

Season's Greetings

Merry Christmas Happy Hanukkah

Feliz Navidad*

Happy Holidays

Warmest Wishes for the Holiday Season

Peace

You're Invited

NAPSM Holiday Party

December 9, 2006

Time: 6:00 PM to????
Place: 6456 Amanda Michelle Lane, North Las Vegas (Cross streets: Centennial/I-215 and Losee)
Telephone: Home 233-3267 Cell: 806-7466

Theme: Candles (If you would like to participate in the exchange a gift please bring something related to candles, between \$1.00 and \$5.00.)

Food: Simple, finger foods/deserts and light beverages (alcoholic and non-alcoholic will be available). You are invited to bring something, but it is not required.

RSVP on line by December 1, 2006

Upcoming Events

December 2006

9 – NAPSM Holiday Party – Las Vegas Area

11 – 12 ISM Seminar: "[Contract Writing For Purchasing and Supply Management: Beyond the Basics](#)" - Las Vegas Area

13 - NAPSM Board Meeting Las Vegas Area

January 2007

13- C.P.M. Module 3 Review – Las Vegas Area

16- Plant Tour – Nevada Power's Clark Station Power Plant - Las Vegas Area

February 2007

8- Satellite Seminar - "[Critical Business Skills for Effective Supply Chain Leaders](#)" Capital Area

10- C.P.M. Module 4 Review – Las Vegas Area

22- NCMA Joint Meeting – Las Vegas Area

24- C.P.M. Module 1 Review – Capital Area

28- Satellite Seminar - "[Critical Business Skills for Effective Supply Chain Leaders](#)" Las Vegas Area

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 Chris Prather, C.P.M.

NIGP Announces Cooperative Partnership With NAPSM

The National Institute of Governmental Purchasing, Inc. (NIGP) and the Nevada Association of Purchasing and Supply Management (NAPSM) have entered into a formal, collaborative agreement that benefits the respective association members while influencing and promoting the value and recognition of the public procurement profession.

Through this cooperative agreement, NAPSM is able to offer NIGP's educational programs to a previously underserved community of public procurement professionals. In addition, NAPSM offers its members national membership with NIGP providing full access to all of its educational and member benefits. According to Chris Prather, C.P.M, President of NAPSM, "*We are truly excited about the educational opportunities and look forward to the successes this ground breaking partnership has to offer to the affiliates/charters and their members.*"

NIGP looks forward to serving the needs of Nevada's public procurement professionals. The insights and experience gained from this community can be shared by NIGP with the North American and international audiences it serves. NIGP welcomes NAPSM members and the opportunity to support their professional development, preparation for certification and day-to-day operational needs.

Rick Grimm, NIGP's Chief Executive Officer concludes, "*this collaborative network allows us the opportunity to explore additional areas of cooperation and strengthen our commitment to develop, support and promote the public procurement community.*"

Chris "p"

As always, if you have any comments or ideas, please feel free to give me a call at 455-8547, e-mail at ChrisP@clark.nv.us or visit the website at www.napsm.org.



Membership Note...

Renetta M. Scacchitti

Hello to all from [NAPSM Education!](#)

We would like to thank and recognize our members and others who have expressed interest in assisting with our education committee. They are: Bob Ashby, Dorris Burnett, Robert Buschow, Dianne Collins, Carol Fletcher, Valerie Harper, Regina Heilman-Ryan, Lucille Henderson, John Huddle, Elizabeth Jones, Yolanda Jones, Eugene Kimbleton, Michael McCracken, Willie Randolph and Don Woods.

We will be setting up an organizational meeting soon to discuss ideas and suggestions for educational opportunities for our members. Please contact one of the above if you have any comments or recommendations on the programs, seminars and presentation topics that you would like to see next year. Thanks and Happy Holidays to everyone!

ROBERT C. ASHBY EXCELLENCE IN PURCHASING AWARD

Who, if anyone, will receive the Robert C. Ashby, Excellence in Purchasing Award for 2007? While the criteria is strict, reflecting a career long dedication to the Purchasing Profession, as well as contributions to our local N.A.P.S.M. association, there are, no doubt, deserving individuals associated with N.A.P.S.M. The application is on the N.A.P.S.M. website at www.napsm.org. Please review the application at your convenience, and think about who you know that might qualify for this most prestigious award. You may nominate on-line, or you may download the application and submit it by fax or U.S. Mail to N.A.P.S.M.

The winner (if there is one) will be announced at the Annual N.A.P.S.M. Suppliers Dinner, on Wednesday, March 14, 2007 during "Supply Management Month". Please check out the application on the N.A.P.S.M. website, and nominate a deserving individual for the "Robert C. Ashby Excellence in Purchasing Award" for 2007.

Contract Writing for Purchasing and Supply Management: Beyond the Basics

December 11 - 12, 2006
Las Vegas, NV

Overview

When writing contracts, one size does not fit all. Oftentimes supply management professionals face specific situations that require customized contracts in order to be effective. This seminar will enhance your foundation of contract knowledge and enable you to construct more effective agreements in a variety of situations. This course includes numerous contracts, clauses and their use. Emphasis is placed on variation in clauses as they relate to various situations and needs. Certain key contracting situations will be included such as services, software issues, construction and electronic commerce. The course also addresses contracts from a global perspective and deals with international considerations.

Got News?

Contact

Carol Poindexter
(Las Vegas Area)

cpoindexter@interact.ccsd.net

Note: Articles for the January newsletter are due

December 21, 2006

N.A.P.S.M. - CAPITOL AREA

Hopefully all of you have been informed that N.A.P.S.M. - Capitol Area will not have any meetings during November and December holiday season. We will resume meeting on Wednesday, January 17, 2007 at 7:00 a.m. for breakfast at the Gold 'N' Silver Inn, 790 West Fourth Street, Reno, Nevada (West Fourth Street near Keystone Avenue). Our guest speaker will be the ever popular, Robert "Bob" Piechocki from Wachovia Financial. His topic is "The Economic Outlook for 2007".

Please note the new meeting date, time and place! We'll be looking forward to seeing you on January 17th, for breakfast, at the Gold 'N' Silver Inn.
See you then.



The Future of Supply Management
Continuity of Supply

2007 ISM Conference - In Las Vegas May 6-9, 2007

To volunteer go to the NAPSMM website <http://www.napsm.org/> and click on [Volunteer Application for ISM's International Conference 2007 in Las Vegas.](#)

Being selected as a volunteer allows you to attend the conference, activities, and meals on the day(s) you volunteer. (It does *not* include airfare, taxi/transportation, or hotel room.)

VOLUNTEER APPLICATION for 2007 ISM CONFERENCE
IT'S HAPPENING IN LAS VEGAS!
May 6-9, 2007

Register on Line Today!

www.napsm.org

C.P.M. NEWS

ISM Announces New Supply Management Qualification, i.e., By 2008 The C.P.M. Will No Longer Be Issued

Did you notice ISM's (Institute for Supply Management's) recently issued media release: "The Institute for Supply Management (ISM) continues to lead supply management by developing a new professional qualification that will be relevant internationally and reflect the expanded education, skills and experience needed to be a successful supply management professional. ISM's Board of Directors recently approved the recommendation by the ISM Certification Committee that ISM develop a new professional qualification that recognizes those expanded competencies. The ISM Board directed that the program be available in 2008." They then direct the reader to a link in their website.

Does that mean that it is ISM's intent to replace the C.P.M. with some other certification? YES. It is being replaced by the CPSM (Certified Professional Supply Manager). As for the test criteria for this new certification, ISM says that "The new qualification will address the realities of supply management, workplace complexities including globalization, greater use of technology, and expanded competencies that supply management professionals employ to drive value in their organizations." What does that mean and/or imply? We don't know. And the reason we don't know is because ISM is still developing the new CPSM certification, the qualifications necessary to obtain it, the subjects the testing candidate will be questioned on, etc. But read again what they said and it is clear that they want to emphasize:

- "the realities of supply management" (read that to mean that they want those certified to know ALL about Supply Chain Management, not just Purchasing)
- "workplace complexities including globalization" (read that to mean that they want those certified to know about International Supply Chain Management issues, not just Domestic Purchasing issues)
- "greater use of technology" (read that to mean that they want those certified to know about more complex Computerization issues and how computerization affects all elements of the Supply Chain)
- "and expanded competencies that supply management professionals employ to drive value in their organizations." (Read that, again, to mean that they want those certified to know ALL about Supply Chain Management, not just Purchasing, and how we interact with all of the other departments in the Supply Chain, Operations, Finance, Marketing, etc.)

Why is ISM making this change? The foremost conclusion of the research study they conducted was that there were pronounced changes in our field and that those changes "demand (that) the new professional qualification must reflect higher skill levels across the entire spectrum of supply management". Based on that research study, ISM's Certification Committee recommended the proposed change to the ISM Board and the Board agreed.

What does this mean to those in NAPSMs? We don't know everything yet. No one does. We will pass on what we learn as we learn it. However, we can summarize a little right now:

- * No testing for the C.P.M. will be conducted after December 31, 2008.
- * Those with a C.P.M. will be able to continue to recertify.
- * No one will automatically be given a CPSM; everyone will have to test for it.
- * The CPSM will emphasize International Supply Chain Management issues, not just Domestic Purchasing issues
- * A candidate for the new certification must have at least a Bachelors degree
- * To pass the test(s) candidates will have to have "higher levels of competencies than previous designations"

Should you try to obtain your C.P.M. now or should you wait until 2008 and test on the new requirements? We strongly recommend that those who recognize the need for a professional certification immediately start working toward obtaining their C.P.M. Those who have taken the C.P.M. Exam Review Workshops offered by NAPSM have had excellent passing rates when they take the exams. That's because our instructor, Bob Ashby, C.P.M., CPCM, has figured out what and how to study in order to pass the exam.

But in 2008 there will be no history to go back to to figure out what and how to study. And, remember, those without a Bachelors Degree won't even be able to test. Test now or in 2008? We strongly recommend that you immediately start working toward obtaining your C.P.M. A good place to start is by attending the C.P.M. Review Workshops already scheduled in both Las Vegas and Reno. (See your Buy Liner for details.)

ISM has promised additional details on assessment criteria, exam content and other processes early next year. We will monitor them and as we obtain more information we will pass it on. If you have specific questions, direct them to Bob Ashby at ashbybob@sbcglobal.net and he will find the answers for you.

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!

Mission

The purpose of Nevada Association of Purchasing and Supply Management is to educate, develop and advance the purchasing and supply management profession.