

NATIONAL INSTITUTE OF GOVERNMENTAL
PURCHASING



NOVEMBER 2007
NEWSLETTER

HAPPY HOLIDAYS!!!

MESSAGE FROM THE CHAPTER PRESIDENT

Dear Fellow Purchasing Professionals

November 2007

As we enter the holiday season, I would like to extend to you my best wishes for a safe and enjoyable Thanksgiving and Christmas. We are the lucky few who get to buy things for others all year round. And to think they pay us to do it! How could one ask for anything more?

All kidding aside, they do ask more from us. We are expected to be: squeaky clean, highly ethical, fair yet fugal and knowledgeable in our subject matter and legal issues. A pretty tall order, but we are equal to the task. Through years of experience, education and networking we are able to find answers to the procurement challenges we face daily. You are to be commended for what you do. I value my association with you and hope that it will only improve as we join together at our meetings and elsewhere. I know that my job has been made easier because of you.

On a less personal note, I would like to share with you a few thoughts I have collected over the years:

On Value – possibly by John Ruskin:

“It’s unwise to pay too much...but it’s worse to pay too little. When you pay too much, you lose a little money...and that is all. When you pay too little, you sometimes lose everything, because the thing you bought was incapable of doing what it was bought to do. The common law of business balance prohibits paying a little and getting a lot – it can’t be done. If you deal with the lowest bidder, it is well to add something for the risk you run. If you do that, you will have enough to pay for something better.”

On Attitude:

Our surrounding is a reflection of our attitude – Action – Reaction

On Opportunity:

Opportunity lies all around us. Prepare, Self-examine and Do it. (DOn’t quIT)

On Luck:

Luck occurs when preparedness meets opportunity.

On Achievement:

What the mind can conceive and believe, it can achieve.

On Change:

Change is neither good nor bad. It is our thinking that makes it so.

On Action: - Edmond Burke

“All that is necessary for the forces of evil to win out in the world is for enough good men to do nothing.”

On Decisions:

Decision making is as much an art as it is a science. However, the key to the right decision lies in the answer to the question, “Where will it lead?”

Again, Happy and Safe Holidays. I look forward to seeing you on January 15th at our next meeting: Murray City Hall from 9 a.m. to Noon. It will be a great meeting as we will have Marcheta Gillespie there to speak to us on Project Management. She is the NIGP Region XI Director. We will also have two of our very own experts presenting: Dan Reisner will talk to us about the ins and outs of shipping and Phil Johnson will discuss the right way to receive freight.

Gregory Maynard
President – Utah Chapter NIGP





Upcoming Meeting Dates

CHAPTER MEETINGS:

Tuesday, Jan. 15, 2008 - Marcheta Gillespie- Project Management
(9AM-12 Noon, Murray City Hall) - Dan Reisner- Shipping
([5025 S. State]) -Phil Johnson- Receiving

Tuesday, Mar. 18, 2008 - Topic TBD
(9AM-12 Noon, Murray City Hall)
([5025 S. State])

UPCOMING WEBINARS (To register, go to www.nigp.org)

Thursday, Nov. 29, 2007- Crisis Emergency Management- Session 1 of 4
Tuesday, Dec. 4, 2007- Managing Fixed Assets
Thursday, Dec. 13, 2007- What's in the Fine Print and Why: Standard PO Terms &
Conditions for Goods
Thursday, Dec. 20, 2007- Does It Really Say That? The Law and Public Procurement

TIPPS Symposium 2008

March 3-5, 2008 in Charlotte, NC. For more information and registration, go online to www.nigp.org/TIPPS.

63rd Annual NIGP Forum 2008

July 26-30, 2008 in Charlotte, NC. For more information and registration, go online to www.nigp.org/forum.

Utah Chapter News

THANK YOU to Gary Hansen and Granite School District for hosting the recent EdPAC workshop. Hopefully many of you were able to attend the wonderful workshops provided for us.

CERTIFICATION has its rewards! Contact Dean Pope at dean.pope@granite.k12.ut.us for more information on how you can become certified.

A LIBRARY of NIGP recommended texts has been purchased for use by chapter members studying for CPPB or CPPO certification exams. To check-out these texts (texts may be checked-out up to 60 days), please contact Dean Pope at the email listed above.

TEXTS INCLUDE:

Introduction to Public Procurement

Legal Aspects of Public Procurement

Planning, Scheduling and Requirement Analysis

Sourcing in the Public Sector

Developing and Managing RFP's in the Public Sector

Contract Administration

THE CHAPTER WEBSITE is up and running! Please visit <http://nigputah.org>.

Classroom Corner

“Management is doing things right; leadership is doing the right things.”- [Peter Drucker](#)

American (Austrian-born) management writer (1909 - 2005)

WE NEED YOUR HELP!

In a separate attachment to this newsletter, we've included a survey on how to best meet your educational and professional development needs as chapter members.

Please take a few moments to complete the survey. Please email completed surveys to David Bryan (UDOT) at dbryan@utah.gov . Please send your responses no later than Thursday, December 20, 2007.

Thank you in advance for your assistance!

Happy Holidays to all of you!

For suggestions or submissions for future newsletters, please contact Tonya Hodges, Newsletter Editor, at tonya.hodges@slc.k12.ut.us.