

## **NAPM – Southern Nevada, Inc.**

### **BUYLINER**

**SEPTEMBER 2000**

#### **Prez Says**

As many of you know, I am working on my MBA degree. It has been an interesting and demanding experience of keeping a balance with going to school, working full time, writing papers, doing homework, raising four teenagers, keeping my wife happy and of course, being involved in NAPM. My current course is Strategic Planning and my learning team has to complete a strategic plan of one of our companies or an organization for our final group project. I decided to be selfish with this class and I convinced them into working on a strategic plan for NAPM-Southern Nevada as our final project.

NAPM national has been encouraging each affiliate to work on a Strategic Plan for several years. Unfortunately, most affiliates never get around to putting one together. This class gives me the perfect opportunity to develop one for our affiliate. I hope to present it at the September Board of Directors meeting for their approval. It will be shared with all of you after board approval. I may even share it at a dinner meeting if I can ever not have class on Tuesday evening!

Congratulations to all of those passing their C.P.M. exams! It is great to see your success!

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

#### **DIRECTOR OF NATIONAL AFFAIRS**

#### **MONTHLY NEWS**

**Mike Gifford, C.P.M.**

Dear Fellow Members:

Even though it is still quite some time prior to the event, I am pleased to announce that next year our annual Supplier Opportunity Faire 2001 will be held on Wednesday, March 28<sup>th</sup>, again (due to the outstanding efforts of Carol Fletcher and Craig Rowley, C.P.M.) at the Cashman Center. Why am I making this announcement so far ahead of the event? Because we need your help to ensure that this is once again a great event.

To explain a little about this event, this is best described as a trade fair in reverse: instead of selling booths to suppliers and contractors as most trade fairs do, we have purchasing staff in booths and the suppliers and contractors make a small donation at the door (usually) and go from booth to booth and visit with the purchasing staff who are sitting in the booths. It is only fair that we give credit where credit is due—we “stole” this revolutionary concept about 8 years ago from our brothers and sisters at the Northern Nevada NAPM affiliate.

What do I need from you? Two things: First, I need your extra left-over business cards, especially those from firms that you have not done business with. These are so valuable to us because we will scan those cards into a spread sheet program (using a scanner that Susan Slane of Corporate Express was so generous to give us in trade for advertising services in our newsletter) that we will use to fax and/or e-mail notices of the trade fair. These types of firms have displayed an interest in doing business with the agencies/organizations that exhibit at our Faire, and they are prime candidates to attend. Second, will you and your staff please begin to mention the upcoming event to your suppliers. The more that we get the word out, the more successful this event will be, and those of you who have attended know that you are actually doing your suppliers (and anyone else who calls) a favor by telling them of this event.

Thanks so much for your help. Please don't hesitate to contact me (Telephone 386-2973; Fax 386-0475; E-Mail [gifford52@yahoo.com](mailto:gifford52@yahoo.com)) if you have any questions or concerns pertaining to anything I am involved in.

I look forward to seeing you at our next dinner meeting on Tuesday, September 19<sup>th</sup> at the National Golf Club!

## **SEPTEMBER DINNER MEETING**

### **“State of the Art, E-Procurement”**

Does your organization send out large numbers of bid invitations or requests for proposals each month? What percentage of these get returned? How much administrative time and cost is spent sending out these invitations? More importantly, is there a faster, more efficient way to issue bid documents?

September's dinner meeting speaker addresses the above and following topics.

Over 25 firms specialize in electronic services that help suppliers and customers exchange bid/proposal documents on 24 hour per day, 7 day per week basis. Some of these services require no additional software or hardware. No longer does your organization have to act as a clearinghouse to perform this service for your suppliers. Paperwork, copying, and administrative time is greatly reduced. Some firms offer or will be offering automated electronic/fax notification, electronic bid packet delivery, information sharing resources for purchasers, electronic vendor registration capabilities, hard copy delivery outsourcing and automated bid tabulation.

**SPEAKER – TOBIAS WARD, Account Executive, DemandStar.com, Inc.**

**Tuesday, September 19, 2000, 6:00 pm**

**Location: Las Vegas National Golf Club, 1911 E. Desert Inn Rd. (Between Maryland Pkwy and Eastern)**

The cost for members is \$20 for an advance reservation or \$25 at the door. Guests are \$25.

RSVP by Friday, September 15, 2000 at 12 noon

Call 702.225.4205 or email Reservations (include name(s) and phone #) email to:  
[james.h.haining@mail.sprint.com](mailto:james.h.haining@mail.sprint.com).

5:30 pm        Registration  
6:00 pm        Dinner  
6:45 pm        Program – “State of the Art , E-Procurement”, By Tobias Ward,  
Account Executive for DemandStar.com

**SEPTEMBER DINNER SPEAKER**  
**TOBIAS WARD, ACCOUNT EXECUTIVE FOR DEMANDSTAR.COM**

Tobias Ward is an Account Executive with DemandStar.com Inc. Toby makes his home in Portland, Oregon. His background is in small business. For several years prior to moving to Oregon he has made his living as a fly-fishing guide and instructor as well as managing a fly-fishing pro-shop and school in Estes Park, Colorado. After moving to Oregon and working for NEC America, Toby joined DemandStar.com. He covers a three-state region including Nevada, Oregon and Idaho.

DemandStar.com Inc. is a leading provider of procurement e-commerce solutions and operates an Internet-based marketplace uniting local customers with suppliers of goods and services. DemandStar enables customers to purchase goods and services more efficiently, and makes it easier for suppliers to do business with their customers. DemandStar, founded in 1997, is a publicly traded company (OTC BB:DMND) headquartered in Plantation, Florida. Although DemandStar specializes in dealing with local government customers, this presentation addresses emerging technologies that are offered by many firms in this same manner.

**Please join us for an exciting and informative evening!**

**[www.napmsn.org](http://www.napmsn.org)**

Now that we have the web site up and running, all of us our doing our best to keep it updated with current information, so that when any of our members need information it is only a few keystrokes away. If you haven't looked at the most recent updates, why not check it out now. It has current meeting information (usually posted by the first of the month), Information about NAPM, Membership, Communications, Employment Links and Officers.

Make sure we have your correct e-mail address, so you can be notified that the “Buyliner” is available at your earliest convenience!

**OMIGOSH!**

## **THE C.P.M. PARTY'S NOT OVER AFTER ALL!!**

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

Yes, our “Last A.P.P./C.P.M. Class of 2000” is over, was successful, and we now have even more persons who have qualified for the coveted designations of “Accredited Purchasing Practitioner (A.P.P.) and/or “Certified Purchasing Manager (C.P.M.). Whew, thank goodness. Now, Dr. Joel Wisner and I can sit back and take a break to the end of the year, right? WRONG!

A dedicated group of 11 new potential C.P.M.s contacted us and asked if we could do our C.P.M. Class just one more time before 1/1/00. The reason they want to finish before that date is because, as I have noted in the last few newsletters, the Exams will change drastically on that date. And, therefore, we will have no Sample Exams to show anyone. And since the Exams are changing so drastically, we will no longer have a Cross-Reference between the Study Guide and the Textbook. Yep, we will be at a loss to show anyone how to pass the Exams- -after 1/1/00. And that is why this group of dedicated professionals contacted us.

So, because we were asked by so many, Dr. Wisner and I will conduct these very aggressively scheduled Classes **twice a week** (and the graduates of the past Classes thought you had it rough- -Not!) through early December. THIS is what Professionalism is all about: paying the dues over and above and beyond the norm just so you can be one of the elite in your profession. Zounds! I think it is great. Dr. Wisner and I are really looking forward to this. We will introduce these over-achievers at the September Dinner Meeting. Come see what a spectacular group we have formed. And, yes, you will also be able to see some additional new A.P.P.s/C.P.M.s from the “Last A.P.P./C.P.M. Class of 2000”. As I have said before, their greatest reward is not in obtaining their A.P.P. and/or C.P.M., it is in proving to themselves that they were one of the elite in our profession.

For more info on the A.P.P. and/or the C.P.M., call Bob Ashby, C.P.M., CPCM at 895-3921 or e-mail him at [ashby@cmail.nevada.edu](mailto:ashby@cmail.nevada.edu)

### **CONGRATULATIONS TO NAPM-SOUTHERN NEVADA'S NEWEST C.P.M.'s & A.P.P.'s**

RONALD BROUSSEAU, C.P.M., A.P.P.  
Mikohn Gaming Corp.

MARK MISURACA, C.P.M., A.P.P.  
Raytheon

TINA NOONAN, C.P.M.  
Clark County

SUSAN SCOTT, C.P.M.  
Nevada Power

CANDACE QUELLA-STARK, C.P.M.  
Potlatch Corp.

### **NAPM SOUTHERN NEVADA'S NEWEST MEMBERS**

JENNY HOWELL, Sprint

KIMBERLY LUKASIAK, Southwest Gas

JANE DRUMMOND-FIORI, City Of Las Vegas

Please be sure to introduce yourself to them at the Dinner Meeting on September 19, 2000

### **SUPPLIER DEVELOPMENT RESOURCES SEPTEMBER, 2000**

Asian Chamber of Commerce (ACC)  
(Luncheon)  
DATE/TIME: Thursday, 9/28/2000  
11:30 a.m. - 1:00 p.m.  
LOCATION: Chin's Restaurant, Fashion Show Mall  
PRESIDENT: Robert Young  
TELEPHONE: 737-4300 FAX: 737-4343

Japan-American Society of Nevada  
(Luncheon)  
DATE/TIME: Tuesday, 9/26/2000, 11:30 a.m.-1:00 p.m.  
LOCATION: TBD  
EXECUTIVE DIRECTOR: Robert Shiro Fujioka  
TELEPHONE: 252-0277 FAX: 736-1162

Latin Chamber of Commerce (LCC)  
(Annual Banquet)  
DATE/TIME: Friday, 9/8/2000, 6:30 p.m.  
LOCATION: Luxor Hotel/Casino  
EXECUTIVE DIRECTOR: Otto Merida  
TELEPHONE: 385-7367 FAX: 385-2614

Urban Chamber of Commerce (UCC)  
(Luncheon)  
DATE/TIME: Friday, 9/29/2000, 11:30 a.m. - 1:00 p.m.  
LOCATION: Main Street Station Hotel/Casino  
OFFICE MANAGER: Shirl Lacy  
TELEPHONE: 648-6222 FAX: 648-6223

Business Watch Network (BWN)  
(Luncheon)  
DATE/TIME: Wednesday, 9/27/2000  
11:30 a.m. - 1:00 p.m.  
LOCATION: Palace Station  
EXECUTIVE DIRECTOR: Carolyn Grant  
TELEPHONE: 889-1673 FAX: 889-1674

Las Vegas Chamber of Commerce (LVCC)  
(Luncheon)  
DATE/TIME: Wednesday, 9/13/2000, 11:30 a.m.-1:00 p.m.  
LOCATION: Stardust Hotel/Casino  
TELEPHONE: 641-5822 FAX: 735-2011

Nevada Minority Purchasing Council (NMPC)  
(Luncheon)  
TENTATIVE DATE: Wednesday, 9/6/2000  
TIME: 11:30 a.m. - 1:00 p.m.  
TENTATIVE LOCATION: MGM Grand Conference Center  
EXECUTIVE DIRECTOR: Diane Fontes  
TELEPHONE: 894-4477 FAX: 894-9474

PLEASE NOTE: The above information was accurate at the time of printing, but may change without further notice. Please be sure to contact each organization for updated information.