MEET THE BOARD

Zac Christensen  
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Colette Brown  
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University of Utah  
cbrown@purchasing.utah.edu

Vicki Woodward  
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Utah Transit Authority  
VWoodward@rideuta.com

Nancy Webb  
Board Member  
Canyon School District  
nancy.webb@canyonsdistrict.org

Christopher Hughes  
Board Member  
State of Utah  
christopherhughes@utah.gov

Utah Chapter of NIGP
MEET THE BOARD

Brandon Thomas
Treasurer
SLC Community College
Brandon.thomas@slacc.edu

Gayle Christensen
Secretary
Canyon School District
Gayle.Christensen@canyonsdistrict.org

Brooke Smith
Communication Chair
Murray City Corporation
bsmith@murray.Utah.gov

Solomon Kingston
Membership Chair
State of Utah
solomonkingston@utah.gov

Golden Arch, Arches National Park, UT
NIGP Buyer of the Year!

Jason J. Steinmann
Buyer
Granite School District
Salt Lake City, UT

The Buyer of the Year Award recognizes buyers who made significant contributions to the profession.
No Show

Trade Show

NO SHOW
TRADE SHOW

UTAH CHAPTER OF NIGP WANTS TO INVITE YOU TO PARTICIPATE IN OUR FIRST NO SHOW- TRADE SHOW
No Show Trade Show

The purpose of the “No Show-Trade Show” is to:

1) Stay connected with our vendors
2) Learn more about the products and resources available
3) Evolve the online marketplace information available in a new and creative way

Utah Chapter of NIGP
No Show Trade Show

1. CREATE A VIDEO
   - Introduce yourself
   - Tell us about your company
   - Tell us about your product(s)
   - Let us know if you are on a State or National Contract

   Create a 30 second to 1-minute YouTube or Vimeo clip of your sales pitch.

2. DESCRIBE IT
   Write down a brief description and/or send one pdf attachment of any marketing materials. Make sure to add keywords that describe the product(s)

   Keyword examples: Playground equipment, cleaning product, computer equipment, etc.

3. EMAIL IT
   Email your video and/or marketing material to: COMMUNICATION@NIGPUTAH.ORG
   By: May 15, 2020

4. POST IT
   Utah Chapter of NIGP will post one video and/or one PDF marketing tool for each company that responds on our website for FREE to share with our members for 5 months.
No Show Trade Show

Reverse Trade Show Registrants,

Since our last message to you about cancelling our Reverse Trade Show was sent out, we have had the opportunity to observe new and resourceful ways vendors are reaching out and serving the community. Utah Chapter of NIGP understands the COVID-19 crisis has impacted your everyday work and we want you to know we are thankful for your continued support and efforts in this challenging time. Now, more than ever before, you are asked to continue providing products, resources, and customer service to your customers, and to do it from a distance.

The Utah Chapter of NIGP wants to show its support to our vendor community. We invite you to participate by sending us a YouTube or Vimeo file link of your 30 second to 1 minute sales pitch and/or one (1) PDF marketing material to: communication@nigputah.org by May 15, 2020. We will then post any responses we get back to our website (www.nigputah.org) to share with our members for the next five months.

The purpose of this “No Show-Trade Show” is to: 1) Stay connected with our vendors; 2) Learn more about the products and resources available; and 3) Evolve the online marketplace information available in a new and creative way.

If you have any questions, feel free to email them to: communication@nigputah.org

Sincerely,
Utah Chapter of NIGP

Click below for No Show - Trade Show instructions from the website.
No Show
Trade Show

WELL, WHAT DO YOU KNOW. IT WORKS!
Dear Reverse Trade Show Registrants,

Two weeks ago, we invited those who registered for our Reverse Trade Show to participate in the Utah Chapter of NIGP’s first No Show-Trade Show in lieu of it. Refund checks have since been mailed. If you received an automatic email about credits for future use, please disregard it as we have sent back the money instead. The purpose of this No Show-Trade Show is to: 1) Stay connected with our vendors; 2) Learn more about the products and resources available; and 3) Evolve the online marketplace information available in a new and creative way.

We have updated our site here to provide you examples of what other vendors have produced (posted underneath the “Under Construction” image). We love the creativity of video and eye-catching PDF’s that have been sent in so far and are excited to see more submissions. As a reminder, any video or PDF you send in will be posted on our website for FREE for the next five months. If you would like to participate please send us a YouTube or Vimeo file link of your 30 second to 1 minute sales pitch and/or one (1) PDF marketing material to: communication@nigputah.org by May 15, 2020.

If you have any questions, feel free to email them to: communication@nigputah.org.

Sincerely,
Utah Chapter of NIGP

Click below for No Show - Trade Show instructions from the website.
Website Design

Keywords: K12 furniture, educational spaces, hand sanitizer system,

State of Utah contract: AV2900

State of Utah contract: MA3026

Keywords: power systems, efficiency, service, solar, Caterpillar, CAT,

Utah Chapter of NIGP
Tell us about your business & we’ll tell our members.

We hear every day how much our Sam’s Club members appreciate local businesses like yours. Now, more than ever, supporting our members and communities is so important.

And because you’re doing so much for your community, we want to do something for you. We’ll help connect you with members in your area.

Here’s how it works:

1. Click the link below.

2. Tell us a few details about your business by May 11, 2020.

3. We’ll share it with our members in your area to let them know you’re still here for them.

Together we can help your business, our members and your local community continue to thrive.

Get Started

Please submit form by May 11, 2020.
Last month, the Utah Chapter of NIGP got together (via conference call) and formulated a plan to engage the vendors who originally signed up for the recently cancelled Reverse Trade Show. We called this plan the "No Show - Trade Show." While we could not get together in person, we still wanted to take advantage of the virtual ways the vendor community was reaching out to the public.

The purpose of the "No Show - Trade Show" is to:
1) Stay connected with our vendors;
2) Learn more about the products and resources available; and
3) Evolve the online marketplace information available in a new and creative way.

Below is the invitation the Utah Chapter of NIGP sent to the vendors and a link to the responses we received back. Please show support by viewing the 1 minute clips or downloading the PDF.
Opportunity Drawing

**NO SHOW TRADE SHOW OPPORTUNITY DRAWING**

Email the form to: communications@nigp.utah.org by June 26 at 5:00 pm to be entered in for the opportunity drawing. Two $25 gift cards will be awarded. Winners will be notified by July 12, 2020 via email. Must be an active member of Utah Chapter of NIGP to be eligible for drawing. Each video is less than a minute. Quiz should take less than 15 minutes. Click HERE to view videos.

### Question 1: ECODAISY
What school did Dr. Priscilla Johnson receive her PhD?

### Question 2: NATIONALWIDE SHELVING
What will Nationwide Shelving give you back (with interest)?

### Question 3: LABS USA
What can LABS USA help you focus on, instead of renovations?

### Question 4: LANGUAGE LINK
What three services does Language Link provide?

### Question 5: MOMENTUM RECYCLING SERVICE
What are the three “P”s that Momentum was able to help Salt Lake Brewing company with their waste stream?

### Question 6: CIRCA3
Name one adjective you “feel” when watching the Circa3 video teaser? Hint: there is no wrong answer.

### Question 7: CODALE ELECTRIC SUPPLY, INC
How many branches of Codale Electric Supply support the State of Utah?

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**MESSAGE FROM THE PRESIDENT**

In May of 1961 President John F. Kennedy stood before Congress and spoke the following:

> *“These are extraordinary times. And we face an extraordinary challenge. Our strength as well as our convictions have imposed upon this nation the role of leader in freedom’s cause. No role in history could be more difficult or more important. We stand for freedom.”*

The challenges we are facing today are different: we are in the middle of a pandemic, the likes of which the world has not experienced for over a century; the economy of our country has taken a hit that caused millions to lose their jobs and business have been forced to shut down in numbers comparable to the Great Depression; our hearts are broken as social and systemic issues have been brought to the front of our attention with the unnecessary and troubling death of George Floyd and countless others.

President Kennedy was correct, truly these are extraordinary times and we are facing extraordinary challenges, and these challenges are hard! But they are an opportunity for our country, our state, our communities, and for us individually to grow and become even better.

(Continued on page 3)

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**UPCOMING DATES**

| Date 1: BROWN BAG LEARNING SERIES- Part 7 (RFQ) | Date 2: NIGP VIRTUAL FORUM |
| June 18, 2020 - Noon to 1 pm | August 22-26, 2020 |

Email <nutech@nigp.org> for registration link.
What We Learned

Pro: The Vendors that participated were excited for the opportunity
Pro: It’s man-hour friendly

Con: It’s like fishing. You have to wait to see if anyone is going to respond
Con: Some vendor emails got caught in spam email filters

Next time:
We want to motivate more of our vendors to participate and more of our members to watch the video clips.
ClubExpress Website

We use ClubExpress as our chapter platform. If you have any questions regarding the process and/or Club Express you are welcome to contact our webmaster, Colette Brown, at cbrown@purchasing.Utah.edu.

She will be happy to share her new-found passion of the platform.
Questions

Zac Christensen
President
State Board of Education
Zac.Christensen@schools.utah.gov

Tonya Hodges
Vice President
Jordan School District
tonya.hodges@jordandistrict.org

Colette Brown
Past President
University of Utah
cbrown@purchasing.utah.edu

Brooke Smith
Communication Chair
Murray City
bsmith@murray.utah.gov
No Show
Trade Show

Thank you!

Bonneville Salt Flats, Tooele County in NW, UT
Utah Chapter of NIGP