



NAPM-Tulsa News & Views

March, 2010

Calendar of Events

Welcome to Supply Chain Management Month!

This is going to be a busy month.

First, we have a special guest as our speaker this month. One of Eskimo Joe's founders, Stan Clark, will be telling us the Eskimo Joe's story, including how he built Eskimo Joe's Promotional Products. The meeting is at Ti Amo's Downtown. **Be sure to go to the downtown location and not the Sheridan restaurant.**

Next up, the nominating committee will be selecting the board officers for next year. Please contact Robert Tipton if you would like to serve on the board.

If serving on the board doesn't fit into your plans right now, remember we have the shadow members. The shadow members are members who attend the board meetings when they can, participate in the board discussions (but they can't vote on the issues) and, if they wish, help out a board member with some of their duties. It's all voluntary with no commitment.

We are also accepting nominations for the W.L. "Bill" James award. Do you know of a member that you feel is outstanding? Get that nomination in.

We would also like to hear from any of you interested in CPSM study groups. We'll see what we can do about setting up a study group if we have enough interested.

Don't forget about our golf outing in May! Get a foursome of co-workers or suppliers and come join us for some fun at the Golf Club of Oklahoma. If you don't have a foursome then let us know. We can probably get a group together for you.

Marilyn Medlock
2009-2010 Chair

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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: Ti Amo's Downtown, 302 South Cheyenne Avenue
5:30 p.m. - 7:15 p.m.
Speaker: Stan Clark, Eskimo Joe's
Topic: The Eskimo Joe Story

Apr 13 Lunch Meeting

Location: TBD
11:30 a.m. - 1:00 p.m.
Speaker: Mark McDaniel, General Manager & Chief Procurement Officer, ConocoPhillips Company
Topic: ConocoPhillips Supply Chain

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
REGISTER HERE!

Jun 8 Dinner Meeting

Location: TBD
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

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Job Postings

[ConocoPhillips](#)

Opportunities in Bartlesville, OK

www.conocophillips.com/careers

[Nordam](#)

Opportunities in Tulsa, OK

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.

Free ISM Web Seminars



There are **two free web seminars** scheduled for March. Attendance of the live sessions qualifies for one CEH credit each at ISM.

March 10, 2010 Wednesday at 1:00 PM CST

Enabling Next Generation ePurchasing with Automated Spend Analysis, Part 1

March 24, 2010 Wednesday at 1:00 PM CST

Enabling Next Generation ePurchasing with Contract Lifecycle Management, Part 2

Don't miss these free, **1-hour streaming only** Web events hosted by ISM and sponsored by Zycus. For more information on registering for these seminars go to the ISM website.

ISM Seminars

A Note from the Vice Chair....



Well, it's March...and you know what that means! That's right folks....it's Supply Chain Management Month. We have a whole month to promote, celebrate and yes...take pride in our chosen profession. So sit up straight and shout it out for all to hear..."I'm a Supply Chain professional!!!!" Awesome...I can already hear you! So get excited and be sure to join us at Ti Amo's for what I believe will be an outstanding meeting and talk by Stan Clark. And you know what ..."I'm a Supply Chain Professional!!!!

Membership Report



WELCOME TO OUR NEW MEMBERS!

- Carol Glasgow
- Neil Trowbridge - Reliance Business Products
- Alyce Korb - Mesa Products
- Barbara Hartman - Hartman Company
- David Smith - Baker Hughes
- Vicki Williams - Baker Hughes
- Navdeep Sohal - ConocoPhillips

March 9th Meeting Information

March 9th Dinner Program

Place: **Ti Amo Downtown,
302 South Cheyenne Ave.
(NE corner of 3rd and Cheyenne)**

Speaker: **Stan Clark, Eskimo Joe's**

Time: **Tuesday, March 9
5:30 p- 7:15 p.m.**

To reserve a place, please [Click Here](#)

[Directions Map - Ti Amo Downtown](#)



Seriously interested in pursuing the CPSM designation? We are trying to begin a CPSM Study Group. Give a call to one of your affiliate board members if you would like to join.

W.L. "Bill" James 2010 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 your Vice Chair, [Scott Mullins](#), for a nomination form.

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.

Call for Board Member Nominations

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

CPSM® Exam Review Course
4250 San Diego, CA
Apr 21, 2010 - Apr 23, 2010

Driving Down Costs Through Cost/Price Analysis
4509 San Diego, CA
Apr 22, 2010 - Apr 23, 2010

CPSM® Bridge Exam Review Course
4244 San Diego, CA
Apr 22, 2010 - Apr 23, 2010

Legal Negotiations
4276 San Diego, CA
Apr 22, 2010 - Apr 23, 2010

CPSM® Train the Trainer: Review Instructor Courseware Program
4302 San Diego, CA
Apr 22, 2010 - Apr 23, 2010

How to Develop and Manage a Supplier Diversity Program
4323 San Diego, CA
Apr 24, 2010 - Apr 24, 2010

Administering Contracts: From Start to Finish
4306 Chicago, IL
May 10, 2010 - May 11, 2010

Finance for the Supply Management Professional
4515 Minneapolis, MN
May 12, 2010 - May 14, 2010

Best Practices in Procurement
4462 San Francisco, CA
May 17, 2010 - May 19, 2010

Power Negotiations: Unlock Your Powers of Influence and Persuasion
4570 Tampa, FL

Interested in serving on the Board or want to nominate someone? Nominations are being solicited for the 2010-2011 NAPM-Tulsa board. If you would like to submit a nomination, please send an email to your [Communications Chair](#).

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**.

Oklahoma Economic Outlook

For the month of February, 2010, reported March 1, 2010

For a second straight month, Oklahoma's leading economic indicator stood above growth neutral.



The Business Conditions Index, slipped to 52.3 from January's 54.5. Components of February's overall reading were new orders at 49.9, production, or sales, at 62.2, delivery lead time at 63.2, inventories at 47.8, and employment at 38.2.

"Over the past year, Oklahoma has lost almost 15,000 manufacturing jobs, or almost 8 percent of its manufacturing job base. Almost 94 percent of the producer job losses were among durable goods manufacturers.

For the second quarter of 2010, based on our surveys, I expect minimal manufacturing job losses and very modest overall job gains for the state," said Goss.

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

May 19, 2010 - May 21, 2010

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism
4522 Baltimore, MD
May 24, 2010 - May 26, 2010

ISM Conferences

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

Hospitality Supply Management Conference
May 19-21, 2010
Chicago, IL

11th Annual Services Conference
December 2-3, 2010
Phoenix, AZ

2009-2010 Board of Directors

Chair

Marilyn Medlock
Dollar Thrifty Automotive Group
marilyn.medlock@dtag.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

Education Chair

Billie Ketchum
The NORDAM Group
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Communications Chair

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

Membership Chair

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



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Shadow Members

Mary Baker
Perri Catey

Comments or Suggestions?

If you have any comments, suggestions, topics or ideas for future issues of this newsletter, please send to
Joseph.P.Gallagher@conocophillips.com

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