



**National
Association of
Purchasing
Management**



**Institute for
supply management**

**N.A.P.M.—OKC, INC.
AFFILIATED WITH
THE INSTITUTE FOR
SUPPLY
MANAGEMENT™**

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The Purchasing Pipeline

October 2013

N.A.P.M.-OKC Tuesday, October 8th 2013

Meeting 6:00PM

Crowne Plaza 2945 NW Expressway, OKC, OK

Please join us for an educational class on the measurement of natural gas presented by Mark Simpson and Gary Schroeder from Jet Specialties.



For 30 years Jet Specialty, Inc. has served the Oil & Gas Industry as a representative supply company providing quality valves and instrumentation products. Complementing this expertise, fabrication and measurement capabilities were added in 2001 to help serve the industry's growing production and measurement needs. Jet's fabrication of meter tubes and packaging services has continued to grow since it's founding with new facilities to streamline and expand production capacity. Fielding a team of over 130 industry professionals throughout Texas, Oklahoma and New Mexico, Jet Specialty is positioned to provide the service and support you need to get the job done.

Understanding your fabrication, measurement, and supply needs is what makes Jet Specialty one of the Oil & Gas Industry's fastest growing companies today. Their team of sales, service, fabrication and measurement specialist bring years of experience to assist you in design and fabrication of measurement equipment.

The President's Pen



Happy October Everyone!

Fall is here all of a sudden. We have hay bales with pumpkins and fall colored mums out in front. We had a lot of fun decorating the front of our new house. After all this is my favorite time of the year! This is the time of THANKSGIVING! This is the time to remember all the good things in life, count your blessings, and give back where you can. I love this time of year! I love getting together with family. I love getting together with friends, making new friends, and I love finding new ways to give with my family. I'm really looking forward to this fall season. What a great time of year!

We have a lot to look forward to this fall with N.A.P.M.-OKC as well. This month Jet Specialty will be join us for our October meeting at the Crown Plaza. This will be interesting as Jet Specialty is a manufacturer of measurement equipment in the natural gas industry. "Measurement" is often referred to as the cash register of the oil and gas industry. I am interested to hear what procurement model they use. In November we are exploring an interesting topic, I believe it is T's and C's. That may not be the final, so please

be understanding if it changes. December, of course, is our annual Christmas party. This is always one of my favorite meetings. I love it when our spouses and significant others get to join us and see what these meeting are all about.

Remember if there is ever a time when you want to jump on board, there is always a place to help out. We have plenty of opportunities to volunteer and serve this group. We will have a Fall Community Service Project coming up.

We will announce that soon. Be on the look out for that.

I hope to see everyone at our October meeting at Crowne Plaza. There will be a Board meeting after.

Stefanie K. Jones
President – N.A.P.M.-OKC
Stefanie.Jones@AccessMidstream.com



October 2013 Membership Report



OCTOBER 2013 MEMBERSHIP REPORT: Changes:

“Our affiliate exists to provide value to Oklahoma’s economy and our membership by: educating and developing our members; enhancing our employer’s operations; and advancing the supply management profession.”

Please let us know if you have changed jobs, addresses, or e-mail addresses, so we can keep our local roster current. Since “The Purchasing Pipeline” and other notices are sent to you by e-mail, this is very important, because you might miss out on an upcoming event. We will inform ISM of the change. We would also like to know if you have received your CPSM, C.P.M. or A.P.P. certification, so we can congratulate you in “The Purchasing Pipeline.”

ISM National Membership,
August 31, 2013 43,750

N.A.P.M.-OKC Membership,
September 30, 2013 218

C.P.S.M., C.P.M. & A.P.P. Report	
N.A.P.M.-OKC Membership	C.P.S.M.’s
September 2013	11 (5.0%)
N.A.P.M.-OKC Membership	C.P.M.’s
September 2013	31 (14.2%)
N.A.P.M.-OKC Membership	A.P.P.’s
September 2013	5 (2.3%)



Donna Dolezel, Membership Director, 886-3293, ddolezel@sandridgeenergy.com
 Cara Noltensmeyer, Membership Vice-Chair, 552-4789, cara.noltensmeyer@dvn.com

A Note from the VP...

I am so proud of the people who turned out to help with volunteering for last month’s meeting. It is always a great feeling seeing us come together to help our community become better. I really like volunteering so having us do it as a group always is an extra plus. Hopefully we can continue getting more and more members working on community service projects with us when we go!

This month is the official kickoff to holiday season. Even though I am not a huge Halloween person (besides the candy and checking out all the cute

costumes), everything black and orange is already consuming all stores. It is also that time of the year the days get shorter. It is always a little weird to be in dark going to and coming from work. Despite the changing of the seasons, I hope all of you will continue to get out to our meetings each month. I would love to see you bring a coworker who has not been in awhile or even encourage someone new to come and check us out. We want to continue to grow and get better so be sure to reach out to your favorite school or alma mater, since

you will already be at their sporting events, and see if their supply chain alumni/students would like to join us!

Have a great start to fall, ya’!!!

Elizabeth Jones
 Vice President
elizabeth.jones@AccessMidstream.com

Did you know you can find local job opportunities on our website?

www.napm-okc.org



Upcoming ISM Conferences and Events

Below is the list of ISM Conferences and Events:

For seminar details, please call the ISM Customer Service Department at 800/888-6276 or 480/752-6276, extension 401, or visit the ISM Web site at www.ism.ws and select Education

October/November 2013

Title	Date	Location
Power Negotiations: Unlock Your Powers of Influence and Persuasion Seminar #4584	October 16 - 18, 2013	Atlanta, GA
Strategic Cost Management Seminar #4345	October 24 - 25, 2013	Tempe, AZ
Contracting for Purchasing and Supply Management: Beyond the Basics Seminar #4426	October 24 - 25, 2013	San Diego, CA
NEW!!! Effective Supply Management: Analytical Techniques for Decision Making Seminar #4343	October 28 - 30, 2013	Nashville, TN
Best Practices in Procurement Seminar #4461	November 4 - 6, 2013	San Diego, CA
Negotiation Strategies: Beyond the Basics, Optimizing Value Seminar #4446	November 6 - 8, 2013	Phoenix, AZ
Supplier Relationship Management for Collaboration, Impact and Business Success Seminar #4327	November 6 - 8, 2013	Nashville, TN
Contracting: What All the Ts and Cs Mean Seminar #4485	November 18 - 19, 2013	Chicago, IL
Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism Seminar #4529	November 18 - 20, 2013	Phoenix, AZ
Legal Negotiations	November 20 - 21, 2013	Las Vegas, NV

Did you know you can submit your updated contact information on our website?

www.napm-okc.org



Register Now!

For the

14th Annual ISM Indirect/Services Conference

Making an Impact — Through Transformation, Innovation and Technology

December 5-6, 2013

Renaissance Phoenix Downtown Hotel

Phoenix, AZ

ISM's 14th Annual Indirect/Services Conference is designed for supply management practitioners who are responsible not only for indirect procurement, but also for developing the supply chain strategies that help move the organization forward. It focuses on improving your indirect spend and maximizing your impact on overall business. Even a 1 percent to 5 percent savings can be sizable to the bottom line.

Space is limited, so register today!

Leadership Skills for 2020

A new report examines the skills and character traits that will be critical for emerging executives to succeed.

According to an October 2010 report issued by The Conference Board — *Go Where There Be Dragons: Leadership Essentials for 2020* — leadership won't look the same a decade from now. Gone are the days of the CEO-as-rock star. Future executives must hone a variety of aptitudes and characteristics — trustworthiness, courage, influence, adaptability and connectivity, to name a few. If you want to position yourself for a position of power down the line, the report outlines the skills and character traits you need to hone today to pave the way.

The Conference Board's Charles Mitchell, executive director of publishing publisher of *Review* magazine, and David Learmond, an adviser in the areas of human capital knowledge area, co-wrote the report. By 2020, they predict, the notion of a leader as someone who makes the decisions, is comfortable with command and control, trusts an inner circle, and prides himself or herself on being the best-informed person in the room will be outdated.

"Transformed business models, faster information flows, stiffer competition and changing worker and

customer demographics mean leadership styles need to change, to be more collaborative," they assert.

They're Not Alone Mitchell and Learmond's predictions — as detailed in *Go Where There Be Dragons* — are based on a series of five sessions with The Conference Board's Councils on Leadership Development, Organizational Learning, HR and Talent Management, and Diversity Inclusion. Beginning in February 2010, council members gathered in United States, Europe and Asia to not only evaluate the current state of business leadership, but to also develop a set of leadership drivers, competencies and behaviors they believe will be relevant for leaders in 2020 and beyond.

In the end, every constituent agreed on one thing: Keeping pace with evolving economic, social and technical norms will require additional competencies, an understanding of a diverse and fragmented world, and a keen sense of self-awareness and humility.

"The old way of developing leaders — to clone an organization's current leaders — is outmoded," the report surmises. "Do that now and

you lose the opportunity that diversity offers and risk being irrelevant and isolated in an environment that demands a new model."

A Different Brand of Executive

According to Mitchell, Learmond and Council members, leaders for the next decade and beyond must focus on collaboration and hone their listening skills. "Smart leaders won't do it alone — they will create great teams where group expertise matters more than individual savvy," the report explains.

The next generation of leaders must also think beyond their own organizations and learn to trust nontraditional partners, the report adds. "[Future leaders need to] understand that problems can be solved by expert networks outside the traditional employee domain, and that others outside the inner corporate circle may have the best solutions."

Moreover, the report contends, leaders at many organizations — especially in North America and Europe — must embrace the concept of leading from within and from the bottom. "Gen X and Gen Y leaders move in networks, and networks challenge

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hierarchy," it explains. "They will rethink corporate structure."

Leadership Skills for 2020

Based on the cultural and workplace shifts they're observing right now, Mitchell, Learmond and Council members settled on the most important leadership skills for 21st-century leaders:

Building trust. A leader will need to be viewed as ethical, inspiring and trustworthy. "In an open-source, network-based environment, success will depend on this," they predict.

Reflection. Twenty-first-century leaders will need to figure out what really matters and, based on these reflections, be willing to step backward to move forward if necessary.

Influencing. This "power" will not be about command and control, they say; it will be based on a leader's ability to set subtle direction that unlocks the organization's creativity.

Thinking in the shape of a "T." Future leaders must have deep subject expertise in one or more areas, as well as be knowledgeable about functions and issues that are important to the organization, the business and the social environment; i.e., practice T-shaped thinking. "Single-subject expertise will be less relevant," they explain.

Facilitating the possible. Mitchell, Learmond and council members believe that being able to connect the dots within their own organizations ("knowing corridors where knowledge is created, and

then forging links within the organization so the knowledge spreads") will be critical for 21st-century leaders.

Embracing ambiguity. Even under pressing time constraints, the next wave of leaders must be willing to make and drive decisions with limited (even unreliable) information, they say.

Telling a compelling story. While Mitchell, Learmond and Council members acknowledge that information alone is not knowledge, they also point out that knowledge that's not communicated is wasted. "Future leaders must be able to communicate a visionary story that inspires and engages the workforce," they explain.

Inspiring innovation, creativity and open-source thinking. In the future, it must be understood that true innovation extends beyond technology or product development, they assert. To this end, leaders must create cultures that reward innovation and allow failure.

Going where there be dragons. The next wave of leaders must face their fears of the unknown and "go where there be dragons," say Mitchell, Learmond and Council members. This will require them to stretch their horizons, leave the familiar and take the risks that lead to new ideas.

Embracing a "did-it-ourselves" attitude — but also preparing for and allowing failure. In coming years, the most effective leaders will let their staff members be creative, help find solutions and contribute, but also allow for failure, according to the report

constituents. "Fail fast, fail often and fail early — but don't fail to say it's OK to fail," they advise. "Be ruthless in learning from failure. Without failure, there can be no innovation."

Knowing thyself. Mitchell, Learmond and council members say empathy, social and emotional intelligence — as well as an understanding of their and others' limitations — will be essential for future leaders.

Modeling adaptability, they add, can be demonstrated by leaders putting into practice the behaviors and character traits they hope to see in others.

Harnessing the energy. According to the report constituents, the next generation of leaders must not only know how to capture the energy of natural systems and of their organizations, but also to feed this energy back in. "Most revolutions happen with networks of people coming together, yet most companies ignore the energy crowds can create," they warn.

Adaptability and Connectivity, Above All

More than anything, Mitchell, Learmond and council members believe the best responses to the ensuing challenges of leadership development are adaptability and connectivity. "Tomorrow's leaders must be adaptable, aware of their biases and capable of tuning in and connecting with changing views of reality," they explain.

In the meantime, the constituents challenge today's leaders to start convincing all levels of management — from the C-suite down — that leadership development is not an

Leadership Skills for 2020

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event; it's an investment that requires time, commitment and patience.

"The return may not be immediate," they conclude.

"But, it will be worthwhile."

Author: RaeAnn Slaybaugh
January/February 2011, eSide
Supply Management Vol. 4,
No.1



Map to Crowne Plaza



HOPE TO SEE YOU THERE!!!

Institute for Supply Management (ISM) Resources

The ISM website is a valuable source for the supply management professional to gain knowledge and to find helpful information. In this newsletter I want to take a few minutes to describe some of the resources available to ISM members.

Under the menu item titled “Products, Tools & Resources, you will find a wealth of information that will be beneficial to you. Here is a quick synopsis of the options available:

Resource for Finding Suppliers – this link will provide a number of potential sources of supply for a variety of commodities. The major categories listed are:

- Consulting Services
- Human Capital Management
- Procurement
- Sourcing
- Support Products & Services
- Technology Solutions
- Transportation / Distribution Logistics

Sustainability & Social Responsibility – this link includes information on many of the topics impacting numerous industries today such as:

- Anti-corruption
- Diversity and Inclusiveness – Workforce & Supply base
- Environment
- Ethics & Business Conduct
- Financial Integrity & Transparency
- Global Citizenship
- Health & Safety
- Human Rights
- Labor Rights
- Sustainability

Glossary of Key Supply Management Terms – ever wonder what some of these terms mean? Here is an excellent source for discovery.

Online Info Center – excellent source for supply management and purchasing related topics such as:

- Annual ISM Salary Survey
- Articles database
- Resource Guides
- Bid Specifications Database
- Discussion forums

CAPS Research – this link has a substantial amount of benchmarking data available for various industries.

These resources are available to the supply management professional as a benefit of ISM membership. Take the time to familiarize yourself with what is on the website. I believe you will see the value.

If you have questions or would like a more in-depth conversation concerning resources available on the ISM website, feel free to contact me at Dan.Gatewood@dvn.com.

2013—2014 Board of Directors

<u>Position</u>	<u>Name</u>
President	Stefanie K. Jones
Vice-President	Elizabeth Jones
Past President/ Forum Representative	Peggy Thurmond
Secretary	Tammy Tittle
Treasurer	TJ Jordan
Vice-Treasurer	Tim Bishop CPIM, CPSM Dan Gatewood, CPSM, CPSD, SCMP
Pro-D Director	
Pro-D Vice Chair	Jeffery Richardson, CPSM, CPSD
Membership Director	Donna Dolezel
Membership Vice Chair	Cara Noltensmeyer
Program Director	Jason Walker
Program Co-Vice Chairs	Aparna Popley Cole Werner
PR Director	Randy Graves
PR Vice Chair	Andrea Large
Technology Director	Angela Smith, C.P.M.
Technology Vice Chair	Jamie Gilmore
Special Activity Director	Grant Skinner

Meeting Information

Tuesday Oct 8th Meeting

2013 @ 6:00PM

Crown Plaza 2945 NW Express-
way, OKC, OK

Who Do We Represent?

Access Midstream	Enogex	Oklahoma Publishing Co.
Astellas Pharma Tech	Enviro Systems Inc.	Pelco Products
Autocraft Industries	Fife Corporation	Picerne Military Housing
Autoquip Corporation	Franklin Electric Water Transfer	Pioneer Telephone Cooperative
Beam's Industries	System	Inc.
Big D Industries Inc.	GE Oil & Gas	PM&L Manager Haliiburton
Bimbo Bakeries USA	George Fischer Central Plas	Progressive Stamping, LLC
Borets Weatherford	GTS Energy	Remy Inc.
Bradford Industrial Supply Co.	Tics	SandRidge Energy
Cameron Compression Sys-	Halliburton	SemaSys Inc.
tems	High Mount Exploration and Pro-	Smart Lines LLC
Carlisle Foodservice Products	duction	Smith & Nephew Inc.
Cass Polymers Inc.	Industrial Gasket	SORB Technology Inc.
Chapparral Energy Inc.	Integris Baptist Health Center	Southwest Electric Co.
Chesapeake Energy	J & E Supply & Fastener Co.	Surface Mount Depot
Chickasaw Nation Div of Com-	Johnson Controls, Inc.	T D K Ferrites Corp.
merce	KimRay Inc.	Universal Well Site Solutions
City of Oklahoma City	Knights of Columbus	University of Central
Cleveland County	KP Supply	Oklahoma
Conoco Phillips	Linn Energy	University of Oklahoma
Continental Resources, Inc.	Lopez Foods Inc.	US Silica Co.
Cooper Compression	MD Building Products	USA Compression
COTPA	Modular Svcs Co	Vaughn Foods, Inc.
Coughlin Equipment	MTM Recognition Corporation	Walker & Sons Enterprises Inc.
Covercraft Industries Inc.	OG&E	WellMark Co
Devon Energy	Oklahoma City Community Col-	
Dolese Bros. Co.	lege	