

NAPSM BuyLiner



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

June 2004

Upcoming Events

June

10 – Capitol Area Satellite Seminar – “**Improving Your Role With Effective Project Management**”

11 – Las Vegas Area Seminar – “**Insuring Success Through Negotiation Preparation**”

12 – NAPSM Golf Tournament – **Canceled**

17 – Las Vegas Area Seminar – “**RFP Best Practices Seminar**”

24 – Las Vegas Area Satellite Seminar – “**Controlling Costs by Controlling Your Inventory**”

30 – Capitol Area Luncheon Meeting – “**Legal Issues With Electronic Commerce**”

July

15 – Las Vegas Area Networking Event – **Putt Putt Golf and Silent Auction**

28 – Capitol Area Luncheon Meeting – “**New Horizons for the Procurement Card**”

Check out the details for all events at:

www.napsm.org

www.napsm.org

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Think Service
Think Value
Think NAPSM

Prez Sez by Yolanda Jones, C.P.M., A.P.P.

It is hard to believe that another year has gone by! At this time, I would like to express my sincere appreciation to the 2003/2004 Board of Directors, Committee Chairs, committee volunteers and the Executive Director for a job well done. Without your time and dedication to NAPSM we would not have accomplished our goal of providing professional development workshop/seminars and networking opportunities to our membership. As noted previously, we were successful in obtaining ISM's Affiliate Excellence Award, and additional dollars were added to our coffers for the C.P.M. program due to the success of the Supplier Opportunity Faire.

The 2004 Board of Directors have been posted on the website. A special thanks goes to all of you for taking the time to voice your choice by voting. Please take a minute and become familiar with your new board. Do you have any new ideas, changes or recommendations, or a preference for a seminar? Please give them a call. In addition, we are always looking for a “Few Good Volunteers” so do not be surprised when you get a call from one of the board members.

A Board of Directors meeting was held on May 26th and election of officers and assignment of committee chairs was held. Following are the new officers for NAPSM:

President –	Yoli Jones, C.P.M., A.P.P.
Vice President -	Chris Prather, C.P.M.
Treasurer -	Carol Fletcher, A.P.P.
Secretary -	Terry Felix, C.P.M.

Please refer to the website for a complete posting of all the committee assignments. Again, special thanks to all the board members for stepping up to the plate and accepting the committee appointments.

As always, if you have any comments, ideas or concerns give me a call at (702) 261-5035 or e-mail at yolandaj@mccarran.com.

Survey about Satellite Seminars is available on website

The Satellite Seminar Committee is requesting NAPSM member feedback to help improve the Satellite Seminar program to best meet your needs.

Please take 2 minutes to respond to the short survey located at www.napsm.org.

Golf Tournament CANCELED

The NAPSM Golf Tournament scheduled for June 12th was canceled by the Golf Committee due to low registration. Watch the announcements for the "Putt Putt Golf Networking Event and Silent Auction scheduled for July 15th at Angel Park.

Membership Renewal Invoices

The due date for your Membership Renewal Invoices was June 1st. If you have not already done so, please pay your invoice immediately or your membership will be canceled. If you have questions, please contact ISM Customer Service at (800) 888-6276 x301. Renew Today!

June 11, 2004 NAPSM Seminar "Insuring Success Through Negotiation Preparation"

Have you ever been in a negotiation session with a supplier and not been completely prepared? Have you wondered what you could have done to be prepared better?

This one day seminar is complete with examples and methods for a buyer/supplier manager to plan their negotiation session prior to beginning the session. In this seminar, we will learn about several negotiation techniques and checklists so that you can be prepared to meet your company's objectives, and define which technique works best for your particular situation. This seminar will bring you tools that can be applied in your next supplier negotiation.

Who Should Attend?

For Purchasing and Supply Professionals: Buyers, Supervisors, Managers, and Stakeholders to be proactive in our negotiation preparation and planning.

Location: Nevada Power Wengert Room

Cost: \$100 – Members

\$230 – Non Members (includes 1 year membership)

Seminar Leader: Bill Agee

Register and get flyer online at www.napsm.org

Welcome New Members!

Lisanne Bogle, The Mirage Resort & Casino, Director of Purchasing

Lillian Cadelinia, Southwest Gas, Purchasing Representative

Bonne Gill, Young Electric Sign Company, Purchasing Agent

Amber Johnson, Round Mountain Gold Corp., Junior Buyer

Jeanny Ng, International Game Technology, Supplier Management
Diversity Coordinator

Alicia Rosequist, JBM Construction, Office Coordinator

Vicki Tong, Bechtel Nevada, Sr. Procurement Specialist

Alicia Torres-Kelly, Clark County School District, Senior Buyer

June 17, 2004 Seminar (co-sponsored by NAPSM) "RFP Best Practices"

Details, Brochure, Registration at www.chalkboard.ca or www.napsm.org

ISM Satellite Seminar Recorded April 1, 2004:

"Controlling Costs by Controlling Your Inventory"

To be shown June 24, 2004

Recently published major purchasing and supply management textbooks estimate that an average company's inventory represents between 25 and 40 percent of its invested capital. Supply managers need to know how inventory impacts the bottomline and how reducing inventory costs frees up cash that can be used for business growth. This program is designed to provide tools and techniques for inventory management.

Who should attend?

This satellite seminar is geared for supply professionals:

- Seeking information on the impact of inventory on a company's bottomline or on a government entity.
- Needing an understanding (or refresher) of inventory processes, tools, and techniques.
- Seeking to add more value to supply management through a better understanding of inventory issues.
- Wanting to gain an understanding of how inventory can affect customer service levels and an organization's competitive advantage.

For additional program details, visit ISM's Satellite Seminar Web site at:

www.ism.ws/Seminars/SatSems/satsemControlling.cfm

Main presenter:

- **Marilyn Gettinger, C.P.M.**, principal, New Directions Consulting Group, Cranford, NJ

Panelists:

- **Steve Boyle**, director, global logistics development, SOLA International Inc.
- **Jeffrey Jackson, C.P.M.**, director of materials, Sparton Electronics
- **Darin Matthews, C.P.M., A.P.P.**, director of procurement, Portland (Oregon) Public Schools

Location: Clark County School District Purchasing and Warehousing
4212 Eucalyptus Ave, Las Vegas, NV

Time: 8:00 a.m. – 12 noon **Length of Program:** 4 hours
(There will be three (3) ten (10) Minute Breaks)

Admission Fee: **Members:** \$20 **Non-members:** \$30

Register for this Satellite Seminar at www.napsm.org

Sponsored by: NAPSM



NAPSM Committee Chair Positions 2004/05

Communication Chair: Jim Haining (Interim)
Cynthia McGee – Asst. Chair: Nevada Capitol Area

Membership Chair: Tony Myers
Renetta Scacchitti - Asst Chair

Marketing Chair: Lucille Henderson

Monthly Meeting Chair: Vacant
Committee consisting of Carol Fletcher, Bob Anderson, Carol Ellenbecker, Yoli Jones
John Balentine - Asst. Chair: Nevada Capitol Area

Seminars Chair: Chris Prather
Tony Myers – Asst Chair

Satellite Seminar Chair: Carol Ellenbecker
Mike McCracken – Asst Chair

C.P.M. Chair: Kimberly Lukasiak

Supplier Opportunity Fair Chair: Carol Fletcher
Bob Anderson – Asst Chair

Supplier Recognition Chair: Carol Ellenbecker
Carol Fletcher – Asst Chair

Golf Tournament Chair: Mike McCracken
Bob Anderson - Asst Chair

R. C. Ashby Award Chair: Craig Rowley

Scholarship Chair: Regina Heilman-Ryan

ISM Affiliate Excellence Chair: Tony Myers
Jim Haining - Asst Chair

Executive Director and Web Site Editor: Jim Haining

Scholarship Opportunities

Please watch the website for a variety of scholarship opportunities to ISM or NAPSM educational events. As opportunities arise, they will be posted on the website.

Job Opportunities

NAPSM updates Job Opportunities every Sunday. Check out www.napsm.org for the latest job opportunities in the area.