



NAPSM Buy *Liner*

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

August 2005

Upcoming Events

August

31– Capital Area Luncheon Meeting

September

13– Las Vegas Area Dinner Meeting

19-20 - ISM Seminar "Best Practices in Procurement"

– Capital Area Luncheon Meeting

October

11 – Las Vegas Area Dinner Meeting

20 – Putt-Putt Golf Tournament

20 – ISM Satellite Seminar "Tools for Negotiation Success"

– Capital Area Luncheon Meeting

Check out the details for all events at:

www.napsm.org

www.napsm.org

www.napsm.org

Think Service
Think Value
Think NAPSM

PREZ SEZ

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

A great time was had by those that were able to attend the ISM Leadership Workshop. Spread the word. Thank you to the Spirit Committee for their hard work as we were able to once again celebrate NAPSM Great Spirit and bring home top honors. A lot of ideas came to light, some new some old. Now its time to gather and see what will work for NAPSM.

Paul Novak, C.P.M., A.P.P., Chief Executive Officer, was the ISM keynote speaker for lunch Saturday and pointed out the fact that ISM will be enduring change. As you may or may not know, the ISM Mission has changed. I think it is safe to say that this is NAPSM opportunity to be on the leading edge of change and innovation, which will be addressed at the upcoming retreat. That's what leadership is about. At the workshop was a mixed feeling. Some affiliates embrace change, others are not sure, and some are opposed. Times they are a changing and rest assured your Board of Directors will take an in-depth look at what is going on around us to make sure NAPSM is leading. There is an apprehension that the Organization has fallen behind.

The message is change. Mr. Novak spoke on changes in the C.P.M. program stating that only recommendations have been made for review. This would include changing the name of the certification program, again emphasizing that only a recommendation has been made and it will go through an extensive review before considering a change. He also stated it will be a long term undertaking of 4 to 5 years to get it implemented if the recommendation is accepted.

Just what should this mean to NAPSM? I am a change advocate and believe change is good for the benefit of others. We should work smarter not harder. Can we do it? Think of the possibilities. Work Smarter not harder.

Cont. page 2

Prez cont. from page 1

We could provide WEB seminars. What else could we do? We have to keep in mind that the core value of NAPSM is about continuing education to assist the Nevada purchasing community. As we move forward doing more with less, it is important that we have the membership input to achieve the established goals and objectives. We should maximize the opportunity to do what is right to carry this organization into the future.

Don't take the message the wrong way. It's not that anything is wrong with the core values. What worked in the past may require some adjustment so we may continue on a successful path assisting our membership to be successful. I think most would agree times are a changing and NAPSM may need some adjustment to keep up. We need to be setting the example for others to follow due to the fact we are leaders. Keep it simple, and save time.

Keep in mind that we will be asking for your input with an up coming survey. We rely on your input to assist us with future needs of the organization. I challenge each of you to take the time to complete the survey to 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 give me a call at 261-5737 or e-mail at chrisp@mccarran.com

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

EDUCATIONAL PROGRAM:
"INNOVATIONS IN PURCHASING"

...A Roundtable Discussion
Come prepared to share your
thoughts, ideas and observations

Wednesday, August 31, 2005; Regular Meeting
Silver Club; Victorian Square, Sparks, Nevada
Anna Marie's Restaurante; 11:30 a.m.
\$15.00 with RSVP - \$18.00 at-the-door RSVP to John Balentine /
Mike Burdett (775) 328-2280

Mission

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

Scholarship Opportunity

In each issue of the Buyliner you'll find a Calendar of Events, if you see a seminar that interests you apply for a scholarship. You can apply for a scholarship to any of the seminars – satellite, local or sponsored by ISM!

**Remember: Deadline
for applications is 2
weeks prior to the
seminar!**

Attention Lost Members!

We want you back!

We have organized a calling committee to contact the members that have dropped off our records per the renewal deadline. Some of you may be working for companies that no longer support or reimburse memberships due to downsizing and budget constraints. We don't want to let these issues keep you from participating in NAPSM and want you to call us or tell us (when we call) what your situation is so we can try to assist. There are options we can explore and actions we can take to show your employers how NAPSM can benefit them. We also have members that have moved or changed contact information (phone numbers, addresses, etc.) and would like to have updates so we can keep you informed of NAPSM activities. If you have retired or changed professions, we'd like to know that too. You can complete change information on the ISM Website with access through your member number. If you don't know your member number, we can help with that also. Just call Renetta at 702-227-2452 or send an E-mail to rscacchitti@yahoo.com or Monte Rider at monter@ctnis.com or phone (775) 778-2014.

In summary, if you are a "lost" member or a member that is just "lost" and needs directions on what NAPSM can do for you, don't hesitate to call or E-mail so we can "find" and/or assist you. If you haven't been there recently, link to www.napasm.org to find the latest updates on meetings, training and membership benefits. Thanks.

Renetta M. Scacchitti

Is your information correct? Have you had a job title, certification, address, phone, or fax change?

CONTACT

Renetta at 702-227-2452 or send an E-mail to rscacchitti@yahoo.com or Monte Rider at monter@ctnis.com or phone (775) 778-2014.

CONGRADULATIONS
NEWLY ACCREDITED/ REACCREDITED C.P.M.s
Peter Porto C.P.M.

**SPREAD THE WORD — SHARING THE VALUE OF
SUPPLY MANAGEMENT**

**CONSISTENT MESSAGE INCREASES IMPACT AND
AWARENESS ... AND RECOGNITION!**

The Mission of ISM is "to lead **supply management**." The Supply Management Image Campaign, launched in March, is one of the ways in which ISM is leading the profession by promoting the image of supply management.

In 2004, various research and image development activities led to the image campaign theme: **Supply Management: Maximizing Opportunities, Managing Risk.**

Now ISM is "spreading the word" beyond ourselves with the theme and consistent message to media and other target audiences. Our trained Spokesperson Team weaves the consistent message into interviews they conduct. When referring to the whole profession, they say "supply management" instead of "purchasing" because we are no longer just purchasing. And when they give real-life examples, they try to emphasize how the strategic nature of supply management maximizes the business opportunities while managing the risks.

Each time the theme and consistent message are repeated it strengthens the impact. The more we report the theme and key message, the more ingrained they become.

Got News?
 Contact

Jeanny Ng
 (Capitol Area)
jeanny.ng@igt.com

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

Note: Articles for the August newsletter are due August 25.

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C.P.M.?

**Facilitator contact
information:**

Kimberly Lukasiak
Email:
Kimberly.Lukasiak@swgas.com
Fax: 702-740-9333

ISM MEMBERSHIP
July 1, 2005
40,809
 Building a Powerful
 Profession:
 One Member at a Time