

# Buy *Liner*

## Upcoming Events *July 2010*

28 – Breakfast Meeting “Education and Marathons” – Las Vegas

29 – FREE ISM Web Seminar – “Extreme Sourcing: AXA Group CPO Shares Secrets to Delivering Next-Generation Savings”

## *August 2010*

18 – Breakfast Meeting – Reno

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

ISM-Nevada is now on

**facebook**

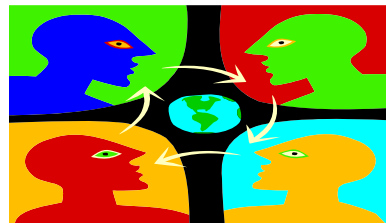
Log into your Facebook account and search for ISM-Nevada under groups. Please join us today!

## 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.



Our Board Retreat is fast approaching in August and your ISM-NV Board will be planning the 2010-2011 calendar. What topics do you want addressed? Do you have an idea for a continuing education seminar? Would you like to see a different format for our meetings? Do you have a suggestion for a different location for our meetings? Would you rather have breakfast, lunch or dinner meetings? This is your organization--we need your help. I can be reached at (702) 876-4627 to discuss your ideas.

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](#)

We had a delightful meeting on June 17th...Special Thanks to Mark Kornic, C.P.M. and Joan Ruda, CPSM; C.P.M. for sharing with us their experiences at the I S M International Conference in San Diego, California last May. Their insights and experiences were insightful and helpful to all.

**Our next meeting will be on Wednesday  
August 18, 2010 at 7:00 a.m.  
Gold 'N Silver Inn in Reno, Nevada.**

More details next month!

See you there!

## Job Openings

**[Buyer, Nevada System of Higher Education](#)**. Buyers are responsible for the procurement of major goods, financing and services required by State agencies and political subdivisions.

This position reports to the Department of Purchasing located at the Cheyenne Campus. Duties included, but are not limited to the following: perform detailed principles and practices of purchasing in arranging procurement of a diverse range of goods and services; establish and maintain open communication with end users, vendors and other agencies; solicit written bids/quotes; expedite purchase orders, utilize negotiation skills to arrange terms and conditions, pricing, delivery; monitoring vendor performance and quality; manage the competitive bid/Request for Proposal (RFP) process including formulating bid specifications, evaluation criteria, analyzing and comparing bid specifications, best and final negotiation and awarding of bids; develop and administer contracts in compliance with applicable State and Federal laws and regulations governing purchasing activities; manage all related purchasing assignments documentation, maintain records, and prepare reports; maintain reference library/sources; and other duties as assigned. State of Nevada purchasing systems/procedures knowledge preferred. Preferred recognized certification of any of the following: Certified Purchasing Manager (CPM), Certified Professional in Supply Management (CPSM), Certified Public Purchasing Officer (CPPO) or Certified Professional Public Buyer (CPPB). The working schedule is Monday through Friday (8:00am-5:00pm). Occasional travel between campuses, to vendors and to trade shows may be required. This position may require working evenings, weekends and overtime. SPECIAL NOTE: This position is subject to the State mandated unpaid furlough leave in effect from July 1, 2009 through June 30, 2011.

To see full Class Specifications visit: <http://dop.nv.gov/schematic7.htm>

### **Manager, Strategic Sourcing, Las Vegas - NV Energy**

Oversees and establishes Supply Chain's strategic sourcing and continuous improvement initiatives. Develops high priority sourcing and facilitates assembly of cross-functional teams to reduce costs. Develops key

performance indicators and metrics to track Supply Chain performance. Ensures compliance of financial transaction activities.

### **Manager, Procurement, Las Vegas - NV Energy**

Provides management and direction for all Corporate Procurement Portfolio functions, including services, materials, and equipment. Develops and executes strategies that support the Procurement Portfolio. Serves as the primary point of contact for internal and external customers.

The **University of Nevada, Las Vegas** Purchasing Department invites applications for **Contracts Manager** For position description and application details visit <http://jobs.unlv.edu> or call 702-895-2894. EEO/AA Employer

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

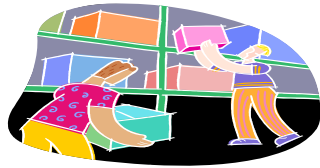
## Laugh Line...

**BRITTANY (age 4) had an ear ache and wanted a pain killer. She tried in vain to take the lid off the bottle. Seeing her frustration, her Mom explained it was a child-proof cap and she'd have to open it for her. Eyes wide with wonder, the little girl asked: 'How does it know it's me?'**

Submitted by John Balentine



## Slashing Unneeded Inventories



Now is the time to match supply with demand and optimize inventory as part of a working capital improvement initiative. As procurement professionals, we have the opportunity to unlock hidden cash within our organizations by implementing an inventory optimization process. When the economy fell off a cliff in 2008, inventory optimization meant getting rid of your inventory as fast as you could. Companies shifted into survival mode and relied on layoffs and wage reductions to cut costs this past year. Many businesses missed the opportunity to generate cash out of improvements in inventory. "The potential to cut costs by slashing inventory seems especially large among midsize companies (\$10 Million to \$500 Million in revenue), according to a Greenwich Associates survey of 519 financial decision-makers from small and midsize outfits. Although only 17% of the midsize companies cut inventories last year, the ones that did so saved an average of almost \$520,000. While layoffs were much more popular--47% of midsize companies cut staff or management--the reductions saved an average of just \$400,000." (Katz, David M., CFO.com "Lessons from the Downturn: Cut Inventory, Not People", May 28, 2010.) Those mid-sized companies that cut their inventory probably did so with a lot less pushback than by cutting staff. While drawing inventories down to insupportable levels is not a sustainable way of running a business, it may be necessary for some until the economy recovers. A Right-sizing inventory is a more reasonable approach to the problem. Set inventory levels according to the reliability of each of your suppliers and safety stock to each item's level of demand. Make use of your software to provide demand and sales history over a specific period of time to obtain estimates of supplier's lead time and safety-stock levels. This information can help determine the impact of inventory reductions on service levels to your end-users. In a down economy, cash becomes scarce. Companies cannot afford to be storing product when it is not needed, or to be out of stock when product is needed. This writer believes buying behavior has permanently changed; end-users will not return to their previous spending habits when the economy turns around. Pay close attention to an accurate demand forecast --don't be driven by fear. Cash is king. Rightsizing your inventory is more important than ever. With the unlocked cash flow of a "right-sized inventory", companies can pay down debt or invest in growth initiatives.

- June Weedon, C.P.M.
- Vice President/Corporate Director of Purchasing
- Brady Industries
- 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.

## FYI from the VP-ISM-NV:

Carol Ellenbecker, C.P.M

Navigating the ISM Website

Did you know? If you are a member you have access to...

### **Bid Documents / Bid Specifications (RFP, RFQ, etc.)**

ISM's Members-Only Bid Specifications Database holds thousands of sample bid documents, including RFPs, RFQs, and Invitations for Bid. Sample documents can be downloaded for personal use.

Many government agencies post bids online. Before using a sample bid, check with the state or city agency to see if their bids are available for public use.

Consult ISM's "Bidding Process" Resource Guide for articles and resources on the topic. Resource Guides are FREE to members.

ISM Bid Specifications Database  
[www.ism.ws/tools/content.cfm?ItemNumber=7806](http://www.ism.ws/tools/content.cfm?ItemNumber=7806)

Most state Web sites can be found in the following format, where XX stands for the state's two-letter postal code  
<http://www.state.XX.us>

ISM Resource Guides Index  
[www.ism.ws/tools/guides/index.cfm](http://www.ism.ws/tools/guides/index.cfm)

**Commodity Pricing Information**  
*Purchasing Magazine* offers regular updates of commodity prices and a paid service called [purchasingdata.com](http://purchasingdata.com).

The Producer Price Index measures changes in selling price over time.

*Purchasing Magazine*  
<http://www.purchasing.com>

Producer Price Index  
<http://www.bls.gov/ppi>



### I Am Going To Run A Marathon

#### Education and Marathons – Is There a Connection?

Furthering your education, whether by obtaining a degree, a professional certification or just gaining more knowledge is like running a marathon. The rewards are not just for the very fast but, rather, they are for the very persistent.

Some say that they can't go for more education because they (1) lack time, (2) lack talent, (3) lack money, (4) don't know how to go about it, (5) are too tired since they are already overworked at the office, (6) are so far along in their career that they don't need any more, (7) are afraid of failing.

Are you using one of these reasons for not reaching your education dreams?

John Wooden, the great UCLA basketball coach, the one who won 10 NCAA Championships – seven in row – had many, many "life's lessons" he taught. Here are just three:

- \* Learn as if you are going to live forever; live as if you are going to die tomorrow.
- \* Don't measure yourself by what you have accomplished, but what you should have accomplished with your ability.
- \* If you are not making mistakes, then you are not doing anything. I'm positive that a doer makes mistakes.

At our Breakfast Meeting on July 28<sup>th</sup> we will discuss some of Coach Wooden's "Life Lessons" and what they mean to us here in Southern Nevada. We will also discuss your need to continually further your knowledge – and the rewards for doing so. I will also show that the above reasons for not pursuing further education are not reasons after all, they are excuses. I know because I have used them all myself.

Bob Ashby, C.P.M., CPCM  
ashbybob@embarqmail.com



**Bob Ashby, C.P.M., CPCM****Speaker for the July 28<sup>th</sup> Breakfast Meeting  
"Education and Marathons"**

Bob Ashby, C.P.M., CPCM, retired as the Director of Purchasing and Contracts for the University of Nevada Las Vegas (UNLV), where he also served as an adjunct professor in the Management Department. Before joining UNLV, he was the Purchasing and Contracts Administrator for Clark County, Nevada's McCarran Airport and Assistant Purchasing Officer for the City of Albuquerque, New Mexico. His M.B.A. is from New Mexico Highlands University.

Bob has presented numerous workshops at UNLV and for the annual conferences of the National Purchasing Institute (NPI), Rural Electric Utilities (REU), California Association of Public Purchasing Officers (CAPPO), and the National Association of Educational Procurement (NAEP), as well as for the Institute of Supply Management – Nevada (ISM-NV) and various other ISM Affiliates, universities and private companies around the country.

He has served ISM-Nevada, NPI and ISM's Districts I and XII in various roles for over 20 years. For his efforts, he was named District XII's International Man of the Year for 1994, 1995 and 1996, and ISM's National International Man of the Year in 1997. For the success of his C.P.M. Review workshops, District I named Bob Ashby its Educational Person of the Year in 2001.

He also received NPI's most prestigious award, the Carlton N. Parker Award for Outstanding Service in 2004.

Additionally, ISM-Nevada awarded him their most prestigious award, the Robert C. Ashby Excellence in Purchasing Award in 2000 and 2001.

He has been active in NAEP for 12 years and was given their Distinguished Service Award in 2006 and their Bob Ashby Mentor of the Year award in 2008.

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

**Xtreme Sourcing: AXA Group  
CPO Shares Secrets to  
Delivering Next-Generation  
Savings**

**Date:** Thursday, July 29, 2010

**Time:** 11:00 a.m. EDT / 8:00 a.m. PDT

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

<http://www.ism.ws/2296>

Join Heinz Schäffer, CPO of the multi-billion dollar AXA Group, as he reveals his journey of elevating AXA to the next level of Sourcing and Procurement success. Heinz will share his vision and proven strategies for leveraging organizations and breaking down traditional barriers to:

- Deliver millions in sourcing savings
- Provide measurable efficiency improvements
- Reduce supplier risk
- Engage active Finance and AP support

**Featured Speakers:**

- **Heinz Schäffer**  
Chief Purchasing Officer  
AXA Group
- **John Lark**  
Senior Product Manager  
Ariba

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