



NAPSM Buy *Liner*

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

August 2006

Upcoming Events

August 2006

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

25/26 – Board/Committee Planning
Retreat

30– Monthly Meeting – Capital Area

September 2006

13 – Seminar “Best Practices in
Purchasing” Reno Area

14 – Seminar “Best Practices in
Purchasing” Las Vegas Area

23– C.P.M. Review – Module III
Las Vegas Area

**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.**

I would like to take this opportunity to extend an invitation to you the member of NAPSM to provide your Board of Directors with any questions, comments, concerns or suggestions that you would like to see addressed at the upcoming planning retreat in August. We will be discussing the annual calendar of events, which includes educational opportunities. In addition, we will discuss monthly meetings, tours and guest speakers. Your input and feedback is important to us as we prepare for the upcoming year. Please do not hesitate to contact anyone of us with your comments/concerns.

Lastly, I would like to challenge each of you to visit www.napsm.org. We have a [Calendar of Events](#) to keep you up to date, a listing of [Job Opportunities](#), a [Newsletters](#) archive, [Education](#) and [Scholarships](#), information on the [C.P.M. Program](#), a [C.P.M. Point Request Form](#), information [About ISM](#), an [Address Update Form](#), a listing of [Officers/Bylaws](#), additional [Links](#), a [Purchasing Terms Glossary](#), and the opportunity to [Ask a Question](#).

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 cprather@nevpa.com or visit the website at www.napsm.org.

Membership Note...

Golden Opportunities
(Excerpts from the ISM Publication)

As early as the 13th century B.C., supply management played an important role in business. When you choose a career in supply management, you have an opportunity to work in a variety of organizations and businesses. Every industry - whether manufacturing or service, governmental, educational or retail - employs supply management professionals.

The overall goal of supply management is to impact the organization's bottom line in a positive way while delivering the best service to customers at the lowest possible cost. This puts supply management on the center stage of every business operation.

As a supply management professional, your duties may expand beyond the acquisition of materials, services and equipment into such areas as planning and policymaking, motivation, evaluation, product development and control. Supply management offers the opportunity to be involved in a variety of activities. Depending on the size of your organization, you may have a variety of responsibilities or you may focus on one area of the supply chain.

Membership in NAPSM and ISM will enhance your educational opportunities and benefit you in a variety of ways also. From networking, through career development to professional certification, your organization can assist with all your supply management needs.

We'd like to know why you chose the supply management profession and what we can do to improve your membership. Contact rscacchitti@yahoo.com or monte.rider@newmont.com and let us know what you value or want to receive from your NAPSM membership. We want to enhance the golden opportunity that membership brings!

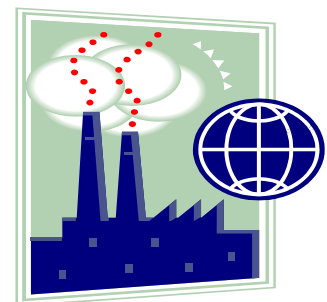
Mission

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

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 or monte.rider@newmont.com.

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 September
newsletter
due August, 28, 2006

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

Upcoming Events:

"Best Practices in Purchasing"

Full-Day Seminar Strategic Tools Seminar

September 13, Reno Area [RSVP Today](#)

September 14, Las Vegas Area [RSVP Today](#)

Note: We must have 6 attendees in each location to hold this seminar.

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.

About the Seminar Leader: William L. Michels, C.P.M.

Mr. Michels 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.

NAPSM - Educational Institute 2006 Fall Educational Events

Review Courses

Date: 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

Eight hours of instruction for each module provides:

- Thorough interactive review
- Exam preparation

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

August 30, 2006 Regular Meeting

Washoe County Sheriff's Office

911 Parr Blvd

Reno, Nevada 89512

Lunch at 11:30 a.m. \$ 12.00 per person.

RSVP Required to: Mike Burdett (775) 328-2280

mburdett@washoecounty.us

EDUCATIONAL PROGRAM:

Facility Tour with emphasis on Special Programs

See you in jail!

John L. Balentine, C.P.M.; CPP

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!

The Purchasing Agent's 10 Commandments Are You A Purchasing Agent That Obeys These?

1. **Thou shalt always make decisions in the best interest of thy employer. Good purchasing agents avoid any real, and even perceived, conflicts of interest.**
2. **Thou shalt always involve thy internal customers throughout the purchasing process. Good purchasing agents never act alone.**
3. **Thou shalt never make price the only criterion in a purchasing decision. Good purchasing agents take quality, delivery, and other criteria into consideration also.**
4. **Thou shalt measure thy performance and communicate thy performance to management. Good purchasing agents know and show their value.**
5. **Thou shalt treat suppliers fairly. Good purchasing agents don't attempt to take advantage of suppliers' mistakes nor trick them to accept unfavorable terms.**
6. **Thou shalt embrace change and new technologies rather than resist them.**
7. **Thou shalt negotiate with the understanding that there may some day need to be a close relationship with the supplier across the table.**
8. **Thou shalt realize that it is a global economy and never make assumptions that thou knowest every supplier available.**
9. **Thou shalt acknowledge that thy manager's job is to develop and implement a strategy for the department and, therefore, thou shalt challenge thyself to solve problems independently rather than involve thy manager in tactical crises that can reasonably be resolved at the purchasing agent level.**
10. **Thou shalt commit to continuous improvement of thy skills, never letting a year go by without learning new practices used by other purchasing agents.**
11. **Thou shalt always exceed expectations, consistently delivering more than anticipated. Good purchasing agents also fulfill obligations sooner than expected.**

I was allowing some free time (free time, I can hear you now, you're saying what free time) but you have to allow yourself some flexible time within your schedule, so I blocked out a portion of the day (only if its for 15 minutes) and that's what I did, I decided to read some publications that have piled up and came across this article by Charles Dominick in one of my purchasing publications, and it hit home; reminding me some of the basic information that as a "purchasing professional" and gave me some "food for thought" in how sometime were all caught up in our own little world, that we sometime forget to follow some simple rules for our profession. So I made a copy of the above commandments and placed it under my clear desk cover to remind me of some of the simple rules to try and follow even if it's only one a day, week, month or even once a year at least I have not forgotten some basic steps or guidelines to follow.

So allow you some free time, maybe not to read, but at least pick up the phone and call a fellow person within the same profession or within our association and see what's going on with them professionally or just as friend and say "HELLO" you never know that the party on the other side may need an excuse to take a break and what a easy way to take one, stating your on a call. Here's another thought for the day, "Life to short, to keep on working, Shout I'm taking a few moments for myself" and finally if you need to use me as an excuse and please do so, but remember what you put out, you receive it back ten folds weather its business or personal, remember to follow the golden rules or at least try. Good Luck and remember to **Take A Break!**

– Clay Lowrey