

Buy *Liner*



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

March 2008

Upcoming Events

March 2008

1 – CPSM Pilot Exam – Module 1 – Las Vegas Area/Reno Area

8 – CPSM Pilot Exam – Module 2 – Las Vegas Area/Reno Area

19 – Supplier Opportunity Fair & Recognition Dinner – Las Vegas Area

19 – Breakfast Meeting - "Police and Fire Purchasing...Tales From the Front Lines" Reno Area

22 – CPSM Pilot Exam – Module 3 – Las Vegas Area/Reno Area

April 2008

3-4 "Capital Equipment Purchasing: Big Risk, Big Dollar, and Bid Results" – Las Vegas Area

10-11 "Contract Writing for Purchasing & Supply Management: Beyond the Basics" – Las Vegas Area

21-22 NIGP Co-Sponsored Seminar – "Performance Based RFPs" Las Vegas Area

May 2008

6-9 – ISM International Supply Management Conference – St. Louis, MO

Check out the details for all events at:

www.ismnev.com

www.ismnev.com

www.ismnev.com

Think Service
Think Value
Think ISMNV

President's Corner

By **Jim Haining, C.P.M., A.P.P.**

I have some great news! Of the 170+ ISM affiliates throughout the world, ISM-Nevada has been selected as the **ISM "Affiliate of the Year"**! After many years of submitting our application for this award, we have been successful. This is a fantastic accomplishment and kudos go to the many volunteers, particularly our Board members, who make our affiliate function with great efficiency and accomplishment.

Congratulations and Thank You to all who have helped ISM-Nevada achieve this great recognition by ISM.

I also wish to solicit your participation in **Supplier Opportunity Fair on March 19th** at Cashman Center in Las Vegas. This is a great opportunity to meet with a variety of suppliers that provide products and services to our area. It is also our major fundraiser. If you have not already done so, please register as an Exhibitor on the website.

www.ismnev.com. Your booth is Free.

Finally, I invite you to attend the annual **Recognition Dinner on March 19th** at the Las Vegas Golf Club (Washington & Decatur). We will be presenting the **Robert C. Ashby "Excellence in Supply Management" Award, the Buyer of the Year Award and the Supplier of the Year Award.**

Come make this a great occasion as we recognize the best Supply Management professionals in Nevada and raffle off some FANTASTIC prizes!

We hope to see you there!

Jim Haining, C.P.M., A.P.P. (and hope to be soon, CPSM)
President

SUPPLIER OPPORTUNITY FAIR 2008



YOU WILL NOT HAVE ANOTHER OPPORTUNITY LIKE THIS UNTIL 2009!

"Doing Business with Federal, State, and Local Agencies"

10:00 am – 11:45 am

Location: 2nd floor meeting rooms

Sponsored by **Clark County Business Development Division - No cost to attend**

This workshop will address the purchasing process for procurement of supplies, services, construction/public works, and identify other business opportunities within each entity, along with other valuable information for local, small, minority-and women-owned businesses. Speaker(s) will discuss how to prepare bids and Profit & Loss Comparison and develop an effective Pricing Strategy. Panelists are representatives from: City of Las Vegas, Clark County, Clark County School District, National Security Technologies, Nellis Air Force Base, State of Nevada, and GSA.

Supplier/Buyer Recognition Night

ISM-Nevada is pleased to invite you to the **11th annual Supplier/Buyer Recognition Night** to be held on **Wednesday, March 19, 2008**. In keeping with the tradition of the evening, ISM-Nevada will be recognizing those individuals who demonstrate excellence or possess enviable skills and talents, both suppliers and buyers. ISM-Nevada 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.

This is a perfect opportunity to network in a casual setting with the Purchasing staff of many companies.

Wednesday, March 19, 2008 6:00 pm - 8:00 pm

Location: Las Vegas Golf Club, Washington and Decatur, Las Vegas

Time: 5:30 pm Networking (Cash Bar)
6:30 pm Dinner and Awards

Cost: **\$30** - NAPSM members with RSVP
\$35 - Guests with RSVP

All attendees must RSVP and prepaid with a check or credit card (MasterCard, Visa, American Express)

Members - No Shows WILL be billed

Please RSVP by Friday, March 14, 2008 at 5 pm at www.ismnv.com

ISM - Nevada, Inc. – Capitol Area**Northern Nevada March Meeting**

Wednesday, March 19, 2008 - 7:00 a.m.
(Breakfast)

GOLD 'N SILVER INN
790 West Fourth Street
Reno, Nevada 89502

Program:

"Police and Fire Purchasing...Tales From the Front Lines"

Michael E. Burdett, Buyer
Washoe County Purchasing Department

Attendance is worth one (1) C.P.M. / A.P.P. Education Hour Credit

Mission

The Nevada Association of Purchasing and Supply Management will lead supply management professionals in Nevada and other states through certification, education, leadership development and networking.

Dues Invoices

You will be receiving your annual Dues Invoice from ISM for your membership in ISMNV (ISMNV contracts with ISM to process our dues billing). The first invoice (in April) will be mailed. Subsequent invoice reminders will be emailed. Your dues must be received by June 1st. All members who do not pay by June 1st will be dropped and must reinstate their membership. The annual cost for dues is \$130 and the ISMNV dues billing cycle runs from June to May each year. Remember to pay Early!

MEMBERSHIP Notes...**MEMBER TYPE**

Regular	290
Dual	3
Student	25
Lifetime	6
Academic	8
Other (Exec. Dir.)	2
Total	334

ISM Regular Count (excludes dual and other) **329**

CERTIFICATIONS

C.P.M.'s	82	24.55%
A.P.P.'s	30	8.98%

REGIONAL DISTRIBUTION**OF MEMBERS**

South Members	187
NW Members	78
NE Members	63
Other Members	6
Total	334

Articles for the November newsletter due March 24, 2008

Carol Poindexter
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CERTIFICATION NEWS

A.P.P. /C.P.M. RECERTIFICATION REQUIREMENTS

You worked hard. You attended A.P.P. and/or C.P.M. Exam Preparation Workshops. You studied, crammed and then - and then - you took the Module I and II (for the A.P.P.) or the I, II, III, and IV tests (for the C.P.M.). And you passed! You have now qualified to obtain the professional certification Accredited Purchasing Practitioner (A.P.P.) or Certified Purchasing Manager (C.P.M.). And, whew, finally, now you are done. Right? Wrong. Now it is time to start thinking of "recertifying" since ISM (Institute of Supply Management), the entity that grants the C.P.M. and A.P.P., requires that you continue your professional development by improve yourself and your knowledge of Purchasing and Supply Management. How in the world do you do that?

Individuals who have obtained their C.P.M. designation are required to recertify every 5 years. To recertify, those individuals must earn at least 12 C.P.M. points every 5 years. They may earn a C.P.M. point by increasing their education or by contributing to their profession. For A.P.P.s to recertify over that same 5 year period, they must earn the equivalent of 6 points.

A C.P.M. point is related to a CEH (Continuing Education Hour). These designations show, as they imply, how much time a person is spending on improving himself/herself in his/her chosen profession. Since it takes 7 hours (seven CEHs) to equal a C.P.M. point, and since 12 C.P.M. points are needed to recertify as a C.P.M. every 5 years, that means that over each 5 year period a C.P.M. must have attended at least 12 all-day workshops or any number of workshops whose total hours equal 84 (7 hours X 12 points = 84). For A.P.P.s, simply cut that requirement in half. And, yes, the hours accumulated by those recertifying as both an A.P.P. and a C.P.M. will count for both.

Although it does not seem excessive for C.P.M.s to attend 12 workshops over a 5 year period (6 for A.P.P.s), there may be circumstances that prevent it. If there are, C.P.M.s and A.P.P.s may earn points/hours by attending or teaching college classes or by teaching rather than just attending a workshop. C.P.M.s may also choose to re-take and pass the Module III or IV Exam. Since I don't know anyone who is anxious to retake those exams, let me give you C.P.M.s another alternative. C.P.M.s may gain up to 4 of the required 12 points (a total of 28 CEHs) to recertify (14 CEHs for A.P.P.s) by contributing to their profession. The best and most rewarding way to gain points/CEHs this way is to become an officer of NAEB or a local ISM Affiliate organization. Another way is to write an article and get published in a professional journal. For each article published and for each year served as an officer of NAEB or your local ISM Affiliate, one point or 7 CEHs is/are earned. C.P.M.s may accumulate up to a maximum of 4 points or 28 CEHs (14 CEHs for A.P.P.s) by contributing to their profession, the rest must be educational in nature. NOTE: a CEH is different from a CEU. One CEU (Continuing Education Unit) equals 10 CEHs. When you are given a certificate for attending a Workshop, be sure of what you are receiving. And be sure to keep that certificate as proof that you actually attended that Workshop.

Those C.P.M.s and A.P.P.s who have 18 years of full-time professional supply management experience may obtain a Lifetime C.P.M. Certification or a Lifetime A.P.P. Accreditation. That means that no recertifying will be necessary once the Lifetime Certification or Accreditation is issued. When you meet that criteria you can apply right away, no need to wait until your recertification or accreditation is due. However, you will be required to show that you have accumulated a reduced number of points or CEHs from the last time you recertified. That sliding scale and a myriad of other C.P.M./A.P.P.-related information can be found on the ISM website – www.ism.ws.

ISM, NV - C.P.M. - CPSM
RSVP on-line at www.ismnv.com
Instructors:
Robert C. Ashby, C.P.M., CPCM
Tim Matanane, C.P.M.

Seminars and Educational Programs:

Refer to the scholarship opportunity section at www.ismnv.com for the upcoming events and apply.

Scholarship Opportunity
Renetta Scacchitti, rscacchitti@nevp.com

Congratulations to the ISM-NV Scholarship recipients who will be facilitating the April Seminars:

Tim Matanane as our scholarship recipient for the ISM April 3 & 4 ISM National Seminar #4482 titled Capital Equipment Purchasing: Big Risks, Big Dollars, Big Results in Las Vegas

Cynthia McGee as our scholarship recipient for the ISM April 10 & 11 National Seminar #4433 Contract Writing for Purchasing and Supply Management: Beyond the Basics Seminar in Las Vegas

Capital Equipment Purchasing: Big Risk, Big Dollars, and Big Results

Seminar #4482
April 3 - 4, 2008
Las Vegas, NV

Overview

Is your capital spend eating away at your budget? Effectively purchase high-dollar capital equipment while minimizing risk and maximizing profits. Achieve organizational objectives by enhancing the capital expenditures process and determining when to use lease-versus-buy alternatives.



Contracting for Purchasing and Supply Management: Beyond the Basics

Seminar #4433
April 10 - 11, 2008
Las Vegas, NV

Overview

When writing contracts, one size does not fit all. Supply management professionals often face situations that require customized contracts. This seminar enhances your foundation of contract knowledge and enables you to construct more effective agreements. This course includes numerous contracts clauses and their uses. Emphasis is on customizing clauses to accommodate specific situations and needs. Key contracting situations include services, software, construction and electronic commerce. The course also addresses contracts from a global perspective and deals with international considerations.