

UTAH CHAPTER OF NIGP

No Show – Trade Show

MEET THE BOARD



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



Vicki Woodward
Board Member

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

Golden Arch, Arches National Park, UT



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

NIGP Buyer of the Year!

BUYER OF THE YEAR



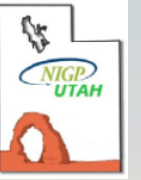
Jason J. Steinmann

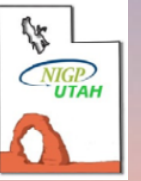
Buyer

Granite School District
Salt Lake City, UT

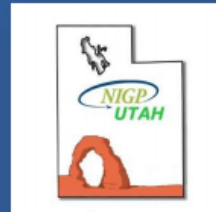
The Buyer of the Year Award recognizes buyers who made significant contributions to the profession.

Bryce Canyon, Bryce, UT



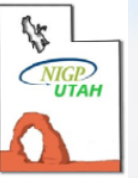


No Show Trade Show



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:

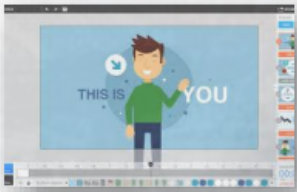
- 1) Stay connected with our vendors
- 2) Learn more about the products and resources available
- 3) Evolve the online marketplace information available in a new and creative way



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.

This will make it easy to run searches for specific item(s).

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



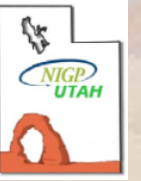
By: May 15, 2020

Only send a YouTube or Vimeo link. Do not exceed 1 minute of video.

Utah Chapter of NIGP website:
www.nigputah.org

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.

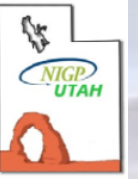
The Utah Chapter of NIGP wants to show its support to our vendor community. We invite you to participate by sending us a YouTube or Vimeo file link of your 30 second to 1 minute sales pitch and/or one (1) PDF marketing material to: communication@nigputah.org by May 15, 2020. We will then post any responses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





No Show Trade Show

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

Capitol Reef National Park, UT



Codale Electric Supply, Inc.

Contact: [Codale Electric Supply websi](#)

Video about the company:



[PDF of Codale Electric Supply, Inc.](#)

State of Utah contract: MA3026

Keywords: State of Utah Contact, LED Lighting, LED Lamps, DataCom Lighting Controls, LED Retrofits, Solar, EV Charging Stations, Safety Communication Towers, Electrical, Lighting, Renewable Energy, Rocky Mountain Power Lighting Incentives

Eco Daisy

Labs USA

AutoZone, Inc.

Language Link

SavATree

Momentum Recycling Services

NationWideShel

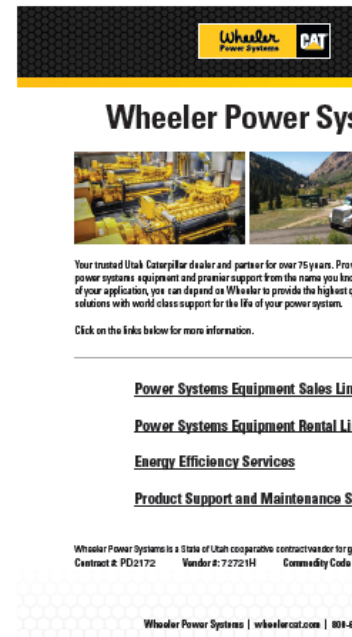


State of Utah contract: AV2900

Keywords: video production, video editing, television commercials



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



State of Utah contract: I

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

Utah Chapter of NIGP



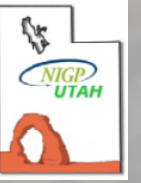
[PDF of I](#)

Keywords eco-frie

[PDF of I](#)
Keywords: hood,

Similar Campaigns

The Subway Hike, Zions National Park



sam's club

Grocery Electronics Furniture Outdoor & Patio New Items

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.



Member Notification

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



Year: 2020 | Issue 3 | Date: June 2020

NO SHOW TRADE SHOW

MESSAGE FROM THE PRESIDENT

NO SHOW TRADE SHOW OPPORTUNITY DRAWING

Email the form to: communication@nigputah.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.

Complete the attached form (page 4)
(approx. 10-15 minutes to fill out).

Email the form to:
communication@nigputah.org
by June 26 at 5:00 pm

Be entered into an opportunity drawing for a \$25 Amazon Gift Card.
(2 winners will be awarded & notified by July 10.)

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."**

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.

Please show support by viewing the 1-minute clips and/or downloading the PDF.



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 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.

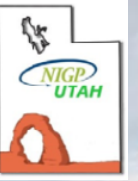
President Kennedy was correct, truly these are extraordinary times and we are facing extraordinary challenges, and these challenges are hard! But they are an opportunity for our country, our state, our communities, and for us individually to grow and become even better.

(Continued on page 3)

UPCOMING DATES

Date 1: BROWN BAG LEARNING SERIES- Part 7 (RFP's)	Date 2: NIGP VIRTUAL FORUM
June 18, 2020 - Noon to 1 pm	August 22-26, 2020
Email teutsler@utah.gov for registration link	www.nigp.org

Question 1: ECODAISY
What school did Dr. Pricilla Johnson receiver 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?



What We Learned

Pro: The Vendors that participated were excited for the opportunity

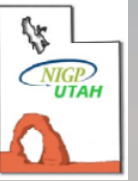
Pro: It's man-hour friendly

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

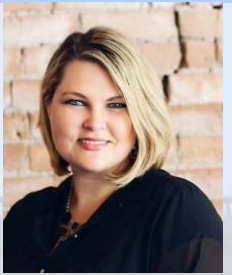
tonya.hodges@jordandistrict.org



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!