

## Robert Tipton

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**From:** NAPM-Tulsa Board of Directors [robertt@controlvalves.com]  
**Sent:** Monday, June 02, 2008 4:28 PM  
**To:** Robert Tipton  
**Subject:** NAPM-Tulsa June 2008 Newsletter



# News & Views

June 2008

Volume: 11 Issue: 11

## Greetings from NAPM-Tulsa

Dear Member,

During our Annual Business Meeting on May 13, the membership elected the 2008-2009 Board of Directors. Your 2008-2009 BOD members are:

Chair - Robert Tipton, C.P.M., A.P.P.  
Vice Chair - Marilyn Medlock  
Finance Chair / Secretary - David Young  
Education Chair - Billie Ketchum  
Membership Chair - Linda Enos  
Communications Chair - John Long

June brings to close the 2007-2008 calendar for NAPM-Tulsa, but we have plenty of activities.

At 9:00 AM on June 10, our annual golf outing will kick off. Registrations will continue to be accepted through Friday, June 6, so it's not too late to register! [Click here to](#)

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That evening, we will have Bob Engel, C.P.M. speaking on "Risk in the Supply Chain". The 2008-2009 BOD will be installed during this meeting. Also, we will present the Annual W.L. "Bill" James Outstanding Member Award to a deserving member. Retired Association Purchasing Professionals (R.A.P.P.'ers) will also be invited to attend this program! Read more on this program below.

On Wednesday, June 11, Mr. Engel's company, Resources Global Professionals, will be hosting a free luncheon on "10 Fundamental Strategies and Best Practices of Supply Chain Organizations". Registrations are through RGP. [Click here for the registration form.](#)

On Thursday, June 12, the Tulsa Chamber of Commerce will be holding a "Business After Hours" business trade show at Cherokee Casino in Catoosa from 5:00-7:30 PM. Over 50 local vendors will be exhibiting, and the Chamber will also have a table regarding the "Let's Do Business" program. NAPM-Tulsa members can receive a complimentary entrance to this event by mentioning their membership at the registration desk. This will be a great evening of networking and good food!

July and August at used for planning the 2008-2009 calendar of events, but please go ahead and mark your calendars now for Tuesday, September 9, 2008, which will be the first program of the year. Also, 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 questions at [Connie.Mullins@johnzink.com](mailto:Connie.Mullins@johnzink.com).

Lastly, I would like to thank all my fellow board members for a successful 2007-2008. I would also like to thank the membership for their outstanding show of support. NAPM-Tulsa experienced a 100%+ growth in attendance this year at monthly programs! Have a safe summer, and I look forward to seeing everyone this fall.

Sincerely,

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

## C.P.M. CONGRATULATIONS!

**ISM has recently awarded the following their C.P.M. credentials!**

**Jane Martin - Centrilift  
Anthony Beissel - Hilti**

**Congratulations to you both on earning your C.P.M.!**

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### 2007-2008 CALENDAR \*

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

June 10 - Monthly Program  
and W.L. "Bill" James Award  
Speaker - Bob Engle  
Topic - Risk in the Supply  
Chain  
5:15-7:00 PM  
Embassy Suites  
FREE to members!

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.

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

2007-2008 Board of  
Directors & Committee  
Members

# 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, 2009 as we begin our 90th year!

90 Years!  
NAPM-Tulsa  
1919 - 2009

## June 10th Dinner Program

Join us for another outstanding speaker on the last NAPM-Tulsa Program until September.

**Mr. Bob Engel, C.P.M., Resources Global Professionals, will speak on "Risk in the Supply Chain".**

**Location - Embassy Suites  
Networking and Dinner - 5:15-6:00 PM  
Announcements & Program - 6:00-7:00 PM**

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 will identify those supply chain risk elements. The session will also identify specific Risk Control Categories both those within our control as well as those outside of our control. We will also provide some fundamental risk management strategies and process to help deal with these risks.

Your 2008-2009 Board of Directors will also be installed during this program (reference list of BOD members above in Chair's article).

This is also the night we award the **W.L. "Bill" James Award**, which was established in 1984 to recognize outstanding members of the NAPM-Tulsa association. This is 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.

**The R.A.P.P.'ers, the Retired Association of Purchasing Professionals, will also be joining us as our honored guests.**

[Click here](#) to reserve a seat for the June 10th dinner program. Remember, free for NAPM-Tulsa members and \$25 for guests. One (1) C.E.H. available.

### Chair

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

### Vice Chair

K. Scott Mullins, C.P.M.  
The NORDAM Group  
[smullins@nordam.com](mailto:smullins@nordam.com)

### Finance Chair/Secretary

David L. Young, CPPB  
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### Communications Chair

Marilyn Medlock  
Dollar Thrifty Auto Group  
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### Membership Chair

Linda Enos  
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### Education Chair

Billie Ketchum  
Enterprise/national/Alamo  
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### 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

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

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

LaBarge, Inc.  
Commodity Manager

## NAPM-Tulsa 2008 Golf Outing

It's finally here! The annual golf outing at Forest Ridge on June 10th. Better hurry if you haven't registered.

Shotgun start at 9:00 AM. 4-person scramble format. Registration fee is \$95 per person which includes green fees, cart and lunch.

[Register here.](#)



(Tulsa)

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).

### May Door Prize Winners

The May winners of the QuikTrip gift card were:

Joe Allen - Centrillift  
Darrill Scott - Centrillift

This month is the last chance until next September to win that gift card. Be sure to come to the June 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.

## Scott Mullins

We would like to thank Scott Mullins for his years of hard work on the Board of Directors and his determination to help make NAPM-Tulsa a top affiliate.

Scott moved to Tulsa in 2004 and immediately joined the Board of Directors as Special Activities Chair 2004-2005. He was Program Chair 2005-2006 and 2006-2007, and Vice Chair 2007-2008.

Prior to moving to Tulsa, he was CEO of NAPM-Tenneva 2002-2004. He joined ISM in 1994 as a member of the St. Louis Chapter.

Scott is retiring from the Board of Directors this June.

His sense of humor and his dedication will be greatly missed by the other Board members. We hope this is a brief retirement and Scott will soon be back on the Board to help direct us.

## 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

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.

## 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.

## 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.

**Connie R. Mullins, C.P.M. -  
2007-2009 Southwest  
Forum Chair**

NAPM-Tulsa is honored to have our very own Connie R. Mullins, C.P.M. as the 2007-2009 Chair of the Southwest Forum. Connie was elected to the Chair position during the 61st Annual Southwest Supply Management Conference in October 2007.

Connie served several years on the NAPM-Tulsa board, including the Chair position in 1982-1983. Connie earned the W.L. "Bill" James Outstanding Member Award in 1986 from NAPM-Tulsa.

She has also been very active for several years with the Southwest Forum. In 1993, Connie earned the Harold M. Cosgrove Award from the Southwest Forum. Connie is employed with John Zink Company, LLC.

We will plan to have Connie speak about the Southwest Forum and the Southwest Supply Management Conference in the June program and again this fall.

Congratulations, Connie! NAPM-Tulsa is proud to call you our own!

## 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.

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

**PRACTICES IN BRIEF:**  
Six Sigma, Lean Sigma, Kaizen

Six Sigma is a management philosophy focused on eliminating mistakes, waste, and the necessity of redoing work. Six Sigma was originally developed at Motorola as a set of practices designed to improve

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>.

## **June-July ISM Supply Management Seminars**

Mastering Price Negotiations [#4396](#)  
June 2-3, 2008  
Atlanta, GA

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism [#4520](#)  
June 2-4, 2008  
Minneapolis, MN

Contract Writing Basics: What All the Ts and Cs Mean [#4494](#)  
June 5-6, 2008

manufacturing processes and eliminate defects. In Six Sigma, a defect is defined as anything that could lead to customer dissatisfaction.

Problems are solved one at a time as projects. The process begins with a special infrastructure of people within the organization ("Black Belts" etc.) who are experts in the method. There are six steps indicated by the acronym DMAIC (Define, Measure, Analyze, Improve, Control).

In recent years, Six Sigma has sometimes been combined with lean manufacturing to become Lean Six Sigma, an improvement method which combines tools from both Lean Manufacturing and Six Sigma. Lean manufacturing focuses on speed and traditional Six Sigma focuses on quality. By combining the two, the intended result is better quality faster.

Kaizen is closely related to Total Quality Management (TQM) and generally means "improvement." It is a concept of continuous improvement to spot and eliminate waste in business processes and improve productivity. Kaizen is usually a small group improving their own work environment and productivity and, while the results are usually small improvements, the continual small improvements of various groups can yield large results for the overall organization.

## **DO YOU KNOW?**

Here are sample questions from each C.P.M. test module (answers are at the

San Diego, CA

Driving Down Costs Through Cost/Price Analysis [#4509](#)

June 9-10, 2008

Cincinnati, OH

Contract Writing for Purchasing and Supply Management: Beyond the Basics [#4434](#)

Power Negotiations: Unlock Your Powers of Influence and Persuasion [#4577](#)

June 16-18, 2008

Cincinnati, OH

Business and Legal Considerations in a Global Environment [#4466](#)

June 19-20, 2008

Minneapolis, MN

Effective Supply Management: Analytical Techniques for Decision-Making [#4340](#)

June 19-20, 2008

Tampa, FL

Principles of Effective Inventory Management [#4335](#)

June 23-24, 2008

Las Vegas, NV

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism [#4521](#)

June 25-27, 2008

San Diego, CA

CPSM Train-the-Trainer: Review Instructor Courseware Program [#4295](#)

June 26-27, 2008

Charlotte, NC

CPSM Train-the-Trainer: Review Instructor Courseware Program [#4292](#)

June 30-31, 2008

Dallas, TX

Legal Aspects of Supply Management: The Basics You Need to Succeed [#4387](#)

July 9-11, 2008

San Diego, CA

Supply Chain Optimization: Putting It Into Practice [#4347](#)

July 14-15, 2008

Tampa, FL

Supplier Relationship Management for Collaboration, Impact and Business Success [#4326](#)

July 14-16, 2008

San Diego, CA

Best practices in Procurement [#4460](#)

July 16-18-2008

Minneapolis, MN

Introduction to Logistics and Transportation Operations Concepts and Practices [#4556](#)

July 17-18, 2008

San Diego, CA

Fundamentals of Purchasing: The building Blocks of World-Class Professionalism [#4522](#)

July 21-23, 2008

end of the newsletter).

1. What requires that the buying organization provide the seller with timely notice of its intention to reject nonconforming goods?

- A. Uniform Commercial Code
- B. Contract law
- C. Case law
- D. Terms and conditions

2. Price analysis that takes a number of forms ranging from benchmarking industry standards to a side by side analysis of prices.

- A. Trend analysis
- B. Linear regression analysis
- C. Comparative analysis
- D. Exponential smoothing

3. Process of finding ways to use as few purchased items as possible to perform as many functions as possible.

- A. Value analysis
- B. Cataloging
- C. Standardization
- D. Communization

4. The incremental system used by the reviewing manager to rate employee performance.

- A. Critical incidents review
- B. Group rank ordering system
- C. Paired comparison
- D. Graphic rating scale

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.

**62nd Annual Southwest Supply Management Conference**

Mark your calendars now for the 62nd Annual Southwest Supply Management

Nashville, TN

CPSM Train-the-Trainer: Review Instructor Courseware Program #4296

July 23-24, 2008  
Boston, MA

Strategic Services Procurement: Applying Strategic Sourcing Principles to the Procurement of Services #4457

July 24-25, 2008  
San Diego, CA

Capital Equipment Purchasing: Big Risk, big Dollars and Big Results #4483

July 28-29, 2008  
San Diego, CA

Supply Management: Tools, Techniques and Strategies for Success #4356

July 28-30, 2008  
Minneapolis, MN

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

Brochures will be available soon, but you can also visit [www.ismswscf.org](http://www.ismswscf.org) for more information. The conference registration is a bargain for the continuing education hours available.

## Oklahoma Economic Outlook

For the month of May, reported June 2, 2008

The Business Conditions Index for Oklahoma slipped below growth neutral for May. The index, a leading economic indicator, slumped to 49.6 from April's 53.4. Components of the overall index for May were new orders at 50.0, production at 41.8, delivery lead time at 64.3, inventories at 50.1, and employment at 47.5. "Pullbacks reported by nondurable-goods manufacturers and telecommunication firms accounted for much of May's weaker reading. Durable-goods producers detailed solid growth for the month but it was not sufficient to offset weakness in other areas," 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>.

Comments, suggestions, topics, ideas for future issues of this newsletter? Send to [marilyn.medlock@dtg.com](mailto:marilyn.medlock@dtg.com).

### Answers to C.P.M. Questions

1. Answer A - The UCC does not allow a buyer unlimited time to inspect a product before determining it is nonconforming.

2. Answer C - Comparative analysis is often used to make a buying decision. The process looks at the features and benefits of the item to be purchased and compares (usually side by side) the value of competing products.

3. Answer C - Part standardization is the process of reducing the number of parts used to reduce handling overhead costs, drive lower prices through consolidated purchases, and reduce the risk of stock outages.

## 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.

4. Answer D - The graphic rating scale system is a set of performance factors such as job knowledge, work quality, and cooperation.

2007-2008 NAPM-Tulsa Board of Directors

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