



# NAPSM Buy *Liner*

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

November 2005

## Upcoming Events

### November

8 – Las Vegas Area Meeting  
"Principles of Time Power"

14-15 - ISM Seminar, "[Capital Equipment Purchasing](#)", Las Vegas, NV

19 – C.P.M. Review Course Module 4  
Las Vegas Area

### December

3 – C.P.M. Review Course Module 4  
Reno Area

8-9 – ISM Seminar, "[Legal Considerations of Software Licensing](#)". Las Vegas, NV

Check out the details for all events at:

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

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.*

## PREZ SEZ

By [Chris Prather, C.P.M.](#)

I hope everyone remembered to turn back their clocks this past weekend. From a traffic perspective on Monday, either everyone on the roadways was late or ridiculously on time. Isn't change great? Speaking of change, as promised, the results for the survey are in and are currently under review. I hope that everyone had an opportunity to complete the survey and let his or her thoughts/opinions be heard. As soon as the review is complete we will post the results of the survey for all to see.

Next, we have two things for everyone coming up in the near future. One, the next dinner meeting has been scheduled and we look forward to seeing you there. Come join us for a great educational and networking experience. Second, is to test your competitive spirit. Are you creative? As you know time is growing near for the 2006 ISM Conference in Minnesota, then the 2007 ISM Conference in Las Vegas. We are looking for creative ideas as we search for the 2007 Conference Logo and tag line. Please visit [www.napsn.org](http://www.napsn.org) for more information. A \$100.00 certificate to be used on any seminar sponsored by NAPSM and a one-year free membership will be awarded to the individual who submits the winning logo and tag line. Is it you?

Please assist us in serving you. We are committed, and here to serve our NAPSM customers! If you have any questions, comments, concerns or suggestions, give us a call.

Chris "P"

As always, if you have any comments or ideas, please feel free to give me a call at 455-8547 or e-mail at [ChrisP@co.clark.nv.us](mailto:ChrisP@co.clark.nv.us)



LOGO AND TAG LINE COMPETITION

2007

ISM INTERNATIONAL CONFERENCE IS COMING TO LAS VEGAS!!!!



institute for supply management



This is an exciting endeavor for NAPSM to host this prestigious conference!

DO YOU HAVE A COMPETITIVE SPIRIT? DON'T MISS OUT! WE NEED YOUR CREATIVITY!

Prepare and submit a logo and tag line for the 2007 ISM INTERNATIONAL CONFERENCE. (For reference some of the previous conference logos, used by ISM, are included on the bottom of this flyer.)

WHAT IS IN IT FOR YOU?

A \$100.00 certificate to be used on any seminar sponsored by NAPSM

And

a one-year free membership will be awarded to the individual who submits the winning logo and tag line.

DEADLINE FOR SUBMITTAL: November 21, 2005

SUBMIT TO: Yoli Jones, C.P.M.
Las Vegas Conference Chair
Clark County Purchasing Manager
P.O. Box 551217
Las Vegas, Nevada 89155-1217
Or e-mail: yolandaj@co.clark.nv.us

Any logos and tag lines submitted become the property of NAPSM and ISM. The winning logo and tag line will be used in all literature used to market the 2007 ISM INTERNATIONAL CONFERENCE.



< 2005



< 2003



< 2004

## Membership Note...

Hello Members!

Another month has passed and we are at the end of our membership drive. Now the challenge begins for everyone to get together and support our new members as well as re-engage our existing members. We can do this in many ways: attend meetings, participate in seminars, network with members, assist members with challenges, continue to recruit members, and many other innovative ways to support each other that each and every one of us can develop and implement!

We are a membership organization and want to assist each other to grow and develop in our profession. Let me start with one idea that everyone is eligible for and that is: the NAPSM scholarships that will provide you with a free ISM seminar experience in return for assisting with the seminar as the local host. You can find this information on the NAPSM.org web site under the scholarship link. You all have ideas that can contribute to this goal, so send them to us at [rsacchitti@yahoo.com](mailto:rsacchitti@yahoo.com) or [monte.rider@newmont.com](mailto:monte.rider@newmont.com) and add MEMBER IDEAS to the subject line. Thanks in advance for your time and attention and we hope to see you soon at one of our events!

Renetta M. Scacchitti

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## 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!**



### The New Mailing Address for NAPSM is:

9894 Oriole Crest Court  
Las Vegas, NV 89117  
Phone: (702) 255-4327

### FREE ONLINE ISM COURSES:

"Ethics: A Behavioral Awareness Tool"  
#3954 – 1 CEH\*

"Price Analysis, Cost Analysis, or Total Cost of Ownership: Determining the Best Approach"-  
#3921 – 1 CEH\*

\*Continuing Education Hour

Sign up at the ISM web site  
[www.ism-knowledgecenter.ws](http://www.ism-knowledgecenter.ws)

### 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 December newsletter  
are due November 28, 2005

The **ABC's** of my **C.P.M.** By Pami Lange

**Accreditation** = What the business world sees as a foundation for higher function

**Brain multiplication** = Better memory, Left/Right brain increased function

**Calculation** = \$ Expended vs. Rate of Return

Going by the above-mentioned definitions, the idea of obtaining my C.P.M. intrigued me. Here I was, a 50+ woman, looking at her life and thinking, "If I was going for some kind of validation of my varied working experience of more than 39 years, just what would it be?" I've waited on tables, watered trees, been a physical therapy technician, construction company owner, and countless other needed service oriented employments.

While pondering, researching, and attempting to pursue a course of action that would give me the credibility and educational requirements befitting a person with my background, I spoke with my supervisor, Carol Poindexter, who guided me to the ISM and NAPSM websites. I found what I was looking for. I could see it would require a lot of (well see the following!):

**Commitment** - to pledge oneself to a particular course

**Perseverance** - steady persistence in a course of action, a purpose, a state, etc., especially in spite of difficulties, obstacles, or discouragement.

**Memory** - processing and combining of received information, creation of a permanent record of the encoded information, calling back the stored information in response to some cue for use in some process or activity, (how about those tests?).

The alphabet is a funny thing, as you look through it, I came up with a few final thoughts.

**Awesome** – the feeling you have when you complete and pass the testing process.

**Bug-eyed** - what you are after all the reading, reading and more reading you do!

**Course** – invaluable information you obtain from the instructor, study materials, articles, fellow professionals and other class team-mates.

**Confidence** – to face the Business/Procurement world in a more professional manner.

**Power** – or rather empowered with up to date processes, best practices, theories, and technologies.

**Money** – within 2 months after receiving my certification, I received a promotion, which recoups the money expended for the course/class materials coupled with the refund money which NAPSM gives after passing each course in less than six months. Within 1 year, I will be making 14% more in salary, not a bad return! Check with your banks and brokers for the present rates.

**CONGRADULATIONS**  
**NEWLY ACCREDITED**

**Pamela A. Lange, C.P.M.**



Satellite Seminar scheduled for October 26, 2005, "Tools for Negotiation Success" has been re-scheduled due to technical difficulties. Notification of new date and time will be posted as soon as the new materials arrive.

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

Next meeting will be NEXT YEAR,

**Wednesday, January 25, 2006.**  
**There will be NO MEETINGS in**  
**November or December...so...**

**"Happy Thanksgiving!"**

**"Merry Christmas!"**

**"Happy New Year!"**

**See you next year!**

## Las Vegas Area Meeting

### "Principles of Time Power"

Magoo's Bar and Grill  
2585 E Flamingo RD  
Las Vegas, NV 89121

**November 8, 2005**  
**5:30 p.m. to 7:30 p.m.**  
\$20.00 advance registration  
([RSVP on-line today](#))  
\$25.00 night of event

**Carol Diaz** is from Los Angeles, CA and has 20 years with ACCO Brands, represented Day Timer for 10 years.

#### **Principles of Time Power:**

\*Understand the three principles of Time management and their effect and influence on your time \*Gain an awareness of the conditions that control events, recognizing those you can and cannot control \*Know how to enhance congruity in your life by appropriately controlling and adapting to events \*Learn a method of prioritizing to make more effective choices \*Know how to use a system to plan and organize your day for increased productivity

Presenter sponsored by:



and Susan Slane