

NAPSM Buy *Liner*



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

August 07

Upcoming Events August 2007

15 – Monthly Meeting – Capital Area

18 - Board Meeting – Las Vegas Area

September 2007

8—C.P.M. Review – Module 1 – Las Vegas Area

27-28 - ISM Seminar Driving Down Cost Through Cost/Price Analysis – Las Vegas

Check out the details for all events at:

www.napsm.org

www.napsm.org

www.napsm.org

Think Service

Think Value

Think NAPSM

Mission

The purpose of Nevada Association of Purchasing and

and

Supply Management is to educate, develop and advance the purchasing and supply management profession.

President's Corner

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

As we begin the new program year with new officers and Board members, we look forward to our Board Retreat on August 18, 2007 in Las Vegas. The officers, board and other committee chairs and volunteers will be making plans for the coming year. We recently attended the ISM Leadership Training Workshop in Las Vegas and are excited to get to work.

At the retreat, we will be reviewing our mission, vision, strategic plan and marketing plan. We will also be setting our calendar including educational meetings and seminars. As always, we welcome input from you, the members of the association. If you are interested in helping on any level or attending the board retreat, please contact me at jhaining@gmail.com or (702) 428-6194.

Jim Haining, C.P.M., A.P.P.
President & Executive Director

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

MONTHLY MEETING:

Regular Meeting:

Wednesday, August 15, 2007 -- 7:00 a.m.
Gold 'N Silver Inn - Breakfast
790 West Fourth Street
Reno, Nevada 89502

Program:

Purchasing Case Study and Discussion Thereof.



Driving Down Costs Through Cost/Price Analysis

Seminar #4507
September 27 - 28, 2007
Las Vegas, NV

Overview

Are you looking for effective techniques to manage costs and improve profit margins? This seminar will help you understand the components of cost analysis, cost management and price analysis. Drive costs down using proven analysis strategies.



Membership Note...

Monte Rider

Member Type

Regular	242	C.P.M.'s	72	25.17%
Dual 3		A.P.P.'s	28	9.79%

Student 25
Lifetime 8

Members

Academic 8

Total 286

"ISM Regular Member Count
(excludes dual)" 283

Regional Distribution of

South Members 162
NW Members 73
NE Members 47
Other Members 4
Total 286

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
August 27, 2007

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

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!

C.P.M. NEWS

By Tim Matanane, C.P.M.

I was recently involved in some C.P.M. Exam Preparation Workshops up in Elko, Nevada. The turn out for these Saturday morning sessions was impressive, especially when you have to consider some of these folks had to travel up to 100 miles to get to class. In my opinion, that shows true determination and commitment. The efforts of these dedicated people have certainly paid off. Eleven people have passed all four modules; three individuals have passed three modules and an additional two more individuals have passed one or more. This is a prime example of individuals taking Mr. Mackay's advice of setting goals and risking failure. Who is this Harvey Mackay? He is one of America's most sought after and entertaining business speakers. Harvey is also chairman and CEO of Mackay Envelope Corporation, an \$85 million dollar company he founded at age 26. Harvey Mackay is a nationally syndicated columnist and has written numerous best sellers on business and how to succeed. So I believe it is safe to say that these individuals' efforts personify Mr. Mackay's words and teachings.

These individuals made a good investment in themselves. They increased their knowledge base, enhanced their marketability and demonstrated initiative and determination, all excellent qualities of leadership. The companies for which they work will reap the residual benefits of their efforts as well as enhancing their own positions within their respective companies.

The times are a changing and so is the ISM certification program. The certification is going from C.P.M. to CPSM. Why? Because "Shift Happens". I am referring to the May 2007 article in the NAPSM Buy Liner and if you haven't read I recommend you do. Corporate America has basically said that in order to be competitive in the evolution of Globalization, the workforce needs to be made up of more thinkers and leaders versus those who can just do the tactical work. ISM's new certification will reflect the new way of looking at the workforce. ISM is still finalizing the new certification program so if you were thinking about getting your C.P.M. it's not too late. For anyone else out there that is considering getting his or her C.P.M. certification ISM is taking registration for tests until December of 2008. Don't get left behind. Remember, as Mr. Mackay ended one of his excellent articles by paraphrasing Bob Ashby's constant reminder, "A goal is a dream with a deadline".



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.

Invitation to Participate In Pilot Test Program for the New CPSM Certification!

Are you interested in testing for the CPSM (Certified Professional in Supply Management) at a discounted rate? NAPSM is pleased to announce this opportunity to its membership and would like to solicit responses from interested members as soon as possible.

Dates: Sometime between February 1 – March 31, 2008

Location: TBD

Criteria: Four-year degree from a regionally accredited institution and five years of full-time, professional (nonclerical, nonsupport) supply management experience.

Three Exams:

- Exam 1: Foundation of Supply Management, 165 questions, 2 hours and 45 minutes.
- Exam 2: Effective Supply Management Performances, 165 questions, 2 hours and 45 minutes.
- Exam 3: Leadership in Supply Management, 180 questions, 3 hours. Exams may be taken in any sequence.

Cost: ISM is offering special prices for those that participate in the pilot in February and March 2008 of \$50.00 per exam and \$45.00 application fee. One re-take will be allowed at the \$50.00 special Pilot Program rate. The price will increase after March 31, 2008.

Study Materials: Study materials will also be heavily discounted for the pilot program. CPSM Study Guides and a three book Knowledge Series are available - \$99.00. Materials will be available in Fall 2007 to give you time to prepare. After May 1, 2008 the price will increase to \$259.00 for this package.

Test Method: Paper and pencil exams are offered for the Pilot.

This will be the Pilot Test Program for all 3 exams and does NOT include the Bridge Exam for current C.P.M.'s. The CPSM Bridge Exam will be offered, for the first time, May 4 – 6, 2008 at the 93rd Annual International Supply Management Conference & Educational Exhibit in St. Louis, MO.

To confirm your interest in participation, please contact Jim Haining at (702) 428-6294 or via email at jhaining@gmail.com by the end of August 2007. We must have a minimum of 5 participants in order to take advantage of this special offer with ISM.

