

Buy *Liner*



A monthly publication of the Institute of Supply Management - Nevada, Inc.

March 2009

Upcoming Events *March 2009*

16-17 – ISM National Seminar
“Administering Contracts: From
Start to Finish”, Las Vegas

23-25 – ISM National Seminar
“Fundamentals of Purchasing
Building Blocks of World-Class
Professionalism”, Las Vegas

25 – Supplier Opportunity Day

25 – Recognition Dinner

30-31 – ISM National Seminar “Legal
Considerations of Software
Licensing and Other Technology-
Related Agreements”, Las Vegas

April 2009

6-7 – ISM National Seminar “Capital
Equipment Purchasing: Big Risk,
Big Dollars, Big Results”, Las
Vegas

21 – Case Studies – No Cost, Las
Vegas

23 – Business Meeting - ISM
Satellite Seminar “Preparing to
Negotiate On Shore and Office
Shore”, Reno

May 2009

23 – Dinner Meeting – Contract
Terms and Conditions – Las Vegas

Check out the details for all events
at:

www.ismnev.com

www.ismnev.com

www.ismnev.com

President's Corner

By: Carol Ellenbecker, C.P.M., A.P.P.

March MADDNESS!

Our Meeting of Feb. 4th was a great success, our speaker; **Dr. Leong** is Professor and Chair of the Management Department at UNLV. He has performed extensive research in the areas of supply chain management, international operations, operations strategy, and technology management. His research has appeared in academic publications such as Journal of Operations Management, Decision Sciences Journal, Interfaces, Journal of Management, European Journal of Operational Research, and International Journal of Production Research.

The topic “Supply Chain Management in China” was very interesting and he kept everyone’s attention with this interesting topic, slides and humor.

REMINDER: March 25th is our Annual Supplier Opportunity Day and Recognition Dinner 2009, the flyer is available on line, be sure to check it out.

****New location** @ Brady Industries**

Please get your nominations in early for Supplier of the Year, Buyer of the Year and Robert C. Ashby Award.

Nominations may be submitted by a member management or a colleague. Both nominee and nominator MUST be a member in good standing of ISM-Nevada.

We are always looking for any new ideas, comments (complements or other), questions, concerns or suggestions.

Please feel free to contact me at ellenca@interact.ccsd.net or visit the website at www.ismnev.com.

"Without involvement, there can be no achievement!"

Carol Ellenbecker, C.P.M., A.P.P.
President ISM-NV

I S M - Nevada, Inc. – Capitol Area

Northern Nevada Meeting

John L. Balentine, C.P.M.; CPP

I S M Nevada, Inc. - The Capitol Area group voted to hold meetings every other month. This has allowed the "business meeting" to coincide with the I S M Satellite Seminars. The next "business meeting of the Capitol Area group will be on Thursday, April 23, 2009 during the break in the I S M Satellite Seminar scheduled for that date. The Satellite Seminar will be down linked at the Washoe County Schools Administrative Headquarters at 925 E. Ninth Street, Reno, NV 89512 in the Board Room.

**Attendance at the ISM Satellite Seminar is worth 4 C.P.M./A.P.P./ CPSM re-certification points.
See you there!**

Elections for Board of Directors

It is that time of year again, elections for the ISM-Nevada Board of Directors. The 2 year term for 4 of the Directors expires this year and we are looking for ISM-Nevada members who are interested in serving on the Board of Directors for a 2 year term.

We are especially looking for members in the Elko area.

Responsibility:

Attend 10-12 board meetings each year. The Board meetings are held every 4-6 weeks in a location in Las Vegas, generally on a Wednesday evening beginning about 5:30 pm. Most meetings last 2 hrs or less. Now don't think that just because you don't live in Las Vegas you are not eligible to participate.

We have an open conference line for each meeting so board members in the rest of Nevada can participate.

You will also serve as an officer or committee director. The Board of Directors will elect Officers (Pres, VP, Sec/Treas) and appoint Committee Directors at the May board meeting.

You will be required to work with a fun-loving, hard-working group of supply management professionals to further grow and develop the PREMIER ISM affiliate in the U.S.

Are you interested? Contact Jim Haining - jhaining@gmail.com.

Self-nominations are encouraged.

Elections will be held in April.

Mission

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

**Articles for the April newsletter
due March 25, 2009**

Carol Poindexter
cpoindexter@interact.ccsd.net

“Supplier Opportunity Fair 2009”

Wednesday, March 25, 2009

9 a.m. to 2 p.m.

Brady Industries

7055 Lindell Road, Las Vegas, NV
(between Decatur & Jones south of 215)



In Cooperation with:
Clark County Business
Development Division

This is an excellent opportunity to meet with over 150 purchasing personnel from companies and governmental agencies throughout Nevada!
Make a month's worth of sales calls in ONE DAY!

This is a “Reverse Trade Fair” where the Buyers are in the booths and the Suppliers visit them!

Pre-Register online or download this form at www.ismnv.com

Admission:	Fair only - At The Door:	\$50.00 per person
	Fair only - Pre-Registered:	\$30.00 per person
	Fair & Dinner – Pre-Registered	\$60.00 per person

Also Attend **Supplier/Buyer Recognition Night** - Wednesday, March 25, 2009 following the Fair at 6 pm

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

Breakout Session

"How to do Business with Governmental Agencies"

9:00 am – 12:00 pm

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. Panelists are representatives from: City of Las Vegas, Clark County, Clark County School District, Nellis Air Force Base, and State of Nevada.

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 25, 2009 6:00 pm - 8:00 pm

Location: **Brady Industries**, 7055 Lindell Rd., Las Vegas

Time: 5:30 pm Networking
6:30 pm Dinner and Awards

Cost: \$20 – ISM-Nevada members with RSVP
\$30 - 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 20, 2009 at 5 pm at www.ismnv.com

Nominate someone for the:

"Robert C. Ashby Excellence in Supply Management Award"

Nominate someone for the "Purchasing and Supply Professional of the Year" for recognition at Recognition Night on March 25, 2009.

Nominate the "Supplier of the Year" for recognition at the Recognition Night on March 25, 2009.

Must be submitted by March 6, 2009

Nomination form on line at: www.ismnv.com



New C.P.M.

Dawn Waugh, C.P.M., Newmont Mining

Angela Robbins, C.P.M., Boyd Gaming

Monica Beffort, C.P.M. Newmont Mining

Dawnita Coleman, C.P.M., Clark County Nevada



Free Education!

With the tough economic times, and people out of work, and those working worried about their jobs, and employer's cutting travel and training budgets - this is a GREAT Learning Experience and Networking Opportunity!!

CASE STUDIES

April 21, 2009
8:30 am - Noon
Brady Industries
7055 Lindell Road
Las Vegas, NV

There is no cost to attend! Our only request is that you come and plan on finding at least one, if not several ways that you can improve on your job.

This is an incredible opportunity - Don't miss it!

If you would like to attend, please RSVP by April 17, 2009, to Carol Fletcher, at (702) 828-2979 or email c13360f@lvmpd.com

*Continuing education Units (CEU'S) will be given to attendees.

*If you would be interested in presenting a case study, please contact Carol Fletcher.

Scholarships are available for the following ISM Seminars that will be held in Las Vegas.

**Capital Equipment Purchasing:
Big Risk, Big Dollars, and Big Results**
April 6 - 7, 2009

Finance for the Supply Management Professional
May 14 - 15, 2009

**Strategic Services Procurement:
Applying Strategic Sourcing Principles to the Procurement of Services**
June 4 - 5, 2009

Please submit your applications through our website at www.ismnv.com or www.ismnv.org. These are great opportunities for ISM Nevada Members to receive professional development in our own state.

Renetta Scacchitti

Capital Equipment Purchasing: Big Risk, Big Dollars, and Big Results
April 6 - 7, 2009

Overview

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

14 Continuing education hours

Finance for the Supply Management Professional
May 14 - 15, 2009

Overview

Explore proven decision-making tools and financial techniques. Learn to communicate the quantitative contributions made by supply management. Apply financial practices to the supply management process and effectively evaluate your suppliers.

14 Continuing education hours