



NAPSM Buy *Liner*

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

December 2004

Upcoming Events December

17-Las Vegas Area Holiday
Networking party

January

24-26 ISM "Power Negotiations:
Unlock Your Powers of
Influence and Persuasion

26 – Capital Area Luncheon
Meeting " Economic Outlook
for 2005"

28 – Skills for the Purchasing/
Supply Management
Professional

February

15 – Las Vegas Dinner Meeting

23 – Capital Area Luncheon

24-25 ISM Contract Writing

Check out the details for
all events at:

www.napsm.org

www.napsm.org

www.napsm.org

Think Service
Think Value
Think NAPSM

PREZ SEZ by Yolanda C. Jones, C.P.M.

You are probably asking yourself as well where did this year go!

It is the time of the season where we can all count our blessings and reflect on our accomplishments, both personal and professional. We are blessed that we live in this wonderful country where we have the freedom that many other countries do not have. Here are some thoughts and ideas to reflect on as the Holiday Season approaches.

First and foremost, remember to keep all our soldiers in your prayers. Do you have any friends or relatives that are currently serving in Iraq? This would be an excellent opportunity to obtain their addresses and send them a care package or simple card telling that they are being thought of and have not been forgotten. Just imagine the smile on their faces. Also don't forget that we have friends and NAPSM members working overseas and they would appreciate receiving a card or two.

How about doing something for your community? As you well know, there are so many families in need in our valley. Please consider donating to the food banks or as you are doing your shopping how about picking up a toy or two or clothing for the Angel Tree and/or any other charity.

We as members need to take the opportunity and freedom we enjoy to network this Holiday Season! The NAPSM Holiday/Networking Party will be held on Friday, December 17th at 6:30 p.m., at Carol and Rick Fletcher's home. A special thank you to Carol and Rick for opening their home to NAPSM!

We encourage all of you to bring with you a couple of canned goods or non-perishable items to the party, which we will deliver to a charity on behalf of NAPSM. *How about encouraging your fellow co-workers to bring canned goods or non-perishable items to you to take to party, if they are not able to attend.*

Wishing you all a Merry Christmas and Happy New Year!

Yoli

As always, if you have any comments or ideas, please feel free to give me a call at 455.4427 or e-mail at yolandaj@co.clark.nv.us.

Las Vegas Area Holiday/Networking Party 2004

WHEN: Friday, December 17, 2004 beginning at 6:30 P.M. - ?

WHERE: Carol & Rick Fletcher's Home
3913 Aspencrest Drive
Las Vegas, NV 89108
Ph: 656-1334

Bring your holiday cheer, a dish for pot-luck and plan on having fun networking with all of the NAPSM members! Also bring canned goods or other non-perishable food for donation to charity.

Please RSVP by December 10th at www.napsm.org

SCHOLARSHIP OPPORTUNITIES! !

POWER NEGOTIATIONS: UNLOCK YOUR POWERS OF INFLUENCE AND PERSUASION 3 day seminar (21 c.e.u.s) scheduled for JANUARY 24-26, 2005 from 8:00 a.m. to 5:00 p.m.

CONTRACT WRITING BASICS: WHAT ALL THE Ts AND Cs MEAN is a 2 day seminar (14 c.e.u.s) scheduled for FEBRUARY 24-25, 2005 from 8:30 a.m.-4:30 p.m.

You'll find the Scholarship Application available on-line at www.napsm.org under Scholarship. Just fill out the application online. Remember: Deadline for applications is 2 weeks prior to the seminar!



Got News?

Would you like to contribute to the newsletter?
Are you doing something unique in your job and would like to share with members?
Is there something you would like to see in the newsletter?

Contact

Cynthia McGee

CMcGee@sppc.com

Carol Poindexter

cpoindexter@interact.ccsd.net

It's That



Again

NAPSM has recently finished our C.P.M. study sessions and we had some fantastic individuals that were really dedicated to achieving their C.P.M. designation. Look for new C.P.M.'s in the upcoming newsletters!

We are ready to begin the process again! Make the ultimate commitment and block your calendar to attend the C.P.M. study sessions. What is the worst thing to happen you obtain your C.P.M. and improve your value and marketability!

So how do I participate?

Simply send an e-mail to Kimberly.Lukasiak@swgas.com and say..."I want to be a C.P.M." Provide your name, contact phone number, and if Wednesday or Thursday night is better for you.

What is required?

- Your commitment!
- Your dedication!
- Studying!
- Your Participation and Input in the Study Session!
- NAPSM membership is recommended!
- You will need to attend 6 study sessions per module, 24 sessions in total. (Wednesday or Thursday nights 5:30 p.m. - 7:30 p.m.)
- There is a \$50 fee per module study session, \$100 fee per module study session for non-NAPSM members.
- Purchase ISM's C.P.M. Study Guide 7th edition
- Purchase ISM's C.P.M. Volume 1 & 2 Diagnostic Kits
- Purchase World Class Supply Management, The Key to Supply Chain Management, 7th Edition, by Dobler, Burt & Starling

What do I need to do?

- Make a commitment! The ultimate commitment... Your time
- Be a member of NAPSM, If you are not an NAPSM member go to <https://www.ism.ws/secure/membership/applyonline.cfm?affiliateID=25&Renew=No>
- Purchase materials for the C.P.M. study sessions at <http://www.ism.ws/shopping/SearchProducts.cfm>
- Attend all of the C.P.M. study session for each module (24 in total)
- Take the 4 ISM C.P.M. Module Tests
- Study, Study, Study... And Study
- Did I mention that you need to make a commitment of your time to study???

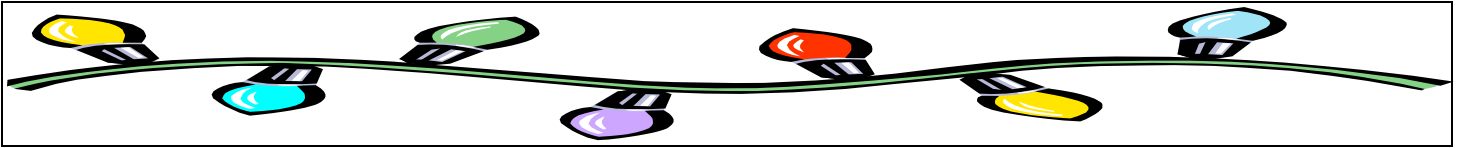
When do the classes begin?

January

For more information go to the [NAPSM.org](http://www.napsm.org) website C.P.M. class information.

Where is the study session location?

We need to find a location... any volunteers????



The holiday season is here and it's time to celebrate with our family and friends. There's so much to do and not enough time to accomplish it all. We are all bombarded with the commercial aspect of the season: from Christmas shopping to decorations to carolers.

Stress runs high as we try to accomplish everything at work and still find time to spend at home. Instead of worrying about what we still have to do, we all need to take the time and relax and reflect on our accomplishments this year. After we have listed our successes, then we can start setting goals for next year:

- What have you done to improve the value of your organization or life situation?
- What can you do to impact your physical, emotional, personal or financial wellness?
- Is there something NAPSM can do to assist you with these goals?
- Is there something you can do with your NAPSM membership to accomplish these goals?
- Join a committee?
- Attend a meeting and network with your peers?
- Submit ideas to improve the organization?
- Participate in a training class or seminar?
- Renew your membership?
- Contact a fellow member and discuss your strategies?
- Discuss the opportunities of membership with a co-worker?
- Recruit a member?
- Invite a co-worker or your supervisor to an NAPSM meeting?
- Let your supervisor know the advantages of membership?
- Obtain your C.P.M.!

Give yourself a gift this year and challenge the organization and membership (yourself) to improve its benefits by participating more in the activities that interest you. If there are other benefits or services we can provide, let us know about them.

Every organization exists for its membership. Your suggestions and input will help us tailor our programs to meet your needs and attain your goals. Think again about what you have accomplished and set one goal that relates to NAPSM and let us know what we or you can do to attain this goal.

Happy Holidays!!
Renetta Scacchitti
Membership Activities Chair



**Achievement of Excellence in Procurement®
9th Annual Award**

In 1995, the **National Purchasing Institute (NPI)** founded the Achievement of Excellence in Procurement (AEP) award program. The AEP is awarded annually to those organizations that demonstrate excellence by obtaining a minimum score on a rating of benchmark criteria. The program is designed to measure innovation, e-procurement, professional development, productivity, and leadership attributes of the procurement organizations.

The program was created by the National Purchasing Institute to:

1. Recognize organizational excellence in public and no-profit procurement,
2. Encourage development of excellence,
3. Provide benchmarks for continued excellence, and
4. Increase awareness of public procurement as a profession.

The ninth annual "Achievement of Excellence in Procurement" awards were presented on October 18th in Los Angeles, California at the NPI conference.

NAPSM congratulates our own members for achieving excellence in procurement.

- Craig Rowley, C.P.M. and staff, Las Vegas Convention & Visitors Authority**
- Bramby Tollen, C.P.M. and staff, Clark County School District**
- John Balentine, C.P.M. and staff, Washoe County**
- Linda McKeand, C.P.M. and staff, Washoe County School District**
- Frank Rothwell, C.P.M. and staff, City of Sparks**

This should be a challenge to all of us in public procurement to obtain the achievement of excellence in procurement award in 2005.

The "Achievement of Excellence in Procurement" awards for 2004 were earned by the following jurisdictions:

- Alameda County Water District**
Gerald D. Bretag, C.P.M., Purchasing Officer
- Allegheny County**
Thomas Youngs, Jr., CPPO, C.P.M., Chief Purchasing Officer
- Arizona State**
John O. Adler, CPPO, State Procurement Administrator
- Broward County**
Glenn R. Cummings, Purchasing Director
- Bucks County**
Bill Lyle, C.P.M., Purchasing Director
- Cal Poly State University**
Matthew Roberts, Director, Contract & Procurement
- California State University**
Pat Dayneko, Director, Contract Services & Procurement
- California State University Long Beach**
Charles W. Hughes, Director of Procurement

- Central Contra Costa Sanitary District**
Diane Wagner, Purchasing & Materials Manager
- Charlotte County**
Kimberly A. Corbett, C.P.M., CPPB, Director of Purchasing
- Charlotte-Mecklenburg**
John Trunk, C.P.M., Procurement Services Director
- City of Allen**
Herbert Miller, Jr., CPPO, Purchasing Manager
- City of Alpharetta**
Aaron Bovos, Director of Finance
- City of Anaheim**
Carole A. Ayuso, C.P.M., Purchasing Agent
- City of Arlington**
Debra K. Carrejo, CPPB, Purchasing Manager
- City of Aurora**
John Hilton, Director, Internal Services

City of Bryan

Roger D. Dempsey, A.P.P., Purchasing Manager

City of Chula Vista

John P. Coggins, C.P.M., Purchasing Agent

City of College Station

Cheryl K. Turney, C.P.M., Purchasing Manager

City of Costa Mesa

Cynthia West, CPPB, Purchasing Supervisor

City of Denton

Tom D. Shaw, Purchasing Agent

City of Edmonton

Gerald Goodall, Director, Materials Management Division

City of Garland

Carol Cooper, C.P.M., Director, Material Management

City of Grand Prairie

Marty Davis, Purchasing Manager

City of Lancaster

Brenda Gamlowski, Buyer

City of Lewisville

Amy Feille, Purchasing Agent

City of Livermore

Robert P. Federle, C.P.M., Purchasing Assistant

City of Lompoc

Ray Amber, Purchasing & Materials Manager

City of Los Angeles Department of Water and Power

Albert A. Stephens, Director, Supply Chain Management

City of Mesquite

Michele Brand, Manager, Purchasing & Telecommunications

City of Miramar

Carlos A. Vilches, CPCM, CPPO, C.P.M., Manager

City of Mountain View

Jim Williamson, Administrative Services Manager

City of Naperville

Michael E. Bevis, CPPO, C.P.M., Purchasing Manager

City of Orange

Glenn Kaye, C.P.M., Purchasing Officer

City of Orlando

Jon Mead, C.P.M., Director of Purchasing

City of Peoria

Herman Koebergen, Materials Manager

City of Plano

Mike Ryan, Purchasing Manager

City of Port Saint Lucie

Cheryl Shanaberger, CPPO, Deputy Director

City of Portland

Sue Klobertanz, Director, Bureau of Purchases

City of Punta Gorda

Mary M. Howe, CPPO, CPPB, Procurement Manager

City of Richardson

Pam Kirkland, CPPO, CPPB, Purchasing Manager

City of Richmond

Sundra Johnson, Director, Procurement Services

City of Rochester Hills

Jean A. Farris, CPPB, Supervisor of Procurement

City of San Antonio

Janie B. Cantu, C.P.M., Director, Purchasing & General

City of San Buenaventura

Dan Marran, C.P.M., Purchasing Manager

City of San Diego

Walter Rossmann, Purchasing Agent

City of San Jose

John Alden, Purchasing Division Manager

City of Scottsdale

Monroe C. Warren, Purchasing Director

City of Sparks

Frank D. Rothwell, C.P.M., Purchasing/Contracts Manager

City of Sunnyvale

Elaine Wesely, Purchasing Officer

City of Temple

Amy M. Olson, CPPB, Director of Purchasing

City of Troy

Jeanette Bennett, Purchasing Director

City of Tucson

Wayne A. Casper, C.P.M., Procurement Director

City of University Park

Christine Green, C.P.M., Purchasing Agent

City of Wichita

Melinda A. Walker, Purchasing Manager

City of Yuba City

Jack Smith, General Services Manager

Clark County School District

Bramby Tollen, Director, Purchasing and Warehousing

Collin County

Franklin Ybardo, Purchasing Agent

Contra Costa Water District

Douglas Anderson, Purchasing Officer

County of Dutchess

Donald C. Miller, MBA, CPPB, CPPO, Director, Division of Central Services

County of Los Angeles ISD

Joe Sandoval, Division Manager, Purchasing

County of Placer

David Seward, C.P.M., Purchasing Manager

County of Riverside

Jennifer M. Sims, C.P.M., Procurement Contracts

County of Sacramento

Brian Chin, Purchasing Agent

County of San Bernardino

Aurelio De La Torre, Purchasing Director

County of San Diego

Winston F. McColl, Director, Department of Purchasing & Contracting

County of Santa Clara

Jenti Vandertuig, Director of Procurement

County of Ventura

Rosa Cenicerros, Procurement Services Manager

County of Volusia

Cheryl L. Olson, C.P.M., CPM, Director, Purchasing &

Dallas-Fort Worth International Airport

John Wesley White, Vice President, Procurement & Materials Management

Denton County

Beth Fleming, C.P.M., A.P.P., Director of Purchasing

Detroit Metropolitan Wayne County Airport
Renee A. Marsh, , Director of Purchasing

District of Columbia Water & Sewer Authority
Roger L. Ball, Procurement/Material Management

East Bay Municipal Utility District
Paul R. Ghery, Manager of Purchasing

Escambia County
Joe F. Pillitary, Jr., CPPO, CPPB, Purchasing Manager

Fulton County
Jerome Noble, Director of Purchasing

Fulton County Schools
Wilma A. Gibbs-Matthews, Director of Purchasing

Georgia Institute of Technology
Judy Whitfield, C.P.M., Associate Director, Procurement

Georgia Technology Authority
Mike McClearn, Director, Acquisition Management Office

Gwinnett County
Debra B. Green, CPPB, CPPO, Purchasing Director

Inland Empire Utilities Agency
Cameron B. Langner, Manager of Contracts

Irvine Ranch Water District
Patricia Broadway, Purchasing Manager

Lansing Community College
Rebecca G. Beard, Director, Purchasing & Materials

Las Vegas Convention & Visitors Authority
Craig A. Rowley, C.P.M., Director, Matls Mgmt

Lewisville Independent School District
Rick Coulter, CTSBO, Executive Director, Purchasing

Los Angeles County Metropolitan Transportation Authority
Lonnie Mitchell, Executive Officer, Procurement & Material Management

Loudoun County
Tina M. Borger, Purchasing Agent/Manager

Miami-Dade County
Theodore G. Lucas, CPPO, Procurement Director

Montgomery County
Carolyn Hooper, Assistant Purchasing Agent

Muskegon County
Lynn Zatalokin, Purchasing Manager

Norfolk Public Schools
Christopher P. Steele, C.P.M., CMA, Senior Director, Purchases & Supply Department

Orange County
Johnny M. Richardson, CPPO, CACM, Manager, Purchasing & Contracts Division

Orange County Sanitation District
Chris Maher, Senior Buyer

Osceola County
Rey A. Palma, Director, Procurement Services

Pinellas County Schools
Mark Lindemann, Director, Purchasing

Polk Community College
Wendy Geltch, C.P.M., CPPO, Purchasing Agent/Risk

Portland Public Schools
Darin Matthews, CPPO, C.P.M., Director. Procurement

Princeton University
Brian E. Rounsavill, CPM, APP, Associate Director,

Rockwood School District
Stephen G. Wester, C.P.M., Purchasing Coordinator

Saddleback Valley Unified School District
Roy B. Baker, III, C.P.M., Purchasing Manager

St. Johns River Water Management District
Patrick Sherbak, Director, Division of Procurement

Salt Lake County
Richard L. Chamberlain, C.P.M., Division Director

San Jose State University
Don Kassing, Vice President, Administration & Finance

Seminole County
Ray Hooper, C.P.M., Purchasing & Contracts Manager

South Florida Water Management District
Frank Hayden, Procurement Director

State of Florida
William R. Rothman, Chief Purchasing Officer

State of Georgia
Hugh Farley, State Purchasing Division Director

Tarrant County
Jack Beacham, C.P.M., A.P.P., Purchasing Agent

Town of Flower Mound
Melanie Harden, C.P.M., Director, Purchasing & General

University of Cincinnati
Thomas B. Guerin, , Associate Vice President, Purchasing & Materials Management Services

University of West Florida
David O'Brien, C.P.M., Procurement & Contracts

Washoe County
John L. Balentine, C.P.M., CPP, Purchasing & Contracts Administrator

Washoe County School District
Linda McKeand, C.P.M., Purchasing Supervisor

Williamson County
Robert E. Space, Purchasing Director

At the annual conference, a beautiful trophy was presented to each recipient in attendance. The award ceremony occurred during the opening session.

The next edition of the "Public Purchasing Review" will contain information about the application and criteria necessary to achieve the Excellence in Procurement award for 2005. Also, the application for the 10th annual award is available on the Web at NPI's home page. The awards for the 10th annual AEP program will be presented on November 14, 2005, at NPI's 37th annual conference at Disney's Coronado Springs Resort in Orlando, Florida.

*by Wayne A. Casper, C.P.M.,
Achievement of Excellence in Procurement Committee Chair*