

# Buy *Liner*



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

September 2009

## Upcoming Events

### September 2009

12 -- Board Retreat (rescheduled),  
Las Vegas

13-16 "National Purchasing Institute  
(NPI) Annual Conference"  
Scottsdale, AZ

17 -- Clark County Business  
Opportunity Day -- Las Vegas

22- Lunch Meeting - "E-Auction, Are  
You Maximizing your Value?" Las  
Vegas

### October 2009

5-6 -- ISM National Seminar, "Driving  
Down Costs Through Cost/Price  
Analysis" Las Vegas

16 -- 2<sup>nd</sup> Annual Diversity Business  
Summit and Trade Show, Are You  
Ready to "Go Green" ?  
Las Vegas

22 -- ISM Satellite Seminar  
"Navigating the Numbers: A supply  
Manager's Guide to Defining and  
Applying Economic and Financial  
Concepts" Reno

Articles for the October  
newsletter are due on  
Monday, September 28, 2009

Check out the details for all events at:

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

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## President's Corner

By June Weedon, C.P.M.

An unforeseen set of circumstances prevented us from holding our Annual Board Retreat on August 15. It has been rescheduled for Saturday, September 12, 2009 at Carol Ellenbecker's home. We will be planning our meetings, speakers and educational seminars, as well as other events for September 2009-July 2010. You have another opportunity to be heard-- **ISM-NV is YOUR organization**. What subject matter would you like to have covered in a seminar? Do you have a specific topic or speaker you would like to see arranged for a dinner meeting? Would you like to have the frequency or format of our meetings changed? Please contact any Board member with your suggestions. We need to hear from you!

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

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

## "E-Auction: Are You Maximizing Your Results?"

**Date:** September 22, 2009    **Time:** 11:30 am - 1:00 pm

**Location:** **Brady Industries**, 7055 Lindell, Las Vegas, NV 89118 (between Decatur and Jones south of the 215)

**Cost:**    \$10 Members                      \$15 Guests

Driving significant savings is a fundamental role of sourcing. Is your RFP and negotiation process leading to the best market price available for your goods or services? Can your speed to savings be increased? How transparent is your supplier selection process?

Obtain an overview of how E-Auctions work, and the value they can provide in today's environment. Learn the differences between reverse auction and Dutch auction, and why one may provide better results in certain situations.

Are you E-Auction adverse? Many sourcing professionals do not immediately accept E-Auctions as a viable tool. A recent case study will be explored to show real world experience, and how e-auctions can provide superior results when used correctly.

E-Auction can be a powerful tool to meet and exceed your savings goals, but it requires significant up front effort and strategy. This overview and case study will be based on my knowledge as a recent adopter of this powerful tool. Speaker:

**Joshua Glazer, CPSM, C.P.M.**, has over 22 years in Supply Management in a variety of roles. He is currently employed by Harrah's Entertainment in Las Vegas, Nevada as a Director of Strategic Sourcing, with a focus on Facilities and E-Sourcing. Prior to his eight years of employment with Harrah's Entertainment, Josh's former employers were: Norwegian Cruise Line, Boston Scientific, and ITT Sheraton.

Josh enjoys the many years of working and meeting fellow professionals in Supply Management since his initial membership with the South Florida ISM affiliate in 1996. Josh received his BS in Management (Summa Cum Laude) from Barry University and MBA (with honors) from Regis University. He holds a lifetime a C.P.M. certification, and acquired his CPSM certification in 2008.

**1 Continuing Education Hours (CEH) will be given to attendees**

## TRADE CREDIT TERMS

Submitted by June Weedon, C.P.M.

I went to our Corporate Credit Manager, Vivian Lee, CBA (Credit Business Associate), CBF (Credit Business Fellow) who is a "trained killer" when it comes to trade credit terms. To quote Vivian: "Trade Credit Terms" is an agreement between two businesses to pay an invoice for goods provided or services performed within a specified period of time." Customers with annual sales of \$10,000,000 would command a higher credit limit than customers with annual sales of \$1,000,000. "Terms of Sale" should be clear to customers and included as part of the invoice. Your trade Credit Terms may include an early-payment discount and late payment penalties. Late payment penalties may be added to the unpaid balance due. For example, terms of 2%, 10 net 30 means the buyer must pay within 30 days of the invoice date, but will receive a 2% discount if they pay within 10 days of the invoice date. Here is an example in use: For the purpose of this example, we will say the current interest rate is 7%. If a supplier currently offers Net 30 day terms, this is worth \$0.583 per \$100 of invoices. You, as a buyer, propose Net 45, 1% 15 terms. Net 45 is worth \$0.875 per \$100 of invoices 1% 15 is worth \$1.292 per \$100 of invoices. Both elements of the new terms (net, discount) are more attractive than the old terms. The discount option would be the preferred option in this situation. In the current economic times, it pays to ask for terms. As I always tell my staff—if you don't ask, you don't get!



## **CPSM**

Jenny Ng, CPSM, C.P.M., A.P.P. - International Game Technology

## **C.P.M., A.P.P. Lifetime Certification**

Carol Poindexter, C.P.M., A.P.P. Clark County School District

## **Certified Public Purchasing Officer (CPPO) Certification**

Bramby Tollen, C.P.M., CPPO – Clark County School District



### **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.*

## Let's Hold A Training Session On - - - ???

Or

## Are we missing the boat?

In a recent article in the Las Vegas Review Journal the City Commissioners were discussing a City of Las Vegas Construction Bid and were questioning whether the Purchasing staff had really awarded it to the most responsive and responsible bidder. I thought it would be a great topic for discussion at an ISM-NV dinner meeting. But, alas, I did not recognize the name of the new Purchasing Director. Does anyone out there in ISM-NV land know her or if she would discuss this with us so we can all learn from the situation?

Recently I was contacted by some job seekers about their experiences when applying for jobs that seem to keep cropping up at UNLV. With so many folks job hunting due to their being out of work wouldn't "How to apply for and interview for jobs in Las Vegas" be a great topic for a dinner meeting?

A few years ago the Purchasing Staffs of the City, County, UNLV, various hotels and casinos, etc. would get together for an all day training session. That session would include Case Studies and one-on-one discussions among the various Buyers and Contract Administrators. I even used it to identify a contractor that UNLV was getting disbarred from any future construction jobs in the State. This forum allowed me to warn everyone to avoid this company at all costs pending the finalization of his disbarment. It saved a lot of anguish. Those sessions were informative and allowed folks to obtain needed CEUs for their recertification. Would these sessions be of benefit to our members again?

The other day someone new to Supply Management asked me how he could get some training on his new profession. My first question was "On what?" He was too new to tell me so I recommended that he get a hold of ISM-NV and ask for some kind of Basic or Intermediate Purchasing class to be presented. I sent him to ISM-NV since that is part of our mission – to train the Supply Management professionals in Nevada.

Last, we have had queries on when we would conduct CPSM Exam Preparation workshops. The answer was that we will conduct them when enough of our membership tells us they want them.

What do all of these issues have in common? What ties them all together? The thread is that we all need more training and knowledge. ISM-NV has the talent and ability – or knows where to find it – to provide all of that training. Why haven't we? Let me turn that around and ask you, "What kind of training will be of benefit to you? What do YOU want and need? Unless you tell us, we will not know. And if we do not know, we will not develop a class or training program to fit that need. Are you sitting back waiting for us to come to you? Well, here we are. We are asking. The new Board of Directors is about to meet and decide what they should present to you, the membership, in the next twelve months so your value to your company or entity increases. Will they develop the right program? If they have to guess your needs, then probably they will not guess correctly and you will say "They never have sessions on anything I want." BUT if you will contact them and tell them – kind of like I did, above – then your knowledge will increase, your value will have been improved, and you will be in a better position for that promotion - or to keep from being downsized.

You can contact any Board member and pass on your educational and training needs. If you can't remember your Board members names, just go to ISMNV.com, and you will find them all listed. Or, just contact me, Bob Ashby, C.P.M., CPCM, at [ashbybob@embarqmail.com](mailto:ashbybob@embarqmail.com)



## *Annual Business Opportunity Day 2009*

*Don't miss this opportunity to meet with purchasing professionals,  
make sales calls, and expand your business opportunity*

**UNDER ONE ROOF, ALL IN ONE DAY!**

### **Business owners, this is your chance!**

Tables will be available for you to display your products, brochures, and other information. Purchasing representatives from **Clark County, City of Las Vegas, LV Valley Water District, NV Energy, Southwest Gas, CSN, City of North Las Vegas, University of Nevada, LV Convention and Visitors Authority, CC Water Reclamation District, McCarran International Airport**, and other governmental and private agencies will be on hand to visit and learn about your availability and capabilities. They will bring their list of procurements, including construction projects and professional services, names and phone numbers of the contact person(s).

**Your invitation to exhibit at the  
Clark County**

***ANNUAL BUSINESS OPPORTUNITY DAY 2009***  
**is here!**

**PLUS**, together with **Clark County Purchasing/Business Development, NV MicroEnterprise, SCORE, SBA, Procurement Outreach Program, NV Business Development Center**, and other resource agencies will be on hand to provide business counseling on how to take your business to the next level.

**Only \$35 to Exhibit**

**Location:** Pearson Community Center  
1625 W. Carey Ave.  
North Las Vegas, NV 89032

**Date:** Thursday, September 17, 2009

**Time:** 9:00 a.m. – 2:30 p.m.

[Complete Registration Form](#)

Presented by

Clark County Purchasing/Business Development, NV Procurement Outreach Program, Wells Fargo Bank, NV Microenterprise Initiative, and Nevada Small Business Development Center.

For further information, please call Nita Lopez at (702) 455-3138 or (702) 455-4432.

**I S M - Nevada, Inc. – Capitol Area**

The next regular meeting of I S M - Nevada, Inc. Capitol Area Thursday, October 22, 2009 at 7:00 a.m. in conjunction with the ISM Satellite Seminar...**"Navigating the Numbers: A Supply Manager's Guide to Defining and Applying Economic and Financial Concepts."** The Satellite Seminar runs from 7:00 a.m. to 11:30 a.m. with a 1/2 hour break between 9:00 and 9:30 a.m. during which our brief business meeting will be held.

The Satellite Seminar will be hosted by:

*The Washoe County School District, Purchasing Department  
Old Brown School (now the Brown Instructional Center)  
at the corner of South Virginia Street (U.S. 395 south) and  
Mt. Rose Highway (NV 341). Approach from Old South Virginia Street.*

Attendance is worth four (4) CPSM; C.P.M. & A.P.P. recertification hours.

See you there!

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Are You Ready to “GO GREEN”?



The 2<sup>nd</sup> Diversity Business Summit and Trade Show—Going Green is ready to kick off. The one day event is scheduled for Friday, October 16, 2009 from 8:00 a.m. – 4:00 p.m. at the Gold Coast Hotel Conference Center. The conference will be full of bid information, speakers and a trade show that revolve around thinking and being Green. The event will begin with a breakfast along with workshops on variety of green topics such as getting LEED certified; renewable energy and conservation programs;

how going green can increase your bottom line and more; this will be followed by a Corporate appreciation luncheon and conclude in the afternoon with a trade show of vendors from all over the country.

For additional Information contact: NvMSDC at 894-4477.

# Scholarship Opportunities

## Purpose

To support education, training, professional certification and professional development of the members of ISM-NV.

### Scholarship Award Criteria:

Scholarships will be awarded to the applicant best meeting the criteria outlined below. The criteria are listed in order of precedence. In case of ties, the award will be made to the earliest received application.

1. Must be an active member in good standing with ISM-Nevada and submit a complete and accurate application prior to the deadline. Chair may extend any deadline if necessary.
2. Attend more than half of the ISM-Nevada affiliate activities in the prior 12 months or since becoming a member, whichever period is shorter.
3. Serve as an active member of a committee.
4. Be an active volunteer or participant in ISM-Nevada activities, programs and/or events.

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October 14 - 16 ["Fundamentals of Purchasing: The Building Block of World-Class Professionalism"](#)

November 5 - 6 ["Contracting for Purchasing and Supply Management: Beyond the Basics"](#)

January 25 - 27 ["Power Negotiations: Unlock Your Powers of Influence and Persuasion"](#)

The above seminars are all being held in Las Vegas, NV. Scholarship Opportunities for ISM National Seminars require the recipient to act as Onsite Coordinators. Your duties as the Onsite Coordinator will be to check in all attendees, distribute materials, help the instructor as requested and be there to do anything else that needs to be done. For this you get to attend the seminar free of charge (Lodging, transportation not included). You will need to be there for the full day(s), so be sure to get your management's approval to attend before applying.