

Buy *Liner*



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

April 2010

Upcoming Events

April 2010

14- Breakfast meeting – “Ethics: An Issue That Gets You In The Spotlight” Las Vegas

15 – No-Cost Webinar – “Top 4 Strategies for Profitable Supplier Relations”

22-ISM Satellite Seminar, “Rails, Road, Water and Air: Logistics, Inventory and Distribution” Las Vegas and Reno

25-28- ISM International Conference



May 2010

26- Supplier Diversity Roundtable “How to Properly Submit an RFP”, Las Vegas

Check www.ismnv.org for details

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.

President's Corner

By June Weedon, C.P.M.

This year's Supplier Opportunity Fair was a huge success! Our thanks go to you, the Buyers, who were in the booths--we could not have done it without you:

Brady Industries

City of Las Vegas

City of North Las Vegas

Clark County-Business Development

Clark County-Business License

Clark County-Purchasing & Contracts

Clark County department of Aviation
(McCarran Airport)

Clark County School District

Clark County Water Reclamation District

College of Southern Nevada

Construction Notebook

Las Vegas Valley Water District

MGM Mirage

National Security Technologies

Nevada Minority Supplier Development Council

Nevada Small Business Development Center

Nevada Energy

Regional Transportation Commission of Southern Nevada

Southwest Gas Corporation

State of Nevada-Procurement
Outreach Program

U.S. Air Force, Nellis AFB

U.S. Department of Veterans Affairs

U.S. General Services Administration (GSA)

University Medical Center

University of Nevada, Las Vegas

Continued on page 2

The suppliers who supported us and attended the Fair indicated how pleased they were with the quality of the organizations represented. This is our only fund-raiser for the year--we would not have had this level of success without our suppliers. The suppliers who sponsored The Supplier Opportunity Fair with goods, services or Silent Auction items were:

- | | |
|--|--------------------------|
| 3M | Paper Source |
| Access Partners | Photos by Picazo |
| Angel/Cotton Associates | Pro Team |
| Brady Industries | R3 |
| Brady Linen Services | Republic Bag |
| Carlisle Sanitary Maintenance Products | SCA Tissue |
| Claire Manufacturing Company | Sonic Scrubbers |
| Clorox | Spartan Chemical Company |
| Continental Commercial Products | The Safety Zone |
| Fresh Products | The Springs Preserve |
| Georgia-Pacific | Tolco |
| Diversey | Unger |
| Kimberly Clark | Verona Marble Company |
| Lagasse Sweet | Wausau Paper (Bay west) |
| Lambskin Specialties | Windsor Industries |
| Maintex | Work Force Wear |

The only complaint I heard was: "You went to Krispy Kreme and didn't get their glazed doughnuts!"--we will get them next year.

Regards,
June Weedon, C.P.M.
President ISM-NV

Job Openings

STORES BUYER TIMET, a titanium metal manufacturing facility located in Henderson, NV (adjacent to Las Vegas) has an immediate opening for a Stores Buyer. The successful candidate will be responsible for placing and expediting orders, negotiating supplier agreements, addressing payment and delivery issues with the accounting department, and supporting and adhering to ISO 9000, corporate, purchasing, quality control and SOX policies and procedures.

PROCUREMENT SPECIALIST National Security Technologies, LLC (NSTec), a prime contractor to the U.S. Department of Energy, in Las Vegas, NV, has immediate opening for a Procurement Specialist to serve as the primary analyst to provide the major periodic performance reporting required for the Procurement department. Work location is in Las Vegas, NV. U.S. citizenship and ability to obtain a security clearance are required.

PROCUREMENT MANAGER National Security Technologies, LLC (NSTec), a prime contractor to the U.S. Department of Energy, in Las Vegas, NV, has immediate opening for a Procurement Manager to be responsible for the direction of 30+ procurement personnel and management of organizational activities that provide acquisition service to the Nevada Test Site Management & Operations contract in excess of \$200M annually. Work location is in Las Vegas

Job list on line at www.ismnmv.org

Laugh Line...

**Two antennas met on a roof,
fell in love and got married.
The ceremony wasn't much,
but the reception was
excellent.**

Submitted by John Balentine



The Nevada System of Higher Education Is Broke, How About Your Company?

The State of Nevada is a little short – OK, a lot short - of money to balance its 2010 budget. Almost one billion dollars short. No, that was not a misprint. That means that all departments within the State must tighten their belts so we can meet our constitutional mandate to balance the budget. (Is the same thing happening in your company?) The University System cries that we absolutely cannot even consider cutting our higher education budget since education is the key to a State's growth, attractiveness, and ability to draw businesses to it. Both the System and our State Legislature agree that a State without an emphasis on education will lose out to States who do emphasize education as core to its business climate. But that does not change the bottom line, which is that we MUST cut our budget – just as all State departments must. Does this sound familiar? Need I go on? Aren't all of us in the same fix during these tough economic times?

The State has said that they sympathize with us but that we must cut our budgets by 6.9% (down from an original mandate of 10%) even though we had previously been forced to cut 24.2%. The University of Nevada Reno (UNR) solved at least a portion of its problem by eliminating its entire College of Agriculture. Yep, the whole thing – all professors and all support staff. The University of Nevada Las Vegas (UNLV) is looking to follow UNR's lead and has already identified its Departments that are not cost effective. Professors and support staff are all very nervous right now. Again, is your company or entity looking at similar scenarios?

These actions made me wonder if UNR or UNLV has considered outsourcing Purchasing, Receiving, Fixed Assets, etc.? (They have – and are – looking into it.) If that happens, what will the various Purchasing Directors do? If that situation presented itself while I was still the Purchasing Director I would evaluate my staff with respect to saving their jobs, based on the following four categories:

1. Those with a college degree and a professional certification;
2. Those with either a college degree or a professional certification;
3. Those with neither a college degree nor a professional certification but who are currently working on attaining one or the other.
4. Those with neither a college degree nor a professional certification and who are not even trying to attain one or the other.

I know it would be difficult to save jobs (and to help those who lose their jobs to get new ones), but I would try. For those in the top tier I would try the hardest. But my odds of being successful would diminish the lower I got in my four categories.

If your company or entity requires cost cutting, whether downsizing or outsourcing, which of the above categories are YOU in? What educational goal do you need to set for yourself?

If you work for a government entity you may attain your CPPB if you do not have a degree and your CPPB and CPPO if you do. If you do not have a degree and are in a non-governmental position you are not even eligible to test for your only available professional certification, the CPSM (Certified Professional in Supply Management). Your only opportunity is to start your degree program. More on that in future articles.

ISM-NV cannot help you get your degree. However, if you have a degree but no professional certification, whether you are in the public or private sector, ISM-NV can guide you toward that certification.

What can we do to help? We can identify which study materials you need and which additional, supplemental materials have proven to be invaluable in the learning process. We can provide Sample Exam questions. We can offer feedback from previous test takers as to what subjects they saw on the exams and in what context. And we can offer on-line support. Now THAT is a help in saving your job and/or preparing you for the next one.

What are you waiting for?

Contact Bob Ashby, C.P.M., CPCM at ashbybob@embarqmail.com and let's get you started toward reaching the top tiers.



CPSM Certification

(Original)

Rhoda Bowman, CPSM
NV Energy

Bramby Tollen, CPSM, C.P.M., CPPO
Clark County School District

Michael Zell, CPSM, C.P.M., A.P.P.
International Game Technology

C.P.M. Certification

(Original)

Russell Elsner, C.P.M., A.P.P.
Washoe County School District

Erin Hegarty, C.P.M.,
City of Henderson

Jack Wilkins, C.P.M.
Weyerhaeuser Real Estate

C.P.M. Lifetime Certification

Roy Forsyth, C.P.M.
Parson's Water & Infrastructure

A.P.P. RE-Certification

Jeanny Ng, CPSM, C.P.M., A.P.P.

ISM - Nevada, Inc. – Capitol Area

The next meeting of the I S M - Nevada, Inc.
Capitol Area group

Thursday, April 22, 2010.

The meeting will be in conjunction with the next ISM Satellite Seminar Series.

It will be at the Brown Educational Center,
14101 Old Virginia Road
Reno, NV 89521

(South Virginia Street and Mt. Rose Highway)

Access from Damonte Ranch Parkway and Old Virginia Road, at the south end of Old Virginia Road.

The Satellite Seminar will be from 7:00 to 11:30 a.m. with a one-half hour break from 9:00 to 9:30 a.m. The meeting will take place during the break.

Attendance at the Satellite Seminar is worth four (4) educational hours toward your A.P.P. / C.P.M. / CPSM recertification.

"Ethics: An Issue That Gets You In The Spotlight"

Speaker: Don Woods, J.D., CEO, International Consulting & Contracting

**Las Vegas Area Breakfast Meeting – April 14, 2010
7:00 a.m. – 8:30 a.m.**

Omelet House, 2160 W. Charleston Blvd. (Corner of Charleston/Rancho), Las Vegas, NV

Don will share some stories of the simplicity of the traps, prevention, and results of some examples of purchasing/contracting ethic violations that have made the current events list. He promises it will not spoil your breakfast and you could leave with a better perspective of the issues confronting our profession. He will also provide attendees an opportunity to interact with their ideas.

Breakfast choices:

- 1 - Ham and cheese omelet, potatoes, wheat toast
- 2 - 2 pancakes, 2 scrambled eggs, 1 sausage, 2 bacon
- 3 - 2 eggs, 2 bacon, 1 sausage, wheat toast
- 4 - Bowl of fruit, slice of pumpkin bread

COST: \$12 – Members
\$17 – Guests

*Correct change recommended if paying with cash

RSVP by April 12th at 12 noon at: <http://www.ismnv.com>

**ISMNV –
Membership
Info**

Member Type		
Regular	254	
Volume Discount	1	
Dual	3	
Student	4	
Lifetime	10	
Academic	7	
Trial	1	
Other	1	
Total	281	
ISM Regular Member Count (excludes dual & other)		276
CPSM's	13	4.63%
C.P.M.'s	108	38.43%
A.P.P.'s	24	8.54%

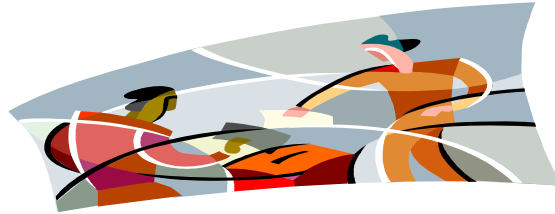
Regional Distribution of Members	
Southern Nevada	170
Reno/Sparks	52
Mining Area	48
Other	11
	281

Order your CPSM Study Materials at a HUGE Discount

CPSM Study Guide and Professional Series
CPSM Diagnostic Kit

Check it all out www.ismnv.com

Election Results: Officers and Directors



New Board Members

Reno Area

Melanie Lever, C.P.M., Washoe County School District

Las Vegas Area

Jim Haining, CPSM, C.P.M., A.P.P., University Medical Center

Yolanda Jones, C.P.M., A.P.P., CPPO, Clark County

Carol Poindexter, C.P.M., A.P.P., CPPO, Clark County School District

Thanks to Mike Burdett and Carol Fletcher for their service the past 2 years.

President - June Weedon, C.P.M., Brady Industries

Vice President - Carol Ellenbecker, C.P.M., A.P.P., Clark County School District

Secretary/Treasurer - Kathy Kim, C.P.M., Brady Industries

Director - Communications - Carol Poindexter, C.P.M., A.P.P., CPPO, CCSD

Director - Membership/Marketing - Melanie Lever, C.P.M., Washoe County School District

Director - Education/Monthly Meetings - Jim Haining, CPSM, C.P.M., A.P.P., UMC

Director - Education/Seminars - Yolanda Jones, C.P.M., A.P.P., CPPO, Clark County

Co - Director - Special Events - June Weedon, C.P.M., Brady Industries

Co - Director - Special Events - Kathy Kim, C.P.M., Brady Industries

Chair - Monthly Meetings/South - Lisa McNett, C.P.M., Brady Industries

Chair - Monthly Meeting/Reno - John Balentine, C.P.M., A.P.P., CPPM

Chair - Satellite Seminars/South - Carol Ellenbecker, C.P.M., A.P.P., CCSD

Chair - Satellite Seminars/Reno - Melanie Lever, C.P.M., Washoe County School District

Chair - Professional Credentials - Bob Ashby, C.P.M.

Chair - Scholarships - Renetta Scacchitti, C.P.M., A.P.P.

Chair - Marketing/South - Valerie Harper

Two Leading CPOs Share Their Top 5 Strategies for Profitable Supplier Relationships

Date: Thursday, April 15, 2010

Time: 1:00 p.m. EDT / 10:00 a.m. PDT

Don't miss this **Free, 1-hour STREAMING ONLY** Web event hosted by ISM and sponsored by Emptoris.

<http://www.ism.ws/2037>

(See below for participation details)

Supplier Management is more than a scorecard — it's a strategy. Best-in-class procurement organizations realize this. They know that having an accurate and complete supplier picture from on-boarding to contract execution is essential to increasing performance, reducing risk, and realizing sustainable savings. They understand that suppliers — with their strong domain expertise — can be their best source of innovation. But how do these leading organizations determine the right suppliers to partner with? How do they segment their supplier base? What communication best practices do they employ?

Join us for an interactive conversation with two procurement leaders — CPOs from Wolters Kluwer and Con-Way. Each will share their top five recommendations to identify and deepen the right supplier relationships while mitigating a myriad of supplier and procurement risks.

YOU WILL LEARN:

- Why a 360 degree view is essential to increased performance and reduced risk
- Key components of effective supplier relationship and performance management
- Proven frameworks for supplier management segmentation
- Strategies to balance cost reduction with supplier innovation
- How proactive management of supplier contracts drives bottom-line results

Featured Speakers:

- **Stephen D. Nied**
Vice President, Strategic Sourcing and Operational Excellence
Wolters Kluwer
- **Mitch Plaat**
Vice President, Procurement (Chief Procurement Officer)
Con-way, Inc.

Moderator:

- **Sean Correll**
Director, Consulting Services
Emptoris, Inc.

Attendance of the live session of this Web Seminar qualifies for one CEH credit at ISM.

**Effective April 1, 2010, all ISM Web Seminar registrants will be required to register individually for each online event in order to receive CEH credit. Those wishing to view presentations with a group, must register individually and also provide the registrant's (Group Leader) e-mail address under which you will be viewing the event — see registration page.*



Sam's Town and The Supplier Diversity Roundtable Present How to properly submit an RFP

Do some RFP's seem complex,
confusing or even overwhelming?

Do you become frustrated with the
steps involved in the RFP process?

Have you ever responded to an
RFP only to be told, "No"?

Come learn from the Professionals
The Do's and Don'ts
of submitting an outstanding RFP

Date: May 26, 2010
Time: 8:30 a.m. to 12:00 p.m.
Location: Sam's Town
(Courtesy Boyd Gaming)
Fee: \$10.00*
**cash at the door*

Private and Public Sector
Goods & Services
Construction

For Registration Information Contact

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DoloresL@mccarran.com

OR

Kenyatta Lewis
SupplierDiversity@mgm Mirage.com

Click [here](#) to RSVP

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Our commitment to on-going education through shared experiences will develop us as professionals, enhance the programs at our organizations and ultimately ensure service to the community.