

NAPSM Buy *Liner*



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

June /July 07

Upcoming Events

June 2007

6- Monthly Meeting Bob's M.A.G.I.C. Show- Las Vegas Area

7 - Satellite Seminar _ "Project Management for Supply Professionals" - Capital Area

27 - Satellite Seminar _ "Project Management for Supply Professionals" - Capital Area

July 2007

6-7 - ISM Leadership Training Workshop - Las Vegas

7 - NAPSM Networking BBQ - Las Vegas

18 - Breakfast Meeting - Capital Area

Check out the details for all events at:

www.napsm.org

www.napsm.org

www.napsm.org

Think Service

Think Value

Think NAPSM

June

PREZ SEZ

By Chris Prather, C.P.M.

Fellow members, the 92nd Annual International Supply Management Conference and Educational Exhibit has come and gone with great success attributed the fabulous NAPSM volunteers. For those that contributed and were able to attend I am sure great value has been taken with you to your work environments. I myself had a great time supporting the event and networking with those from around the country.

In addition, the Board of Director elections have come and gone and the results have been posted. It has been very rewarding for me to serve as President. It has been uplifting and truly an honor serving with such a professional group as NAPSM. I express my deepest appreciation for all the support given me during my two year stint as President.

Finally, it is at this time that I extend my congratulations to the new Officers and Board of Directors as they go forward with new challenges. As I turn it over to your new President, Jim Haining, I wish you all the best and continued success and I look forward to continuing as a volunteer working with you in support of your success.

Chris "P"

As always, if you have any comments or ideas, please feel free to contact me at cprather@nevpsm.com or visit the website at www.napsm.org.

July President's Corner

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

I am thrilled to be back in Nevada after 3 long years in the Midwest. It was 3 of the longest years in my life. How I longed for a dry climate, mountains and the many friends that I have here in Nevada! I am also thrilled to serve as President of NAPSM for the next year.

As you know this past year, NAPSM has reduced the size of our Board of Directors and we have a great Board in place this year. We are working on a variety of meetings, workshops and seminars to help meet the educational needs of our membership. In August, we will hold our Board Retreat where we review our strategic plan and develop our calendar of events for the coming year. If you are interested in helping as a volunteer this coming year, please contact me. We are always looking for help with our many events.

Keep cool this summer! Hope to see you at our July 7th Networking BBQ in Las Vegas.

JIM



N.A.P.S.M. - Capitol Area

MONTHLY MEETING:

Regular Meeting:

Wednesday, June 20th at 7:00 a.m.
Gold "N Silver Inn 790 West 4th Street
Reno, NV 89502

BREAKFAST - NETWORKING - EDUCATIONAL PROGRAM
Jim Keenan, Purchasing Director for Douglas County and the Chief Lobbyist for the Nevada Public Purchasing Study Commission...will be there to discuss :

"The 2007 Nevada Legislature and Public Purchasing."

ISM Satellite Seminar

Thursday, June 7th at 7:00 a.m.

Washoe County School District Offices
425 E. Ninth Street, Reno, NV 89512

in the Board Room...

"Project Management for Supply Professionals"

- 4 hrs. C.P.M. / A.P.P. credit available.
- Program concludes at 11:30 a.m.



NAPSM C.P.M.

RSVP on-line at www.napsm.org

Instructors:

Robert C. Ashby, C.P.M., CPCM
Tim Matanane, C.P.M.

Articles for the August newsletter due July 26, 2007

Carol Poindexter (Las Vegas Area)
cpoindexter@interact.ccsd.net



Institute for Supply Management™ Names Monte Rider, C.P.M., Nevada Association of Purchasing and Supply Management, Inc., Marketing/Communicating Person of the Year

(Tempe, Ariz.,) May 23, 2007 – Institute for Supply Management™ (ISM) has announced its Persons of the Year Awards, honoring those who have made significant contributions to ISM and the supply management profession. Monte Rider, C.P.M., received the Marketing/Communicating Person of the Year Award at ISM's 92nd Annual International Supply Management Conference and Educational Exhibit, held in Las Vegas, May 6-9, 2007.

Rider has effectively used marketing and communications tools in his affiliate for the advancement of ISM and the profession. Rider shows a superior ability and willingness to work positively and effectively with both peers and the public. After seeing a need in his company to educate employees in procurement practices, Rider was instrumental in convincing management that NAPSM/ISM would help achieve that goal. Through his recruitment effort among his company, Newmont Mining, Rider has recruited more than 30 new members — a major percentage of the affiliate's membership. Utilizing the NAPSM/ISM newsletter, Rider encourages various programs and membership recruitment efforts.

ISM Persons of the Year Awards are open to all national members in good standing. Selection is based on specific criteria for each of the five awards and takes into consideration a person's scope and depth of service to ISM, the profession, and the community that is distinct from services expected in his or her regular work.

SCHOLARSHIP OPPORTUNITIES!

Just a reminder of some great Scholarship opportunities coming up and we are looking for volunteers to act as Onsite Coordinators. Visit the NAPSM website for a complete listing on our Calendar of Events and the guidelines for applying. Your duties as the Onsite Coordinator will be to check in all attendees, distribute materials, help the instructor as requested and be there to do anything else that needs to be done. For this minimal effort you can attend the seminar **free of charge** (Lodging, transportation not included). Our past scholarship winners have commented about the great educational and networking experience these seminars offer. Expand your horizons! These seminars are great for C.P.M. points, learning and networking: you get to meet other Supply Chain professionals – from our area as well as around the country. Avail yourself of one of the greatest benefits of being an active member of our wonderful organization! We have opportunities in both Northern and Southern Nevada – just check the calendar in this newsletter or on the website. Remember – applications must be received 2 weeks prior to the seminar. If you have any questions, contact Renetta at 702-227-2452 or rscacchitti@yahoo.com .

C.P.M. Review Classes in Las Vegas

We are currently finalizing the dates for the C.P.M. Review Classes in Las Vegas.

Tentative dates are:

- Module 1 - Friday, September 7 (12:00 - 6:00 pm) at Clark County School District
- Module 2 - Friday, October 5 (12:00 - 6:00 pm) at Clark County School District
- Module 3 - Friday, January 11 (12:00 - 6:00 pm) at Clark County School District
- Module 4 - Friday, February 15 (12:00 - 6:00 pm) at Clark County School District

There will also be weekly 2 hr study sessions between these classes. At this time the schedule is tentative. Once the schedule has been confirmed, you can find the registration information on the NAPSM website www.napsm.org



**Congratulations to Leanne Duong-Ma of MGM-Mirage
for receiving her C.P.M. Certification!**

Congratulations! Congratulations!

C.P.M. CERTIFICATION. IS IT YOUR GOAL? SHOULD IT BE?

Bob Ashby, C.P.M., CPCPM

Retired – Director of Purchasing, UNLV

I was recently re-reading a June 13, 1994 article that appeared in the Las Vegas Review Journal. That article, by Harvey Mackey, was titled "Set a goal, be willing to risk failure". It struck me that this is the exact message our non-certified members need to heed now that ISM (Institute of Supply Management) says they will soon not let folks receive any new C.P.M. Certifications (even tho they will always renew existing certifications). If we are serious about acquiring a professional certification before then, we need to set a goal to do so.

Over the years I have helped literally hundreds achieve their C.P.M. However, I have also seen many not even try, or quit when they were partially through the process, because they were afraid of failing or had tried but then failed to pass one of the tests. As former President Nixon said, "You are not finished when you are defeated, you are finished when you quit." And one very positive thing about President Nixon, even after the scandal of Watergate, is that he never quit.

In his article, Harvey Mackey mentioned a high school math instructor who told his students, "I hope you all fail because if you don't, you haven't set your goals high enough. I think that is true for many of us. We fall into a routine, just exist through our working life, and never suffer any great disappointments. As a result, however, we never climb higher and never realize our potential. Mr. Mackey said it perfectly: "Getting by without setting goals is the ultimate form of self delusion. It is a guaranteed way for us to achieve failure without ever having to admit it to ourselves. Maybe that is why in Dante's Inferno a circle is reserved for those who went through life uncommitted and uninvolved."

Why this emphasis on goal setting? NAPSMM will only have a few more C.P.M. Exam Preparation Workshops before ISM discontinues the C.P.M. Program. If you do not obtain your C.P.M. before it is discontinued, what will you do to get the new, replacement certification? Recently I participated in an ISM Webinar on this subject. Here is what I found:

- The new qualifications are being developed, but as a minimum you will need a Bachelors Degree to even take the tests
- There will be no Lifetime Certification, you must re-certify every three years
- There will be a greater emphasis on International and other issues within Supply Management
- There will be more emphasis on Strategic and less emphasis on the Tactical application aspects of Supply Management

The bottom line is that ISM wants to insure that the corporate world looks at the strategic value of Supply Management and not just its tactical value. Why? With the emphasis on our strategic value we are more likely to be given "a seat at the table" when corporate input is sought and corporate decisions are made. ISM perceives that the C.P.M. dealt more with what we do and they would rather that the emphasis be on our "leadership" role. So that is what the new certification will do. That may all be well and good in the long run but what does it mean to you, the test takers, and the certification seekers. What is your bottom line? Your choice is to (1) start now to obtain your C.P.M. or (2) wait until 2008 when no one will have the expertise – as we currently do – to tell you what to study and how to prepare to take the exams.

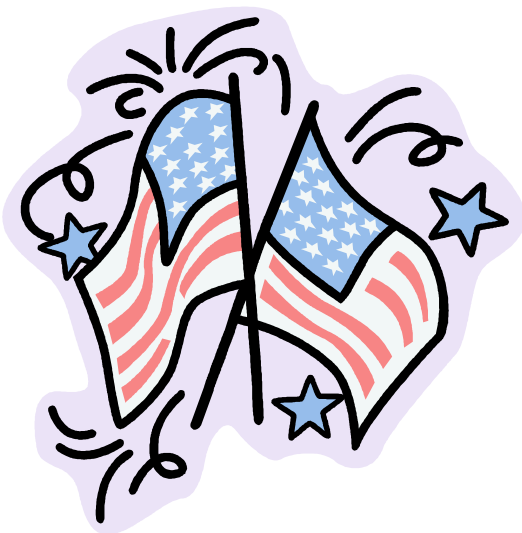
Those who have taken our C.P.M. Exam Preparation Workshop will swear that Mr. Mackey ended his excellent article by paraphrasing my constant reminder, "A goal is a dream with a deadline". Ready to set a goal of achieving your C.P.M.? What better way is there than to attend a C.P.M. Preparation Workshop. The Clark County School District (CCSD) will host one soon. Watch your e-mails and then sign up when the dates and times are announced. In those workshops we will tell you what and how to prepare. We'll fine tune your preparation. We'll hold Study Group sessions so everyone sees and hears how others answer Sample Exam questions. Our other Workshops have had, approximately, an 85% success rate for those who actually take the test following the workshops. So, follow Mr. Mackey's advice and "Set a goal, be willing to risk failure".

Want more information? Have questions? Need help in setting your certification goal? Contact me at ashbybob@sbcglobal.net or [Tim Matanane at matananet@harras.com](mailto:Tim.Matanane@harras.com).

~~Kudos to CCSP Purchasing Department~~
~~Kudos to CCSD Purchasing Department~~
**Volunteering for the National ISM
 Convention
 Dinner Meeting Attendees
 Getting interest going for the CPM
 Program**

Pamela A. Lange, C.P.M.

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### NAPSM Networking BBQ

Mark your calendars for Saturday, July 7th for NAPSM Networking BBQ at Sharon Hauht's home. Come join us for an evening of networking, food and fun. NAPSM will be providing the meat and non-alcoholic drinks. We ask that you bring an appetizer, side dish or dessert and "other" drinks. Please RSVP online so we can plan food accordingly. Spouses and guests are welcome. Dress is casual (after all, it is summer in Las Vegas!)

Hope to see you there.

RSVP ON LINE: [www.napsm.org](http://www.napsm.org)

## N.A.P.S.M. Capitol Area

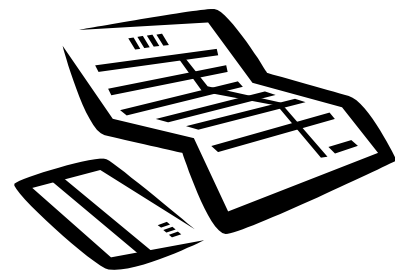
### MONTHLY MEETING:

#### Regular Meeting:

Our "regular" N.A.P.S.M. Meetings are on the third Wednesday of each month, at 7:00 a.m. Gold N' Silver Inn in Reno, Nevada. Wednesday, July 18, 2007. The program has yet to be determined.

#### Mission

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



#### Did you pay your dues invoice?

All dues invoices for 2007/08 were due to ISM by May 25th. If you did not pay, your membership has been dropped. While we are still waiting on that report to come from ISM on who did and did not pay, you can reinstate by contacting ISM Customer Service directly. (800) 888-6276 ext 401.