

# Buy *Liner*

## Upcoming Events

### November 2009

5-6 – ISM National Seminar,  
“Contracting for Purchasing and  
Supply Management: Beyond the  
Basics” Las Vegas

17 - No-Cost Webinar –  
“E-Sourcing 2.0”

18 -- Board Meeting, Las Vegas

### December 2009

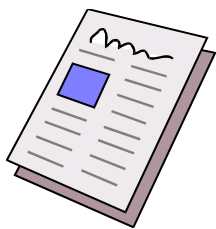
9– Case Studies – Las Vegas

12 –Christmas Party – Las Vegas

### January 2010

7– Joint Meeting with NCMA – Las  
Vegas

13 – Board Meeting, Las Vegas



Articles for the December  
newsletter due on Friday,  
November 27<sup>th</sup>

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.

Anyone who missed the October 21 Breakfast Meeting at the Omelet House missed a GREAT presentation by Sharon Hauht, CPSM, C.P.M. on "Price Indexing for More Effective and Efficient Contract Administration". If you want the best prices on your contracts from day one, or are confused by price indexes and which one to use, go to the ISM-NV website for the presentation. The meeting was well attended which speaks to the need for presentations such as this in the future. As an aside, the ISM-NV Christmas party will be at Sharon's home on December 12 (details are on our web site).

Best wishes for a great Thanksgiving holiday!

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

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

I S M - Nevada, Inc. Capitol Area will not meet again until after the New Year...

The next meeting will be on Thursday, January 21, 2010 at the Gold 'N Silver Inn, 790 W Fourth Street, Reno, Nevada 89502. The meeting will be a breakfast meeting (order off the menu if you'd like) at 7:00 a.m. Our guest speaker will be Mr. Brice Bohlander, AAMS, a Financial Advisor with Edward Jones...Mr. Bohlander's topic will be

**"A Financial Look Ahead into 2010".**

Attendance at this meeting will be worth one (1) Educational Hour toward your CPSM; C.P.M.; A.P.P. recertification.

Please have a happy and safe holiday season, and we'll see you again next year...See you then and there!

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**Satellite Seminar Update**

**By: Carol Ellenbecker, Satellite Chair**

We had a very good turnout for the October Satellite Seminar.

Attendees were:

Kristin Blake-Smith, Carol Ellenbecker, Stephanie Givens, Bramby Tollen and Ranson Terrell, Clark County School Dist.

Ann Whitehead and JJ McCain, LVVWD

Wayne Wedlow, Clark County Parks & Rec.

Cindy White, City of Las Vegas



**Next Seminar will be in February 2010 check out our website at: [ISMNV.com](http://ISMNV.com)**



**C.P.M.  
A.P.P.  
Renewal**

**Stephanie Givens,  
C.P.M., A.P.P.,  
Clark County  
School District**

**CPSM**

**Michael Brown,  
CPSM, C.P.M.  
Hewlett Packard CO.**

**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.*



## Mike Burdett

### - Not Shy but Retiring

Mike Burdett's career with Washoe County spans two centuries but to look at him you would only think it was one. (Life can be hard on a purchasing agent). All kidding aside, Mike has been with the Washoe County Purchasing Department since November 1999 and will be retiring on October 30, 2009. Kinda nice to retire on Nevada Day, then get to make every day, Nevada Day.

Mike started his career in purchasing with the Marine Corps from 1966 to 1970. In the Corps he received extensive training in all phases of procurement, inventory control and logistics. Upon his honorable discharge, he went to work in the "oil patch" of Texas during the 1970s "oil boom." Mike worked 18 years in various oilfield related manufacturing and equipment businesses in Texas prior to moving to Nevada in 1988.

In 1992, Mike was hired as a Buyer by the State of Nevada Purchasing Division. Due to his extensive knowledge and background, Mike was quickly promoted to Senior Buyer, with purchasing responsibilities as diverse as heavy equipment, police supplies, and technology purchases. Mike left the State of Nevada in November 1999 to come to work for the Washoe County Purchasing Department as a buyer assigned to the Washoe County Sheriff's Office. Over the years he has continued to be responsible for the purchasing of a diverse array of products and services for the Washoe County Sheriff's Office and many other departments

around the County including the Sierra Fire Protection District.

According to John Balentine, retired Washoe County Purchasing and Contracts Administrator, "Mike has a superior knowledge of the purchasing and supply management field that proves invaluable to the Washoe County Purchasing Department on a daily basis."

Other folks around the State must have had a similar opinion of Mike as he was recognized as the Nevada Purchasing and Supply Professional of the Year in 2008. This award is given out annually by the Institute of Supply Management (ISM) Nevada in recognition of outstanding professionalism in the field of purchasing and supply management.

When Mike is not on the job buying things for the County, he enjoys hunting and fishing, and working with the youth of our community through his involvement with the Boy Scouts of America. Mike received the Silver Beaver Award from the Boy Scouts of America in 2008. Established in 1931, the Silver Beaver Award is presented for distinguished service to young people within a BSA local council.

Despite an active lifestyle, Mike underwent three-way heart bi-pass surgery just this past May and his recovery has been remarkable. By July he was back on the job part time and returned to full time work the first of September.

Feeling as good as new, or as he says, about as well as one can expect for 63 years on the planet, Mike is looking forward to facing the new challenges of having more time to do whatever she pleases. (pun intended). Mike has been married to his wife Marla over 40 years and together they have 4 children [2 daughters/2 sons] and eight grandchildren [5 boys/3 girls].

For the future, Mike says that he is just "Grateful to be alive and physically able to travel or whatever." Please join all of us in Purchasing in congratulating Mike Burdett on his exemplary career with Washoe County and on his upcoming retirement. We all will be wishing him the best of luck in his travels or "whatever" he decides to do. An open house will be held for Mike on Wednesday, October 28th in the Central Conference Room between 12:00 noon and 2:00 p.m. so feel free to drop in and give Mike a cheery fare-ye-well.



## Complete All C.P.M. Exams by December 31, 2009

Keep yourself on schedule to complete all your C.P.M. Exams — including retakes — before the deadline on December 31, 2009. Make sure to leave time in case you need to retake an Exam Module. Don't risk getting caught in the year-end rush as seating is limited and will fill up.

Test candidates have found that scheduling their C.P.M. Exams helped them maintain a focus on studying to "just get it done" and avoid procrastinating. They have also found that studying with a partner helps maintain focus on the end goal: becoming a C.P.M.

Don't miss this opportunity to earn a globally recognized credential that boosts your competitive edge in today's tough job market. [Schedule your C.P.M. Exams now.](#)

For questions about the C.P.M. program, call ISM Customer Service at 800/888-6276, or e-mail [certification@ism.ws](mailto:certification@ism.ws).

## Low-Cost Ways to Earn CEHs

**Need to earn Continuing Education Hours (CEHs)? Short on funds to pay for training? Don't despair. ISM has several low-cost options to keep your CPSM<sup>®</sup>, C.P.M. or A.P.P. certification current. Some are even *free*.**

- The **ISM Knowledge Center** has two **FREE** online courses — [Price Analysis, Cost Analysis or Total Cost of Ownership \(#3921\)](#) and [Ethics: A Behavioral Awareness Tool \(#3954\)](#). Register at [www.ism-knowledgecenter.ws](http://www.ism-knowledgecenter.ws).
- ISM presents **FREE Web seminars** throughout the year on trends that affect supply management. You can participate from anywhere in the world and earn one CEH each time you attend. Register in the Seminars section of the ISM Web site.
- Attend your **ISM Affiliate meetings**. Most meetings are \$50 or less and usually you receive at least one CEH each time you attend.
- Did you take or teach any business-related training through your employer?
- Did you take any personal career development courses such as Effective Communication or Microsoft Excel?
- Was your article published in a supply management-related magazine or journal?
- Did you attend or present at one of ISM's conferences or seminars? Did you attend or present at other industry-related conferences or seminars?

For details on CEH qualification, visit the ISM Web site in the Professional Credentials section or e-mail [certification@ism.ws](mailto:certification@ism.ws).

## **No-Cost Webinar November 17: E-Sourcing 2.0 is Here!**

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**Date:** Tuesday, November, 17, 2009

**Time:** 2 p.m. EST / 11 a.m. PST

**Cost:** Free

**Length:** 60 minutes

**Hosts:** ISM and Zycus

In the past few years, supply management leaders have recognized the benefits of strategic sourcing — a cornerstone of which has been e-sourcing technology. As complexity in business has not stopped evolving, the same is true of the technology that helps manage that complexity. From TCO modeling, to multi-parameter analysis, to in-built supplier-buyer collaboration tools, e-sourcing advancements have evolved to help companies drive greater savings and user adoption through superior intelligence and innovative application of cutting-edge technology.

Our expert panel will discuss how leveraging these advanced sourcing technologies can improve your bottom line. You will learn:

- The evolution of your technology roadmap
- How to increase your ROI and contribution to your organization's margin
- About recent advances in e-sourcing technology
- How to implement rapid and mass-user adoption.

### **Featured Speakers:**

- **Bikash Mohanty**  
Senior Product Marketing Manager  
Zycus Inc.
- **D. Steven Wade**  
Director of Benchmarking Research  
CAPS Research

### **Moderator:**

- **Terri Tracey, CAE**  
Vice President, Technology and Publications  
Institute for Supply Management™

Attendance of the live session of this Web Seminar qualifies for one CEH credit at ISM.



Three companies, one job:  
Working for a sustainable Nevada  
**LVVWD • SNWA • SPRINGS PRESERVE**

**Partnership prompts success**

To develop a successful Supplier Diversity Program, focus on fostering partnerships and creating a rapport among suppliers, top managers and those key people who initiate purchases, suggests Las Vegas Valley Water District Senior Purchasing Analyst Teresa Collins. She shares her insight to program success through these key elements:

***Get to know the suppliers***

We invite diverse businesses in our community onsite to meet our staff and learn about our organization's needs. We educate our potential suppliers and set clear expectations for quality, service, competitiveness and delivery. In return, we've established a diverse resource of businesses

***Communicate and promote the benefits***

Answering the simple question "What's in it for me?" shows our managers and staff the value in supporting the program:

- Diverse suppliers can provide innovation and flexibility
- Additional resources help safeguard our supply chain for critical materials.

Partnering with our community members supports our organization's core values and mission of serving our customers responsibly.

In addition, we directly deliver this message by attending department staff meetings; we post program information on our intranet and communication to our employee public through the weekly newsletter. A group of Supplier Diversity Ambassadors representing various departments also supports the program and serves as a direct resource for assistance and information.

***Make access simple***

We encourage our staff to utilize our diverse suppliers and provide a variety of methods for connecting those who initiate purchases to our suppliers.

- Online searchable supplier database
- Research and sourcing assistance from purchasing agents
- Referrals and suggestions from Supplier Diversity Ambassadors

***Provide feedback***

Tracking our activities helps us measure and report the success of the program as well as gauge the performance and success of the suppliers who do business with us. Various reports are shared with all levels of management. We encourage staff to tell us about their experiences with suppliers. We share the feedback with our suppliers to further develop and enhance the relationships with our organization.