best-seller contains many powerful and practical insights gained from the Gallup Organization's interviews of over a million employees and 80,000 great managers.

To learn more about subscribing to this [click here](#)

February and March Supply Management Seminars and Conferences

ISM Seminars:

Some of the hotels offer discounts for registering early, sometimes as much as a month, for the seminars. Click on the seminar number for more information.

Applying Global Concepts to the International Marketplace #4419
February 7-8, 2008
San Diego, CA

Administering Contracts: From Start to Finish #4307
February 11-12, 2008
Orlando, FL

Power Negotiations: Unlock Your Powers of Influence and Persuasion #4576
February 11-13, 2008
New Orleans, LA

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism #4536
February 25-27, 2008
Orlando, FL

Contract Writing Basics: What All the Ts and Cs Mean #4492

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.

2007-2008 Board of Directors & Committee Members

Chair

Robert E. Tipton, C.P.M.,
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OCV Control Valves
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Vice Chair

K. Scott Mullins, C.P.M.
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

Membership Chair

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

Education Chair

February 28-29, 2008
Dallas, TX

Driving Down Costs Through Cost/Price Analysis#4508

February 28-29, 2008
San Diego, CA

Best Practices in Procurement#4464

March 5-7, 2008
Phoenix, AZ

Purchasing and the Law: The Basics You Need to Succeed

#4385

March 10-12, 2008
New Orleans, LA

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism#4537

March 12-14, 2008
Tampa, FL

Effective Strategies: Building Purchasing Value for Your Organization

#4512

March 17-19, 2008
Atlanta, GA

Improving MRO Management

#4350

March 25-26, 2008
Phoenix, AZ

Legal Considerations of Software Licensing and Other Technology-Related Agreements

#4552

March 27-28, 2008
San Diego, CA

Billie Ketchum
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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 C - Supply and demand drive price. For example, as demand increases (or the supply becomes more scarce), the existing buyers will bid up the price.

2. Answer D - ISO 14000 standards are designed to provide an internationally recognized framework for environmental management, auditing, evaluation, and measurement. The standards address subjects such as environmental auditing, environmental management systems, environmental labels and declarations, environmental performance evaluation, and life cycle assessment.

3. Answer B - Decision tree analysis traces the implications and theoretical valuation of the outcome of specific decisions and presents it in the form of a table or chart.

4. Answer D - The Span of Control Principle specifies that individual managers should have no more subordinates than they can

Oklahoma Economic Outlook

For the month of December 2007, reported January 2, 2008



The Business Conditions Index for Oklahoma soared for December. After plummeting to a regional low of 37.2 for November, the index advanced to 57.8 in December. Components of the overall index for December were new orders at 60.0, production at 75.0, delivery lead time at 40.0, inventories at 70.0, and employment at 40.0. "The number of unemployed Oklahomans is roughly 8,000 higher than this time last year. Based on our survey, I expect the jobless rate to grow by another 0.2 percent in the first quarter of 2008 before it stabilizes in the second quarter. The Oklahoma telecommunications industry, unlike its counterparts in other states, continues to expand at a solid pace," said Goss. The best of 2007: Telecommunications. The worst of 2007: Transportation equipment manufacturing.

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>.

effectively supervise.

2007-2008 NAPM-Tulsa Board of Directors

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