

NIGP- Utah Chapter

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NIGP- Utah Chapter Officers:

President: Trever Ward

Vice-President: Jennifer Salts

Secretary: Nikki Sanchez

Treasurer: Tyler Barnes

Past President: Adrian Ruger, C.P.M., CPPB

Board of Directors:

Tracie Montano, CPPB

Polly Alles

Mike Smith

Chapter President's Message

Dear Colleagues:

Summer is getting closer than I would like, but it brings a few caveats!

Now is the time to clean out those old storage areas and dust off the porch.

Flowers are blooming, or if your house is like mine, they have bloomed and now are dying.

After being President of NIGP- Utah Chapter for a short period, I have met more of you and seen your dedication to our careers and your agencies.

I am amazed of the level of dedication and devotion that each of you have to your State.

We have one of our own, Polly Alles, slotted to speak to us in our May meeting and I look forward to seeing you all there.

And don't forget to take time to enjoy the flowers before they are gone!

Sincerely,

Trever Ward

President, NIGP Utah Chapter



Trever Ward- President

Utah Chapter News

NIGP NATIONAL has made several online courses available. For more information on these courses, visit www.nigp.org , or email customer-care@nigp.org

- Basics of Business Math*
- Business Communication– Written Communication*
- Fundamentals of Business Management Leading High-Performance Teams*
- Negotiating Skills– Influence and Persuasion*
- Project Management*
- Time Management Fundamentals*

VOLUNTEER to serve on a chapter committee! If you are interested, please contact the committee chairperson listed below:

Committee Chairpersons

- Honors & Awards: Jennifer Salts (State Purchasing)
jennifersalts@utah.gov
- Financial: Garret Johnston (State Purchasing) gkjohnston@utah.gov
- Historian: Denice Smith (Public Safety) denicesmith@utah.gov
- Membership: Sharon Pierce (SL County) spierce@slco.org
- Marketing/Public Relations: Glendon Mitchell (UofU)
gmitchell@purchasing.utah.edu
- Education: Debbie Smith (Granite SD) dlsmith@graniteschools.org
- Nominating: Adrian Ruger (State Purchasing) aruger@utah.gov

Upcoming Meeting Dates

MEETING LOCATION: All chapter meetings will be held at the Canyons School District Professional Development Center , 9361 South 300 East, Sandy. Meetings will be held 9:00 am – 12:00 pm.

Tuesday, May 20, 2014:

State Policy & Info on State Law
Paul Mash– State Purchasing

How to Say Anything to Anybody
Polly Alles– U of U

What’s Your Problem?
Garret Johnston– State Purchasing

Tuesday, Sept 16, 2014:

Topic and Speakers TBD



“The big secret in life is that there is no big secret. Whatever your goal, you can get there if you’re willing to work.”

-Oprah Winfrey

Classroom Corner

The 'Issue' of Buzzwords
(From Government Procurement, Feb/March 2014, p. 4-5)

By Fred Marks, CPPO,
VCO.

I have a particular distaste for buzzwords and a disdain for people who use them. I have fought a losing battle during my professional career and beyond against buzzwords, but the more I fight, the more buzzwords seem to be used.

English is a very accommodating language. We linguistically borrow words from other languages and treat them as our own. We take words from technology and incorporate them into our daily speech. It's an easy trap to fall into. Maslow calls it the "Golden Hammer." He wrote, "if all you have is a hammer, then everything looks like a nail." Every profession has its buzzwords, and purchasing is no exception. Think of your daily conversations in your office when discussing professional subjects. Do you think an outsider would understand you?

I like email because of the flexibility and ease of use. Emails have the dual function of being both formal and informal communication methods. They have taken the place of postal mail mostly because of their speed and ease, so we should use them accordingly. It is a disservice to use texting abbreviations like LOL or OMG in formal communications; it takes away from the impact of the writer intended. A formal email should have a subject line that includes a reference to the matter being discussed. It should be written with complete sentences, a formal salutation and closing, a copy line for all those concerned, and the signature should be your name, title, name of organization and contact information. Informal emails can be just as effective but written instead of texting. "Can we meet at 2:15?" "Let's have lunch!" and "Should we close the two lanes on the George Washington Bridge?" are good examples.

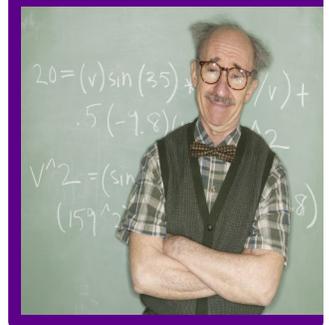
Purchasing requires that practitioners have excellent communication skills. We communicate our needs to others, we are contract

writers and administrators, we write memos, letters, and emails. Buzzwords are just tacky and a lazy way to write and speak. I have sat through my share of RFP Oral Presentations. I've seen everyone from the polished marketing manager in the red power tie or the lady in the red dress (red is supposed to be a power color, but now its becoming softer, like pinks and purples) to Lenny and Squiggy sitting in flannel shirts, asking each other "can we really do this?"

The next time you have an oral presentation, tell the presenter that if they use jargon or buzzwords like "issue" or "paradigm" or "110 percent," they will lose points and will be in serious danger of you walking out before they finish. You will get a much clearer presentation, and you get the added joy of watching them change the way they speak to you. You also get the chance to watch them clean up their presentations and think about every word they speak. For the most part, a majority of sellers who participate in presentations give the same marketing speech to every one of their prospective (cont.)

"Every profession has its buzzwords, and purchasing is no exception. Think of your daily conversations in your office when discussing professional subjects. Do you think an outsider would understand you?"

-Fred Marks



Classroom Corner (continued)

clients. Software sellers are particularly vulnerable to this tactic. I see nothing wrong with using “Clarity of Oral Presentation” as a criterion (following the original Greek, “criteria” is plural, “criterion” is singular).

If you want to do this right, make a list of your five most hated buzzwords and give them triple word score. Make it interesting, a game for your evaluators. Here are my five, and I start to get up and gather my things when a speaker hits three, especially if the speaker is supposed to be an expert on a subject, or worse yet, being paid to speak to a gathering. I generally like to hear what leaders of an organization or an expert have to say, but if they descend to the depths of jargon or buzzwords, it turns me off and I start to do my nine times table backwards in my brain. And they lose more points with a glitzy Power Point presentation with clip art, fancy fonts, and words and music flying in like Halley’s Comet.

“Epic” is offensive to me as it doesn’t meet the standard of anything remotely like a long poem with heroes, derring-do, and

pages and pages of names I can’t pronounce. Unless you are writing a Homeric Poem, or *Beowulf* or a ditty from Quintus Ennius, stop using the word. Nothing we do in purchasing is epic!

“*With all due respect*” or its cousin from below the Mason-Dixon Line “*Bless his heart*” is nothing more than a signal that the next words out of the speaker will be rude or bad-mannered.

“*At the end of the day*” can be used to denote any time period the speaker wishes. It’s used with its sibling “*sunset*,” and it should mean “when the job or function is complete.”

“*Issue*” is now being used instead of “*problem*.” Why do we coat our problems with honey instead of addressing them head-on? To take the impact out of a problem, or to sound smarmy, does the problem no real service. A problem has to be addressed forthrightly and directly.

And the gold medal goes to “*To be honest*.” What is really does is say to the listener that everything you’ve said prior to this has been false and disregard everything except what I’m saying now.

These are only a few of my most hated buzzwords. Make your own list and purge them from your writing and vocabulary. In my working days, to keep my sanity, I’d award the “Ros Prize” for buzzwords, named after Amanda McKittrick Ros who was arguably the worst poet in the English language. Clarity was not her strong point. In her day, people would have contests to see who could read her works out loud without bursting into laughter. Look her up when you have time, it’s an exercise in how not to write. And if you want to do it right, pin a picture of the Lady on your office wall to remind you of how not to write. Her picture alone should keep you from sliding down the razor blade of poor writing.

Frederick Marks, CPPO, VCO, is a retired purchasing officer who has held positions as a supervising buyer for the Port Authority of New York and New Jersey as well as director of material management for Northern Virginia Community College. Contact him at fmarks@mindspring.com

Special Notes/Announcements

Please Note:

**Our next chapter meeting will be Tuesday, May 20, 2014.
See you there!**



Special Notes / Announcements (cont).

Meeting Location Change

Thanks to each of you and your support, our chapter is growing! Please note our meeting location has changed to the Canyons School District Professional Development Center at 9361 South 300 East in Sandy.

Please plan ahead for this location! Thanks for your patience as we make these changes to accommodate our growing membership.

Chapter Website Makeover

The chapter web page has been refreshed with a new look and feel. It's a much cleaner, modern design and is even optimized for tablets and phones!

Check it out at <http://www.nigputah.org> and pass it along to your associates.

NIGP- Utah Chapter Summer Social

Mark your calendars! Our annual Summer Social will be on Thursday, August 14, 2014 at 7:00 pm. We will be at Murray Park again, but will be moving this year to Pavilion # 3. Great food from Texas Roadhouse will be served, and this is a fun opportunity to get to know our fellow chapter members. Please plan to bring your families/guests for this fun event!

Upcoming NIGP Webinars

(Complimentary for Members/\$185 for Non-Members. Register at www.nigp.org)

Wednesday, May 14, 2014:	<i>Top 5 Misconceptions About the Procurement of Energy Commodities</i>
Wednesday, May 21, 2014:	<i>Construction Manager at Risk: A Viable Alternative in Tough Economic Times</i>
Wednesday, June 18, 2014:	<i>Protests Happen</i>
Wednesday, July 16, 2014:	<i>Cultivating Buyer Seller Relationships in Public Procurement</i>

(On-Demand Webinar Recordings are also available for purchase in the NIGP Online Store)

For newsletter submissions or comments, please contact Tonya Hodges, Newsletter Editor:

Phone:: 801-578-8261 ; Email: tonya.hodges@slcschools.org

Speaker Biographies (Selected)

Paul Mash- State Purchasing

Paul Mash is an Assistant Director of the State of Utah, Division of Purchasing and General Services. Paul has been involved in public procurement since 1985 and acts as a resource to the state on GRAMA and GRAMA-related issues. Prior to his position with the Division, Paul was the Contracts and Procurement Manager for the Utah State Tax Commission for many years. Though a Murray, Utah native, Paul first began his career with the Idaho Department of Health and Welfare as the Contracts and Procurements Officer; then he became the Purchasing Agent for the City of Tualatin in Oregon where he had previously received his academic degrees. Paul was instrumental in obtaining the Outstanding Agency Achievement Award from NIGP from the Willamette Chapter of NIGP for the City of Tualatin and the Outstanding Agency Achievement Award for the Utah State Tax Commission. Paul is a Charter Member and Past President of the NIGP Utah Chapter.

Polly Alles- University of Utah

Originally from Detroit, Michigan, and living in Utah for 22 years. Even though I love the majestic mountains, I will forever be a flatlander. Loves to be outdoors, camping, fishing, hunting, swimming- any sports.

Family: Husband and 2 kids (boy/ girl), which gave me many credentials to speak on this topic: "How to Say Anything to Anyone," - who isn't listening! (teenagers)

Master facilitator

Retail Supply and Demographics Manager West Coast- Woolworth/Woolco Corporation, Canada LTD

Buyer for Canyons School District- (Thank you Gary Hansen)

Buyer for the University of Utah- Go Utes!