



# NAPSM **Buy** *Liner*

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

September 2005

## **Upcoming Events**

### **September**

28– Capital Area Luncheon Meeting

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

### **October**

11 – Las Vegas Area Dinner Meeting

20 – ISM Satellite Seminar " Tools for Negotiation Success"

26 – Capital Area Luncheon Meeting

Check out the details for all events at:

[www.napsm.org](http://www.napsm.org)

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Think Service

**Think Value**

**Think NAPSM**

### **Mission**

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

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

**PROGRAM:**

**"Controlling Your Entities' Travel Costs."**

**Ms. Shelly Johnson**

**Welcome Aboard Travel**

**Reno, Nevada U.S.A**

**N.A.P.S.M. - Capitol Area September Luncheon**

**Wednesday, September 28, 2005**

**11:30 a.m. to 1:00 p.m.**

**Silver Club, Sparks, Nevada - Anna Marie's Restaurante**

**\$ 15.00 with RSVP to John Balentine or**

**Mike Burdett: (775) 328-2280**

**\$ 18.00 At-the-Door One (1)**

**C.P.M./A.P.P. Hour Credit**



# NAPSM - Educational Institute

## 2005 Fall Educational Events

### Review Courses

**Date:** Saturday, September 10 (Module I); October 15 (Module II), 29 (Module III); November 19 (Module IV)

**Time:** 9 a.m. – 5 p.m. (Lunch Provided)

**Cost:** \*\*\*\* see next page

**Location:** Nevada Power Cafeteria, 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

**Required Materials (Must be purchased prior to the first study session)**

- ISM C.P.M. Study Guide 7th edition
- ISM C.P.M. Volume 1 Diagnostic Kit
- ISM C.P.M. Volume 2 Diagnostic Kit
- *World Class Supply Management, The Key to Supply Chain Management, 7th Edition*, by Dobler, Burt & Starling

Keep pace with the rapidly changing supply management world and increase your earning power, by pursuing your C.P.M. Certification. These study sessions are for the intent and purpose of exam preparation. We have organized the Module tasks in correspondence with actual exam material. We will have a Module content overview, along with actual exam test questions. Additionally, you will receive numerous articles and supplemental information that further prepare you to take and pass the C.P.M. Module exam. **For More Information please e-mail: [Kimberly.Lukasiak@swgas.com](mailto:Kimberly.Lukasiak@swgas.com)**

**Please mark [✓] the Review Course(s) you will attend:**

**Module I** \_\_\_ **Module II** \_\_\_ **Module III** \_\_\_ **Module IV** \_\_\_ **Confirm the number** \_\_\_\_\_

**Mail registration to: Kimberly Lukasiak, 5241 Spring Mountain Road, Mail Code: LVB-320, Las Vegas, NV 89150, with a Check or Money Order, payable to NAPSM**

**Name:** \_\_\_\_\_ **Work phone:** \_\_\_\_\_  
**Title:** \_\_\_\_\_ **Fax:** \_\_\_\_\_  
**Company:** \_\_\_\_\_ **Amount Enclosed:** \_\_\_\_\_  
**Address:** \_\_\_\_\_ **e-mail:** \_\_\_\_\_  
**City/State/Zip:** \_\_\_\_\_

**Fax registration to: Kimberly Lukasiak @ 702-740-9333**

**Name on Card:** \_\_\_\_\_ **Amount of Charge:** \_\_\_\_\_  
**Card #:** \_\_\_\_\_ **Card Expiration Date:** \_\_\_\_\_  
**Signature:** \_\_\_\_\_

**Please register at least 1 week prior to start date. We must have at least 6 participants to conduct a module review session. Please note: An e-mail confirmation will be sent prior to the start of class.**

Credit & Mail Registration Credit Card Registration

# NAPSM - Educational Institute

## Review Course Pricing

You can now save by registering for all C.P.M. Review Courses at one time. Additionally, by signing up you ensuring your reservation and prevent future classes from being cancelled based on the number of registrants.

Each review course includes classroom instruction, lunch and a binder that includes a module overview, relevant articles, practice tests, testing feedback, plus much more.

### Registration

Module I	\$75 Registration for NAPSM Members
	\$150 Registration for Non-NAPSM Members
Module II	\$75 Registration for NAPSM Members
	\$150 Registration for Non-NAPSM Members
Module III	\$75 Registration for NAPSM Members
	\$150 Registration for Non-NAPSM Members
Module IV	\$75 Registration for NAPSM Members
	\$150 Registration for Non-NAPSM Members
Register for all	\$250 for NAPSM Members
four modules	\$500 for Non-NAPSM Members (Includes a FREE 1-year NAPSM Membership)

### Payments

NAPSM accepts checks, money orders, and credit cards.

Mail check and money orders to:

Kimberly Lukasiak, 5241 Spring Mountain Road, Mail Code: LVB-320, Las Vegas, NV 89150.

Fax credit card registrations to 702-740-9333.

### ***Review Content***

**Module 1** will cover the following Major topics:

- |                             |   |
|-----------------------------|---|
| A. Identifying requirements | B. Preparation of solicitations                           |
| C. Supplier analysis        | D. Contract execution, implementation, and administration |

**Module 2** will cover the following major topics:

- |                           |                           |
|---------------------------|---------------------------|
| A. Negotiations           | B. Information technology |
| C. Quality issues         | D. Internal relationships |
| E. External relationships |                           |

**Module 3** will cover the following Major topics:

- |                            |                                    |
|----------------------------|------------------------------------|
| A. Sourcing analysis       | B. Supply and inventory management |
| C. Value enhancing methods | D. Forecasting and strategies      |

**Module 4** will cover the following Major topics:

- |                                |                               |
|--------------------------------|-------------------------------|
| A. Management and organization | B. Human resources management |
|--------------------------------|-------------------------------|

## **2005-2006 ISM SATELLITE SEMINARS**

### **Tools for Negotiations Success**

DATE VIEWING AT CCSD:  
OCTOBER 27, 2005

As an essential core competency of any supply manager, negotiating is one of the most complex and sophisticated tasks to master. This program introduces tools and resources that reduce the apprehension and stress associated with effective negotiating. Improve your negotiation process with efficient planning and be as well prepared as the person on the other side of the table. Participate in this session and walk away with solutions that you can use immediately.

### **Risk and Change Management: Surviving in a Dynamic Business Environment**

DATE VIEWING AT CCSD  
**Thursday, April 27, 2006**

The constant change in technology and the expanding global economy demand more sophisticated ways to mitigate and reduce potential conflicts. Gain a thorough understanding of how to manage risk and prepare for change. Know what to do when conflicts arise and how to ensure security. The discussion includes other supporting topics.

### **Ethics in Supply Management: Minding Your Actions and Decisions**

DATE VIEWING AT CCSD  
**Thursday, February 23, 2006**

This program explores the role of ethics in supply management. The news continues to address this topic in the wake of ongoing business improprieties. Embed a strong code of ethics in the actions and documents within your supply organization and learn more about your obligation in a global society. We'll also explore how to develop and enforce a strong code of ethics and how to address conflict of interest and anti-trust issues.

### **Buying Travel, Energy and Other Services**

DATE VIEWING AT CCSD  
**Thursday, June 29, 2006**

This satellite seminar explores the role of supply managers in the services spend. Previously managed outside the supply organization, more and more supply managers are responsible for the purchase of travel, energy and other services. Knowledge of each unique service area is critical for supply's successful contribution. Find out how you can become proactive in demonstrating your knowledge using sound supply management strategies.

**Location: CCSD Purchasing  
Replacement Conference Room  
4212 Eucalyptus, Las Vegas, NV**

**Time: 8:00 AM to 12:30 AM**

**Contact: Carol Ellenbecker (702) 855-  
5467 or (702)799-5225 ext. 5467**

## 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!**

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## Membership Update

Hello everyone!

We have some exciting plans for membership activities that we'd like to tell everyone: We are planning several networking activities that include a group event to the 51s game and the putt-putt golf tournament. We plan to work with ISM to put together a hospitality seminar for the local hospitality buyers as well as others who want to learn in Las Vegas. We are talking to the potential members in Northern Nevada from the Mining Industry and will be talking to both the Casinos and Hospitals in Southern Nevada to see what we can do for potential members. We are also looking for input and suggestions from the existing members so we can provide what you need for information, training and networking. Last, but not least, we are looking for volunteers to assist with the membership activities. Let us know what you are interested in and we will be able to tailor the assignments to your preferences. We are not looking for a long term commitment, just a little of your time to do something you want to do which will help both yourself and other members.  
Renetta M. Scacchitti

If you have any ideas or suggestions, please contact Renetta at 702-227-2452 in the South or Monte at 775-778-2014 in the North.

## Got News?

Contact

Jeanny Ng  
(Capitol Area)  
[jeanny.ng@igt.com](mailto:jeanny.ng@igt.com)

Carol Poindexter (Las Vegas Area)  
[cpoindexter@interact.ccsd.net](mailto:cpoindexter@interact.ccsd.net)

Note: Articles for the August newsletter are due July 26.

## Job Search sites

- [ISM Website](#) - If you are a member of ISM, check out the opportunities listed in the Career Center section of the ISM website.
- [www.careercoachingusa.com](http://www.careercoachingusa.com) (looks like a good site if you need resume help, interview help, etc.)
- [www.lasvegashelpwanted.com](http://www.lasvegashelpwanted.com)
- [www.BuyingJobs.com](http://www.BuyingJobs.com) or [www.SupplyJobs.com](http://www.SupplyJobs.com) great for Purchasing jobs!
- [Monster.com](http://Monster.com)
- [America's Job Bank](http://America's Job Bank)
- [Nation Job Network](http://Nation Job Network)
- [Careerbuilder](http://Careerbuilder)
- [thingamajob.com](http://thingamajob.com)
- [www.thecareernews.com](http://www.thecareernews.com)
- [www.chilijobs.com](http://www.chilijobs.com)

## C.P.M.?

Facilitator contact information:

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