



# NAPSM Buy *Liner*

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

June - July 2006

## Upcoming Events

### June 2006

8 – Satellite Seminar "**Buying Travel, Energy and Other Services**" Reno Area

### July 2006

29 – C.P.M. Review – Module 1  
Las Vegas Area

### August 2006

26 – C.P.M. Review – Module 2  
Las Vegas Area

### September 2006

13 - Seminar-Reno Area - "**Best Practices in Purchasing**", leader - Bill Michels, C.P.M.

14 - Seminar-Reno Area - "**Best Practices in Purchasing**", leaders - Bill Michels, C.P.M.

Check out the details for all events at:

[www.napsm.org](http://www.napsm.org)  
[www.napsm.org](http://www.napsm.org)  
[www.napsm.org](http://www.napsm.org)

Think Service

Think Value

Think NAPSM

## Mission

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

## PREZ SEZ

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

Wow! What a great time had by all in Minneapolis at the ISM Conference and Educational Exhibit. All that participated gained a great wealth of knowledge and experience in preparation for the 2007 Conference in Las Vegas. This is truly an exciting time for the NAPSM Membership. For those that are interested in volunteering there is still time. Come out and join us in networking with fellow supply professionals from around the world.

As you may already know elections have been held and I would like to take this time to welcome our newly elected Board Members Clay Lowrey, Truckee Meadows Water Authority, Vice President for the North and Lisanne Bogle, MGM Mirage, Treasurer. In addition, I extend a very special welcome to our returning Board Members, and thank you for your continued dedication; Carol Poindexter, Pami Lange, John Balentine, and Mike Burdett. Also, I welcome aboard Mike Gifford, Vice President south and Carol Ellenbecker, Secretary.

Lastly, as we continue to plan for the future I want to inform you that your board of directors is taking steps and has agreed to establish an agreement with NIGP to increase the educational opportunities offered through NAPSM. Steps are being taken to establish a partnership that will benefit everyone. There will be more information to follow.

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 [prather@nevpsm.com](mailto:prather@nevpsm.com) or visit the website at [www.napsm.org](http://www.napsm.org).

## Membership Note...

### Membership Recruitment Challenge

## On Your Marks...

## Get Set...

## GROW!!!

ISM's Affiliate Recruitment Challenge is Underway. This year's campaign will be the first Affiliate Recruitment Challenge (ARC, which runs from March 1 through November 30, 2006.

### *What's in it for us?*

Each participating affiliate has the opportunity to win a free two-day ISM educational seminar or \$1,500 (member retail price) of ISM educational resource material.

Each affiliate with a 15% increase or more in membership will be entered into a drawing where one will be selected at random for a free seminar.

For more information, visit the Members Only section of the ISM Web site at [www.ism.ws](http://www.ism.ws) or call 800-888-6276 extension 3111.

### Member Spotlight - Call for Nominations!!

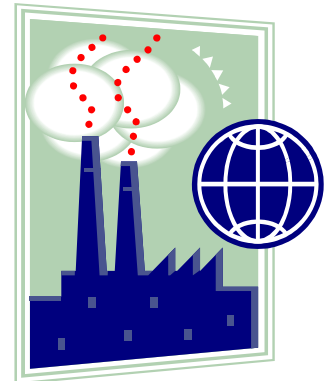
We need members to nominate other members, groups of members (or themselves) to Spotlight in one of our newsletters. We know that our members are doing wonderful things and want to share their news and successes with the membership! Please e-mail all nominations to [rscacchitti@yahoo.com](mailto:rscacchitti@yahoo.com) or [monte.rider@newmont.com](mailto:monte.rider@newmont.com).

### Contact Information Updates

If you have moved, changed jobs, changed your email or any other contact information, please update it today! Go to the [www.napsm.org](http://www.napsm.org) and click on "Address Update Form". This will insure that you always receive your monthly "Inside Supply Management" magazine from ISM and informational email blast from NAPSM

### Plant Tours 2006/2007:

Would you be interested in volunteering your plant or place of employment for a tour on one of our meeting dates? If yes, please contact [Carol Poindexter](mailto:Carol.Poindexter) or any [Board member](#).



Articles for the August newsletter  
due July 17, 2006

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## Member Spotlight:

Submitted by Mike Gifford, C.P.M., newly appointed  
NAPSM Board Vice President, South

I am very pleased that I was recently appointed to the NAPSM Board to fill the balance of the term of a Board member that recently resigned. I have been the Purchasing Manager at the Las Vegas Housing Authority for the past 29+ years; I hope to retire within the next 10 months. I have previously served a number of terms on the local affiliate Board, including 3 terms as President, the last about 4 years ago, and I have to admit that I have missed it. I am currently serving as the Programs Chair on the ISM General Conference Committee for the 2007 ISM International Conference and Exhibition that will be held in Las Vegas in May, 2007. My first assignment from NAPSM President, Chris Prather, is to organize and facilitate a Board retreat scheduled for Friday-Saturday, August 25-26. This retreat will be for all Board and Committee members to meet and plan for the coming year. I am grateful for the confidence that our President, Chris Prather, and the current Board has placed in me by allowing me to serve on the NAPSM Board once again. Thank you for this opportunity.

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# NAPSM - Educational Institute 2006 Fall Educational Events

## Review Courses

**Date:** Saturday, July 29 (Module I); Saturday, August 26 (Module II), Saturday, September 23 (Module III); Saturday, October 21 (Module IV)

**Time:** 9 a.m. – 5 p.m. (Lunch Provided)

**Location:** Nevada Power, 6226 W. Sahara Avenue, Las Vegas, NV 89146

**Facilitator:** Kimberly Lukasiak, C.P.M., A.P.P., CPIM

**Four Modules in total - eight hours of instruction for each module provides:**

- Thorough interactive review
- Exam preparation

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ISM Satellite Seminar Series: Thursday, June 8, 2006, 7:00 a.m. (SHARP)  
Washoe County School District Headquarters  
425 East 9th Street Board Room  
Reno, Nevada 89512  
Program: "Buying Travel, Energy and Other Services."  
Worth 4 A.P.P. / C.P.M. Hours  
No Cost...Just Show Up!  
John L. Balentine, C.P.M.; CPP

## **ISM Materials Management Group invitation**

The ISM Materials Management Group promotes the proper utilization of the management of materials and services in the corporate structure through training, education and professional promotion. We extend an open invitation to each of your affiliate members to join our group and enjoy the many free benefits and opportunities to increase their worth to the profession. There is no cost to join. Your membership may join the Materials Management Group via the following means:

ISM Affiliate Support Staff: 800/888/6276; 480/752-6276, extension 3062 or [mdepalma@ism.ws](mailto:mdepalma@ism.ws)  
Online: [www.ism.ws](http://www.ism.ws); Members Only; Affiliates, Groups and Forums; Group and Forum Enrollment Form

The ISM Materials Management Group (MMG) promotes professional development, best practices and networking opportunities in our broad profession. Our field encompasses all aspects of purchasing and supply management, production planning, inventory management, warehousing, traffic, transportation and other related activities.

We are continuing to revitalize the MMG and invite you to participate with us. Visit our Web site, [www.ismmmg.org](http://www.ismmmg.org) and send us your materials-related questions or issues for commentary. We have a panel of materials management experts standing by to take your queries. We urge interested ISM members to enroll in the MMG through the ISM Web site at [www.ism.ws](http://www.ism.ws). We want to hear from ISM members who would like to help represent the MMG in their area or participate in planning at the national level. We need more volunteers and more ideas on how we can add value for our members and profession.

We are open to co-sponsoring events with ISM affiliates. We have scheduled, in conjunction with ISM, Strategic Materials and Supply Planning Boot Camp, October 19-20, 2006 in Tempe, Arizona. This is an excellent time of year to visit Arizona, so mark your calendars and plan to attend! An Eastern U.S. workshop is tentatively planned for late 2006 or early 2007; more details will be communicated to the members soon.

The MMG newsletter features articles by leading purchasing and materials professionals. Our editorial staff welcomes your articles. Also contact us to be added to the newsletter distribution list or for general inquiries.

The MMG sponsored several presenters at the upcoming 91st Annual International Supply Management Conference and Educational Exhibit in Minneapolis, May 7-10, 2006. We are also moving toward closer cooperation with other ISM Groups.

We hope your membership will consider joining us and promoting the values and benefits of Materials Management. Please contact me for further assistance or any questions.

Best Regards,

Ray Hopkins, C.P.M.  
Membership Chair

# “Best Practices in Purchasing”

## Full-Day Seminar

September 13, 2006 in Reno - September 14, 2006 in Las Vegas

Sharpen your skills with Best Practices covering key strategic tools in procurement. Gain perspective and insight on how to apply the tools through an interactive session including lecture, video, and actual case studies from a dynamic, experienced presenter.

Best Practices in purchasing will be led by William L. Michels, CEO of ADR North America. The program is designed to enhance the skills of purchasing professionals and provide tools that are practical and can be applied to any purchasing job. The key areas covered are Portfolio Analysis, Conditioning, Tactical and Strategic Negotiations and Cost Management.

**Portfolio Analysis** is a tool that enables the organizational expenditure to be segmented into categories and sub-categories in accordance with their relative expenditure and supply market difficulty. This is a mapping tool that is required to develop purchasing strategy. The tool can be applied to traditional and non-traditional expenditures. **Conditioning** is an approach to communicating with potential and existing suppliers. Managing the supply markets' perceptions is a key feature in creating competition. Success will be determined by utilizing two fundamental drivers: building desire and creating uncertainty. **Negotiation** tactics relating to different types of supplier environments and relationships to maximize success. Practice negotiating in times of supply market difficulty and to work with a category or commodity team to make the most of your position. Teach your category team to plan responses to questions and set team roles prior to engaging with suppliers. The fourth tool, **Cost Management** concerns measuring and managing both price and cost shows the total impact on the business related to procurement decisions. Monitoring the price and cost activity over time is a strong indicator of procurement performance during certain market conditions.

### WHO SHOULD ATTEND?

For Purchasing and Supply Professionals: Buyers, Supervisors, Managers, and Stakeholders who want to stay abreast of current strategies in procurement and implement relevant strategic tools to control costs and increase value.

This session will provide supply managers with techniques to manage difficult buys, maximize supply chain relationships and take advantage of market dynamics to benefit their organizations. This workshop will not only provide a solid foundation for newer procurement professionals, but also enhance and build upon proven strategies of more senior personnel through case studies and practical application.

This seminar has relevance and practical application for both public and private organizations, service and non-service related industries and purchases related to both hard goods and services.

### About the Seminar Leader:

**William L. Michels, C.P.M.** has a distinguished career in senior management with SCM Corporation, Smith Corona Typewriters, Durkee Famous Foods, Boise Cascade, Campbell Soup Company and Vlasic Foods. He has consulted with global multi-national companies in regulated and non-regulated industries across a wide spectrum of business sectors and countries. His ability to deliver change process has led clients to increased profitability, enhanced staff competence and sustainable cost improvements beyond the departure of the consultants. Strategic purchasing, cost and change management are Mr. Michels' major focus, and he has also developed new methodologies and theories, practices and tools for the transformation of the supply chain, thus releasing incremental profitability and value to business. He is considered an expert in developing solutions working with volatile commodities. Mr. Michels has led ADR North America through thirteen consecutive years of growth to become a leading niche specialty-consulting firm in North America. The company has received a number of awards in that time, including two inclusions in the *iSource 100* top providers of purchasing services and solutions. Well known in the purchasing and operations management community and the food and pharmaceutical industries, Mr. Michels is a sought-after speaker and writer with many publications, including co-authorship of the book *Transform Your Supply Chain*. He was honored for the second time in the *Supply & Demand Chain Executive's* group of "Pros to Know" in 2004. Mr. Michels earned a BS in Business Administration with honors from Rochester Institute of Technology and an MBA from Baldwin Wallace College. He holds a lifetime C.P.M. from the Institute for Supply Management.

Register online at [www.napsm.org](http://www.napsm.org)