

# Buy *Liner*



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

September - October 2008

## Upcoming Events

*September 2008*

19 – C.P.M. Review Class – Las Vegas Area

26 – C.P.M. Review Class– Reno Area

27 – C.P.M. Review Class– Reno Area

21-24 – National Purchasing Institute 40<sup>th</sup> Annual Conference and Products Expo – Riviera Hotel & Casino, Las Vegas

25 - Dinner Meeting, "Pro-Active Contract Administration", Las Vegas

*October 2008*

1-3 – ISM National Seminar "Fundamentals of Purchasing: Building Blocks of World-Class"

16 – Satellite Seminar "Applying Lean Concepts in Supply Management" – Reno Area

16-17 – ISM National Seminar – "CPSM Bridge Exam Review", Las Vegas Area

23 – Satellite Seminar "Applying Lean Concepts in Supply Management" – Las Vegas Area

24 – C.P.M. Review Class – Las Vegas Area

27-28 – ISM National Seminar ""Six Sigma: A Process Improvement Tool of Supply Management Professionals:

28- Networking Meeting - "Meet Your Board" – Las Vegas

Check out the details for all events

at: [www.ismnv.com](http://www.ismnv.com)

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

## President's Corner

By: Carol Ellenbecker, C.P.M., A.P.P.

We are now on our way for an exciting upcoming year. We began by attending the ISM Leadership Training on August 1st and 2<sup>nd</sup>, which got us all fired up to plan for next year and beyond, no time to rest now! At our annual retreat we started by planning our calendar of events, activities, budget, goals, and objectives for the coming year.

On September 25<sup>th</sup>. At 6:00 PM, John Balentine, will be presenting a program on "Pro-Active Contract Administration". Go to our website for details and to pre-register, hope to see you there.

Satellite Seminar: October 16<sup>th</sup> Reno Area and October 23<sup>rd</sup> Las Vegas Area.  
Case Studies: Back by popular demand, check the website for date.

Join us for a "Meet Your Board" event, Tuesday, October 28th. At Magoos on Cheyenne/Teneya, 5:30PM registration, 6:00PM appetizers, this will be a great opportunity to meet and greet fellow ISM-NV members, Officers, Board of Directors, Committee Chairs and Assistant Chairs just to name a few, along with a great group of dedicated volunteers. I would like to take this time to challenge each of you to come meet your Officers, Board of Directors, Committee and Assistant Chairs and share your views, opinions or any ideas that would benefit our organization as a whole.

I want to get the word out that a survey will be coming this year. We rely on your input to assist us with future needs of the organization. I encourage each of you to take the time to complete the survey to assist us in serving "YOU". We are committed and here to serve our ISM-NV Members! If you have any questions, comments, concerns or suggestions, we invite you to send them our way via email, telephone or comment on our survey.

Finally, look for our email mini blasts to get everyone excited and involved in the upcoming events and programs we have planned for your continued growth and education through ISM-NV. If you are not receiving our information please contact us so we can get this corrected, we don't want anyone missing out on an opportunity.

We are always looking for any new ideas, comments (complements or other), questions, concerns or suggestions. Please feel free to contact me at [ellenca@interact.ccsd.net](mailto:ellenca@interact.ccsd.net) or visit the website at [www.ismnv.com](http://www.ismnv.com).

**"Without involvement, there can be no achievement!"**

Carol Ellenbecker, C.P.M., A.P.P.  
President ISMNV



Register on line [www.ismny.org](http://www.ismny.org) calendar section



The 40th Annual Conference & Products Exposition will be held Sunday, September 21 - Wednesday, September 24, 2008 at [The Riviera Hotel](#) in Las Vegas, NV.

**"Pro-Active Contract Administration"**

"Boy-Howdy, am I glad that \*#%&@ contract was finally approved by our Board! Now I can forget it and move on to other things!" How many times have we heard that (or a similar) statement? Or worse, have we ever said it ourselves? We have all seen the results! If not a complete "train wreck", then constant troubles, disagreements, frustrations, and ultimately a very unsatisfactory experience for both the supplier and user.

This presentation will show how to avoid such unsatisfactory outcomes, by clearly delineating the five steps necessary for pro-active contract administration (management). You'll learn what terms to avoid when writing contracts...what pitfalls to avoid and how to avoid them. You will be able to apply the information you learn on your first day back on the job. At the same time, you will become more valuable to your employer and better to your suppliers. Dare we say that Pro-Active Contract Administration might even make your job easier?

Come learn how to optimize contractor performance and develop synergism with your suppliers through Pro-Active Contract Administration.

**Speaker:** John Balentine, C.P.M., CPP Former Purchasing and Contracts Administrator, Washoe County, Nevada

**Location:** Macayo's Mexican Restaurant, 1375 E. Tropicana Ave, Las Vegas, NV 89109

**Pricing:** \$20 Members and Guests (reservations by Sept 22nd at noon)

\$25 Members and Guests (at door and after Sept 22nd)

Register on line [www.ismny.org](http://www.ismny.org)

**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.*

**MEMBERSHIP Notes...**

**MEMBER TYPE**

Regular	271
Dual	2
Student	25
Lifetime	8
Academic	8
Other	2
Volume Discount	1
<b>Total</b>	<b>317</b>

**CERTIFICATIONS**

CPSM's	6	1.89%
C.P.M.'s	83	26.18%
A.P.P.'s	30	9.46%

**REGIONAL DISTRIBUTION**

**OF MEMBERS**

South Members	185
NW Members	73
NE Members	50
Other Members	9
Total	317

**CERTIFICATION NEWS****Would Darwin Test For His CPSM? Or Stay With His C.P.M. Or CPPO?**

As you know, the C.P.M. (Certified Purchasing Manager) professional designation is being replaced – no test registrations will be accepted after December 31, 2008 – by the CPSM. Those who have college degrees can test for the CPSM (Certified Professional in Supply Management) or CPPO (Certified Public Purchasing Professional) since a degree is required just to take the tests, but what are the non-degreed folks going to do?

As I pondered this, I decided to check with Darwin, Confucius, Peter F. Drucker, and other recognized thinkers to see what they would do.

Darwin said, “It is not the strongest of the species that survive, nor the most intelligent, but the one most responsive to change.” He also said, “Our expectations cannot be what we wish it was, but, rather, what is real.” Existing C.P.M.s will keep their designation but I am in agreement with Darwin that it is “real” that the rest of you must adapt and become CPSMs or CPPOs or you will not be one of the survivors when downsizing hits your campus. Nor will you be considered when promotions become available.

Since Darwin was a controversial figure, I decided to get a second opinion so I went to Confucius. He said, “Learning without thought is labour lost; thought without learning is perilous.” Confucius did not, of course, mention professional certifications but he sure touted continuing education. And interviewers for jobs, promotions or downsizing always consider who is still growing (learning) versus those who are stagnant (not learning). Yes, I’d have to say that I am in agreement with Confucius, too.

But then I considered that these two are of an older age so I sought out one who is considered today as being the current management guru, Peter F. Drucker, to see what he thought. He said, “Today, knowledge is power. It controls access to opportunity and advancement.” It seems to me that he is in alignment with Darwin and Confucius and is saying that if you want a “career” instead of a “job”, you need to prove to management that you are continually increasing your knowledge. Seems obvious, doesn’t it? And how would you prove that to management? By obtaining a professional certification.

After checking with Darwin, Confucius and Peter F. Drucker, I needed some light reading so I looked at the Business section of our local newspaper, the Las Vegas Review-Journal, and found that some universities, such as the University of Chicago, are now requiring PowerPoint-style presentations as *an entrance requirement*. The University of Chicago said that this is an acknowledgement that PowerPoint, along with similar but lesser known programs, has become a common business tool and that this level of education is a must for those entering the business world today. Well, that cements it. The wise old sages, the modern management guru, and the university systems all agree that education is THE ingredient that will separate the “haves” from the “have nots” in the workplace of the future. And let this wise, old sage add that the future is now.

Have questions? Contact me at [ashbybob@sbcglobal.net](mailto:ashbybob@sbcglobal.net)

## Last Chance - Check out the **C.P.M. Review Classes**

	<u>Las Vegas Area</u>	<u>Reno Area</u>
Module 1		September 27
Module 2	September 19	November 8
Module 3	October 24	September 26
Module 4	November 21	November 7

**Cost: Members - \$75 per module or \$250 for all 4 modules**  
**Non-Members - \$150 per module or \$400 for all 4 modules (includes a 1 yr membership)**

Register on line: [www.ismnv.org](http://www.ismnv.org)

**Scholarships are available for the following ISM Seminars that will be held in Las Vegas.**

Commodity Teams:  
Leveraging Value Across the Entire Organization  
November 06, 2008 - November 07, 2008

Integrating Project management into Supply Management  
November 20, 2008 - November 21, 2008

Best Practices in Procurement  
December 08, 2008 - December 10, 2008

Contracting for Purchasing and Supply Management:  
Beyond the Basics  
January 29, 2009 - January 30m 2009

Please submit your applications through our website at [www.ismnv.com](http://www.ismnv.com) or [www.ismnv.org](http://www.ismnv.org). These are great opportunities for ISM Nevada Members to receive professional development in our own state.

**Renetta Scacchitti**

**Articles for the November newsletter  
due October 24, 2008**

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



**Byron Solberg, C.P.M., Newmont Gold  
NEW C.P.M.**

**Teresa Reynolds, C.P.M.  
Congratulation on your Recertification**



**Valerie Vian, Purchasing Specialist  
Clark County Water Reclamation District**

## **VOLUNTEERS NEEDED**



### **National Minority Supplier Development Council Conference and Business Opportunity Fair**

**WHEN:** October 26-29, 2008

**WHERE:** Las Vegas Hilton & Convention Center

**NEEDED:** 300 Volunteers

For this first time ever, Las Vegas will host the largest meeting of its kind. The NMSDC National Conference brings together more than 7,000 corporate executives, institutional buyers and minority business owners for a one of a kind event of conference programs coupled with the Business Opportunity Fair, an opportunity you can't afford to miss.

NMSDC, the Nevada Minority Business Council, and the local Host Committee, co-chaired by Co-chairs Jeffrey Shaw, Chief Executive Officer, Southwest Gas Corporation and Tim Wong, President, Arcata Associates, have planned an exciting program.

This conference requires over 300 volunteers to fill over 40 positions for various sessions and events.

**ISM National Seminar****Fundamentals of Purchasing: The Building  
Blocks of World-Class Professionalism****October 1-3, 2008**

This program begins with the key concepts underlying a world-class purchasing and supply organization and moves through leading-edge issues, including e-commerce. Through a variety of interactive methods, participants will discover innovative techniques and effective tools to become a valuable asset to their organizations. Leave this seminar with confidence in your newly acquired skills to effectively perform your job.

**You Will Earn...**

21 continuing education hours

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**Six Sigma: A Process Improvement  
Tool for Supply Management Professionals****October 27 - 28, 2008**

Each purchasing and supply professional needs to be acutely aware of the impact of Six Sigma on suppliers and customers. This seminar covers the steps organizations go through to begin the journey of implementing an effective Six Sigma program using breakthrough strategies. Learn how to use data-driven, Six Sigma concepts to enhance the value of the supply chain and impact the bottom-line of your organization.

14 continuing education hours

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**Satellite Seminar****Applying Lean Concepts in Supply Management****Thursday, October 16, 2008 – Reno Area****Thursday, October 23, 2008 – Las Vegas Area**

A growing number of companies are discovering the value of implementing lean processes, enabling them to focus on actions that create value and eliminate activities that represent waste in systems, processes, procedures and practices. Whether you are in a services or manufacturing environment, learn how "lean" can boost your continuous improvement efforts, reduce cycle times, cut costs and improve delivery times. This program will explore the benefits and challenges in making the transformation to a lean organization.

4 continuing education hours