

NAPSM Buy *Liner*



A monthly publication of the Nevada Association of Purchasing and Supply Management, Inc.

March 2005

Upcoming Events

March

- 21 – Supplier/Buyer Recognition Dinner
- 22 – Supplier Opportunity Fair 2005
- 21-22 ISM Seminar
"Leading and Managing Supply Relationships"
- 22 – NCMA Seminar
- 30 - Capital Area Luncheon Meeting "Speaking to Persuade"

April

- 14 – Capitol Area Satellite Seminar
"Supply Chain Research Trends and Market Intelligence"
- 19 – Las Vegas Area Luncheon Meeting – tba
- 27 – Capital Area Luncheon
- 28 – "Las Vegas Area Satellite Seminar
Supply Chain Research Trends and Market Intelligence"

Check out the details for all events at:

www.napsm.org

www.napsm.org

www.napsm.org

Think Service
Think Value
Think NAPSM

PREZ SEZ

by Yolanda C. Jones, C.P.M.

Let's celebrate Supply Management Month!

Kudos to Lucille Henderson for being proactive by successfully obtaining the City of Las Vegas City Council and management to issue a Proclamation for Purchasing Month. It is still not too late to have your boards support Purchasing Month. Also, thanks to John Balentine. The Washoe County Board of Commissioners, at their regular meeting on Tuesday, March 8th, will adopt a "Proclamation" proclaiming March, as "Supply Management Month."

NAPSM's special events this month will focus on Purchasing Month by recognizing Suppliers and Buyers who "demonstrate excellence or possess enviable skills and talents" at the Annual Supplier/Buyer Recognition Dinner to be held at the Las Vegas National Golf Course, March 21st. In addition, the Robert C. Ashby Award will be presented recognizing an individual that has demonstrated "Excellence in Purchasing". This is the highest award given by NAPSM!

Suppliers will get the opportunity to meet buyers from across the Las Vegas area, both in private, public and non-profit organizations at the Supplier Opportunity Faire 2005 to be held at Cashman Center, March 22nd.

Take this opportunity to get involved and nominate your favorite suppliers and invite them to attend the Supplier Opportunity Faire. Supervisors take a few minutes to nominate your best buyers and show them how much you appreciate their dedications and professionalism.

Look forward to seeing you all at the March functions.

As always, if you have any comments or ideas, please feel free to give me a call at 702.455.4427 or e-mail at yolandaj@co.clark.nv.us.

Supplier/Buyer Recognition Night

NAPSM is pleased to invite you to our 7th annual Supplier/Buyer Recognition Night to be held on Monday, March 21, 2005.

Nevada Association of Purchasing and Supply Management is pleased to invite you to our 8th annual Supplier/Buyer Recognition Night. In keeping with the tradition of the evening, NAPSM will be recognizing those individuals who demonstrate excellence or possess enviable skills and talents, both suppliers and buyers. NAPSM will also present both the **Robert C. Ashby "Excellence in Purchasing" Award** and the **Supplier & Buyer of the Year Awards** during the meeting. All individuals who are nominated will be invited to attend and will be recognized. Only two nominees in the Supplier of the Year and Buyer of the Year categories will receive awards.

Management - Nominate the Best Buyer in Southern Nevada
Buyers - Nominate your Best Supplier

All individuals who are nominated will be invited to attend and will be recognized March 21, 2005. Nominations will be accepted until Monday, March 7, 2005.

It is highly recommended that if you nominate a Buyer or Supplier that you "host" them at the Recognition Dinner on March 21st!

Location: Las Vegas National Golf Club, (1911 E. Desert Inn Rd.)

5:30 pm - 6:30 pm **Registration, Networking, Cash Bar**

6:30 pm **Dinner & Awards**

Cost: \$25 - NAPSM members with RSVP

\$30 - Guests and members without RSVP

Guests - RSVPS MUST be prepaid with credit card (MasterCard, Visa, American Express)

Members - No Shows WILL be billed

Please RSVP by Thursday, March 17, 2005 at 12 noon

NAPSM - Capitol Area March Program

"Speaking to Persuade"

Mike Sullens, C.P.M., Able Toastmaster

Assistant Director, Washoe County Purchasing

Wednesday, March 30, 2005 11:30 a.m.

Silver Club - Anna Marie's Restaurant

Luncheon : \$ 15.00 with RSVP \$ 18.00 at-the-door

RSVP online at www.napasm.org

Supplier "Opportunity" Faire 2005

Mark your calendars! The 2005 Supplier "Opportunity" Faire is scheduled for **March 22, 2005, at Cashman Center!!**

This is a golden opportunity – not just for suppliers, but also for all of us in the purchasing profession. What better way to reach out to the community and meet the suppliers that would do anything to have the "opportunity" to do business with your company!

For all NAPSM members, I ask that all of you represent your companies by having a booth. This is a reverse trade faire where the "buyers" are in the booths, and the suppliers and contractors attend to visit with each of you. The attendees (not the buyers) make a small donation to attend. We use all of the proceeds to support our C.P.M. program.

We also ask for your help with the event. Please download a copy of the flyer and distribute it with your request for quotes, purchase orders and to those suppliers that may visit your office.

Calling All Volunteers!

Have you ever wanted to attend the ISM International Supply Management Conference but couldn't afford the registration fee? NAPM-San Antonio, the host of the 2005 conference is looking for part-time volunteers for the conference May 8 - 11, 2005 in San Antonio.

Half day and full day volunteers are wanted for:

- . Hallway Monitors
- . Workshop Hosts
- . Door Greeters
- . Hospitality Booth
- . Manning the Volunteer and Speaker Rooms.

Experience is not necessary. You do not have to be a NAPM or ISM member to participate. Travel and lodging expenses will not be reimbursed.

Contact Walt Truett (210) 258-9406 or Stephanie Ferraro Diaz (210) 271-1847 for additional details and information.

Got News? Contact
Cynthia McGee
CMcGee@sppc.com
Carol Poindexter
cpoindexter@interact.ccsd.net

Hospitality Group Members Unite!

We are assembling a Committee for all member (and prospective member) purchasing professionals who are involved or interested in Hospitality/Hotel/Casino Purchasing. We are also looking for a Committee Chair who will represent the group in planning a June Seminar. All interested members are invited to E-mail either Renetta at rsacchitti@yahoo.com or Lucille at lhenderson@lasvegasnevada.gov so we can assist in organizing the committee.

We are looking at a one day seminar designed specifically for the Hospitality Buyers that will provide networking as well as professional development opportunities. You don't need to be working in a hospitality-related field to participate. Anyone interested in exploring this area that "keeps Las Vegas on the tourist map" is welcome to apply for the committee.

Your board members plan to meet soon to discuss the options and would like to hear from you as soon as possible so we can integrate your ideas and suggestions into the seminar planning. We are working with Dan Crimmins, Purchasing Manager, University of Notre Dame Food Services who is also the Chair of the Hospitality Supply Management(HSM), an ISM Forum.

Renetta Scacchitti
Membership Activities Chair

Module Two C.P.M. Review Course



Date: March 1, 8, 15, 22, 29; April 5
Cost: \$50 Registration for NAPSM Members
 \$100 Registration for Non-NAPSM Members
Location: Clark County School District Purchasing Conference Room
 4212 Eucalyptus
Facilitator: Kimberly Lukasiak, C.P.M., A.P.P., CPIM

12 hours of C.P.M. study sessions provides:

- Thorough interactive review / exam preparation

Required Materials

- ISM C.P.M. Study Guide 7th edition
- ISM C.P.M. Volume 1 Diagnostic Kit
- ISM C.P.M. Volume 2 Diagnostic Kit
- *World Class Supply Management, The Key to Supply Chain Management, 7th Edition*, by Dobler, Burt & Starling

Keep pace with the rapidly changing supply management world and increase your earning power...by pursuing your C.P.M. Certification. These study sessions are for the intent and purpose of exam preparation. We have organized the Module tasks in correspondence with actual exam material. We will have a Module content overview, along with numerous sessions of actual exam test questions. Additionally, you will receive numerous articles and supplemental information that further prepare you to take and pass the C.P.M. Module exam.

Module 2 will cover the following major topics:

- A. Negotiations
- B. Information technology
- C. Quality issues
- D. Internal relationships
- E. External relationships

For More Information - Phone: 702-364-3176 or e-mail: Kimberly.Lukasiak@swgas.com

Mail registration with check payable to **NAPSM** to:
 Kimberly Lukasiak, 5241 Spring Mountain Road, LVB-320, Las Vegas, Nevada 89150

◆ Module 2 C.P.M. Review Course ◆

Name: _____ Work phone: _____
 Title: _____ Fax: _____
 Company: _____ Amount Enclosed: _____
 Address: _____ e-mail: _____
 City/State/Zip: _____

An e-mail confirmation will be sent prior to the start of class.

Clarification on A.P.P. Program

With the recent changes to the A.P.P. program, there is some confusion about the timeline for an individual to become an A.P.P. In ISM's initial press release it seemed as if February 28, 2005 was THE deadline -- that if you did not register for the A.P.P. exam by that date, you would never be able to obtain your A.P.P. This is not true. What if you don't register for the A.P.P. exam by February 28, 2005? Under current ISM policy, you can simply take C.P.M. Modules 1 and 2 instead. C.P.M. exam modules can be applied toward the A.P.P. designation (and vice versa). The most important deadline is February 28, 2007. That is the date by which you must postmark your A.P.P. Original & Original Lifetime application. If you postmark your application after February 28, 2007, you will never be able to become an A.P.P. Theoretically, under current ISM policy, you could pass C.P.M. Modules 1 and 2 on February 27, 2007 and still submit your A.P.P. Original application on time. Under Current ISM policy, candidates who wish to reaccredit may continue to do so -- even after February 28, 2007. For more details on changes to the A.P.P. program, check out the FAQs section on the ISM website: www.ism.ws/Certification/APPC_hangeFAQs.cfm. If you have any questions or concerns, feel free to contact us at certification@ism.ws.

Lead, By Example

"Leadership is action, not position."

- Donald H. McGannon, former president of Westinghouse Broadcasting Corporation and the National Urban League March 1, 2005, will kick off a brand-new member recruitment drive for ISM and its affiliated organizations. Titled "Leading by Example," the campaign will emphasize the critical importance of our current members' efforts to bring new members into the organization, and feature cash rewards for individual members.

Although the recruitment drive will be somewhat similar to ISM's Member-Get-A-Member campaigns in the past, there will be some substantial improvements. As mentioned above, the initiative will last nine months instead of the full year, to provide a more actionable time period for affiliates. The reward structure has also been improved:

The affiliate with the highest increase in membership during the campaign - as well as the winner of the random drawing of those that increase their membership by at least 15 percent - will have their choice of winning a two-day seminar or \$1,500 (member retail price) of ISM educational resource materials.

On the individual level, each member who recruits at least one new member will receive a compass with the ISM logo (emphasizing the Leading by Example theme). Also, there will be a number of cash rewards in the amounts of \$100, \$200 and \$300, depending on the recruitment level reached.

The member who recruits the highest number of new members through the campaign will be awarded a trip to the 2006 ISM Annual International Supply Management Conference and Educational Exhibit in Minneapolis. Promotional materials will feature winners of past ISM recruitment campaigns, sharing some of their thoughts, expertise and advice for recruiting new members.

The new campaign will run through November 30, 2005. Winners will be announced shortly thereafter. Keep an eye out for more campaign information at ISM's Web site, in ISM publications and through the mail. Please join ISM in promoting this new campaign to current members, and helping them lead by example.

Job Opportunities

NAPSM updates Job Opportunities every Sunday. Check out www.napasm.org for the latest job opportunities in the area.

\$\$\$\$\$MONEY, MONEY, MONEY\$\$\$\$\$

With 328 members in the Nevada Association of Purchasing and Supply Management, representing over 100 companies, I know that we have got to have *at least* 90% of "OUTSTANDING BUYERS" within our organizations in Nevada. (After all, if we weren't great at our job – we'd have no job).

And....we need your assistance!!!!

It's that time of year, when NAPSM honors those 'Outstanding Buyers' at the Annual Supplier/Buyer Recognition Dinner to be held on Monday, March 21st, 2005. We need you – Our Members – to just give your boss a copy of this, and remind them that without the professional staff that works for them, they would not be *making/saving* money.

There must be *at least* one buyer in your organization, who stands out. The professional that continues to go the extra mile no matter how long they have worked for your organization. The professional that continues to find new and innovative ideas to improve in their position. The professional that continues to save your company money by negotiating "great" contracts. The professional that goes the extra mile, continues to get educated, and is always proactive in customer service and working with their customers, and may even volunteer through the association.

Please give your bosses a copy of this. They need to nominate that "Excellent Buyer" no later than MARCH 7, 2005. The process is quite simple – they just need to go onto the Internet to www.napsm.org and complete the nomination form for "Buyer".

All nominations for "*Buyer of the Year*" will be recognized at the Recognition Dinner. Two Buyers will receive the "Buyer of the Year" awards.

So have your boss nominate that "Awesome" Buyer, and remind them too, that your company should represent them at the Recognition Dinner on March 21, 2005, at the Las Vegas National Golf Club, 1911 E Desert Inn Road, Las Vegas, NV. Registration starts at 5:30pm, and dinner is at 6:00pm.

We look forward to seeing all of you there, so make sure that you r.s.v.p. for the Recognition Dinner no later than 2:00 p.m. on March 15th!

Mission

The purpose of Nevada Association of Purchasing and Supply Management is to educate, develop and advance the purchasing and supply management profession.

We're Looking For "The Best Suppliers in Nevada"

Nominations are now being accepted for that Supplier who goes the extra mile for your company.

Not the one that brings donuts to their customers, or the ones that provide all kinds of "free stuff" to their customers in other departments, but the ones that make – You – The Purchasing Professional – Look like "Gold".

We're talking about the supplier that provides "over and above" customer service, that does the job – ahead of schedule – the one that you can always count on when your in a pinch.

With the Southern Nevada area growing like leaps and bounds, we're sure there are some "incredibly great" suppliers out there. You – the purchasing professional – has the RESPONSIBILITY to acknowledge this supplier. Go to www.napsm.org and nominate your best supplier! Make sure to invite them to the Recognition Dinner, and have people from your company their to recognize the great job that that supplier does.

Remember – nominations are due by March 7th, and R.S.V.P.'s for the Supplier/Buyer Recognition Dinner are due by 2:00 p.m., March 15th!

ISM Develops Position Statement On Offshoring

The Mission of ISM is "to lead supply management." One of the ways in which an organization leads a profession is to identify key issues and develop official position statements related to each. Once an issue is identified, ISM staff members research the issue and develop a draft position statement for consideration by members of the Board of Directors. The final approved version of the official position statement is posted on the ISM Web site in the Online Media Room area (Quick Search: QS130). Depending upon the issue, ISM may also distribute a news release to the media. Last fall, ISM identified "offshoring" as an important issue for the field of supply management. The official ISM position statement is: With ongoing demand from consumers for products and services at the lowest possible price, "offshoring" continues to be one of many sourcing decisions a business entity must make in support of the business' overall strategic goals. Outsourcing overseas is not a new phenomenon. Business entities have been offshoring for decades with the exodus of jobs making shoes, electronics and toys to developing countries. In addition to "offshoring," for many years businesses have been shifting work from one location in the U.S. to another U.S. location in order to lower costs of operation. For some industries and businesses, "offshoring" is inevitable and will benefit both the business entity and the ultimate consumers by increasing efficiency, increasing return on investment (ROI), and lowering costs. To remain competitive and sometimes for their basic survival, some businesses must outsource overseas (offshoring) or face closing their doors. For other business entities or situations, offshoring may not be the best decision to meet the overall strategic goal
