

## NAPM-Tulsa News & Views

January, 2010

Happy New Year!

That's a familiar greeting we wish each other early January, a wish for good things, new hope and resolve. While we wish for a better year, it has certainly been hard times for those of us who have lost jobs. For our members who find themselves without jobs, please know that your fellow members are here for support and encouragement.

This seems to be an appropriate time to use the next two meetings to discuss and give tips on networking, resumes and job interviews.

Our January luncheon meeting will start at 11:30 a.m. at La Villa Restaurant which is located in the Philbrook Museum of Art. The speaker will be Dr. Steven Green, Dean of ORU's School of Business. The topic will be Social Networking. We're honored that Dr. Green will take time from his duties to speak to us.

As we start the second half of our association's program year, I hope you will take the time to attend the lunch and dinner meetings we have lined up. The best thing we can do for ourselves in a tight job market is to show current and prospective employers that we care enough for our careers to keep our job skills sharp. NAPM-Tulsa will provide that means and all you have to do is show up at the meetings. We try to make it painless.

Again, Happy New Year and may the end of this year find all of us in better circumstances than the beginning.

Marilyn Medlock  
2009-2010 Chair

### In This Issue

[A Note from the Vice Chair](#)

[January 12th Lunch Meeting](#)

[Membership Report](#)

[ISM Satellite Seminars](#)

### Calendar of Events



#### Jan 12 Lunch Meeting

Location: Philbrook Museum La Villa Restaurant  
11:30 a.m. - 1:00 p.m.  
Speaker: Dr. Steve Greene  
Topic: Social Networking

#### Feb 9 Dinner Meeting

Location: Los Cabos, 300 Riverwalk, Jenks  
5:30 p.m. - 7:15 p.m.  
Speaker: Panel Discussion  
Topic: Employment Interview and Resume Tips and Tricks

#### Mar 9 Dinner Meeting

Location: TBD  
5:30 p.m. - 7:15 p.m.  
Speaker: Stan Clark, Eskimo Joe's  
Topic: TBD

#### Apr 13 - Plant Tour

Location: TBD

#### May 11 Lunch Meeting

Location: Baxter's Interurban Grill  
11:30 a.m. - 1:00 p.m.  
Election of New Board Officers  
Speaker: Donna Rynda  
Topic: The Four Free Ways to Reduce Your Stress This Year

#### May 17 NAPM-Tulsa Annual Buyer-Supplier Golf Outing

Location: Golf Club of Oklahoma  
[www.golfcluboklahoma.com](http://www.golfcluboklahoma.com)

#### Jun 8 Dinner Meeting

Location: TBD

[ISM Free Web Seminars](#)

[Oklahoma Economic Outlook](#)

[NAPM-TULSA Annual Buyer-Supplier Golf Outing](#)

[Yearly Calendar of Events](#)

[Job Postings](#)

[ISM Seminars](#)

[ISM Conferences](#)

[2009-2010 Board of Directors](#)

[Comments?](#)

## A Note from the Vice Chair....



Well, here we are in 2010 and I for one am glad to be here. A new year and a new decade are upon us and will no doubt be full of potential for our economy, our companies and our own personal development. And hopefully, when you consider your personal and professional development, you keep in mind how NAPM-Tulsa can assist you. From Seminars, to Satellite Seminars, to luncheons and dinners and just old fashioned networking, your affiliate board stands ready to serve you. So please be sure to include

us in your 2010 plans. We are looking forward to sharing 2010 and the next decade with you.

## Meeting Information

### January 12th Luncheon Program

The next meeting will be a lunch meeting on January 12th, 11:30 AM to 1:00 PM, at La Villa Restaurant located in Philbrook Museum of Art, 2727 S. Rockford.

**Dr. Steve Green, Dean of Oral Roberts University's Business School, will be the speaker. The topic will be *Social Networking*.**

Dr. Steven Greene has been a prominent leader in the business world for many years as well as teaching as a marketing professor. Dr. Greene most recently served as Chief Operating Officer for the Tulsa-based franchise, Camille's Restaurants. He is also the Senior Pastor of Bixby Community Church.

In addition to his years of experience in the business world, Dr. Greene developed "The Buyers File," which is the primary research tool used in 85 TV markets. He has also published in several proceedings of the Academy of Marketing Science and was named the "Faculty Advisor of the Year" in the nation by the American Marketing Association.

5:30 p.m. - 7:15 p.m.

**Installation of New Board Officers  
R.A.P.P.'rs Night  
Speaker: Gerry Raubach,  
Industrial Solutions  
Topic: Supporting Lean Initiatives  
through Purchasing Activity**

## Quick Links

[NAPM-Tulsa Website](#)  
[ISM Website](#)

## Job Postings

### [ConocoPhillips](#)

Coordinator, Process, Procure to Pay (P2P) Center of Excellence (COE)  
Job # 007YJ

Bartlesville, OK

[www.conocophillips.com/careers](http://www.conocophillips.com/careers)

### [Nordam](#)

Opportunities in Tulsa, OK

[www.nordam.com/careers](http://www.nordam.com/careers)

More information on openings, along with links to job search sites, can be found on our website at [www.napmtulsa.org](http://www.napmtulsa.org).

## ISM Seminars

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism 4539 Dallas, TX  
Dec 07, 2009 - Dec 09, 2009

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism 4520 Tempe, AZ  
Jan 20, 2010 - Jan 22, 2010

Power Negotiations: Unlock Your Powers of Influence and Persuasion 4584 Las Vegas, NV Jan 25, 2010 - Jan 27, 2010

Contracting Basics: What All the Ts and Cs Mean 4489 Tampa, FL  
Jan 28, 2010 - Jan 29, 2010

Best Practices in Procurement

Dr. Greene holds a D.B.A from Memphis State University and M.B.A. and B.A. from Southeastern Louisiana University. All degrees had a marketing emphasis.

To reserve a place, please [click here](#)

[La Villa Restaurant Directions Map](#)

## Membership Report



REMINDER!

If you've not already renewed your membership, please do so.

## ISM Satellite Seminars

As those of you who signed up for the October satellite seminar know, the Education Service Center had a technical problem that prevented the live broadcast.

We've bought the DVD of the October seminar and will show it at the Education Service Center soon. You will still receive the continuing education hours.

We are still making arrangements with the Education Service Center as to the time we can reserve a room for the showing. We'll let you know as soon as the arrangements are final.

The Education Service Center will not be able to broadcast future live seminars; however, if we can't find a location to broadcast live then we will reshew the seminars at the Center.

## ISM Free Web Seminars

**These web seminars are free and attendance of the live session qualifies for one CEH credit at ISM.**

To register for these free web seminars go to the ISM website or [Click Here](#)

*Don't Train - Make an Investment and Expect a Return*  
Wednesday, January 13, 2010 - 10:00 a.m. CST

*Building Competitive Advantage: How DHL Leverages Technology to Unleash Supplier Innovation and Drive Value Across the Enterprise*  
Thursday, January 21, 2010 -12:00 p.m. CST

4461 Dallas, TX  
Feb 10, 2010 - Feb 12, 2010

Resisting Price Increases and Implementing Cost Improvement Initiatives: How to Make a Major Impact into Today's Volatile Marketplace 4272 Tampa, FL  
Feb 15, 2010 - Feb 16, 2010

Advanced Negotiation Strategies: Advanced Concepts and Techniques for Optimizing Value through Negotiations 4445 San Diego, CA  
Feb 17, 2010 - Feb 19, 2010

Legal Considerations of Software Licensing and Other Technology-Related Agreements 4550 Tempe, AZ  
Feb 22, 2010 - Feb 23, 2010

Legal Aspects of Supply Management: The Basics You Need to Succeed 4385 San Diego, CA  
Mar 01, 2010 - Mar 03, 2010

Contracting for Purchasing and Supply Management: Beyond the Basics 4425 San Francisco, CA  
Mar 08, 2010 - Mar 09, 2010

Contracting Basics: What All the Ts and Cs Mean 4490 Tempe, AZ  
Mar 11, 2010 - Mar 12, 2010

Improving MRO Management 4351 Tempe, AZ  
Mar 15, 2010 - Mar 16, 2010

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism 4521 Tampa, FL  
Mar 22, 2010 - Mar 24, 2010

## ISM Conferences

The ISM and NBTA Summit on Travel, Meetings & Supply Management  
January 27-28, 2010  
Tampa, FL

Black Executive Supply Management Summit  
February 2-4, 2010  
San Diego, CA

## Oklahoma Economic Outlook

**For the month of December, 2009, reported January 4, 2010**



For a fourth straight month, Oklahoma's leading economic indicator from a monthly survey of supply managers dropped below growth neutral. The Business Conditions Index, slipped to 43.0 from November's 49.4. Components of December's overall reading were new orders at 39.5, production, or sales, at 48.9, delivery lead time at 52.7, inventories at 41.1, and employment at 33.0. "Over the past decade, Oklahoma lost almost 46,000, or 25.8 percent, of its manufacturing employment. Most losses were due to productivity growth of almost 40 percent over the decade. While I expect the state to grow overall jobs by 0.2 percent in the first half of 2010, manufacturing job growth will be nil as producers grow output via productivity gains," said Goss.

Data from the Creighton University Economic Outlook:  
<http://www.creighton.edu/business/economicoutlook/>

## Register for the NAPM-Tulsa Annual Buyer-Supplier Golf Outing!

Hosted by [The Golf Club of Oklahoma](#)

**4-Person Scramble Format  
 Shotgun Start-8:30 AM\*  
 Monday, May 17, 2010**

\$135.00 per golfer includes greens fees, lunch buffet, cart, awards presentation, door prize tickets and access to locker rooms, and driving range.

### Prizes and Contests

1st Place Prize-\$400 for Team  
 2nd Place Prize-\$300 for Team  
 3rd Place Prize-\$200 for Team

Contests - i.e. Ladies' and Gentlemen's Longest Drive, Closest to the Pin

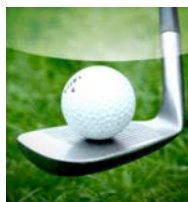
### Door Prize Drawings

All players will be entered in a drawing for a **4-some of golf at Golf Club of Oklahoma** and a nights' stay in one of the on-site cottages.

### **EARLY BIRD OFFER!**

Register by March 5th and receive **two additional entries** per player for this \$1,200 value prize!

[CLICK HERE](#) for the Registration Form.



Women Executive Supply Management Summit  
 February 3-4, 2010  
 San Diego, CA

Hispanic Supply Management Summit  
 February 3-4, 2010  
 San Diego, CA

The 20th Annual North American Research and Teaching Symposium on Purchasing and Supply Chain Management  
 March 11-12, 2010  
 Tempe, AZ

95th Annual ISM International Supply Management Conference and Educational Exhibit  
 April 25-28, 2010  
 San Diego, California

## 2009-2010 Board of Directors

### Chair

Marilyn Medlock  
 Dollar Thrifty Automotive Group  
[marilyn.medlock@dtag.com](mailto:marilyn.medlock@dtag.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  
 Union Public Schools  
[young.david@unionps.org](mailto:young.david@unionps.org)

### Education Chair

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

### Communications Chair

Joseph (Joe) Gallagher, CSPM, C.P.M.  
 ConocoPhillips  
[joseph.p.gallagher@conocophillips.com](mailto:joseph.p.gallagher@conocophillips.com)

### Membership Chair

Linda Enos  
[lindaenos444@yahoo.com](mailto:lindaenos444@yahoo.com)

### Advisor

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

### Recording Secretary

Jon Stauffer  
 Helicomb  
[jstauffer@helicomb.com](mailto:jstauffer@helicomb.com)



**Shadow Members**

Mary Baker  
Perri Catey

**Comments or Suggestions?**

Seriously interested in pursuing the CPSM designation? Give a call to one of your affiliate board members.

If you have any comments, suggestions, topics or ideas for future issues of this newsletter, please send to

[Joseph.P.Gallagher@conocophillips.com](mailto:Joseph.P.Gallagher@conocophillips.com)

2009-2010 NAPM-Tulsa Board of Directors  
NAPM-Tulsa



**Forward email**

 **SafeUnsubscribe®**

This email was sent to [joseph.p.gallagher@conocophillips.com](mailto:joseph.p.gallagher@conocophillips.com) by [joseph.p.gallagher@conocophillips.com](mailto:joseph.p.gallagher@conocophillips.com).

[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



NAPM-Tulsa | PO Box 470549 | Tulsa | OK | 74147