



## NIGP- Utah Chapter

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### NIGP- Utah Chapter Officers:

President: Adrian Ruger, C.P.M.

Vice-President: Trever Ward

Secretary: Kay Healey, C.P.M.

Treasurer: Mark Parry

Past President: Jared Gardner, C.P.M., CPPO

### Board of Directors:

Greg Maynard, CPPO, C.P.M.

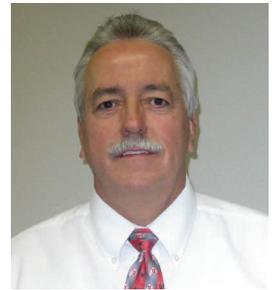
George Brinkerhoff

Tracie Montano, CPPB

## Chapter President's Message

Dear Colleagues:

I just recently returned from the NIGP Forum in Seattle, Washington. What a great experience it was to get acquainted with other NIGP members, meet national officers, listen to excellent speakers and attend classes on various procurement subjects. While some classes were better than others, I found at least one thing from every class that I could bring home and apply to my current position. I've been in this business almost 30 years. I've always maintained that no matter how long you spend as a procurement professional, there are two constants. One--you never stop making mistakes, and two--you never stop learning new things about the profession.



At the forum, there were two classes that I found exceptionally beneficial to me. They were Negotiating in Turbulent Times and This is No Laughing Matter – Humor in the Workplace. I'd like to share a few thoughts with you regarding humor.

**First: Young children laugh about four hundred times a day. Adults laugh only sixteen times a day.** I was surprised with this statistic. I think as adults, we are often too stressed and wrapped up in every-day responsibilities to take the time to see and enjoy the humorous things around us; and our failure to do that is clearly to our own detriment.

**Second: People with a sense of humor are the people we want to work with, listen to and buy products from.** I think this is very true. For example consider the guest speakers we heard at the forum. Those I like the most were the ones who could deliver their message and make me laugh at the same time. I find people with a sense of humor very enjoyable to associate with. This idea is reinforced with another thought from the class: **"The best communicators touch their listeners in three ways, their heart, their brain and their funny bone."**

**Third: Humor enhances persuasion and reduces resistance, enhances relationships, breaks down barriers, reduces stress and encourages creativity.** There are a lot of good reasons here to make humor part of every day.

I hope this message finds each of you well and happy with your careers. May I end with one bit of humor from the class. **"Columbus did not know where he was going. When he got back, he didn't know where he had been. And he did it all on borrowed money. There's hope for all of us."** *Anonymous*

Sincerely,  
Adrian Ruger

President, NIGP Utah Chapter



# Utah Chapter News

**NIGP NATIONAL** has made several online courses available. For more information on these courses, visit [www.nigp.org](http://www.nigp.org) , or email [customer-care@nigp.org](mailto: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: Trever Ward (UDOT) [tward@utah.gov](mailto:tward@utah.gov)  
Financial: Garret Johnston (State Procurement) [gkjohnston@utah.gov](mailto:gkjohnston@utah.gov)  
Historian: Jennifer Porter (State Procurement) [jenniferporter@utah.gov](mailto:jenniferporter@utah.gov)  
Membership: Debbie Smith (Granite SD) [dlsmith@graniteschools.org](mailto:dlsmith@graniteschools.org)  
Marketing/Public Relations: Glendon Mitchell (SL County) [gmitchell@slco.org](mailto:gmitchell@slco.org)  
Education: Mike Smith (UofU) [msmith@purchasing.utah.edu](mailto:msmith@purchasing.utah.edu)  
Nominating: Jared Gardner (Granite SD) [jbgardner@graniteschools.org](mailto:jbgardner@graniteschools.org)

*“Do you want  
to know who  
you are? Don’t  
ask. Act!  
Action will  
delineate and  
define you.”*

-Thomas  
Jefferson

## Upcoming Meeting Dates

(All meetings are held at 9:00 AM at the SL County Building, room S1007 [2100 S. State] unless otherwise posted. PUBLIC PARKING is available in the parking structure if outside lots are full.)

**Tuesday, Sept 18, 2012:**      Jeri Mae Rowley, MS  
*Working with Emotional Intelligence*  
  
Jared Gardner, Granite School District  
*State Procurement Code Update*

**Tuesday, Nov 20, 2012:**      *Topic and Speakers TBD*

## Classroom Corner

### 'Impact of Social Media on Public Procurement (Excerpts only)'

By Ramon S. Bristol  
Castrillon- (from  
govpro.com, see link: [http://govpro.com/resource\\_center/procurement\\_prof/procurement-social-media-advice-201204-05/](http://govpro.com/resource_center/procurement_prof/procurement-social-media-advice-201204-05/))

In some government agencies and municipalities, rules, codes, or guidelines restrict the manner and the period for communication between applicants and agency personnel during a public competitive selection process. Miami Dade County, Fla., for example, has implemented what is known as the "Cone of Silence." The intent of the concept is to channel all communications between applicants competing for goods, services and capital projects through the procurement department. This is done to avoid communications between competing vendors and members of an evaluating committee, end-users or administration personnel. Doing so diminishes the opportunity for inappropriate communication between applicants and agency personnel. This practice reduces the opportunity of an applicant to influence the outcome of a competitive process, and violating the guideline may result in disqualification of the applicant from the selection process...

Let's face it: Some vendors will stop at nothing in trying to influence a selection process. They will call end

Users, ask for additional information regarding projects, seek inside knowledge of the project from administration personnel, solicit budgets, etc. Some of them will go so far as to discredit competitors by disseminating rumors and horror stories about their performance and personnel. Vendors have the right to solicit additional information but they must do so by following proper communication protocols that guarantee transparency and equality to all competing vendors. Otherwise, the contact is inappropriate. No applicant should try to influence a committee member or administration member regarding the selection of an applicant by direct contact with that individual whether done in person, by phone or by the use of social media tools. With proliferation of the Internet, many firms have developed web sites and engaged in the use of social media sites such as Twitter, Facebook, My Space and blogs as marketing vehicles. Agencies now have the need to adapt the concept of the Cone of Silence to today's reality of electronic media. My opinion is that agencies should take steps to monitor or regulate companies, their personnel, consultants, and/or retained professionals from posting comments, offering opinions, or engaging in discussions that are directly related to a project during the evaluation or selection process. Agencies may find themselves equally challenged to prevent committee members and

Administration personnel from reading these postings during the evaluation and selection period; or, worse, to engage and respond to them. An article published recently by Reuters looked into the challenges courts across the nation are facing with jurors communicating, researching and posting opinions about ongoing cases on social media. Several cases have been dismissed due to this issue...

At this time, we do not mandate that companies or professionals not engage in social media during selections. However, we do express an expectation from the agency (noted in writing in the solicitation document) that applicants, whether firms or individuals, refrain from doing so during a selection period. Once that concern has been expressed in a solicitation document, applicants are put on notice about any deliberate attempt to make use of social media as an alternate vehicle to breach the Cone of Silence or communication protocols... This is not an attempt to prevent applicants from posting online but to persuade them to be careful that they say in social media so it doesn't come back to bite them.  
Ramon S. Bristol Castillon, CPPO, FCCM, is assistant purchasing director, facilities/plant maintenance, at Miami-Dade College

*"No applicant should try to influence a committee member or administration member regarding the selection of an applicant by direct contact with that individual whether done in person, by phone, or by the use of social media tools."*

*- Ramon S. Bristol  
Castrillon*

### Chapter Annual Elections

You would have to be living in a cave to not hear, at least daily, some politician bashing another in preparation for this year's November election. All of this political fervor is perfect to get you, our chapter members, thinking about serving as an elected officer in our chapter. "Why bother?" you ask yourself. I will list a few reasons for you to consider offering your valuable services:

1. You bring something to the table that no other individual does. Your experience, insights, and talents would shed new light and add strength to our chapter.
2. It will help your career. Anyone who has served on the board is better networked and has added a valuable service component to their resume.
3. You will grow. Stepping outside of your comfort zone will allow you to grow professionally in ways that you could not otherwise.
4. You will make great friends.

What excuses popped into your heads? Admit it, you just had excuses immediately come into your mind as you read this and you felt just a bit guilty for being a partaker of the services of the chapter and having never given back. Well, I have just the solution for you. Please contact me (phone: 385-646-4561 or email: [jbgardner@graniteschools.org](mailto:jbgardner@graniteschools.org)) and inquire about how you can assist our fine chapter.

Elected positions that we currently have no candidates for:

- \* Secretary
- \* Director (3 year commitment)

In addition to these positions we always have a need for committee chair persons and committee members. I encourage you to join with us and better our chapter and your career.

Thank you,  
Jared Gardner  
Past President- NIGP Utah Chapter

## Special Notes / Announcements

*Please Note:*

**Our next chapter meeting will be Tuesday, September 18, 2012. See you there!**



## Special Notes / Announcements (cont).

### *Chapter Manager & Buyer of the Year Award Nominations*

Please start considering nominating your supervisor(s) and/or co-worker(s) for the 2012 NIGP Utah Chapter Manager and Buyer of the Year awards! Nomination periods and more information will be forthcoming.

### *Fun at the 2nd Annual NIGP-Utah Chapter Annual Social!*

A big THANK YOU to those who planned and attended our 2nd Annual NIGP-Utah Chapter Annual Social on August 29th at Murray Park! Great food, great friends and fun times were had by all.

### *Upcoming NIGP Webinars*

*(\$59 for Members/\$180 for Non-Members. Register at [www.nigp.org](http://www.nigp.org))*

Thursday, Sept 13, 2012:	<i>Performance Management– Not Just Measures!</i>
Thursday, Sept 20, 2012:	<i>Negotiation is Not Confrontation</i>
Thursday, Sept 27, 2012:	<i>Evaluating Cooperative Programs</i>
Thursday, Oct 4, 2012:	<i>Keys to Effective Contract Administration</i>
Thursday, Nov 1, 2012:	<i>Start at the Beginning– Developing a Policy Manual</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](mailto:tonya.hodges@slcschools.org)*

## Speaker Biographies (Selected)

**Jeri Mae Rowley, MS Human Resource Management; Past President, National Speakers Association: Mountain West Chapter.**



Our September speaker, Jeri Mae Rowley, grew up working as generation three of her family's world-famous saddle making business. During a 16-year career as a college instructor she taught courses in small business leadership, tourism and human resource management. She also headed the college Workforce Training department and directed Travel Montana's statewide customer service training program.

After retiring from academics six years ago, Jeri Mae launched "Thirsty Minds Keynotes & Consulting." Now, from her "international headquarters" in Annabella, Utah (population 626 very nice neighbors) she operates a speaking business that has taken her to 25 states, Canada and the US Virgin Islands.

Jeri Mae has shared her unique brand of "Western Wit & Wisdom for the Workplace" with an intriguing variety of industries and organizations: from the Federal Reserve to National Wildlife Preserves; municipalities to multi-media; semiconductors to pet cemeteries; drill bit manufacturing to tropical island resorts.

Jeri Mae has received state and national recognition for her success as an educator and a leader. Currently, she is pursuing a Doctor of Education researching the role of emotional intelligence in leadership.