



NAPM-Tulsa News & Views

February, 2011

Brrr...wow...it's cold out there this winter. And as you sit at your desk and wonder...*what could I do tonight...*too cold to walk on the Rivertrails...hmmm...what to do? Well, I have a great suggestion...join us this February 8th at El Chico's for this month's dinner meeting. Our guest speaker is Michael Erel. He will be presenting "The Tools are Ready, but is it Worth the Wait".

I personally am very interested to hear Michael's take on the value of the many tools, which Supply Chain professionals are daily exposed to. From basic ERP implementations to full blown RFID, Supply Chain professionals find themselves fully engaged in many of these types of endeavors pursued by their respective organizations. But how often is the "real" or even the "perceived" value of these tools actually realized? And how well do we as Supply Chain professionals make use of these and other tools at our disposal. I'm sure that Michael's discussion will shed some answers these and more questions.

So, I hope you will join us and spend a warm night at El Chico's discussing things that can make our jobs easier and more productive. See you there.

K. Scott Mullins, C.P.M.

2010-2011 Chair

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ISM Report on Business

Calendar of Events

[February Dinner Meeting](#)

February 8, 2011

Dinner Meeting - 5:30 - 7:00

Registration - 5:00

Location: El Chico

Address: 71st & Memorial, Tulsa

Speaker: Michael Erel

Topic: "eProcurement: The tools are ready but is it worth the wait?"

[ISM's 96th Annual International Supply Management Conference & Educational Exhibit](#)

Date: May 15-18, 2011

Location: Orlando, Florida

[Click here](#) to sign up email alerts regarding this event.

Quick Links

[NAPM-Tulsa Website](#)

[ISM Website](#)

[2010 ISM Salary Survey](#)

Job Postings

[Schlumberger](#)

Purchasing Specialist in Bartlesville,

OK

<http://www.napmtulsa.org/careers.php>

[ConocoPhillips](#)

Opportunities in Bartlesville, OK

www.conocophillips.com/careers

[Nordam](#)

Opportunities in Tulsa, OK

PMI 60.8%

Commodities Up in Price: Aluminum; Aluminum Products; Brass; Brass Products; Caustic Soda; Chemicals; Copper; Copper Based Products; Corn; Corrugated Containers; Diesel; Freight Rates; Fuel Oils; High Density Polyethylene; Lubricants; Nuts; Packaging Materials; PET; Plastics; Plastic Products; Plastic Resins; Polyethylene Resin; Polypropylene; Soybean Oil; Stainless Steel; Stainless Steel Products; Steel; Steel Products; Steel Surcharges; and Sugar.

Commodities Down in Price: No commodities are reported down in price.

Commodities in Short Supply: Electric Components is the only commodity reported in short supply.

NMI 49.4%

Commodities Up in Price: Airfares; Carbon Pipe; Cleaning Products; Copper Products; Corn; Cotton; Cotton Products; #1 Diesel Fuel; #2 Diesel Fuel; Food and Beverage; Fuel; Fuel Surcharges; Gasoline; Ground Beef; Heating Fuel; Janitorial Supplies; Latex Gloves; Office Supplies; Paper; Petroleum Products; Plastic Film; Polyethylene Bags; Poly Products; Resin Products; Rubber Products; Soy Oil; Steel; Steel Pipe and Fittings; and Steel Products.

Commodities Down in Price: Chicken; and IT Equipment.

Commodities in Short Supply: Cotton; and Cotton Products.

February Speaker Bio

Michael Erel is the President and CEO of Supply Chain Connect, a Houston-based company that provides e-Procurement solutions to manufacturers and distributors worldwide. Previously, Michael served as the Information Technology director for Koch Energy, where he developed the largest web-based application at the company at that time. Prior to that, he was a principal in the energy practice of CSC Consulting, specializing in electronic commerce, supply chain management, customer relationship management and Internet-based solutions. Michael started his career at Andersen Consulting (now Accenture), helping companies in a variety of industries leverage technology for competitive advantage. Michael holds a BA degree in Computer Science from Harvard University.

2011 NAPM-Tulsa Golf Outing

**Mark down May 16th for our annual buyer-supplier golf outing at The Golf Club of Oklahoma!**

Here is an opportunity to play on this beautiful private course. This is always a great event and I urge you not to miss it this year.

The entry of \$135 per golfer includes greens fees, hamburger lunch buffet, cart, awards presentation, door prize tickets (think flat screen television) and access to

locker rooms and driving range.

This is a fun event and you can take it as seriously (or not) as you wish. If you can't get up a foursome, sign up anyway. We always have single players register and we then form teams.

This is NAPM-Tulsa's annual fundraiser and helps to support our

www.nordam.com/careers

ISM Career Center

Worldwide Supply Chain Jobs
<http://www.ism.ws/careercenter>

ISM Conferences

ISM's 96th Annual International Supply Management Conference & Educational Exhibit
May 15-18, 2011

Early bird registration ends February 15th.

2010-2011 Board of Directors

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Comments or Suggestions?

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

ability to offer quality monthly programs for our members and \$1,500 of the proceeds from the event will go to our NAPM-Tulsa scholarship fund to help a student interested in pursuing a Supply Chain Management career. More information and the registration form will be available on our website.

them to the Communications Chair at marybaker@hotmail.com.

Interview Insider Tips

Top Interview Secret:

Know the Right Questions To Ask

Most interview preparation books are filled with sample questions that you'll have to answer during an interview. While it's certainly important to know how to answer tough interview questions, it's equally important to know how to ASK questions in an interview. There are three good reasons to be prepared to ask great questions during interviews.

- To uncover the interviewer's hiring motives.
- To demonstrate your interest and intelligence.
- To uncover any unspoken concerns or "red flags."

Let's look at each of these points:

1. To uncover the interviewer's hiring motives.

A big mistake candidates make going into a job interview is to assume that they know the hiring motives of the interviewer based solely on the job description. But the reality is that each person within an organization will have a slightly different idea of the perfect person for the job.

It's up to you to find out the hiring motives of each person you interview within any one organization. Ask a simple question and you'll know what your interviewer is looking for. Such as:

- What do you see as the most significant challenges for this position?
- What qualities do you look for to fill this position?

Then just listen closely. He/She will tell you just what you need to know in order to tailor your answers to his/her desires.

2. To demonstrate your interest and intelligence.

Nothing works better than a well thought out question to convince your interviewer of the sincerity and interest. Additionally, a good question is the simplest, yet most effective way of impressing them with your intelligence.

The main thing is that you want your question(s) to be specific to the organization you are interviewing with. Avoid generic questions such as "Where do you see your company going in five years?" The interviewer is going to realize you just asked the last five companies that same question. A more targeted and specific question will win you points in the interview, and may tip the scale in your favor when they're discussing which candidate to hire.

3. To uncover any unspoken concerns or "red flags."

Before you walk out of your interview, find out any concerns that may eliminate you as a candidate. This is your best chance to defend your candidacy. This is also your second chance to undo an interview error, or provide vital information. Ask a question something like:

"What concerns do you have that would prevent you from calling me back for the next interview?"

Spoken concerns can be answered with new information on how you've overcome challenges, learned new skills, or adjusted to new industries quickly. Remember, if you don't ask, they will not tell you, and you'll always wonder why they didn't call you back.

When it comes to interviews, there is no such thing as over preparation. A resume will get your foot in the door, but the interview will seal the deal. Make sure you're ready to win the job by *asking* the right interview questions.

Deborah Walker, Certified Career Management Coach

Read more career tips and see sample resumes at:

www.AlphaAdvantage.com

email: Deb@Alphaadvantage.com

2010-2011 Board of Directors



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