

# Buy *Liner*



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

April 2009

## Upcoming Events

### April 2009

21 – Case Studies – No Cost, Las Vegas

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

## ANNUAL DUES REMINDER

### May 2009

3-6 – ISM's 94th Annual International Supply Management Conference and Educational Exhibit

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

### June 2009

4-5 – ISM National Seminar “Strategic Services Procurement: Applying Strategic Sourcing Principles to the Procurement of Services”, Las Vegas

Check out the details for all events at:

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

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## President's Corner

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

### SPRING IS “GREEN”

The 12th Annual Supplier /Buyer Recognition Fair and Award Dinner was held on March 25, 2009. This year we held the event at Brady Industries in their warehouse area, it was very organized; plenty of room and everyone seemed pleased. We were able to have the complete event at this location. In keeping with the tradition of our award dinner, ISM-Nevada recognized those individuals, who demonstrated excellence or possess enviable skills and talents, both as a supplier and/or buyer.

ISM-Nevada presented the Supplier of the Year Award, Buyer of the Year Awards and Robert C. Ashby "Excellence in Purchasing" Award to the following recipients at the Recognition Dinner.

#### **Congratulations!**

##### Supplier of the Year:

**Richard Rivera, Las Vegas Presort**

##### Buyer of the year:

**Sandy Moody-Upton, C.P.M., Purchasing Analyst II, Clark County Purchasing & Contracts**

##### RCA Award:

**Renetta M. Scacchitti, C.P.M., A.P.P., PMP**

A warm thank you to everyone that participated in the Supplier/Buyer Fair and Dinner. We look forward to making this event even better next year, and stay tuned for our upcoming events.

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](mailto:ellenca@interact.ccsd.net) or visit the website at [www.ismnv.com](http://www.ismnv.com).

**"Without involvement, there can be no achievement!"**

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

See page 2: **EVERYTHING IS COMING UP “GREEN”—WHAT THE HECK DOES THAT MEAN?**

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

### **Northern Nevada Meeting**

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

The next regular business meeting of the I S M Nevada, Inc. - Capitol Area group will be on Thursday, April 23, 2009 during the 1/2 hour break during the I S M Satellite Series (between 9:00 to 9:30 a.m.). The Satellite broadcast will be hosted at the Washoe County School District Administration Building, 925 E. Ninth Street, Reno, Nevada 89512, in the Board Meeting Room.

**Attendance at the Satellite Seminar, which runs from 7:00 a.m. to 11:30 a.m., is worth four (4) hours towards recertification for your CPSM, C.P.M. and / or A.P.P. See you there!**



### **EVERYTHING IS COMING UP "GREEN"- WHAT THE HECK DOES THAT MEAN?**

**DEFINING GREEN**-In a Buyers World, What is "green" purchasing? It's part of environmentally conscious management, which can be defined as a system that integrates product and process design issues with the issues of manufacturing production planning and control and supply chain management. Green purchasing identifies, quantifies, assesses, and manages the flow of environmental waste with the goal of reducing and ultimately minimizing its impact on the environment while also trying to manage resource efficiency. A different and new image of "green" purchasing has emerged - one which is cost- and strategy-driven, economically justified, and integrated with corporate and product/ process decisions.

Purchasers can expect green purchasing to become a fact of life. The only way for many purchasers to make the most of this new development is to understand what is involved in and the reasons for the movement to green purchasing. Green purchasing is a misnomer - the green referred to is not environmental waste reduction but rather increased profits. (Article from "GreenSpeak" Purchasing Today -ISM Members only)

### **Annual Dues Renewal Billing Reminder**

ISM-Nevada contracts with ISM National to provide our annual dues billing. On April 1, 2009, ISM will be mailing invoices for your annual Dues Renewal Billing for June 2009 through May 2010. You will also be receiving a couple of reminder emails in late April and May.

Please pay your dues as soon as you can, as on May 30, 2009, all delinquent payers will be deleted. (ISM is not lenient, like we are!)

**Note to unemployed or deployed members.** ISM-Nevada and ISM will allow all unemployed and deployed members to waive their dues up to one year. If you are unemployed, please contact ISM directly and let them know and your dues will be waived for up to one year.

Remember, ISM-Nevada is your 'low cost' ISM affiliate. No where else, not even with ISM directly can you be a member of ISM for \$140 per year!

If you have any billing questions, contact Jim Haining (702) 428-6194

## 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](mailto:jhaining@gmail.com).

Self-nominations are encouraged.

Elections will be late April with results posted in early May. You will receive an email with additional information and time.

### 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 May newsletter  
due April 27, 2009

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

## MEMBERSHIP Notes...

### MEMBER TYPE

Regular	301
Dual	3
Student	4
Lifetime	7
Academic	6
Other	2
Volume Discount	1
<b>Total</b>	<b>324</b>

### CERTIFICATIONS

CPSM's	8	2.47%
C.P.M.'s	96	29.63%
A.P.P.'s	30	9.26%

### REGIONAL DISTRIBUTION OF MEMBERS

South Members	198
NW Members	62
NE Members	52
Other Members	12
<b>Total</b>	<b>324</b>

# ISM-NV SUPPLIER AWARD



Henry Espinoza, Clark County School District Mail Service Manager presenting the ISN-NV Supplier Award to Richard Rivera, owner of Las Vegas Presort

**Mr. Rivera was nominated for his outstanding customer service his company provided to the Clark County School District. As a partner with the School District, Mr. Rivera helped the District realize large savings for School District mailings.**

# ISM-NV BUYER OF THE YEAR



Sandy Moody-Upton, Purchasing Analyst, Clark County, receiving the Buyer of the year Award from Yolanda Jones, C.P.M., CPPO, Purchasing Director, Clark County

**Sandy has taken the lead role at Clark County to ensure that SAP Processes are in place, testing the system when upgrades are made, assists all of her co-workers when problems arise in processing purchasing requisitions and contacts.**

# RCA EXCELLENT IN PURCHASING AWARD



June Weedon, C.P.M., Brady Industries, Renetta Scacchitti, C.P.M., A.P.P., PMP, Robert Ashby, CPSM, C.P.M.

**Renetta is dedicated to the profession, a member for over 29+ years, teaching C.P.M. classes, recruiting members and serving on the Board in several positions, in both Wyoming and Nevada. Renetta is presently serving as the scholarship chair for ISM-NV.**



**New C.P.M.**

**William Empey, C.P.M. Newmont Mining**

**Juan Gavidia, C.P.M., Newmont Mining**

**Lifetime Certification**

**Brian Armstrong, C.P.M., Newmont Mining**

**Thomas Boldt, C.P.M., Clark County Nevada**





## Evolution or Revolution?

While some of you are still in the hunt to get your C.P.M. (Certified Purchasing Manager) professional certification, some of you are in hot pursuit of your CPSM (Certified Professional in Supply Management). One question I receive often is "WHY", i.e., why did ISM change from one certification to another? I have answered that question in previous columns so today I will address, instead, the question: "so what?" That's right, "so what" if ISM has changed the designation? The fact of the matter is that they have made the change. It's a done deal. They have recognized that in this day and age it behooves all of us to think globally and not locally. It behooves us all to think of the entire Supply Chain and not just the Purchasing portion of it. So, "so what" if ISM has seen the wisdom of expanding our horizons and has made us grow in our profession. I, for one, think it is about time that we evolved from "Purchasing" to "Supply Management". I think "Evolution" is good. Besides, our only other option is to revolt, i.e., have a "Revolution".

Hmmm, maybe a "Revolution" might be better. Maybe we can fight this change. Maybe we can make ISM - or at least ask them to - reconsider. After all, if you do not have a college degree you cannot even take the exams to get your CPSM. Maybe a "Revolution" would be better since this change will give the degreed folks an unfair competitive advantage over those who are not degreed. Think that will happen? Think ISM will go backwards instead of forwards? No? Me neither.

It appears that the answer is obvious. We must "evolve", not "revolt". The world is getting smaller. It is getting more international. It behooves us to join the 21st century of Purchasing, oops, I mean Supply Management, and learn to compete with our peers. If we don't do that we will be hard pressed to convince our current employer that we can lead a team into the future. We will also be hard pressed to convince any future employers that we can help lead them into the future as they compete in the international business marketplace.

Bottom line is that we MUST evolve. If you do not have a college degree, get one. If you have one, start preparing for the CPSM exams. ISM-NV will be holding workshops to help you prepare. Contact ISM-NV now and let them know that you are ready to evolve to the next level. Have questions? Want to know how to prepare to take the CPSM exams? Contact me, Bob Ashby, C.P.M., CPSM, at HYPERLINK "mailto:aashbybob@embarqmail.com" [ashbybob@embarqmail.com](mailto:aashbybob@embarqmail.com)\_\_



# April 21st Case Studies

## "Case Studies"

- 8:15 – 8:30 A.M.**     **Registration & Networking**  
**8:30 – 8:45**         **Welcome & Introduction**  
*Carol Fletcher, A.P.P., Las Vegas Metropolitan Police Department*
- 8:45 – 9:15**         **How much is Customer Service worth? Is there a price?**  
*Carol Fletcher, A.P.P., Las Vegas Metropolitan Police Department*
- 9:15 – 9:45**         **Contracting for Bio-diesel – How hard can it be?**  
*Jim Barber, C.P.S.M., Las Vegas Valley Water District*
- 9:45 – 10:00**       **Break**
- 10:00 – 10:45**      **LED lights ON or OFF?**  
*Sandy Moody-Upton, C.P.M. Clark County Purchasing & Contracts*
- 10:45 – 11:15**      **Batteries that Blew Up**  
*Steve Kessler, City of Las Vegas*
- 11:15- 12:00**       **Construction Protest**  
*Adleen Stidhum, C.P.M., Clark County Purchasing & Contracts*
- 12:00 – 12:15**      **Discussion**

**\*3.5 Continuing Education Hours (CEH) will be given to attendees**

**Time:** 8:30 pm - 12:15 pm

**Location:** Brady Industries, 7055 Lindell, Las Vegas, NV 8911, 2nd floor (between Decatur and Jones south of 215)

**Cost:** Free (even though the cost is free, we need you to register to plan for seating)

**Register on line:** [www.ismnmv.com](http://www.ismnmv.com)

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

**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](http://www.ismnv.com) or [www.ismnv.org](http://www.ismnv.org). These are great opportunities for ISM Nevada Members to receive professional development in our own state.

**Renetta Scacchitti**

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**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

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**Strategic Services Procurement: Applying Strategic Sourcing Principles to the Procurement of Services**

June 4 – 5, 2009

**Overview**

This seminar provides insights into current trends and opportunities for supply's involvement in service procurement. Explore the application of strategic sourcing methods and technologies to the service spend and service supply base. Learn tools and techniques for writing effective Statements of Work and managing contracts. Participate in analysis and discussion of case studies specific to service spend not traditionally sourced through the purchasing function

14 Continuing education hours

ISM's 94th Annual International Supply Management Conference and  
Educational Exhibit

May 3 to May 6, 2009  
Charlotte, NC



Now that you have registered for ISM's 94<sup>th</sup> Annual Supply Management Conference, we want to make it easier for your colleagues to join you. For a limited time, your colleagues are eligible for two **FREE** hotel nights\* at one of the Conference host hotels\*\* with their paid full Conference registration.

Full Conference Registration includes:

Economic Keynote Speakers who will offer insight into the coming year.

Nine educational sessions – including the Economic Session which features the *ISM Report on Business*<sup>®</sup>.

Networking opportunities with 2,000 supply management colleagues.

Two **FREE** hotel nights with one of the Conference host hotels.\*\*

Invite your colleague to register by calling ISM Customer Service at 800/888-6276, option 8 or by visiting our Web site [www.ism.ws](http://www.ism.ws) for details. Don't forget to mention promotional code **HOTEL09**.



ISM has extended the C.P.M. exam registration deadline.

**C.P.M. exam registrations will be accepted through September 30, 2009.** For those registering to take a specific C.P.M. exam for the first time, there are no exceptions to this deadline.

The only exception to the September 30, 2009 C.P.M. exam registration deadline: If an exam candidate fails a C.P.M. exam in 2009, he/she will be allowed to register to RETAKE THE EXAM MODULE FAILED.

**All C.P.M. examinations must be completed by December 31, 2009.**  
**No exceptions.**

**There are no refunds for C.P.M. exam registrations made in 2009.**

ISM strongly recommends candidates **schedule exam dates as soon as possible to avoid scheduling conflicts** at the testing centers, and to allow time to retake an exam module they failed if needed. **ISM cannot guarantee a space at testing centers.**

If you have any further questions regarding the C.P.M. program, please contact Kara in ISM Customer Service at 800/888-6276, extension 3072, or [kbuckley@ism.ws](mailto:kbuckley@ism.ws).