



NATIONAL INSTITUTE OF GOVERNMENTAL PURCHASING

SEPTEMBER 2008 NEWSLETTER

WELCOME BACK!

MESSAGE FROM THE CHAPTER PRESIDENT

Dear Fellow Purchasing Professionals,

Sept 2008

I hope you had a productive and enjoyable summer, and are ready for an exciting new chapter year of fellowshiping and learning. Your board members have been meeting throughout the summer to prepare for the upcoming year. They have a very exciting agenda prepared and I am looking forward to reuniting with all of you and sharing ideas and learning from the great speakers that will be presenting at our meetings.

As this is my last newsletter as President, may I take a minute to express my thanks for all of your support in helping the chapter to grow. We have made good progress over the past three years: quadrupling our membership, establishing a web site, a chapter logo, a mission statement and the establishment of our meeting format – mini-seminars. We have had outstanding speakers at our meetings, to include visits by national or regional officers every year. By this December, we will have in place a scholarship program available to students attending the state's colleges and universities starting next fall. We have had several of our members qualify for certification by the UPPCC as either a CPPO or a CPPB. Hopefully, more of you will seek certification in the coming year.

With all of these achievements, there is so much more to be done, so many areas in which we can expand and grow. Catch the spirit of the chapter. Make the time to get involved by participating on one of the many committees. We have only touched the tip of the iceberg with respect to what can be done. Continue to attend the meetings and bring a co-worker or friend. If you do so, you will be rewarded with new friends, new opportunities for personal growth, and the satisfaction of having contributed to a great organization.

Your new officers are very capable and eager to move the chapter to even greater heights, but they will need your help. So, don't be a bystander, pitch in, roll up your sleeves and enjoy the feeling of satisfaction that comes with service.

Again, I thank you for the opportunity to have served you for these past three years. I am proud of what has been accomplished and confident that with your help the chapter will continue to progress and get even better in the years to come.

Sincerely yours,
Gregory Maynard, CPPO, C.P.M. MBA
2005-08 President Utah Chapter, NIGP



Greg Maynard receiving Award of Appreciation from Paul Mash for service as NIGP Utah Chapter President.



New NIGP Utah Chapter Officers and Directors for 2008-2009 (Left to Right: Paul Mash, David Bryan, Jared Gardner, Carol Heales, and Gayle Gayler).



Upcoming Meeting Dates

CHAPTER MEETINGS:

Tuesday, Sept. 16, 2008

(9AM-12 Noon, SL County Bldg, S1007) – **Paul Brennan**, Region 1 1st VP, NIGP National ([2100 S. State])

- **Induction** of New Officers

“How NIGP Membership Benefits You & Your Staff at Any Career Stage”

(For Speaker Biography, please see attachment to email)

- **Doug Richins**- “Reflection of 30 Years of Purchasing”

Monday, November 17, 2008

(8 AM-3:30 PM, Jones Center, Granite School District)

- **“Back to Basics”**- More details to follow

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

(Members: \$75 per Seminar; Non-Members: \$105 per Seminar)

Thursday, Oct 2, 2008-

Preparation for the New CPPO Computerized Exam- What to Expect

Tuesday, Oct 7, 2008-

Market Research: A Risk Management Tool

Tuesday, Oct 14, 2008-

Contract Administration: A Plan for Success

Thursday, Nov 13, 2008-

Top Ten Best Practices for your P-Card Program

Thursday, Nov 20, 2008-

Cooperative Purchasing Benefits- The U.S. Communities Program

64th Annual NIGP Forum 2009

August 22-26, 2009 in St. Louis, MO. Plan Ahead! For more information and registration, go online to www.nigp.org/forum.

Utah Chapter News

PLEASE NOTE the location change above for our September 16th meeting! This is a temporary change for this meeting only.

CERTIFICATES OF ATTENDANCE for the past year will be handed out at the September 16th Chapter meeting. Be sure to pick yours up to use towards re-certification credit!

INVOICES for chapter membership dues will be sent out shortly. Please watch for these. Your prompt payment will be greatly appreciated!

BEST WISHES to Doug Richins, Chief Procurement Office, Director of the Division of Purchasing & General Services for the State of Utah, on his recent retirement after 32 years of distinguished service!

CONGRATULATIONS to West Valley City on recently celebrating their 25th Anniversary of NIGP membership!

WE NEED YOU! Volunteering can help you learn new skills, meet great people, build your resume, and can give you a great feeling of accomplishment. If you are interested in serving on a committee, please contact the committee chairperson listed:

Committee Chairpersons

Honors & Awards: Penni Taylor (UDOT) pennit@utah.gov ; 801-965-3836
Financial: Gayle Gayler (SL County) ggayler@slco.org ; 801-468-2559
Historian: Mindi Bos (Sandy City) mbos@sandy.utah.gov ; 801-568-7148
Membership: Stephen Elms (Draper City) steve.elms@draper.ut.us ; 801-576-6514
Nominating Committee Member: Tara Allred (S. Jordan City) tallred@sjc.utah.gov ;
801-254-3742
Public Relations: Paul Kikuchi (UDOT) pkikuchi@utah.gov ; 801-965-4071
Education: Tiffany Sorensen (SLC Corp.) tiffany.sorensen@slcgov.com ; 535-6347

CERTIFICATION has its rewards! Contact Tiffany Sorensen at tiffany.sorensen@slcgov.com 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 Tiffany Sorensen 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

VISIT THE CHAPTER WEBSITE! Go to <http://nigputah.org>.

Classroom Corner

“Courage is saying ‘Maybe what I’m doing isn’t working; maybe I should try something else.’ “
-[Anna Lappe](#)

Excerpt From: You had to ask

When it comes to driving change in the organization, every purchasing manager should be prepared to answer two questions. These two questions are similar in phrasing, different in implication and equal in importance.

By J. Kevin Beardsley

The first question often is spurred by a course of action that has been proposed to create change. This question, which tends to linger throughout the change process, can come from any direction and at any time. That question simply is: “Why are we doing this?”

Having decided to propose a course of action that will spark change, the purchasing manager should be well-equipped to answer this first question and speak to the benefits and necessity of pursuing the change. Answering this question while the change still is in the proposal phase will sharpen and refine the reason, purpose and justification for the change and equip the manager to address the question as it comes up during the change process.

The second question is: “Why are we not doing this?” Sometimes there are legitimate reasons that certain changes and process improvements cannot be implemented in particular environments. Being able to respond to this question shows that the purchasing manager has considered the change and has determined that it cannot be implemented for any number of reasons.

This second question creates an opportunity to address a deficiency or obstacle that stands in the way of change...

Sometimes the reason that something is not being done is simply that the change is not right for or in the best interests of the organization. We all have faced such questions about why we do not do something in a certain way or why we cannot purchase things like someone else, and we need to be able to articulate those answers.

The times when the “Why are we not doing this?” question are most intimidating – and most revealing – for a purchasing manager are when the manager is unable to answer the question. When certain process improvements and the savings associated with them are being trumpeted in numerous journals and publications and at professional conferences, the “Why not?” question is sure to arise...

Change is hard. Driving change can be harder. However, the effort and discomfort of quickly implementing or driving change pales in comparison to the discomfort that results from ignoring change for so long that one’s organization begins to ask: “Why are we not doing this?”

For complete article, go to <http://govpro.com/Issue/Article/81959/Issue>

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