

Robert Tipton

From: NAPM-Tulsa Board of Directors [robertt@controlvalves.com]
Sent: Thursday, February 28, 2008 3:43 PM
To: Robert Tipton
Subject: NAPM-Tulsa March 2008 Newsletter



News & Views

March 2008

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Greetings from NAPM-Tulsa

Dear Member,

Did you know that March is "Supply Management Month?" Here is what ISM has published regarding the month:

"Spread the word - March is *Supply Management Month!* As supply management professionals, March is our month to shine, gain recognition, and communicate the value of our profession to the public and within our organizations. Supply management is defined as the identification, acquisition, access, positioning, and management of resources the organization needs or potentially needs in the attainment of its strategic objectives."

NAPM-Tulsa is celebrating the month with our dinner program at Los Cabos (Jenks River Walk) on March 6. We will be showing member appreciation by providing members in attendance with a gift to take back to the office. Our logo will appear on

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it, giving you the opportunity to explain to your coworkers your involvement in the association, your continual education efforts and the value your position adds to the company. We hope to see you there!

Be on the lookout for registration forms for two events in April. On the evening of April 8, we will be taking a tour of the QuikTrip Corporation headquarters, including a peek at their trading floor. The Corporate Purchasing Manager will speak after the tour about his area of responsibility and strategies that they are deploying. On April 17, we will be hosting the third and final satellite seminar for the 2007-2008 fiscal year. The topic is, "Supply Management's Role in Sustainability." Both events are free to members!

You should have received (and will continue to receive) information from ISM on the 2008 International Conference & Exposition in St. Louis May 4-7. If you can make the time, I strongly encourage you to register (the early bird registration deadline is March 1st). Visit www.ism.ws to register. This is a tremendous professional development opportunity.

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!

Melinda Crisp - Hilti, Inc.
Nancy Sutton - Hilti, Inc.
Laura Gillis - Yuba Heat Transfer

March 6th Dinner Program

The March dinner program will be a celebration of Supply Management Month but it will also be a night to honor the R.A.P.P.'ers (Retired Association of Purchasing Professionals) as well as "Executives Night". This is the time to invite your boss to see what your professional organization is all about.

Such a special evening requires a special location and we've got it! Join us March 6th at Los Cabos on the River Walk in Jenks. Good food, good company, great speaker!

The speaker will be Yu Shuai on Negotiating in China. We looked forward to Mr. Shuai's talk in December but had to cancel it and now we get a second chance.

Networking will begin at 5:30 p.m., dinner at 6:00 p.m., program from 6:30 to 7:30 p.m.

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

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

[Member Company Spotlight - Dollar Thrifty Automotive Group](#)

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2007-2008 CALENDAR *

Mar. 6 - Monthly Program
"Supply Mgt. Month"
Executive's Night and
R.A.P.P.'ers Night
5:30-7:30 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
5:15-7:15 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
Register at www.ism.ws

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 - 1:30 PM
Forest Ridge
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

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

future newsletters and our website for the latest details.

NAPM-Tulsa Volunteers

Anyone who is interested in serving on the NAPM-Tulsa Board of Directors, or on a Board committee should contact Robert Tipton, Scott Mullins, or David Young.

MEMBER COMPANY SPOTLIGHT

This month we're spotlighting Dollar Thrifty Automotive Group, Inc. where four of our NAPM-Tulsa members work.

W. L. "Bill" James 2008 Nominations

The W.L. "Bill" James Outstanding Member Award was established to recognize outstanding members of the Association. It is the highest honor accorded to a member of NAPM-Tulsa, Inc. The award has been presented yearly since 1984 and is named in honor of W.L. "Bill" James who devoted many hours of his time in the interest of the Association.

If you wish to nominate a member, please contact Scott Mullins, Vice Chair, for a form or [click here](#) and return the completed form to him by April 25, 2008.

Criteria for Nomination:

- **Must be a regular or Associate Member of NAPM-Tulsa, Inc.**
- **Must have been a member for 5 or more continuous years at time of nomination.**
- **Must hold a position in purchasing or materials management at time of nomination.**
- **Has not previously received the W.L. "Bill" James award.**

Dollar Thrifty Automotive Group, Inc. operates the two car rental brands, Dollar Rent A Car and Thrifty Car Rental. There is also Thrifty Car Sales, which franchises used vehicle sales.

Dollar Rent A Car, founded in 1965, and Thrifty, founded in 1958, functioned as separate operating companies but in 2002 merged as a single company, Dollar Thrifty Automotive Group.

The Purchasing Department is composed of three buyers and an expeditor and reports to the Executive Director of Administration. The buyers purchase all non-fleet related items for Tulsa's world headquarters, corporate owned car rental locations and franchised car rental locations.

C.P.M. / CPSM Information



Below are sample questions from each C.P.M. Exam Module (answers are in the side column of the newsletter):

1. When a supplier has the necessary equipment, tools, and talent to meet your requirements, it is said to have:
 - A. Operational capacity
 - B. Financial ability
 - C. Technical capability
 - D. Responsiveness
2. Term that describes when the supplier owns the material stored at your facility until you actually use it.
 - A. Contract inventory
 - B. Outsourcing

Since the Dollar and Thrifty brands are promoted separately, the buyers must work closely with the Marketing and Image departments to protect the brands logo and image.

Together, Dollar and Thrifty have approximately 836 corporate and franchised locations in the U.S. and Canada.

- C. Supplier managed inventory
- D. Consignment

3. One of the comparative analysis tools for decision making.
 - A. In-source
 - B. Make or buy
 - C. Outsource
 - D. Request for Proposal

4. Theory of management that views the organization as an interrelated, interdependent group of elements that functions as a single entity.
 - A. Contingency
 - B. Systems
 - C. Scalar
 - D. Chaos

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>.

March and April 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.

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](#)

JOB POSTINGS

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

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.

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

March 25-26, 2008
Phoenix, AZ

Legal Considerations of Software Licensing and Other Technology-Related Agreements
[#4552](#)

March 27-28, 2008
San Diego, CA

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 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

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

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Dollar Thrifty Auto Group
marilyn.medlock@dtag.com

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linda.enos@dtag.com

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ketchumb@vanguardcar.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 - Technical capability ensures that the supplier has the physical wherewithal and expertise to perform the requirements of the contract.
2. Answer D - True consignment inventory is 100 percent owned by the supplier until such time as it is taken from inventory and put into operation. Typically, it is received as an incoming product. The receiving process then initiates an invoice for payment.
3. Answer B - Make or buy analysis attempts to compare the cost and benefits of manufacturing product

Oklahoma Economic Outlook

For the month of January 2008, reported February 1, 2008

The Business Conditions Index for Oklahoma dipped for January. The index, a leading economic indicator from a survey of supply managers in the state, tumbled to 51.7 from December's 57.8. Components of the overall index for January were new orders at 50.4, production at 50.2, delivery lead time at 49.2, inventories at 58.3, and employment at 53.5. **"Despite the U.S. and regional downturn, Oklahoma continues to expand at a slow but positive pace. Healthy activity for information firms and telecommunication companies in the state more than offset weakness transportation equipment producers and firms linked to this industry,"** 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 the APICS-Tulsa March Newsletter!

internally or purchasing it from an outside source.

4. Answer B - A system is a combination of related parts organized into a complex whole. The systems approach holds that a synergy develops from these interdependent functional elements that creates a greater whole than the theoretical sum of its parts.

2007-2008 NAPM-Tulsa Board of Directors

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