

Buy *Liner*

Upcoming Events

August 2009

15 -- Board Retreat, Las Vegas

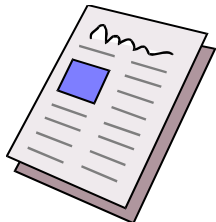
FREE

19 – Webinar – “Services Spend Management – Effectively managing Indirect Services and Contingent Labor Across the enterprise”

20 – Capitol Area Meeting

August/September 2009

8/31 -9/1 – ISM national Seminar, “Performance Based Statements of Work (SOWs): Maximize Supplier Performance”



Articles for the September newsletter are due on August 26, 2009

Check out the details for all events at:

www.ismnv.com

www.ismnv.com

www.ismnv.com

President's Corner



Our Annual Board Retreat will be Saturday at 9 a.m., August 15, 2009 at my home. The new Board will plan our educational seminars, meetings, speakers and other events for September 2009 -August 2010.

We need your input. . . . What subject matter do you want to cover in our seminars? Is there someone you would like as a speaker for a dinner meeting this next year? Would you like to change the frequency or format of our meetings?

ISM-NV is YOUR organization. WE NEED TO HEAR FROM YOU! Please contact any Board member with your suggestions.

I can be reached at (702) 876-4627. I look forward to hearing from you.

Regards,
June Weedon, C.P.M.
President ISM-NV

I S M - Nevada, Inc. – Capitol Area
(Reno, Sparks, Carson City & ETC.)

Northern Nevada Meeting

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

“Lessons Learned When Your Authority is Challenged”

Dan Marran, CPPO; C.P.M.
Purchasing Agent City of Sparks

The Discussion will be about the recent Court ruling regarding the Purchasing Agent's authority to reject bids.

Worth one hour CPSM / C.P.M. / A.P.P. credit... See you there!

I S M Nevada, Inc,
Capitol Area

Thursday, August 20, 2009
at 7:00 a.m. (Breakfast)

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



FREIGHT TERMS

Submitted by June Weedon C.P.M.

FOB deals with the shipping of goods. Depending on specific usage, it may stand for "Free on Board" or "Freight on Board" with distinct implications. Freight terms determine when title passes for shipments and who is responsible for the payment of freight. Generally, freight terms should appear on quotations, order acknowledgments, packing lists, bills of lading, shipping manifests and invoices. According to the Incoterm standard (International Commercial Terms) published by the International Chamber of Commerce, FOB stands for "Free on Board", and is

used in conjunction with a port of loading. The use of "FOB" originated in the days of sailing ships. When the ICC first wrote their guidelines for use of the term in 1936, the ship's rail was often still relevant, as goods were often passed over the rail by hand. The passing of risk occurs when the goods pass the ship's rail at the port of shipment. The term FOB for "Freight on Board" is used when shipping goods within the U.S. to indicate who pays loading and transportation costs and when the goods transfer from shipper to buyer (US "Foreign Trade Definitions", 1941). "FOB shipping point" or "FOB origin" indicates the buyer pays shipping cost and takes responsibility for the goods when they leave the seller's premises. "FOB destination" designates the seller will pay shipping costs and remain responsible for the goods until the buyer takes possession. When counting inventory for accounting purposes, shipping terms determine whether goods in transit are added to a company's balance sheet. Items that are "FOB shipping point" do not appear on the supplier's balance sheet as the risk of ownership transferred to the buyer. Items that are "FOB destination" at year end should be included in a supplier's inventory as the ownership has not yet transferred to the buyer.



C.P.M. Lifetime Certification

Merri Morn, C.P.M. - MGM Mirage

Terry Jensen, C.P.M. - Martin Harris Construction

Michael Mareno, C.P.M. - International Game Technology

C.P.M.

Kathleen Kim, C.P.M. - Brady Industries



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.

WANT TO "SELF STUDY" FOR THE CPSM – OR – THE C.P.M. EXAM?

Some of you have expressed an interest in having ISM-NV conduct a CPSM Exam Preparation Workshop. Others have expressed a desire to just study on your own. While we have not yet scheduled a workshop – and, therefore, do not have a fee schedule prepared – here is some information from the ISM Website for those of you who would like to start studying on your own, either for the three individual exams or the Bridge Exam (for existing C.P.M.s only), using ISM's "Exam Online Review Course".

Others of you have finally come to realize that without a college degree you cannot even test for the CPSM Exam so you MUST get your C.P.M. if you are ever going to get a professional certification. Others of you have passed some of the four C.P.M. tests but not all of them – and now you, too, realize that if you are going to get a professional certification it is now-or-never time.

If, after reading the following, you think a CPSM or C.P.M. Exam Preparation Workshop would be helpful, e-mail me at ashbybob@embargmail.com. If enough folks show an interest ISM-NV will provide one. If there are not enough folks ready for a Workshop, then the "self-study" will be of help to you.

[CPSM® Exam 1 Online Review Course](#) #3969, Member: \$195 Non-Member: \$295 (10 CEHs)

The CPSM® Exam 1 Online Course is for candidates who are preparing for the CPSM® Exam 1. Participants get an in-depth review and assessment of the material in the CPSM® *Study Guide* by tailoring their course to their specific study needs. In this course, participants will gain an understanding of the CPSM® program and of the breadth of content covered in the CPSM® Exam.

The course includes an electronic CPSM® Exam Specification exam outline, CPSM® *Study Guide* materials, sample test questions, case studies and bonus supplemental content developed by subject-matter experts.

[CPSM® Exam 2 Online Review Course](#) #3970, Member: \$195 Non-Member: \$295 (10 CEHs)

The CPSM® Exam 2 Online Course is for candidates who are preparing for the CPSM® Exam 2. Participants get an in-depth review and assessment of the material in the CPSM® *Study Guide* by tailoring their course to their specific study needs. In this course, participants will gain an understanding of the CPSM® program and of the breadth of content covered in the CPSM® Exam.

The course includes an electronic CPSM® Exam Specification exam outline, CPSM® *Study Guide* materials, sample test questions, case studies and supplemental content developed by subject-matter experts.

[CPSM® Exam 3 Online Review Course](#) #3971, Member: \$195 Non-Member: \$295 (12 CEHs)

The CPSM® Exam 3 Online Course is for candidates who are preparing for the CPSM® Exam 3. Participants get an in-depth review and assessment of the material in the CPSM® *Study Guide* by tailoring their course to their specific study needs. In this course, participants will gain an understanding of the CPSM® program and of the breadth of content covered in the CPSM® Exam.

The course includes an electronic CPSM® Exam Specification exam outline, CPSM® *Study Guide* materials, sample test questions, case studies and supplemental content developed by subject-matter experts.

[CPSM® Bridge Online Review Course](#) #3968, Member: \$195 Non-Member: \$295 (21 CEHs)

This course is designed as a review for current C.P.M. holders as part of their preparation for taking the CPSM® Bridge Exam. It is intended to enable candidates to assess the knowledge they have acquired through education and experience against the content areas covered by the CPSM® Bridge Exam. It is not intended for those planning to take the full CPSM® Exam.

In this course, participants will gain an understanding of the CPSM® program and of the breadth of content covered in the CPSM® Exam. The course contains content for all tasks for the CPSM® Bridge Exam. Content for this course includes CPSM® Exam Specification exam outlines, CPSM® study guide materials in an electronic format, question format and types and supplemental content developed by content experts. This supplemental content will provide candidates additional content for those tasks that may have more questions on the exam.

[C.P.M. Module 1 Online Exam Review and Preparation](#) #3936, Member: \$195 Non-Member: \$295 (10 CEHs)

[C.P.M. Module 2 Online Exam Review and Preparation](#) #3937, Member: \$195 Non-Member: \$295 (10 CEHs)

[C.P.M. Module 3 Online Exam Review and Preparation](#) #3938, Member: \$195 Non-Member: \$295 (10 CEHs)

[C.P.M. Module 4 Online Exam Review and Preparation](#) #3939, Member: \$195 Non-Member: \$295 (10 CEHs)

ISM also says, "Keep pace with the rapidly changing supply management world and also increase your earning power....by pursuing your C.P.M. Certification today! These courses supplement other exam preparation activities, are organized by job analysis tasks that correspond with actual exam material, and are closely aligned with the content in the *ISM C.P.M. Study Guide*. You will have easy access to the electronic version of the *ISM C.P.M. Study Guide*, many sample questions with answer rationale in the "Q & A" section, and the ability to post questions to a Content Discussion Guide through the C.P.M. online content discussion boards. If you want a little more practice taking an online course, an *ISM Knowledge Center* tutorial is included to help you review all the computer and navigation skills you need.

Each course is worth ten (10) ISM Continuing Education Hours (CEHs). Please keep in mind that CEHs are used for recertification and are not needed for original certification. This course contains 20 tasks."

Again, if you are interested in pursuing your professional certification, e-mail me at ashbybob@embarqmail.com.

Mark Your Calendar for a Free August 19 ISM Webinar

What: Services Spend Management — Effectively Managing Indirect Services and Contingent Labor Across the Enterprise

Date: Wednesday, August 19, 2009 **Time:** 1 p.m. EDT / 10 a.m. PDT

Don't miss this no-cost, one-hour STREAMING ONLY Web event hosted by ISM and sponsored by Emptoris.

Representing more than 50 percent of an organization's annual spend, services spend management remains a complex challenge for many companies. For the most part, indirect spend tends to be decentralized, unmanaged and driven by purchasing decisions based on relationships rather than price. In today's economy, effective services spend management is critical to the bottom line and is top of mind for executives from finance to procurement to HR.

Please join us for a discussion around trends in the services procurement marketplace and the benefits of employing a services management solution. The webcast will feature Subs Tripathy, director of strategic sourcing at Novartis; Jason Busch of the spend management blog, "Spend Matters"; and Kevin Potts, vice president of marketing and product management for Emptoris.

During this session, you will learn:

- How a services management solution delivers visibility and control over difficult-to-manage areas, including the complex contingent labor category.
- Trends in services procurement and how to successfully manage the nuances of indirect spend categories.
- Best practices to capture savings across a wide variety of services categories, such as contingent labor, IT services and maintenance.

Featured Speakers:

- **Subs Tripathy**
Director, Strategic Sourcing
Novartis
- **Jason Busch**
Managing Director, Azul Partners & Editor
spendmatters.com
- **Kevin Potts**
Vice President of Marketing and Product Management
Emptoris

Moderator:

- **Terri Tracey, CAE**
Vice President, Technology and Publications
Inside Supply Management[®]

This Web Seminar qualifies for one CEH credit at ISM. Register online, www.ism.ws/1460