



## MARCH/APRIL

### POT OF GOLD

Each monthly meeting generates a \$10.00 addition to the "Pot of Gold." Next meeting will be \$70.00 BUT, you must be present to win! See you April 18th.

### Special points of interest:

- Board Member Nominations
- Satellite Seminar
- April 18th Meeting Info
- Southwest Purchasing Conference Contest
- NAPM Calendar

### Inside this issue:

President's Message	1
March Meeting	2
Charles Schulz Philosophy	2
Treasurers Report	3
Zippity Do Dah	4
Upcoming Events	5
April Meeting	5

## PRESIDENT'S MESSAGE—BY EDDIE SMYLIE

Spring is in the air and other than the lack of moisture, spring is off to a wonderful start. Spring brings new life and is apparent in the blooming flowers and trees that can be seen everywhere. The beauty of spring brings a diversity of colors, textures and smells. And.....

come to the meeting, we will not rope you into a board position.

I look forward to seeing each of you at the meeting.

So what does this mean to you? Spring also means election time for NAPM Board Members. An email has been sent to everyone in the affiliate asking for interested people to step up and participate as a board member. I already know there are positions that will be vacated this spring that need to be filled this election. The Vice President position has already been vacant for a year now.



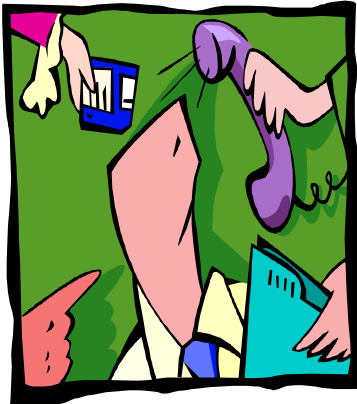
The upcoming year will be a busy one and will require some leaders to step up and play an active role in guiding the affiliate. Please come out to the April meeting and participate in this process. I would like to see people on the board that want to be there not someone who is forced into it, so I promise if you

## Board Member Nominations

Now is the time to re-elect NAPM board members. New blood is good and necessary. We have a lot of fun and share some great ideas. Please be thinking of who/whom you would like to see as leaders of NAPM Four Corners.



## MARCH 14 MEETING



Keith Johns, of APS Purchasing Department spoke to the group at Senor Peppers. The topic was Supply Chain Management. Some of the areas he highlighted were:

- How to keep energy costs down.
- Ways to better employee and customer relationships
- Establishing trust with suppliers
- Employee training
- Supply chain, supply value and supply demand.

Other News:

- A potential new member attended the meeting: Welcome Becky Frye of

Bloomfield Schools.

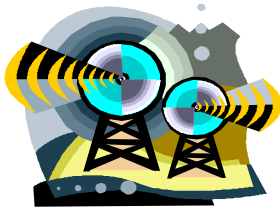
- A drawing for a NAPM—4 Corners Polo Shirt was held for those in attendance—Susie Huffman— Ft Lewis College, was the winner.

- Kristen Reece of Thunderbird Supply was drawn for the Pot of Gold for \$60.00—but was not present (and you must be present to win). Next time will be \$70.00.

- The CPM goal for NAPM—Four Corners is 4 and our chapter has obtained one CPM (Kimberly Yazzie), so we have three to go by August 2002. So lets get to work Chapter!

- There were a total of 10 people in attendance at the meeting.

- Thank you Ineth for bringing us such an



San Juan College  
Room #1008

## Satellite Seminar

The next satellite seminar will be April 11, 2002. “Doing Business Electronically: Selecting the Best Options” - provides an update on trends, options, and tools currently available in the marketplace, and will explore resources and selection criteria. A step-by-step process for online sourcing and negotiation and a discussion on the use of exchanges will also be included.

RSVP: Ineth @ 598-8562—email: z08440@apsc.com

## CHARLES SCHULZ PHILOSOPHY

'One good wish  
changes nothing.  
One good decision  
changes  
everything.'  
-- Anonymous

### Take this quiz:

1. Name the five wealthiest people in the world.
2. Name the last five Heisman trophy winners.
3. Name the last five winners of the Miss America Contest.
4. Name ten people who have won the Nobel or Pulitzer Prize.
5. Name the last half dozen Academy Award winners for best actor and actress.
6. Name the last decade's worth of World Series winners.

### How did you do?

The point is, none of us remember the headliners of yesterday. These are no second-rate achievers. They are the best in their fields. But the applause dies, awards tarnish, achievements are forgotten, accolades and certificates are buried with their owners.

### Here is another quiz, see how you do on this one:

1. List a few teachers who aided your journey through school.
2. Name three friends who have helped you through a difficult time.
3. Name five people who have taught you something worthwhile.
4. Think of a few people who have made you feel appreciated and special.

(Charles Schulz Continued:)

5. Think of five people you enjoy spending time with.

6. Name half a dozen heroes whose stories have inspired you.

**Easier?**

The lesson: The people who make a difference in your life are not the ones with the most credentials, the most money, or the most awards.

They are the ones that care.

“Don’t worry about the world coming to an end today. It’s already tomorrow in Australia.” - Charles Schulz



## NAPM SOUTHWEST PURCHASING CONFERENCE CONTEST

Just a reminder—we are currently conducting a contest to promote membership participation. The Prize will be an all expense paid trip to the NAPM Southwest Purchasing Conference held in Fort Worth on October 10-12, 2002. The drawing for the contest will be at the August 2002 board meeting. To qualify for the drawing, certain criteria must be met:

- Attendance to at least four meetings
- Attend at least one satellite seminar

- Submit at least one article to the NAPM four Corners newsletter
- Bring one potential member or alumni to a meeting.

Carolyn Norvelle is in charge of documenting the requirements, so make sure she has the information she needs on your accomplishments. Email at [norvelle@cyberport.com](mailto:norvelle@cyberport.com) or phone 325-1794.

### NATIONAL ASSOCIATION OF PURCHASING MANAGEMENT FOUR CORNERS INC. TREASURER’S REPORT

BEGINNING BALANCE AS OF JANUARY 25, 2002	\$6,438.01
CASH BOX	50.00
TOTAL DEBITS	2,570.64
MARCH MEETING	94.49
POSTMASTER	55.00
ISM - MEMBERSHIP DUES & PROCESSING FEES	2,421.15
TOTAL DEPOSITS	4,985.00
FEBRUARY MEETING	80.00
MARCH MEETING	90.00
MEMBERSHIP DUES	4,815.00
TOTAL BALANCE AS OF APRIL 1, 2002	<b>\$8,902.37</b>

## ZIPPIDY DO DAH

Thinking back to my younger days, I remember my dad getting up at the crack of dawn, whistling the tune 'Zippidy Doo Dah' and lifting all the window shades, which was his indication that his day had begun.

Not being much of a morning person, I generally pulled the blanket over my head and attempted to drown out this happy tune, which, at 6:30AM, was way too upbeat for me.

Anyway, my dad would then go about doing his morning tasks--feeding and walking the dog, making and having breakfast, tossing a load of clothes in the washing machine, shoveling out the car on cold winter days, and probably a dozen or more other things--all before going to work.

Years later, it occurred to me how much his positive, happy attitude helped him, and continues to help him, get so many things done. I try to do the same now, even though my day starts off a bit later than my dad's.

How you start off when you wake up, sets the tone for the rest of your day. A negative, unhappy or cranky attitude can actually ruin the chances of getting your tasks and projects accomplished in a timely and accurate manner. This increases your stress level, which could then affect the stress levels of your family, co-workers, boss, associates or friends.

However, starting the day off on a good note, also sets the tone for the rest of your day--in a positive manner. If, each day, you firmly believe that nothing today could bring you down, chances are, you'll have many stress-free, highly productive, amazing days.

So, think about whistling your own favorite tune each morning. Believe me, this one lesson from my dad helps enhance each new day for me, and I always have a list of completed items to celebrate each evening. I wish the same for you!

Happy April!

(c) Copyright 2002 by Maria Gracia, Get Organized Now!  
Get your FREE Get Organized Now! Idea-Pak filled with tips and ideas to help you organize your home, your office and your life, at the Get Organized Now! Web site.  
<http://www.getorganizednow.com>



## PURCHASING CONNECTION

NAPM FOUR CORNERS  
PO Box 6231  
Farmington, NM 87401

Phone: 505-599-1365  
Fax: 505-599-1159

Email: WWW.NAPMDISTII.ORG/  
FOURCOR/



## UPCOMING EVENTS

- April 11, 2002*      *Satellite Seminar—"Doing Business Electronically"*
- April 18, 2002*      *Dinner Meeting—5:30 C & C Dynasty*  
*(next to Big 5 & Hacienda)*  
*Speaker, Bonnie Buckingham of*  
*WESST Corp (Women's Economic*  
*Self-Sufficiency Team)*
- May 16, 2002*      *Dinner Meeting—TBA*
- June 20, 2002*      *NAPM Picnic—5:30 pm*
- June 21 & 22*      *Summer Leadership Workshop—Las Vegas, NV*
- July 12 & 13*      *Summer Leadership Workshop—New Orleans, LA*



## NEXT MEETING INFORMATION

**WHO:** BONNIE BUCKINGHAM of WESST Corporation (Women's Economic Self Sufficiency Team)  
**WHEN:** APRIL 18, 2002—5:30 pm  
**WHERE:** C & C DYNASTY—BANQUET ROOM (next to Big 5 & Hacienda)  
**COST:** \$10.00 PER PERSON FOR MEAL

WESST corp is a 501 (c) (3) non-profit organization headquartered in Albuquerque, New Mexico. Formed in 1989, its mission is to facilitate the start-up and growth of women- and minority-owned businesses throughout the State. Although these groups are the focus, all services are available to anyone seeking to start or grow a business in New Mexico. In addition to the Albuquerque and Farmington offices, WESST corp has regional offices in Las Cruces, Roswell, Santa Fe and Taos. The organization provides one-on-one business consulting, group workshops and financial assistance.

As a non-profit, WESST corp is dependent upon several funding sources. They are partially funded by the U.S. Small Business Administration's Office of Women's Business Ownership. Additional financial support is received from private foundations, federal agencies, corporations and individuals.

Bonnie Buckingham, Regional Manager of the Farmington office, has been a business owner, worked in community planning and economic development in Illinois, Montana, Washington, Alaska and New Mexico. She assists prospective and current business owners with management issues, such as developing a business plan, assessing financial position or conducting market research. Buckingham conducts workshops at WESST corp, through San Juan College Community Education, Chambers of Commerce, etc.