

NAPSM Buy *Liner*



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

April 2007

Upcoming Events April 2007

9-11 – NAPSM/NIGP SEMINAR
"Contract Administration" – Las Vegas Area

18 – Breakfast Meeting "Differences
Between California and Nevada
Public Purchasing" – Capital Area

19 – Satellite Seminar _ "The
Business Case for Diversity in a
Social Responsibility Context" –
Capital Area

21- C.P.M. Module 3 Review –
Capital Area

25 – Satellite Seminar _ "The
Business Case for Diversity in a
Social Responsibility Context" – Las
Vegas Area

May 2007

6-9 – ISM 92ND Annual International
Supply Management Conference
and Educational Exhibit

19 - C.P.M. Review – Module 4 -
Capital Area

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 **Chris Prather, C.P.M.**

The 14th Annual Supplier Opportunity Fair 2007 held at Cashman Field Center on Wednesday, March 14, was a great success. I extend a sincere appreciation for all that attended and volunteered their time contributing to the successful event. In addition, the Recognition and Awards dinner was fabulous.

Congratulations to the award recipients:

Don Woods, C.P.M., JD winner of Robert C. Ashby "Excellence in Purchasing" Award

It was truly a joy to see the look of surprise in Don's eyes when announced. He had no idea he was nominated for this prestigious award. Thank you Don for all you have done and continue to do.

Robin Ramsey, C.P.M., Reno-Tahoe Airport Authority, winner of the Purchasing and Supply Management Professional of the Year.

Thanks Robin for flying in and spending time with us as we enjoyed having you here to accept the award.

Lastly, **Marc Surette**, Advanced Imaging Solutions, winner of Supplier of the Year. It is always a pleasure to present an award to professionals such as yourself. May you have continued success.

Just as a reminder to you the membership, there are a number of scholarship opportunities for the ISM International Conference posted on the napsm.org web site. Don't miss out on your educational opportunity.

Please assist us in serving you. We are committed, and here to serve our NAPSM customers! If you have any questions, comments, concerns or suggestions, give us a call.

Chris "P"

As always, if you have any comments or ideas, please feel free to contact me at cprather@nevps.com or visit the website at www.napsm.org.

Congratulations to:



**Robert C. Ashby "Excellence in Purchasing"
Award Winner**

Don Woods, C.P.M., JD



**Purchasing and Supply Management
Professional of the Year Award Winner**

**Robin Ramsey, C.P.M.
*Reno-Tahoe Airport Authority***



Supplier of the Year Award Winner

**Marc Surette
*Advanced Imaging Solutions***

THE ROBERT C. ASHBY AWARD, 2006 - 2007

John L. Balentine, C.P.M.; CPP
Washoe County Purchasing

This year's Robert C. Ashby, Excellence in Purchasing Award, went to DONALD L. WOODS, J.D.; C.P.M. The last paragraph on Don's nomination form really says it all : "Don deserves this award since he has been instrumental in the success of our ISM Affiliate, instrumental in the success of ISM's District I and District XII and instrumental in the success of N.P.I. He has done it all - and continues to do it, to this day. He deserves to be recognized both for his past contributions and his continued contributions. No one deserves our top award more."

Over his many years in the Purchasing Profession, Don Woods has won many awards and recognitions, all richly deserved. He has tirelessly served many professional purchasing groups and associations, locally, nationally and internationally and most important, he continues to serve them and the profession.

During his tenure with Clark County Purchasing in Las Vegas, Nevada, Don was the "go to person" in the State of Nevada with all manner of procurement problems and / or questions. The person inquiring always received a well thought out, legal, ethical and practical answer and Don always seemed to have the time to handle such inquiries, courteously and promptly.

During his illustrious career, Don mentored many individuals (yours truly included) in all aspects of purchasing, especially public procurement. He presented at local, regional, national and international conferences and conventions including the National Purchasing Institute (NPI), Institute of Supply Management (ISM), the California Association of Public Purchasing Officers (CAPPO), the National Institute of Government Purchasing (N.I.G.P.) and numerous local affiliates and groups.

After his "retirement" from Clark County, Nevada, Don founded and acts as the CEO of International Consulting and Contracting, Inc. a very successful management and purchasing consulting firm that specializes in public purchasing and contracting, contract management and negotiating.

If you could not attend the N.A.P.S.M. Awards and Recognition Dinner on March 14th, last and congratulate Don in person, give him a call or send him an e-mail congratulating him on the well deserved honor of receiving the 2006 – 2007 Robert C. Ashby Excellence in Purchasing Award from N.A.P.S.M.

FREE**FREE****ISM and Quadrem****Complimentary
Web Seminar:****The Critical Role of
Supplier Networks
in Successful
Supplier
Relationship
Management
Strategies**

April 18, 2007
11 a.m. Pacific / 2 p.m.
Eastern

For full information and to
sign-up for this free one-
hour event:

www.ism.ws
Institute for Supply
Management"
2055 East Centennial Circle
Tempe, AZ 85285-2160 USA
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Supply Management

Mission

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

N.A.P.S.M. - Capitol Area

April Events

The Capitol Area (Reno, Nevada) group of N.A.P.S.M. will be hosting two (2) morning events back-to-back in April, 2007:

Wednesday, April 18th at 7:00 a.m. will be our Regular Meeting at the Gold 'N Silver Inn, 790 West Fourth Street, Reno, Nevada
The Guest Speaker will be Dan Marran, C.P.P.O., Purchasing Director City of Sparks, Nevada
Dan's topic will be:

"Differences Between California and Nevada Public Purchasing."

Then

Thursday, April 19th at 7:00 a.m. at the Washoe County Schools, Brown Educational Center, 14101 Old Virginia Road, Room 7
Reno, Nevada, 89521
ISM Satellite Series :

"The Business Case for Diversity in a Social Responsibility Context."

Four and 1/2 hours from 7:00 a.m. until 11:30 a.m.
worth four (4) hours toward your C.P.M. / A.P.P. re-certification.

See you at BOTH morning events!

CONGRADULATIONS

Jamie Hughes, Barrick Mining
who recently received her A.P.P.

Lisa Marie Brown, Washoe County Purchasing
who recently received her A.P.P.

Congratulations! Congratulations!

Bylaws Vote Results

The recent bylaws vote passed with a majority of those voting approving the proposed bylaws revisions.

20 voted YES
3 voted NO
1 abstained

Thanks to all who voted.



Annual Golf Tournament:

To be held in September, 2007, just after re-seeding.
More info to come!

Articles for the May newsletter
due April 25, 2007

Carol Poindexter
(Las Vegas Area)
cpoindexter@interact.ccsd.net

CERTIFICATION - WHICH ONE IS FOR YOU?

By:

Robert C. Ashby, C.P.M., CPCM

Retired Director of Purchasing
University of Nevada Las Vegas

and

Tim Matanane, C.P.M.

Manager Strategic Sourcing and Logistics
Harrah's Entertainment

As we have noted previously, ISM (Institute of Supply Management), the issuers of the C.P.M. (Certified Purchasing Manager) professional certification, will soon begin to phase-out the C.P.M. and replace it with the CPSM (Certified Professional in Supply Management). ISM has said that anyone wishing to obtain their C.P.M. must register to take the four C.P.M. tests by December 31, 2008.

Our NAPSM members know that the difference between a dream and a goal is to set a date to achieve that goal. They have, therefore, been asking questions about the "old" C.P.M., the "new" CPSM, and the alternatives to both of these options. Many related questions have been asked and answered in various articles in the past. The latest questions center on the following:

- Why should I even try to obtain my C.P.M. when the CPSM is going to replace it?
- What is the difference between the C.P.M. and the CPSM?
- Why should I not just try to obtain my CPPO or CPPB, certifications issued by the UPPCC (Uniform Public Purchasing Certification Council) and NIGP (National Institute of Governmental Purchasing)?

We will answer the third question first. NIGP is a great organization for Governmental Purchasers. They have an excellent library of specifications. They developed the SIC codes most of us use. Their CPPB (Certified Public Purchasing Buyer) and CPPO (Certified Public Purchasing Officer) certifications are as prestigious in the public sector as the A.P.P. (Accredited Purchasing Practitioner) and the C.P.M., respectively, are in both the public and private sectors. Based on that last sentence, if one of our members could guarantee that he/she would never leave the public sector, I'd say that obtaining either the C.P.M. or the CPPO would be OK. But if our NAPSM member said that if the right opportunity came by she might one day leave the public sector for work in the private sector, then we would suggest obtaining the C.P.M. Our logic, based on our impression from working with both the public and private sectors, is that both the public and private sectors recognize the value of the C.P.M. whereas the private sector - again, our impression - thinks those with the CPPO can only do government work. That is truly a misconception but we believe that is the reality.

And if you are already a C.P.M., NIGP will allow you to take a "bridge exam" to their CPPB or CPPO certifications. That means that us C.P.M.s just need to prove that we know public sector purchasing. You can learn more about this generous offer by going to nigp.org and linking to "certification":

Now let's compare the C.P.M. to the CPSM. (You can also obtain additional, more concise information by going to ISM's website, ism.ws, and linking to "certification".) When ISM announced their new qualification, CPSM, the first thought that came to many of us was: "How will this affect me?" Since NAPSM has many members who have earned their C.P.M. designation, there may be some value in a quick review.

The ISM Certification Department recently said, "The C.P.M. will continue to be a valuable designation within the supply management profession." We can continue to use this certification with pride. If you are not a Lifetime C.P.M., recertification is required every 5 years, documenting 84 Continuing Education Hours. There is a critical new caveat: If a current C.P.M. lets his/her certification lapse after ISM discontinues giving the C.P.M. exams, there is no longer a process to be reinstated.

Those working to obtain their C.P.M. have until December 31, 2008 to register for the C.P.M. exams. The last day to take a C.P.M. exam is December 31, 2009. The CPSM then becomes available in January of 2009. The process for this qualification is still being developed but we do know that the CPSM will require a minimum of 5 years Supply Management experience, a Bachelors Degree, and successfully passing 3 exams. There will be no Lifetime option, so every CPSM will need to re-qualify every 3 years, documenting 60 Continuing Education Hours.

What is the most compelling argument for obtaining your C.P.M. now rather than waiting for the roll out of the CPSM in 2008? It is that the C.P.M. is a known quantity. We have professionally developed study materials, review courses and practice exams. We have "been there and done that" and currently mentor those in the certification process.

And the second most compelling reason for obtaining your C.P.M. now? It is that "Lifetime C.P.M.s" keep their credential forever while a person who holds a CPSM must continue to re-certify every three years.

The following summary comparison of the differences between the C.P.M. and CPSM should convince you to start the C.P.M. certification process NOW – before it is too late. We don't want you to miss out on a career opportunity because you are 'waiting' for the CPSM program to unfold.

Summary Comparison

	C.P.M.	CPSM
Years Experience Required	3-5	5
Number of Exams	4	3
Bachelors Degree Required	No	Yes
Recertification	5 years/84 CEH	3 years/60 CEH
Lifetime Option	Yes	No
Reinstate if Lapse	No (After ISM discontinues the C.P.M. exam)	Yes
Retirement Consideration	Lifetime	Continue to Recertify

Have more questions? Want to know more about how you can start preparing to achieve your professional certification? Need to be reminded of the absolute necessity of achieving a professional certification if you want to compete in tomorrow's Purchasing and Supply Management world? Don't wait for the next C.P.M./CPSM/CPPO article, sound off now. Contact Bob Ashby at ashbybob@sbcglobal.net or Tim Matanane at matananet@harrahs.com.

"Vice President's (His)Space"

Mike Gifford

I am very pleased to report that our 14th Annual Supplier Opportunity Fair 2007 held at Cashman Field Center on Wednesday, March 14, was a huge success. As detailed on the following listing, we had over 40 exhibitors and over 220 suppliers and contractors attended. The breakout session coordinated by Nita Lopez of the Clark County Business Development office had over 60 attendees during the 2 hour plus session. Reports from everyone was that a great and productive time was had by all. We are very grateful for and acknowledge the support and efforts of the following that are so instrumental in the success of this great event:

*Penny Marchall, C.P.M., of the Las Vegas Convention and Visitors Authority who so graciously co-sponsors this event and assists us in coordinating the facility.

*Nita Lopez of the Clark County Business Development office who organizes and coordinates the breakout session.

*Our Executive Director, Jim Haining, C.P.M., who did so much work "above and beyond" to organize the Fair, coordinate the pre-registrations, and work the registration desk at the event.

*Special thanks also to Carol Ellenbecker, C.P.M., Don Woods, C.P.M., and Chris Prather, C.P.M., who worked the registration desk and NAPSM booth during the entire event day.

And thank you to all the purchasing professionals from the agencies, organizations and companies listed following who notified their suppliers and contractors of this event and then were at the event all day to meet with the suppliers and contractors. Without their efforts, there is not a Supplier Opportunity Fair.

Exhibitors:

STATE/LOCAL GOVERNMENTAL AGENCIES:

City of Las Vegas
 City of Las Vegas - Business Services
 Clark County - Business Development
 Clark County - Business License
 Clark County - Purchasing & Contracts
 Clark County School District
 Clark County Water Reclamation District
 Housing Authority of the City of Las Vegas
 Housing Authority of Clark County
 Las Vegas Convention and Visitors Authority
 Las Vegas Valley Water District
 McCarran International Airport
 Nevada Small Business Development Center
 Nye County Purchasing
 Regional Transportation Commission-Southern Nevada
 State of Nevada - Department of Transportation
 State of Nevada - Procurement Outreach Program
 State of Nevada - Purchasing
 University of Nevada, Las Vegas
 Washoe County - Purchasing

FEDERAL AGENCIES/CONTRACTORS:

Bechtel SAIC Company
 Lockheed Martin Logistics Services

Minority Business Development Agency-U.S.
 Department of Commerce
 National Security Technology
 U.S. Air Force, Nellis AFB
 U.S. Department of Energy-Office of Civilian Radio
 U.S. Department of Veterans Affairs
 U.S. General Services Administration
 U.S. Small Business Administration

UTILITIES:

Nevada Power/Sierra Pacific Power
 Southwest Gas Corp.

ASSOCIATIONS/CHAMBERS/COUNCILS:

Latin Chamber of Commerce
 NAPSM
 National Association of Women Business Owners
 Nevada Microenterprise Initiative
 Nevada Minority Business Council
 North Las Vegas Chamber of Commerce

PRIVATE COMPANIES:

New Ventures Capital Development Company
 Veolia Transportation (formerly ATC)
 Wells Fargo Bank

HOTEL/CASINOS:

MGM Grand

Membership Note...

Monte Rider

A quick update on how we are doing in mining country: We had 8 people take module one exam yesterday. Three passed. We have twelve people schedule to take module one exam today, and another 6 scheduled for Friday. Hoping for better results as we move forward. Bob is scheduled to be in Elko this Saturday to do Module 2 exam training.

Below is the most up to date membership database.

Member Type	
Regular	283
Dual	3
Student	25
Lifetime	7
Academic	8
Total	326

C.P.M.'s	80	24.54%
A.P.P.'s	29	8.90%

Regional Distribution of Members

South Members	193
NW Members	80
NE Members	48
Other Members	6
Total:	326



NAPSM/NIGP Seminar

“CONTRACT ADMINISTRATION”

Dates: April 9-11, 2007 **RSVP Now!**

Location: Clark County Government Center, 500 Grand Central Pkwy, Las Vegas, NV
Gold Conference Room, 4th Floor

Cost: \$550 - NIGP National Members, \$725 - NAPSM Members, \$825 - Non-Members

Contact hours: 24 hours UPPCC* Re-Certification points: 3 CEU Units**: 2.25