

Robert Tipton

From: NAPM-Tulsa Board of Directors [robertt@controlvalves.com]
Sent: Wednesday, January 02, 2008 4:35 PM
To: Robert Tipton
Subject: NAPM-Tulsa January 2008 Newsletter



News & Views

January 2008

Volume: 11 Issue: 6

Greetings from NAPM-Tulsa

Dear Member,

Happy New Year!

I hope everyone made it through the December 9-10 ice storm without too much damage. I know that it was trying on everyone, and I've heard a lot of sad stories. Of course, our December 11 luncheon had to be cancelled, but we hope to be able to have Mr. Shuai back in the spring. Our scheduled attendance was about 35, so the topic, "Negotiating in China" was a popular one.

Something that has really hit home, both at home and at work, is the importance of contingency planning. After 9/11, Hurricane's Katrina and Rita, and the erratic commodities markets of recent years, the topic of "Supply Chain Risk" has become a hot topic. After being down for four days at OCV/AMS, we've seen the light and this will be a main priority in coming months. While I'm proud of our efforts and results,

In This Issue

[New Members](#)

[January 15th Breakfast Program](#)

[December Program - Our Apologies](#)

[February Satellite Seminar](#)

[Board Openings](#)

[NSU New Degree Program](#)

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

[Upcoming Seminars](#)

[Oklahoma Economic Outlook](#)

[2007-2008 Calendar](#)

[Member Company Spotlight - The](#)

you never know when a natural disaster or other event will disrupt your supply chain, and you can never be overly prepared. Let's put it this way, we can all say that we have learned some important lessons from this storm, and we can all work to learn more best practices in mitigating supply chain risk. In turn, we need to lead the effort at our respective companies to prepare for the next "storm" (whatever the form).

Looking into 2008, we are actively seeking interested persons for open board positions for 2008-2009. Feel free to contact me, if interested. I can say that it has been an amazing experience for me!

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!

Randy Sizemore - City of Sallisaw
Roberta Draeger - Centralift

This brings the NAPM-Tulsa's membership to 149 as of December 26, 2007.

January 15th Breakfast Program

Something for the early birds! The January program will be a breakfast instead of a dinner meeting. The meeting will be at Embassy Suites in Tulsa from **7:00 AM to 8:30 AM** with a traditional breakfast provided and definitely coffee.

This will be a roundtable discussion of NAPM-Tulsa's offerings including more information on the two new Supply Management degree programs offered by Northeastern State University..

Again, our programs are included in your membership fee and it is a opportunity to network with other members from a wide variety of companies.

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.

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

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

December Program Meeting

As mentioned by Robert in his greeting above, our December program had to be

[NORDAM Group](#)

[Job Postings](#)

[2007-2008 Board of Directors](#)

2007-2008 CALENDAR *

Jan. 15 - Monthly Program
7:00-8:30 AM
Embassy Suites
FREE to members!

Feb. 7 - Satellite Seminar
9:00 AM - 1:30 PM
"Market Intelligence for
Supply Professionals"
TPS Educ. Svc. Ctr.
FREE to members!

February Joint Meeting with
APICS - Date and
Location TBD
FREE to members!

Mar. 11 - Monthly Program
"Supply Mgt. Month"
5:15-6:45 PM
Embassy Suites
FREE to members!

Mar. 12 - Spring Seminar
9:00 AM - 4:00 PM
Embassy Suites
Only \$49 for members!

Apr. 8 - Annual Plant Tour
Time and Location TBD
FREE to members!

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

May 2008 - Annual Golf
Outing
Forest Ridge
Date and Cost TBD

cancelled due to the ice storm. We tried to notify everyone who had signed up for the meeting but due to the short notice we had, we did miss getting the word out to a few of you. For this we are very sorry and apologize for any inconvenience it caused our members.

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.

It will be held at the Tulsa Public Schools Education Service Center on 31st Street. 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 30-minute break after 2 hours and a lunch break. A boxed lunch will be provided.

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

Please click here to read more about it and to sign up.
[Satellite Registration](#)

We Want You!

There will be some open positions on the NAPM-Tulsa board for 2008-2009. Some of our board members have served continuously in multiple positions for several years and while they've done a wonderful job it would be nice to let these guys have some rest and to have some members that are new to the board. Need more information on position duties before committing yourself? We will list the duties in a later newsletter. Meanwhile, just give it some thought. You would have some fun, be part of the group to select the speakers and topics of the programs, and help out your professional organization. If that isn't enough, it also looks nice on the resume.

NSU's New Degree Programs in Supply Management

We will hear more on the new degree programs from Dale Schrimshaw at the January 15th Breakfast Meeting.

Here's a recap of the two new degree programs:

The Bachelor of Business Administration in Supply Chain Management provides a comprehensive management education with courses in finance, marketing, accounting, and economics with required courses and electives specific to the disciplines of supply chain and logistics.

The Bachelor of Technology track provides an education in supply chain management from an industry/service perspective with greater emphasis in the

June 10 - Monthly Program
and "R.A.P.'ers Night"
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 The NORDAM
Group where several of our
NAPM-Tulsa members are
employed.

Ray H. Siegfried, II founded The NORDAM Group in 1969 and grew the local manufacturing company into a global aerospace corporation operating on four continents with revenues in excess of half a billion dollars. Siegfried led the company for 35 years before his death in 2005. Today, NORDAM continues to serve the aerospace industry based upon the foundation and principles established under the leadership of Ray Siegfried.

NORDAM maintains facilities on three continents with a worldwide staff numbering in the thousands. The company's diverse customer base includes more than 150 commercial carriers; OEMs for commercial, regional, corporate and general aircraft; power plant manufacturers; U.S. and foreign military services; and aircraft maintenance facility operators.

The NORDAM Group offers

on-hands skilled applications.

Remember, that while these degree offerings do not appear in the 2007 catalog due to advance printing requirements; you can find a general outline of both degrees on the NSU College of Business and Technology web site. [Click here for information](#)

For additional information, or to discuss options toward completing your degree, talk to an advisor for the CB&T on either campus or call Ms. Ronnie Grayson at 918 444 2913 for the BBA program or Mr. Dale Schrimshaw at 918 449 6557 for the Bachelor of Technology program.

C.P.M. / CPSM Information



ISM is offering the opportunity for our members to take the pilot exam for the CPSM. Participants will be able to take the pilot exam at savings of more than a 70 percent off the normal exam price. They will also receive substantial discounts on study materials. ISM will provide the CPSM Study Guide and the CPSM 3-book series for \$99. After May 1, 2008 the price will increase to \$259 for the same package. The CPSM pilot exam is scheduled for February and March 2008.

What are the criteria for the CPSM qualification?

- 5 years full-time, professional supply management experience
- 4-year degree from an regionally accredited college or university
- Pass 3 Exams **OR** if you are a C.P.M. in good standing, pass the Bridge Exam

Please click on the survey if you are interested in taking the CPSM Pilot Exam. [CPSM and C.P.M. Survey](#)

Also, since we've been advised that the CPSM exam is more difficult than the C.P.M. exam and the criteria a little more demanding, we are checking again to see if there are members that want to form a study group to pass the C.P.M. exam before the deadline expires. The criteria for the C.P.M. is:

- 5 years of full-time professional (non-clerical, non-support) supply management experience **OR**
- 4-year degree from an accredited institution AND 3 years of full-time professional supply management experience
- Pass the C.P.M. Exam (Modules 1, 2, 3, and 4 and the scores are valid for five years).

The deadline is December 31, 2008 to register for the C.P.M. exam and until December 31, 2009 to take the exam.

Please click on the survey if you are interested in forming a study group for the C.P.M. exam or if you would be interested in leading a study group. [CPSM and C.P.M. Survey](#)

innovative *Radome to Tailcone Solutions™*. Today, the company is recognized worldwide as an industry leader in the manufacture, repair and overhaul of aircraft bonded-honeycomb and all composite components, fan/thrust reversers, nacelles engine components, interiors and aircraft transparencies. The NORDAM Group is the largest privately held FAA-approved Repair Station in the world for composite, aircraft structures.

Company headquarters and primary facilities are located in Tulsa, Oklahoma. Other NORDAM facilities are located in Wichita, Kansas; Singapore; and the United Kingdom. NORDAM's international sales and marketing arm is World Aviation Associates (WAA), its wholly owned affiliate with offices worldwide. Today, NORDAM employs 3,000 stakeholders and operates 10 facilities on four continents.

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

JOB POSTINGS

NAPM-Tulsa currently has 7 job postings on the website at this time.

Linde BOC Process Plants has the following openings:

Material Control Manager
Expediter
Project Buyer
Traffic Coordinator

Helmerich & Payne has an opening for a Sourcing/Procurement Analyst

The NORDAM Group has the following openings:

Buyer Specialist
Planner/Buyer II

More information on these

DO YOU KNOW?

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

1. Law that requires certain types of contracts to be validated in written form.
 - A. Common law
 - B. Contract law
 - C. Statute of Frauds
 - D. Case law
2. Type of chart that demonstrates the few categories or units that typically account for the majority of the total occurrences.
 - A. Pareto chart
 - B. Tolerance
 - C. Standard deviation
 - D. Process capability analysis
3. An automated inventory process that includes elements such as cost information, management reports, and the ability to model situations through "what-if" analysis.
 - A. Just-in-time
 - B. Manufacturing Resource Planning (MRPII)
 - C. Supplier managed
 - D. Material Requirements Planning (MRP)
4. Flows from a department's stated vision and is used to align the development of its goals and objectives with the organization.
 - A. Mission statement
 - B. Vision statement
 - C. Goals and objectives
 - D. Standard operating procedures

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>.

Upcoming Supply Management Seminars and Conferences

ISM Seminars:

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism
January 23-25, 2008
Hilton Phoenix East/Mesa
Phoenix, AZ

Contract Writing for Purchasing and Supply Management: Beyond the Basics
January 24-25, 2008
Doubletree Guest Suites Tampa Bay

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

2007-2008 Board of Directors & Committee Members

Chair

Robert E. Tipton, C.P.M., A.P.P.
OCV Control Valves
robertt@controlvalves.com

Vice Chair

K. Scott Mullins, C.P.M.
The NORDAM Group
smullins@nordam.com

Finance Chair/Secretary

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

Laina Riffe
Vanguard Car Rental USA
riffel@vanguardcar.com

Education Chair

Martin Arguelles
LaBarge, Inc.
martin.arguelles@labarge.com

Advisor

Daniel E. Bryant
Dollar Thrifty Auto Group
danny.bryant@dtag.com

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 - To be valid under the body of law known as the Statute of Frauds, most contracts

Tampa, FL

Advanced Purchasing techniques: Getting to the Next Level
January 28-29, 2008
Hilton Phoenix East/Mesa
Mesa, AZ

Purchasing and the Law: The Basics You Need to Succeed
January 30-February 1, 2008
Doubletree Hotel San Diego Mission Valley
San Diego, CA

Oklahoma Economic Outlook

For the month of November 2007, reported December 3, 2007

The Business Conditions Index for Oklahoma faltered for November. The index, a leading economic indicator from a survey of supply managers, plummeted to 37.2 from October's much healthier 52.0. Components of the overall index for November were new orders at 35.7, production at 41.7, delivery lead time at 35.7, inventories at 50.0, and employment at 28.6. "The pace of growth in Oklahoma has slowed and will continue to slow in the months ahead according to our survey. Durable-goods manufacturers, especially those with connections to domestic vehicle production, reported pullbacks for November," 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>.



must be evidenced by writing.

2. Answer A - Also known as the 80:20 rule, the Pareto Principle states that 80 percent of the results can be attributed to 20 percent of the events or, more commonly, 80 percent of the problems are caused by 20 percent of the product.

3. Answer B - MRPII expands the capability of MRP by adding modules for financial analysis and additional cost reporting, as well as providing tools for performing "what-if" calculations to determine capacity and mix requirements.

4. Answer A - The mission statement provides the clarity of direction that enables the Purchasing Department to align its goals and objectives with the rest of the organization.

2007-2008 NAPM-Tulsa Board of Directors

[Forward email](#)

✉ [SafeUnsubscribe®](#)

This email was sent to robertt@controlvalves.com, by robertt@controlvalves.com
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

NAPM-Tulsa, Inc. | PO Box 470549 | Tulsa | OK | 74147

Email Marketing by

