

Buy *Liner*



A monthly publication of the Institute of Supply Management - Nevada, Inc.

August 2010

Upcoming Events

August 2010

12 – No-Cost Webinar – “Certified Professional in Supply Management® (CPSM®): Basics, Benefits and Beyond”

18 – Breakfast Meeting – Reno

September 2010

23-24 – “Successful Solicitations” Seminar – Sacramento, CA

Check 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.



The Officers and Board Members of ISM-NV met Saturday, August 7 at my home to set the direction for the coming year. Meetings, seminars and events were scheduled for September 2010-June 2011. The calendar will be posted on our web site shortly. My thanks to all who participated making this planning session powerful: Carol Ellenbecker, Melanie Lever, Carol Poindexter, Lisa McNett, Yoli Jones, Jim Haining, Don Woods and Kathy Kim.

Respectfully,

Respectfully,
June Weedon, C.P.M.
President
ISM-NV
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(702) 876-4627

ISM - Nevada, Inc. – Capitol Area

There will be a Round Table Discussion of the current economic situation and its effect on each of our operations. We'll also ask the Washoe County folks for an up-date on the Consolidation Committee study.

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

The meeting is worth on (1) CPSM; C.P.M. ; A.P.P.
"Continuing Education Hour" towards re-certification.
[See you there!](#)



ISM Northern Nevada needs your input!

What type of meeting topic are you interested in? Is there a meeting location you would prefer? Your opinion is important and will help determine the logistics of future meetings!

Please email your suggestions to
Melanie Lever at
mlever@washoe.k12.nv.us



Job Openings

C. Martin Company, Inc.

"A Woman Owned-Veteran Owned, 8 (a) Company"

Procurement Specialist-Buyer.

SUMMARY: Assists with the overall purchasing and development of distribution networks/suppliers for goods and services needed by the company.

Please email resumes to employment@cmartin.com
or fax to (702) 656-9484 Attn: Human Resources

**The University of Nevada, Las Vegas Purchasing
Department**

Job list on line at www.ismnv.org

Laugh Line...

**Two cows are standing next to each other
in a field. Daisy says to Dolly, "I was
artificially inseminated this morning."
"I don't believe you," says Dolly.
"It's true; no bull!" exclaims Daisy.**

Submitted by John Balentine





Education and Marathons – Is There a Connection?

At the July 28th ISM-NV Breakfast Meeting I talked about how the Leukemia and Lymphoma Society (LLS) asked me to do a fund raiser for them by running the Dublin, Ireland marathon in October of this year. I have been asked to briefly recap that presentation since my initial response to LLS was the same responses many of the audience had used when confronted with the need to improve their education by obtaining a college degree and/or obtaining a professional certification.

My response was to list the obstacles to my being able to successfully accomplish such an undertaking, to wit, that I (1) lacked time, (2) lacked talent, (3) lacked money, (4) didn't know how to go about it, (5) was too tired since my days were already full of activities, (6) was too far along in my life/career to need to do this, (7) was afraid of failing, etc.. Besides, I chided them, doing this would be too disruptive of my lifestyle, would require too much sacrifice, and I KNEW I could not do it.

Then I asked if anyone in the audience was using one or more of these reasons – excuses - for not reaching their education dreams?

I then reminded everyone that furthering their education, whether by obtaining a degree, a professional certification or just gaining more knowledge, was like running a marathon in that the rewards are not just for the very fast but, rather, they are for the very persistent.

So what are the connections between running a marathon and furthering your education?

Since you can't reach your goal until you set one, the first thing a runner and one wanting to increase his/her education must do is to define that goal.

Since such a goal is not easy to reach, the second thing a runner and one wanting to increase his/her education must do is to identify the reasons for doing it. If you can't come up with good, valid reasons for "needing", not just "wanting" to accomplish your goal you will never get started.

Next, you must identify the rewards that you will receive from exerting such an effort and climbing the mountain of stumbling blocks ahead of you. There are, of course, many rewards such as positioning yourself to take advantage of the opportunities that present themselves, but I referred everyone to some of the "Life's Lessons" espoused by legendary UCLA basketball coach John Wooden, such as "Learn as if you are going to live forever; live as if you are going to die tomorrow", and my personal favorite, "Don't measure yourself by what you have accomplished, but what you should have accomplished with your abilities".

Last, I reminded everyone that doing this all alone and with no help might, indeed, be too difficult. But, I further reminded everyone, that they had a great advantage over others: they have mentors and coaches, ones who have been down this path before, ones who can help set up a schedule, ones who, in a nutshell, know how to get serious candidates through the program. Who are these mentors and coaches I asked? And then I provided what should be an obvious answer: ISM-NV AND ITS BOARD OF DIRECTORS.

The Bottom Line, I summarized, is that there are three types of people, those that make things happen, those who watch things happen, and those who wonder what is happening. Which are you? Want help in getting started in improving your competitive position in today's workplace? E-mail me and I will show that the above reasons for not pursuing further education are not reasons after all, they are excuses. I know because I used them all myself before the Leukemia and Lymphoma Society showed me how doable a marathon was.

Certified Professional in Supplier Diversity™ (CPSD™)

Coming Soon...

Certified Professional in Supplier Diversity™ (CPSD™). ISM announces a new professional designation for supply management professionals whose responsibilities include supplier diversity. This designation also delivers added value to business leaders and other team leaders who participate in the development of diverse supplier initiatives within the organization.

What is the new designation?

The CPSD™ (Certified Professional in Supplier Diversity™) is a professional designation for supply professionals who demonstrate knowledge, skills and expertise in supplier diversity. CPSD™ is also for business professionals with responsibility for strategic diversity initiatives. This professional designation demonstrates to your employer, your colleagues, your suppliers and even your customers that you are serious about helping your organization and diverse suppliers succeed.

Why should you pursue this designation?

Successful organizations maintain an edge, especially in this competitive marketplace. The value of supplier diversity is that it gives your organization a distinction that shows your commitment to diversity through strong relationships with your suppliers and all stakeholders. A solid supplier diversity program creates opportunities to partner with innovative or otherwise untapped resources and markets. Additionally, having the CPSD™ designation is instant recognition that you and your organization are on the right track.

What are the requirements for the CPSD™?

- Successfully pass Exam 1 of the Certified Professional in Supply Management® (CPSM®). **This requirement is waived if the candidate holds a current C.P.M. or CPSM.**
- Successfully pass the CPSD™ exam.
- Minimum of five years professional (non-clerical, non-support) supplier diversity or supply management experience (does not need to be full time), **OR** three years of professional (non-clerical, non-support) supplier diversity or supply management experience IF the candidate has a bachelor's degree from a regionally accredited college or university.

Stand out among your peers when you earn the CPSD™.

CPSD Exam:

Policies and Planning
 Sourcing/Supplier Development
 Finance/Budgeting
 Metrics/Oversight
 Training and Development
 Advocacy/Marketing/Outreach

CPSM Exam 1:

Contracting and Negotiations
 International
 Cost and Finance
 Social Responsibility
 Sourcing
 Supplier Relationship Management

What are you waiting for?

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



C.P.M. Certification

(Original)

John Curtin, C.P.M., International Game Technology

Corinna Hale, C.P.M., NV Energy

C.P.M. Lifetime Certification

Robert Buschow, C.P.M., Southwest Gas Corp.

C.P.M. RE-Certification

Jeanny Ng, C.P.M., International Game Technology



FYI-ISM.WS Website – Social Responsibility

Submitted by: Carol Ellenbecker, C.P.M., Vice President ISM-NV

Since many of us are approaching a new year, this section on the ISM Website may help your organization to establish a process to monitor, document and prioritize your activities to develop key elements for specific goals and business practices in your organization.



[Community](#) | [Diversity and Inclusiveness — Supply Base](#) | [Diversity and Inclusiveness — Workforce](#) | [Environment](#) | [Ethics and Business Conduct](#) | [Financial Responsibility](#) | [Human Rights](#) | [Health and Safety](#) | [Sustainability](#)

The Business Case for a Social Responsibility Initiative

Commitment to socially responsible behavior is good business — in both the public and private sectors. Often payback can be quantified in financial terms. Socially responsible behavior may even ensure that an enterprise will avoid difficult or embarrassing scrutiny.

Business leaders, including supply management professionals, are dealing with an environment that is more complex and demanding than at any time in the past. Some may see a solid commitment to social responsibility "as just one more layer of complexity." It is not.

The ISM Committee on Sustainability and Social Responsibility has created several business case documents designed to help an enterprise work through the process for establishing a social responsibility program. You may find the following documents useful as you work to develop or enhance a social responsibility program where you work.

["A Call to Action: Developing a Social Responsibility Business Case"](#) spells out why the principles of social responsibility are important and provides a template for organizations to develop a business case for social responsibility.

[ISM Social Responsibility Case Diagram Model](#) provides a summary list of the reasons for making the business case for a social responsibility program. The four pillars address:



1. Corporate Culture
2. Compelling Events
3. Business Opportunities
4. Personal Beliefs

[Social Responsibility Program Development Process](#) enables you to work through a series of steps to build the case for a program. It includes two tools to support your social responsibility planning efforts:

[ISM Social Responsibility Process Flow](#)

A process flow chart used to address matters of planning and execution.

[ISM Social Responsibility Prioritization Tool](#)

An Excel spreadsheet to prioritize your activities related to social responsibility. It will allow you to identify gaps that may require your attention.

(NOTE: You will need to "Enable Macros" within Excel to use the Prioritization Tool).

Your thoughts, suggestions and input about these materials are welcome. They can be shared with ISM at socialresponsibility@ism.ws
Thank you.

CONTINUING EDUCATION

Submitted by June Weedon, C.P.M., President, ISMNV

Recent corporate downsizing is requiring workers to upgrade their skills in order to retain their position or compete for a new one. Continuing education has become increasingly vital to people already in the workforce. Generally, continuing education refers to classes and seminars that focus on job-related knowledge and skills. Businesses encourage continuing education to retain highly skilled employees with the ability to work in cross-functional positions. Whether it is to climb the corporate ladder, realize additional career goals, upgrade working skills or keep up with the latest in technology and business techniques, continuing education provides instant access to experts. The Institute for Supply Management publishes Supply IN Demand as a supplement to Inside Supply Management to support continuing education for your career in supply management. The Education Committee for ISM-NV consists of Mike Burdett and John Balentine in the North and Jim Haining and Lisa McNett in the South. Our calendar for the coming year (posted on this web-site) includes a number of satellite seminars chaired by Carol Ellenbecker in the South and Melanie Lever in the North; Yoli Jones chairs NIGP Seminars and Bob Ashby chairs Certification. Contact any one of them to take advantage of the many opportunities presented to advance your supply management knowledge.

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



ISMNV – Membership Info

Member Type		
Regular	178	
Volume Discount	1	
Dual	3	
Student	0	
Lifetime	10	
Academic	7	
Trial	0	
Other	1	
Total	200	
ISM Regular Member Count (excludes dual & other)	196	
CPSM's	13	6.50%
C.P.M.'s	97	48.50%
A.P.P.'s	23	11.50%

Regional Distribution of Members	
Southern Nevada	145
Reno/Sparks	39
Mining Area	10
Other	7
	201

CPSM® Update**3 Questions, 3 Answers**

New in 2010, *eSide* offers three sample questions — and answers — from the CPSM® *Diagnostic Kit* to help you prepare to pursue your CPSM® certification. First, answer all three questions; then, scroll down to the "3 Answers" section to find out how you fared.

3 Questions

Question #1: *A supply manager completes a category profile and identifies services provided by multiple service providers. A market and industry analysis shows that the service providers are growing their businesses by acquiring competitors, thus enabling them to provide a greater range of services. Which of the following techniques will BEST enable the supply manager to leverage market competition?*

- A. Lotting strategy
- B. Market-basket strategy
- C. Market segmentation
- D. Sole sourcing

Question #2: *Supply management typically provides top management all of the following market intelligence information EXCEPT*

- A. Technology updates
- B. Supply forecasts and market capability data
- C. Alternative sources of supply
- D. Recommendations on financial standards

Question #3: *A company's mission states that the firm "will be the premier supplier of products to the luxury automotive industry." Which of the following criteria is MOST appropriate for the evaluation of this company's supply management organization?*

- A. Ensuring that supply management strives to obtain the right product at the right price
- B. Obtaining the lowest cost product that meets quality and delivery requirements
- C. Obtaining the highest quality products, with due consideration to impact on cost of production
- D. Obtaining supplier deliveries in a timely manner, with due consideration to quality and cost





ISM—Sacramento Valley, Inc. ISM-Sacramento Valley is offering a low-cost one day seminar in Northern California on **International Sourcing** on **November 3, 2009**. Our world is shrinking. Supply Chain professionals are being asked on an increasing basis to consider off-shore sources as a cost savings measure. If your company is not requiring this of you now, they may be considering it for the near future. We want to help equip you for continued success in your profession. Some of the topics to be covered are:

- Economic considerations and hidden costs that may surprise you
- Handling transportation and customs
- Understanding the USTS role
- Local government involvement upside/downside
- Local labor stabilization
- Political considerations
- How local cultures affect your production
- Market fluctuations
- Seasonal affects on sea and air shipments (volume constraints)
- Engineering change and the economic affect to you
- Preserving confidential information and maintaining market share
- Stability of governments
- Emergency changes
- Hedge funds to minimize monetary influence

The intended audience for this seminar ranges from those with little or no experience to experienced practitioners. This seminar will cover the most recent requirements, problems and pitfalls and will study several “best practices” examples on a multitude of subjects.

This **full day seminar** starting at 8:00 am is being offered at the low cost of \$215 (**\$200 for ISM and sister organizations** such as APICS, CAPPO, NCMA, NIGP, etc.). Continuing Education Credit will be given to all attendees for certification/recertification credit (7 continuing education hours = 1 continuing education unit). Cost of seminar includes continental breakfast and lunch. Overnight accommodations are available at a reduced rate for our out of town guests.

Ask about volume discounts for multiple attendees from the same company.

To register, or for questions, contact Steven McCredie, Director of Educational Resources at smccredie@hotmail.com

Registration deadline: October 16, 5 pm.

Details including driving directions, seminar times, meal selections and lodging will be provided at time of registration.

Withdrawal of registration after October 30, 5 pm will be charged to the attendee.

Visit us at www.ism-sacramentovalley.org

3 Answers

Question #1: Option A is correct because lotting strategies are especially useful when a large number of the same or similar items/services are to be bid. Combining the organization's needs may increase interest among suppliers and yield savings based on higher volume. Reverse auctions and online bidding can support lotting strategies. Market-basket models (Option B) are used to gauge changes in costs for a selected range of products or services, usually over a period of time. Market segmentation (Option C) divides a total market into segments sharing a targeted characteristic such as lifestyle or geography. Sole sourcing (Option D) is used when investigation confirms a supplier is the only one available to fulfill specific needs.

References: CPSM[®] *Study Guide*, 1st Edition (Book 1 — *Foundation of Supply Management*), pages 6-7; *ISM Professional Series* (Book 1 — *Foundation of Supply Management*), pages 96, 117; *The Supply Management Handbook* (7th Edition), pages 426-432.

Question #2: Option D is correct. Supply management would not normally be involved in the establishment of the financial standards of the company. The financial standards referred to here are accounting standards, not standard costs for purchased items. Supply management does provide top management with technology updates from the supply base (Option A), supply forecasts and market capability (capacity) data (Option B) and alternative sources of supply (Option C).

Reference: *The Supply Management Handbook* (7th Edition), pages 140-141.

Question #3: Option C is correct because it places emphasis on quality first, in alignment with the company's mission statement. Options A, B and D put priority on prices, cost and delivery time rather than quality.

References: CPSM[®] *Study Guide*, 1st Edition (Book 3 — *Leadership in Supply Management*), pages 4-5; *ISM Professional Series* (Book 3 — *Leadership in Supply Management*), pages 256-262; *Strategic Supply Chain Management: The 5 Disciplines for Top Performance*, pages 188-191.

August 12 Web Seminar: Certified Professional in Supply Management[®] (CPSM[®]): Basics, Benefits and Beyond

Mark your calendar for Thursday, August 12, 2010 (1 p.m. EDT/10 a.m. PDT) for a no-cost, one-hour STREAMING-ONLY web event sponsored by ISM.

Attend this web seminar and find out all the details of the Certified Professional in Supply Management[®] (CPSM[®]) and CPSM[®] Bridge program. You'll get a breakdown of the requirements and a brief overview of the various study aids.

But, the best part of this ISM-sponsored web seminar is that you'll get tips from recent CPSM[®]s — Brenda Dizer-Coe, CPSM, C.P.M., Materials Operations Systems/TMG - Senior Program Manager, Intel, and Vijay Kasi, Ph.D., CPSM, Sourcing Associate, A.T. Kearney. These CPSM[®]s will share real-world tips on preparing for the CPSM[®] Exams and CPSM[®] Bridge Exam.

Additionally, each will share how the CPSM[®] has strengthened their careers.

Have your questions about the CPSM[®] ready, there will be time reserved for Q & A. This seminar focuses on:

- An overview of ISM's Certified Professional In Supply Management[®] (CPSM[®]) program and the requirements
- How to study while saving time and money
- How the CPSM[®] designation can help transform your career.

Attendance of the live session of this web seminar qualifies for one CEH credit at ISM. To register, visit the ISM [website](#).

<https://event.on24.com/eventRegistration/EventLobbyServlet?target=registration.jsp&eventid=227963&sessionid=1&key=5287A0BFA3D2E1D289FE75A04B58C096&partnerref=ismm&sourcepage=register>