

# Buy *Liner*



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

April 2008

## Upcoming Events

*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

17 – Satellite Seminar "Supply Managements Role in Sustainability" Las Vegas Area

30 – Satellite Seminar "Supply Managements Role in Sustainability" Reno 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

*June 2008*

4 – Putt Putt Golf, Networking Dinner & Silent Auction -Las Vegas Area

23-24 – Principles of Effective Inventory Management – Las Vegas Area

Check out the details for all events at:

[www.ismnv.com](http://www.ismnv.com)

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Think Value  
Think ISMNV

## President's Corner

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

We completed an extremely successful Supplier Opportunity Fair on March 19<sup>th</sup>. Thank you to all of those agencies and companies that participated as "exhibitors" for this year's event. We had 35 exhibitor booths and over 200 participants. Thanks for Monte Rider of Newmont Mining Corporation who came from Elko and John Balentine and Mike Burdett from Washoe County who came from Reno. We appreciate the support we received from so many of you!

We also wish to congratulate those recognized at our Recognition Awards Dinner.

**Buyer of the Year**

**Mike Burdett**

Washoe County Purchasing, Reno, NV

**Supplier of the Year**

**Karen Anne Tommasello**

OfficeMax, Reno, NV

**Robert C. Ashby "Excellence in Supply Management" Award**

**June Weedon**

Brady Industries, Las Vegas, NV

It was a great event with the support of many companies and members! We had a successful raffle and silent auction that netted close to \$1500. Thanks to the Board members who went above and beyond in preparing for this event.

I want to give a personal "Thank You" to Lianne Bogle, C.P.M., who tendered her resignation from the Board of Directors at our March board meeting. Lianne recently accepted a position to head up purchasing at a gaming destination in Macau, China. Thank you for your service and help these past 2 years!

**Pres Corner cont.**

It is also time for Elections to the Board of Directors. We need 4 new members of the Board. If you are interested in nominating yourself or someone you know, please contact me via email at [jhaining@gmail.com](mailto:jhaining@gmail.com). We are particularly looking for members in the Reno/Carson City area to replace 2 board members in that area. We will have elections in late April.

If you are going to be attending the ISM International Supply Management Conference in St. Louis and want to attend the Volunteer Recognition Breakfast on May 5<sup>th</sup>, please let me know. ISM-Nevada will be receiving the "ISM Affiliate of the Year" Award at that time! Congratulations to all of you who make this affiliate successful.

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

## Recognition Dinner and Awards

On March 19<sup>th</sup> we had an extremely successful and well attended Recognition Awards Dinner at the Las Vegas Golf Club. We had 50 people attend as we recognized the following winners:

**Buyer of the Year – Mike Burdett, Washoe County Purchasing, Reno, NV**



Mike Burdett and Jim Haining

**Supplier of the Year – Karen Anne Tommasello, OfficeMax, Reno, NV**



Karen Tommasello and Jim Haining

**Robert C. Ashby "Excellence in Supply Management" Award – June Weedon, Brady Industries, Las Vegas, NV**



June Weedon and Don Woods

We congratulate the Mike, Karen Anne and June for their accomplishments! We also thank those who submitted nominations this year.

**I S M - Nevada, Inc. – Capitol Area**

**Northern Nevada April Meeting**

Wednesday, April 16, 2008  
7:00 a.m. (Breakfast)

**The Gold N' Silver Inn**  
790 West Fourth Street  
Reno, Nevada 89502

**Program:**

Purchasing for Police and Fire Departments  
Mike Burdett, Buyer, Washoe County Purchasing Department  
**(I.S.M. - Nevada, Inc. "Buyer of the Year, 2008")**

One (1) C.P.M. / A.P.P. recertification hour

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**I.S.M. Satellite Seminar Series**

**"Supply Management's Role in Sustainability."**

Thursday, April 17, 2008 7:00 a.m.  
Washoe County School District  
Administration Offices - East Conference Room  
425 East Ninth Street  
Reno, Nevada 89512

Program begins at 7:00 a.m. and concludes at 11:30 a.m.  
(1/2 hr. break at 10:00 a.m.)

Four (4) C.P.M. / A.P.P. recertification hours.

**No charge for this program.**

**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.*

**Annual Dues Billing**

It is that time of the year again, our Annual Dues billing. Soon each of you will receive your annual Dues Invoice from ISM directly. (ISM-Nevada has contracted with ISM to complete our dues billing). Please pay your dues PRIOR to May 30<sup>th</sup>. Your membership will be deleted if not paid by the due date. Note: ISM is NOT lenient with their due date.

As a note, the ISM Board of Directors recently voted to increase the "national" portion of the dues by \$10 effective September 1, 2008. However, your ISM-Nevada Board voted to not increase your dues this year. We will not raise dues until May 2009. Please remember to work into your 2009-2010 budget the dues increase from \$130 to \$140 effective May 2009.



**Articles for the November newsletter due April 25, 2008**

Carol Poindexter  
[cpoindexter@interact.ccsd.net](mailto:cpoindexter@interact.ccsd.net)



## 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 Reno/Carson City 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 attend the ISM Affiliate Leadership Training Workshop in Las Vegas on August 1<sup>st</sup> and 2<sup>nd</sup>. ISM-Nevada will pay for your expenses to attend.

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](mailto:jhaining@gmail.com) by next Monday, April 14<sup>th</sup>. Self-nominations are encouraged. Elections will be held the end of April.

## MEMBERSHIP Notes...

### MEMBER TYPE

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

**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
<b>Total</b>	<b>334</b>



## CERTIFICATION NEWS

### **Certified Professional in Supply Management (CPSM)**

Institute for Supply Management™ (ISM) announces Certified Professional in Supply Management (CPSM) as the title for the profession's new qualification. The Certified Professional in Supply Management is slated to be the qualification that supply management professionals strive to obtain. The CPSM will debut in 2008.

The Certification Committee proposed that the CPSM examination process consists of three separate exams that cover a broad spectrum of supply management. The Exams will address the current supply environment including workplace complexities such as risk and compliance management, strategic sourcing, social responsibility and increased skills needed for supply professionals to drive value in their organizations.

Achieving a qualification such as the CPSM that spans across supply management will demonstrate a total proficiency greater than a proficiency in any one individual component of supply management.

The CPSM is slated to be the profession's most rigorous qualification, representing the highest degree of professional competencies.

Some professionals have asked ISM why these changes are taking place when the Certified Purchasing Manager (C.P.M.) designation is at an all-time strength.

The answer — the future of supply management. It is ISM's responsibility to the entire profession of supply management that has brought about these announced changes within the association's credentialing program.

During a point in time when supply's capabilities and responsibilities have seen unprecedented growth in importance within organizations. Never before have these professionals been asked to do so much and take on as much responsibility as they do now. Simply put, the individual job functions that were once semi-independent from each other are now fully interrelated. In today's supply environment, expertise in multiple areas of supply management provides professionals with the ability to see the big picture of their organization's supply operation.

ISM feels it is not only their responsibility but rather forward-thinking move to benefit all professionals in supply management, including those whose primary focus is the purchasing function. These changes are necessary and preemptive moves, which anticipate supply's evolution and will prepare managers for the profession of tomorrow.

To learn more about the new certification click on the link below.

<http://www.ism.ws/about/mediaroom/newsreleasedetail.cfm?ItemNumber=5551&navItemNumber=5718>

**ISM, NV - C.P.M. - CPSM**  
**RSVP on-line at [www.ismnmv.com](http://www.ismnmv.com)**  
**Instructors:**  
**Robert C. Ashby, C.P.M., CPCM**  
**Tim Matanane, C.P.M.**

**Congratulations!  
C.P.M. Recertification**



**Teresa Collins, C.P.M.,  
Las Vegas Valley Water District**

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**Seminars and Educational  
Programs:  
Supply Management's Role in Sustainability**

April 17, 2008 - Capitol Area

April 30, 2008 - Las Vegas Area

The topic of "sustainability" has leapt into corporate boardrooms, raising questions of the company's social responsibility and environmental practice, policies and decision-making. Questions find their way to supply management and challenge us to explore how our suppliers are dealing with sustainability. The program looks at sustainability elements in contract language, supplier audits, regulations, reporting requirements and compliance. It will also cover how to keep upper management informed on sustainability — and the supply manager's role in addressing these issues.

**See online RSVP for the exact location:  
[www.ismnv.com](http://www.ismnv.com)**

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

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

**Overview**

Is your capital spending 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.



## Performance Based RFPs

**Dates:** April 21-22, 2008

**Location:**

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

**Cost:** \$350 - NIGP National Members  
\$600 - NAPSM and Non-Members

**Contact hours:** 16 hours  
**UPPCC\* Re-Certification points:** 2  
**CEU Units\*\*:** 1.5



**Seminar Leader: John R. Miller, CPPO**, is responsible for procurement services for the Harford County Public School System in Maryland. Prior to joining Harford County Schools in 2000, Mr. Miller was the Purchasing Agent for the City of Baltimore in Maryland. From 1981 until 1995 he served as Deputy Director and then Director of the Baltimore County Office of Central Services. He began his procurement career at Towson University, Baltimore Maryland, where he served as Director of Purchasing and Material Management.

Mr. Miller authored the NIGP textbook, "Contracting for Services" in 1996 and co-authored two textbooks for NIGP in 2002 titled, "Contracting for Public Sector Services" and "Alternative Dispute

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



**Principles of Effective Inventory Management  
June 23, 2008 - June 24, 2008**

**CPSM Train the Trainer:  
Review Instructor Courseware Program  
August 03, 2008**

**Fundamentals of Purchasing:  
The Building Blocks of the World-Class  
Professionalism  
October 01, 2008 - October 03, 2008**

**Six Sigma:  
A Process Improvement Tool for Supply  
Management Professionals  
October 27, 2008 - October 28, 2008**

**Commodity Teams:  
Leveraging Value Across the Entire  
Organization  
November 06, 2008 - November 07, 2008**

**Best Practices in Procurement  
December 08, 2008 - December 10, 2008**

Please submit your applications through our website at [www.ismvn.com](http://www.ismvn.com) or [www.ismnev.org](http://www.ismnev.org). These are great opportunities for ISM Nevada Members to receive professional development in our own state.

**Renetta Scacchitti**