

Upcoming Events

November 2007

6-9 – ProcureCon 2007: “The Comprehensive Strategic Sourcing & Procurement Event – Las Vegas Area

7-9 – ISM Seminar, “Power Negotiations: Unlock Your Powers of Influence and Persuasion” Las Vegas Area

9 - Seminar - "Back to Basics: For the new Buyer and the Seasoned Veteran" Las Vegas Area

28-29 – NAPSM/NIGP Seminar, “Contract Administration” Reno Area

29-30 – ISM Seminar, “Performance-based Statements of Work (SOWs): Maximize Supplier Performance” Las Vegas Area

December 2007

3-4 – ISM Seminar, “Contract Writing Basics: What All the Ts and Cs Mean” Las Vegas Area

Check out the details for all events at:

www.napsm.org

www.napsm.org

www.napsm.org

President's Corner

By **Jim Haining, C.P.M. A.P.P.**

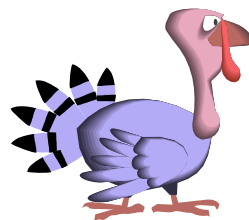
As we move into fall, we at NAPSM are busy planning seminars and meetings. We are also moving forward with our name change application to ISM-Nevada, Inc. with ISM. Our application is scheduled to be voted on at the December meeting of the ISM Board of Directors.

We have 2 great seminars in November. "Back to Basics" on November 9th in Las Vegas, and "Contract Administration" on November 28-30th in Reno. Please register early.

We are not planning on any meetings during November or December, but we may have a Holiday Social in Las Vegas. We will let you know.

Have a happy and safe Holiday Season. Take some time from work to enjoy life with your family and friends. Life is too short to make work your first priority!

Jim Haining, C.P.M., A.P.P.
President & Executive Director



Think Service
Think Value
Think NAPSM

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

Reminder:

N.A.P.S.M. - Capitol Area *will not* be meeting during November or December, 2007

Happy Holidays!!!

Next Regular Meeting:

Wednesday, January 16, 2008 - 7:00 a.m. (Breakfast)
Gold 'N Silver Inn
790 W. Fourth Street
Reno, Nevada 89503

PROGRAM: "A Financial Look Ahead for 2008."
Robert "Bob" Piechocki
Financial Advisor
Wachovia Securities
Reno, Nevada

EDUCATIONAL OPPORTUNITY:

CONTRACTS ADMINISTRATION SEMINAR

November 28 to 30, 2007 (Wednesday through Friday)
Washoe County School District
Regional Technical Institute
380 Edison Way Front Conference Room, South
Entrance
Reno, Nevada 89502

INSTRUCTOR:

Mrs. Norma J. Hall, CPPO; CPPB; C.P.M.
Procurement Manager II
State of South Carolina
Office of Materials Management
Columbia, South Carolina 29201

24 Hrs. toward A.P.P. / C.P.M. Re-Certification or 2.25 CEU Units

\$ 575.00 members (NIGP Members only)
\$ 750.00 non-members
Register on-line at N.A.P.S.M. website

Mission

The Nevada Association of Purchasing and Supply Management will lead supply management professionals in Nevada and other states through certification, education, leadership development and networking.

NAPSM C.P.M.:

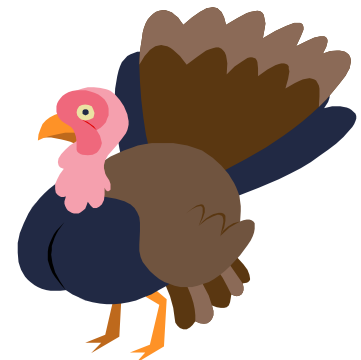
RSVP on-line at
www.napasm.org

Instructors:

Robert C. Ashby,
C.P.M., CPCM
Tim Matanane, C.P.M.

Articles for the November
newsletter
due November 27, 2007

Carol Poindexter
(Las Vegas Area)
cpoindexter@interact.ccsd.net



Membership Notes...

Welcome to the exciting world of the NAPSM. Right now, more changes are taking place in the areas of supply management, supply chain management, supply network management, buyer/supplier alliances, and virtual corporations than ever before.

Our membership base is growing! We are now up to 320 members. We only need another 25 members to surpass last year's total and meet our goal of qualifying for the Affiliate Excellence Award. If you know of a company or the name of someone that should be contacted or has interest in a membership, please let us know.

As you know, our affiliate's entire purpose is to lead supply management professionals in Nevada and other states through certification, education, leadership development and networking.

With your help we can not only lead our profession, but we can help it grow too.

To find out even more of what we have to offer, or if you have any questions about our affiliate, please contact me at 775-778-2014 or E-mail monte.rider@newmont.com

Thank you,
Monte Rider
Director – Membership



Contact Information Updates

If you have moved, changed jobs, changed your email or any other contact information, please update it today! Go to the www.napsm.org and click on "Address Update Form". This will insure that you always receive your monthly "Inside Supply Management" magazine from ISM and informational email blast from NAPSM

MEMBER TYPE
October 29, 2007

320 Members

Building a Powerful Profession: One Member at a time.

Regular	276
Dual	3
Student	25
Lifetime	8
Academic	6
Other (Exec Dir)	8
Total	320

CERTIFICATIONS

C.P.M.'s	78	24.38%
A.P.P.'s	29	9.06%

REGIONAL DISTRIBUTION OF MEMBERS

South Members	178
NW Members	76
NE Members	61
Other Members	5
Total	320

C.P.M. Alert!!

If you are not aware of it, you should be. The C.P.M. certification is going away and a new certification, the CPSM, is going to take its place. Both certifications have their own merits and just as the C.P.M. certification is recognized and revered within our industry, soon the CPSM will be received with even greater reverence! However there are a few requirement differences and clearly understanding them may prompt you into action for your C.P.M. rather than waiting to obtain your CPSM certification. Listed below are the requirements for each certification

What are the requirements for the C.P.M.?

All candidates need to pass Modules 1, 2, 3, and 4 of the C.P.M. Exam (scores are valid for five years).

Applicants for C.P.M. certification must also (a) have five years of full-time professional (non-clerical, non-support) supply management experience, OR (b) have a four-year degree from an accredited institution AND three years of full-time professional supply management experience.

What are the criteria for the CPSM qualification?

- 5 years full-time, professional supply management experience
- 4 year degree from an regionally accredited college or university
- Pass 3 Exams **OR** if you are a C.P.M. in good standing, pass the Bridge Exam

Another advantage to obtaining your C.P.M. now is that it will prepare you for the CPSM.

Time is of the essence. As it is been stated many times in our newsletter a goal is a dream with a deadline and unfortunately the C.P.M. certification life is coming to end – so it is time for you to set a date for obtaining your C.P.M.

The last day to register for the C.P.M. Exams is December 31, 2008. The last day the C.P.M. Exams are available is December 31, 2009. **As stated earlier, time is of the essence. The deadlines are determined, now how about that goal?**



RSVP on-line at www.napsm.org

Instructors:

Robert C. Ashby, C.P.M., CPCM

Tim Matanane, C.P.M

Seminars and Educational Programs:

“Back to Basics: For the New Buyer and the Seasoned Veteran”

November 9, 2007

Our world, as well as our work environment, is becoming increasingly more complex and more complicated, seemingly almost on a daily basis. New technological advancements, new management theories and practices, “new and improved” products and services, all compete for our attention and require our learning new processes and procedures to accomplish our work and even our leisure activities.

Therefore, our tendency is to continue to learn the new processes and procedures, change our ways of doing things and adapt to the new. This is good and enables us to continue to be useful and productive employees. However, every once-in-a-while it is good to look back to our “roots” and review the very basics of our profession. This can be likened to an electrical appliance that does not work. It is tempting to take the appliance apart and attempt to find out what is “wrong” with it. However, prior to disassembling the appliance (a complex task), it is wise to check the wall power outlet and be sure that electricity is flowing to the appliance (basic). How will the functions and responsibilities change as the next decade unfolds? What will the purchasing professional face both at their own firm and those of their suppliers? Will new skills be required and if so what will they be? What basic skills are still needed for all purchasing professionals?

Location: Brady Industries, 7055 S. Lindell, Las Vegas, NV 89118
(South of I-215 between Decatur and Jones)

Time: 8:00 pm – 5:00 pm

Fee: **NAPSM Members:** **\$150** (early registration by October 31st)
 NAPSM Members: **\$175** (registration after October 31st)
 Non Members: **\$200** (Fee includes Seminar, Materials, Box Lunch)

Power Negotiations: Unlock Your Powers of Influence and Persuasion

November 7 - 9, 2007

Becoming an effective negotiator begins with understanding the negotiation process and how to conduct a successful negotiation. Learn a step-by-step process for preparing, planning and conducting a successful negotiation. In addition to exercises and real-world examples, this seminar provides an opportunity to practice what you've learned through developing a negotiation strategy and conducting an actual negotiation. A group debriefing following the negotiation clarifies learning points.

Performance-Based Statements of Work (SOWs): Maximize Supplier Performance

November 29 - 30, 2007

This application-based course provides both strategic and practical insight into the preparation of effective performance-based statements of work (SOWs). This highly interactive program discusses specific tools and techniques and explores typical mistakes. Gain hands-on experience in writing effective performance-based specifications using actual case studies. Case debriefings and recapping lessons learned as well as Q&A sessions provide a platform to address matters specific to developing performance-based SOWs for your organization.

“Contract Administration”

Sponsored by: NAPSM & NIGP 3-Day Seminar – Reno Area

November 28-30, 2007

This class provides a framework for examining contract administration by focusing on essential elements of the discipline. It also provides the participant with a focused look at key considerations related to important contract terms and conditions that must be enforced during contract administration. The intent is for the student to develop a strong understanding of the complexities of contract administration and recognize the importance of planning, monitoring, and proactive insight into and oversight of contract performance. This class provides a comprehensive overview of the contract administration process within the public sector along with illustrations of the various methods available. Determining the appropriate contract administration method, preparing a relevant plan, participating in the process, evaluating the success of the contract and evaluation procedures will all be addressed.

Location: Washoe County School District, Regional Technical Institute, 380 Edison Way, Reno, NV Front Conference Room, South Entrance

When: November 28-30, 2007 (3 days)

Time: 8:00 pm – 5:00 pm

Fee: \$575 - NIGP National Members
\$750 – NAPSM Members and Non-Members

“ProcureCon 2007”

November 6-9, 2007

ProcureCon provides you with the expert speakers, up-to-the-minute information and numerous networking receptions that you've come to expect. PLUS! This year's conference boasts an expanded agenda, a new speaker faculty and a brand new venue!

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Register online at www.napsm.org

Scholarship Opportunity

--- "Scacchitti, Renetta" rscacchitti@nevp.com

Please visit our website for a list of scholarship opportunities.

Remember: Deadline for applications is 2 weeks prior to the seminar!