

# Buy *Liner*

## Upcoming Events June 2010

7-9– ISM National Seminar, “Legal Aspects of Supply Management: The Basics You Need to Succeed”, Las Vegas

10-11– ISM National Seminar, Contracting Basics: What All the Ts and Cs Mean” - Las Vegas

17– Breakfast Meeting “Highlights of the 2010 ISM International Conference” – Joan Rueda, CPSM, C.P.M.- Reno Area

Check [www.ismnv.org](http://www.ismnv.org) for details

ISM-Nevada is now on

**facebook**

Log into your Facebook account and search for ISM-Nevada under groups. Please join us today!

## 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.



Summer is upon us and it is that time of year again--The Board Retreat. As we prepare for the 2010-2011 year, it struck me that ISM-NV is fortunate to have an incredibly talented membership. Our membership is diverse in background and experience. We need your help-- participate in our ISM affiliate; get involved in the development of our profession and contribute to the professional growth of our peers. What are we doing right? Can we improve communication? What can we do better? How can we help each other? During my years in business, I have learned that other people can help me do a better job than I can do alone. Andrew Carnegie said *"Teamwork is the ability to work together toward a common vision. The ability to direct individual accomplishments toward organizational objectives. It is the fuel that allows common people to attain uncommon results."* Helen Keller put it best: *"Alone we can do so little; together we can do so much."*

Call me--let's talk about our game plan for the upcoming year.

Respectfully,  
June Weedon, C.P.M.  
President  
ISM-NV  
[june.weedon@bradyindustries.com](mailto:june.weedon@bradyindustries.com)  
(702) 876-4627

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

The next meeting of the I S M - Nevada, Inc.  
Capitol Area group  
Thursday, June 17, 2010

Gold 'N Silver Inn  
790 W Fourth Street  
Reno, NV 89502

The topic for discussion is: "Highlights of the 2010, I S M International Conference", in San Diego, California. Joan Rueda, CPSM; C.P.M. from the Washoe County Purchasing Department will share her recollections and impressions with us.

Attendance is worth four (1) educational hours toward your A.P.P. / C.P.M. / CPSM recertification.

See you there!

## Job Openings

**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

### 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.

Job list on line at [www.ismnv.org](http://www.ismnv.org)

### Laugh Line...

*While looking at a house, my brother asked the estate agent which direction was north because he didn't want the sun waking him up every morning. She asked, 'Does the sun rise in the north?' My brother explained that the sun rises in the east and has for some time. She shook her head and said, 'Oh, I don't keep up with all that stuff.....'*

Submitted by John Balentine

# FREE!

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**Price Analysis, Cost Analysis, or Total Cost of Ownership: Determining the Best Approach – 3921**

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Learn to powerfully impact the bottom-line by selecting the best analysis - price, cost, or total cost of ownership. Then, complete the case study which will walk you through the decision-making process step-by-step.

### I. Determining the Best Approach

- Identify key course and learning objectives.
- Differentiate and compare price, cost, and total cost of ownership analyses.
- Identify the benefits of using price or cost analysis.
- Select the use of price or cost analysis in each market type.
- Differentiate between a purchaser's market and a supplier's market affecting the usefulness of price and cost analyses.

[www.ism.ws/KC/?Product\\_ID=586](http://www.ism.ws/KC/?Product_ID=586)



### I Am Going To Run A Marathon

As most of you know, I was diagnosed with Non-Hodgkins Lymphoma back in 2000. After successful chemotherapy and other treatments, I was declared cancer-free in 2001. And as most of you also know, I went through this same issue in 2009 and in 2010 was once again declared cancer free. Since I have personally been the recipient of the research dollars spent to cure cancer, and since the Leukemia and Lymphoma Society (LLS) has always been there to answer my questions and give me the support I needed, I have felt compelled to “pay it forward” and help them raise funds. They suggested that I help raise these cancer research funds by running a marathon! Yep, the whole 26.2 miles. They must be out of their minds!

What does this have to do with the procurement profession in general and ISM-NV in particular? Everything!

I have been active in the LLS for a few years but when they suggested that I help them raise cancer research funds by running a marathon I didn't just think – I knew! - They were crazy. I told them that I could not possibly do that. And then I remembered: that is the same response some of you have given when I suggested that you improve your position in our chosen profession, whether to position yourself for a promotional opportunity within your existing entity or company or to find a job after being downsized from your last one, by completing your college degree. You have told me that you are too old, that it cost too much money, that you don't have the talent, that you don't have the time, etc., etc., etc. Yep, I have heard all of the excuses. And I used them all when LLS gave me their fund-raising suggestion.

But LLS told me that I would not be alone in training to do this. They said that they would mentor me by providing training hints by their experts who have done this before. They said that they would assign me to a mentor who would work with me one-on-one to make sure I understood the “hows” and “whys” of the training I was receiving. They said, too, that we would work together as a team so I would not be trying to climb this mountain alone – and so I would not think that I was the only one out there feeling beat up, broken-down, and unable to make it (all feelings I have had since I started my training). And again I remembered: that is the same offer ISM-NV offers its members who want to improve their position in today's competitive marketplace by continuing their education, whether by obtaining their certification or by starting or completing their college education.

And LLS gave me statistics that showed that almost 100% of those who try this mentor-driven, team-helping approach complete the marathon while only a small percentage of those trying to do this on their own succeed. And again I remembered: those are about the same results we have showed for those trying to improve their educational level with ISM-NV's help versus those who try to do it on their own.

Will I succeed? You betcha! Why am I so sure? Because I am going to take advantage of their mentor and team approach rather than trying to do this alone. And because it is something I need to do to give back to the organization that has helped me on my journey to complete cancer remission.

If you start on your own journey to improve your educational bonafides and your position with your entity or company and within the procurement profession, will you succeed? If you will look for our mentor and team approach, then absolutely. Why am I so sure? Because ISM-NV has its own experts who will guide you through the process. Through our On-Line CPSM Test Preparation Assistance, and/or with the help of the tremendous pool of talent within our organization, we will make sure that you are not doing it alone. And, besides, it is something you need to do, both for yourself and so you can give back to the profession that has given you so much.

What can we do to help? Contact Bob Ashby, C.P.M., CPCM at [ashbybob@embarqmail.com](mailto:ashbybob@embarqmail.com) and let's get you started toward running your own marathon.



**C.P.M. Certification**  
(Original)

**Jack Sherman, C.P.M.**  
**Newmont Mining**

**C.P.M. Lifetime Certification**

**Monica Balancier-Cortina, C.P.M., A.P.D.**  
**Sierra Nevada Corp**

**C.P.M. RE-Certification**

**Candace Quella, C.P.M., Clearwater Paper**



## FYI from the VP-ISM-NV: Carol Ellenbecker, C.P.M.

ISM has a variety of Seminars available for members at the click of a button. It is to your advantage to check out the upcoming events provided by ISM.ws.

Registration is required:

 <http://www.ism.ws/files/Education/WebSeminarParticipationDetails.pdf>



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### Participation Details

*Note: As of 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) email address under which you will be viewing the event.*

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## Legal Aspects of Supply Management: The Basics You Need to Succeed

June 7 - 9, 2010

Las Vegas, NV

### Overview

Why do supply management professionals need to know about the law? Understanding the law will enable you to avoid misunderstandings and maintain productive relationships. Leave this seminar knowing your rights, responsibilities and obligations so you can protect yourself and your organization.

## Contracting Basics: What All the Ts and Cs Mean

June 10 - 11, 2010

Las Vegas, NV

### Overview

Because supply management professionals must ensure that contracts protect the interests of their organizations, the ability to understand contract clauses is a key skill. This seminar addresses many of the standard terms found in most contracts as well as the impact of electronic purchasing. Discussions include key terminology and clauses that you will be able to use when forming agreements with your suppliers. Extensive examples of contract language are provided. You are encouraged to bring your own contracts, clauses, and/or purchase orders for a hands-on review session. For additional courses in ISM's Legal and Contracting series, see also *Legal Aspects of Supply Management: The Basics You Need to Succeed*, *Contract Writing for Purchasing and Supply Management: Beyond the Basics*, *Legal Considerations of Software Licensing and Other Technology-Related Agreements*, and *Performance-Based Statements of Work (SOWs): Maximize Supplier Performance*.

**FYI from the VP-ISM-NV:**  
Carol Ellenbecker, C.P.M.  
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## Satellite Chair Information: Information on where Seminar will be held will be posted at a later date.

### Upcoming ISM Satellite Seminars

DATE	PROGRAM TITLE
Thursday, September 30, 2010	<a href="#">Enhancing and Managing Internal Relationships</a>
Thursday, February 10, 2011	<a href="#">Understanding and Embedding Risk Management Concepts into Supply Practices</a>
Thursday, April 28, 2011	<a href="#">Legal and Contracting Insights for Today's Supply Professional</a>

### **Enhancing and Managing Internal Relationships** **Thursday, September 30, 2010**

In the course of helping their organizations achieve strategic objectives, supply professionals often have the opportunity to interact with various departments and establish internal relationships. Careful nurturing of these relationships will result in greater respect for the supply profession and reward supply professionals with a sense of job satisfaction. This satellite seminar focuses on the skills and tools supply management can use to develop internal relationships, add value in the organization, and achieve excellence.

### **Understanding and Embedding Risk Management Concepts into Supply Practices** **Thursday, February 10, 2011**

The probability of loss or failure is always a possibility. In today's global economy, political unrest, materials shortages, environmental concerns, natural disasters and other disruptions are considerable supply chain risks that need to be addressed to ensure supply success. How can you identify and mitigate risks in your supply chain? This satellite seminar offers practical strategies and tools to recognize, manage and eliminate possible risks.

### **Legal and Contracting Insights for Today's Supply Professional** **Thursday, April 28, 2011**

Contracting underlies many aspects of procuring products and services. Questions often arise concerning how to draft the contract to address such issues as ethical practices, global regulations, intellectual property, licenses and social responsibility. Supply professionals are guided by laws and regulations to answer these questions. This satellite seminar will look at key considerations in the contracting process, including how to identify the terms and conditions that are important for you and your company, and how to draft an agreement that will be effective in today's business environment.