

# National Association Purchasing Management – Southern Nevada, Inc.

## BUYLINER

NOVEMBER 2000

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### November Luncheon Meeting

#### **"Counterfeit Products"**

by Roger Moerman, Executive Director,  
ManTech Security Technologies Corporation

**Tuesday, November 21, 2000, 11:30 am**

**Location: Gold Coast Hotel and Casino, 4000 W. Flamingo Rd, Las Vegas**

The cost for members is \$20 for an advance reservation. Guests and members without an RSVP are \$25. "No shows" will be billed.

**Please RSVP by Friday, November 17, 2000 at 12 noon**

**Call 702.225.4205 or [www.napmsn.org](http://www.napmsn.org) (include name(s) and phone #)**

11:15 am	<b>Registration</b>
11:30 am	<b>Lunch</b>
12:00 noon	<b>Speaker - Roger Moerman, Counterfeit Products</b>
1:00 pm	<b>Go back to work</b>

During the presentation you will be given the opportunity to physically examine, parts and materials and determine if the item is good, defective, or a potential counterfeit item. You will leave the monthly NAPM meeting with an increased awareness of the counterfeit issue, how it can affect you at work and at home.

There is a growing issue and concern across all aspects of industry with counterfeiting of materials and parts. The International AntiCounterfeiting Coalition (IACC) reports that counterfeiting has grown from a \$20 Billion a year industry in 1994 to a \$200 billion a year industry in 1999 in the United States.

Agencies within the State of Nevada are being affected by receipt of substandard and defective materials and parts. These defective or substandard parts are the result of the inadequate manufacturing process controls, quality control process of raw materials, controls during the manufacturing of the parts, inadequate documentation, and quality assurance failures resulting in non-compliance with required industry standards and codes. However, the most serious concern is the counterfeiting of parts, assemblies, and the falsification of documentation. These counterfeit parts are finding their way into the system and installed during new construction, upgrades of existing buildings and day-to-day maintenance of facilities and equipment. This can result in catastrophic failure. Additionally counterfeit materials and parts are also being installed in electronic equipment maintaining critical infrastructure, vital records and information, other electronic components, construction materials in facilities and replacement for maintenance.

Premature failure of critical parts and devices, within the government and industry, have resulted in catastrophic accidents, disruption of service, liability, public safety concerns, lost revenue, high maintenance costs, and the lack of public confidence in the governments and many industries ability to control their systems. The increasing number and instances of defective or substandard parts is an early indication of a growing concern within industry worldwide pertaining to defective parts and counterfeiting of materials and parts. The counterfeit industry has targeted not only the market for replacement parts and materials of all types, but also materials and parts used in the construction of facilities and other types of equipment used in the day-to-day operation of business.

**Speaker:**

**Roger Moerman**, Executive Director, ManTech Security Technologies Corporation (MSTC), a subsidiary of ManTech International Corporation. ManTech Security Technologies Corporation is a technology management and integration firm that provides cost-effective services and technical solutions to a wide-range of defense, federal, state, and local government agencies, and commercial clients. MSTC is an industry leader in education, training, and awareness on risk exposure to fraud detection, counterfeit materials, parts and services. Roger has over 30 years of management and technical experience in commercial and government industry. The past seven years he has been involved in the area of fraud and counterfeit detection, with a focus on the physical hardware components used in construction and facilities operation.

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**Prez Says** by **Jim Haining, C.P.M., A.P.P.**

**M**ike Gifford and I attended the District 1 Council Meeting in Los Angeles recently. There are many new changes in NAPM that you should know about. In May, the entire governance structure of NAPM is changing due to the vote this past spring. The District structure is going away and the affiliates will have direct contact with the National office. As a result of this, the position of Director for National Affairs (DNA) is disappearing. You, the member, will have the opportunity to vote directly on national issues that come to the membership, unlike today where the DNA casts all votes for the affiliate.

One of the first issues you will get to vote on is the name change for the association. Yes, the national board of directors has voted to change the name to Institute for Supply Management. At first, I was skeptical, however, after reading the explanation and logic, I am supportive. The November issue of Purchasing Today will go into more detail on this issue. Each of you will have the opportunity to cast a vote for or against this issue in March 2001.

Since the District Council structure is disappearing, the 15 affiliates that comprise the current District 1 from Utah, California, Arizona and Nevada are proposing to develop a self funded group to continue networking and sharing affiliate issues, successes and failures. This will be a help to the local leadership in reaping fresh ideas and ways to keep the affiliate successful.

This month, we are having a luncheon meeting because of the approaching Holiday Season. We get busier in the evenings doing the holiday shopping, etc. We have a great speaker and topic this month and I promise to have the program finished at 1 pm sharp! I hope you are taking full advantage of your membership by attending the functions we sponsor. Let me know if the programs we are offering are what you want, because the affiliate is here to serve you, our members. Have a great month.

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**“WELCOME” TO NAPM-SN’S NEWEST MEMBERS....**

**Candy Choisser** - TRW

**Debra Coleman** – Regional Transportation Commission

**Judy Dyer** – Nye County

**Darleen Ghirardi** – Colorado Belle/Edgewater Hotel Casino

**Stephen Holsinger** – Nye County

**Timaree Koscik** – Nye County

**Linda Poling** – Regional Transportation Commission

**And our Newest “C.P.M.”**

**Alan Thomas, C.P.M.** – Nevada Power  
Original and Lifetime

## Satellite Seminar

### “Electronic Commerce, Electronic Business, and Collaborative Commerce”

**WHEN:** November 16, 2000

**WHERE:** **KL VX, Channel 10** (one block west of Eastern Ave., approximately  
**4210 Channel 10 Drive** one block south of Flamingo Road -actual cross  
**Las Vegas, NV 89119** street is Rochelle).

**TIME:** 7:00 a.m. PST

**COST:** \$20.00 per person

**RSVPs and ????'s to:** **Ransom Terrell**, Satellite Seminar Chair, (702) 799-5225 or  
[terrel@groupwise.ccsd.net](mailto:terrel@groupwise.ccsd.net)

Devising an E-business plan that supports your organization's activities and strategic direction is critical. Panelists from diverse companies will discuss how they:

- Assessed their organization's opportunities for E-business innovation
- Determined the best choices from among the options available
- Implemented their plans
- Established web-enabled collaborative supplier relationships
- Decided where to go from here and what their next projects will be

This program will be moderated and presented by Tom Slaight, Vice President of eProcurement, A.T. Kearney, Inc.

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## The “New and Improved” A.P.P./C.P.M. Exam

### Coming Soon to a Testing Center Near You

**Bob Ashby, C.P.M.**

The existing A.P.P./C.P.M. Class is a fantastic group. They have absolutely distinguished themselves as they finish up their studying and complete their trek toward certification as Accredited Purchasing Practitioners and/or as Certified Purchasing Managers. It is an understatement to say that it has not been easy! This over-achieving group has met two and sometimes three times a week. They have collectively, since August 28<sup>th</sup>, just 6 weeks ago as of my writing of this article on October 11<sup>th</sup>, passed 20 different exams. They have completed test preparations for passing Modules I and II and are in the process of preparing for the Module III exam. By the time of the November Dinner Meeting, they will have achieved the goal of taking and passing all four Modules. And they will have done it in the incredibly short time of Two Months and Three Weeks! They remembered that the difference between a “dream” and a “goal” was in setting a date to take the various tests. And they did it! This is unheard of! Now THAT is paying the price! THAT is determination. And THAT is setting a goal and staying with it no matter what the odds. THAT is understanding the value of becoming an A.P.P. or C.P.M.

**Congratulations Class!**

## A.P.P./C.P.M. – Difference between Today and 2001

What is in store for those who have procrastinated and still have one or more Modules to pass to get your Certification?  
Here is the difference between the current topics (by module) and the 2001 topics.

	<u>Current</u>	<u>2001</u>
<b>Module I</b>	<b>Purchasing &amp; Sourcing</b> Procurement Requests Preparation/Evaluation of Solicitations Supplier Analysis Negotiation Process Contract Execution, Implementation and Admin	<b>Purchasing Process</b> Identifying Requirements Preparation of Solicitations Supplier Analysis Contract Execution, Implementation and Admin.
<b>Module II</b>	<b>Management</b> Administrative Aspects of Purchasing Dept. Personnel Issues	<b>Supply Environment</b> Negotiations Information Technology Quality Issues Internal Relationships External Relationships
<b>Module III</b>	<b>Supply</b> Material Flow Inventory Management Ancillary Supply Functions	<b>Value Enhancement Strategies</b> Sourcing Analysis Supply & Inventory Mgmt. Value Enhancing Methods Forecasting and Strategies
<b>Module IV</b>	<b>Critical Issues in Supply Chain Management</b> Forecasting and Strategies External/Internal Relationships Computerization Environmental Issues	<b>Management</b> Management and Organization Human Resources Management

### Number Of Questions/Exam Time (in minutes):

	<u>Current</u>	<u>2001</u>
<b>Module I</b>	85/105	95/105
<b>Module II</b>	85/105	95/105
<b>Module III</b>	85/105	95/105
<b>Module IV</b>	85/105	120/130
<b>Study Guide:</b>	6 <sup>th</sup> Edition	7 <sup>th</sup> Edition

### Questions Test:

Recall, Comprehension, Application

Recall, Comprehension, Application

## Congratulations!

To the following C.P.M.'S and A.P.P.'S who once again earned the recognition as belonging to the NAPM affiliate with the highest percentage of certified Professionals!!

**Steven Anderson, C.P.M., A.P.P.** – Nevada Power  
**Robert Ashby, C.P.M.** – UNLV  
**Stephen Barlas, C.P.M.** – Nevada Power  
**Reid Barwick, C.P.M.** – Atlandia Design  
**Ron Brousseau, C.P.M., A.P.P.** – Mikohn Gaming Corp.  
**Robert Buschow, C.P.M.** – Southwest Gas  
**Robert Cameron, C.P.M., A.P.P.** – TRW  
**Lucille Carruthers, C.P.M.** – City of Las Vegas  
**Julian CdeBaca, C.P.M.** – Nevada Power  
**Dawnita Coleman, A.P.P.** – LVCCCLD  
**Dianne Collins, C.P.M.** – Clark County  
**Stan Colton, C.P.M.** – LVCCCLD  
**Bobbie Thorson-Davis, C.P.M.** – Oasis Camden  
**Carol Davis, C.P.M.** – Nevada Power  
**Joan Davis, C.P.M.** (Lifetime)  
**Victor Figueredo, C.P.M.** – Nevada Power  
**Robert Freeman, C.P.M.**  
**Hermann Friedmann, C.P.M.** – Nevada Power  
**Mike Gifford, C.P.M.** – Las Vegas Housing Authority  
**Jim Haining, C.P.M., A.P.P.** – Sprint  
**P.K. Hansen, C.P.M.**, City of Las Vegas  
**Valerie Harper, C.P.M.** , Insurance Superstore  
**Sharon Hauht, C.P.M.** – Clark County Purchasing  
**Regina Heilman-Ryan, C.P.M., A.P.P.** – Clark County  
**John Holland, C.P.M.** – CCSN  
**John Huddle, A.P.P.** – LVCCCLD  
**Mary Huff, C.P.M.**, - Las Vegas Valley Water District  
**William Jackson, C.P.M.** –Southwest Gas  
**Yolanda Jones, C.P.M.** – McCarran Int'l Airport  
**Charles Kelley, C.P.M.** – Nevada Power  
**Richard Lopez, C.P.M.** – Young Electric Sign Co.  
**Tammy Lowrie, C.P.M.** – Associated Pathologist Labs  
**Rich Malone, C.P.M.** – Southwest Gas

**Sharrie Mayden, C.P.M.** – UNLV  
**Michael McCracken, C.P.M.** – Nevada Power  
**Erica Metz, C.P.M.** – Nevada Power  
**Mark Misuraca, C.P.M., A.P.P.** – Raytheon  
**Thomas Naftal, C.P.M.** – THN Consulting  
**Barbara Neal, C.P.M.** – Clark County School District  
**Tina Noonan, C.P.M.** – Clark County Purchasing  
**Paul Nowakowski, C.P.M.** – UNLV  
**Ted Olivas, C.P.M., A.P.P.** – Clark County Purchasing  
**James Park, C.P.M.** – The Park Group  
**Candace Quella-Satek, C.P.M., A.P.P.** – Potlatch Corp.  
**Curtis Reinan, C.P.M.** – Nevada Power  
**Mark Robertson, C.P.M.** – Nevada Power  
**Frank Rosaschi, C.P.M.** (lifetime)  
**Frederick Rothwell, C.P.M.** – Nevada Power  
**Craig Rowley, C.P.M.** – LVCVA  
**Lynne Russell, C.P.M.**  
**Renetta Scacchitti, C.P.M., A.P.P.** – Nevada Power  
**Susan Scott, C.P.M.** – Nevada Power  
**John Sharps, C.P.M.** – Acres Gaming  
**Ralph Somers, C.P.M.** – (lifetime)  
**Keah Choon Tan, C.P.M., A.P.P.** – UNLV  
**Alan Thomas, C.P.M.** – Nevada Power  
**Stephen Thomas, C.P.M.** – Nevada Power  
**Bramby Tollen, C.P.M.** – Clark County School District  
**Barry Wasson, C.P.M.** – Nevada Power  
**Dale Wettencamp, C.P.M.** – Las Vegas Review Journal  
**Cynthia White, C.P.M., A.P.P.** – City of Las Vegas  
**Jeffrey Wilson, C.P.M.** – Nevada Power  
**Joel Wisner, C.P.M., Ph.D** – UNLV  
**Donald Woods, C.P.M., A.P.P.** – ICC