

National Association Purchasing Management –  
Southern Nevada Inc



**BUYLINER**



April 2001

---

*Happy Easter*

---

**April 2001 Meeting - Luncheon**

**"Ways to Wire your Pcard" GE Financial &  
"U.S. Southwest Economic Forecast" Standard & Poors**

**Speakers:**

*John Stockinger, Product Manager, GE Capital Financial Inc., Utah*

*John Mothersole, Senior economist, Standard & Poors DRI staff, Washington D.C.*

**Friday, April 13, 2001, 11:30 am - 1:00 pm**

**Location:** Las Vegas Convention Center, 3150 Paradise Rd, Las Vegas, NV 89109

Rooms N255, N257, N259

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 Tuesday, April 10, 2000 at 12 noon**

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

11:00 - 11:30 am    **Registration, Networking**  
11:45 am            **Announcements & Lunch served**  
12 noon - 1:00 pm   **Speakers**  
1:00 pm              **Visit Exhibits**

It is NOT TOO LATE TO attend the  
**E-Commerce and Purchasing Conference.**

We want to see you there! See attached flyer.

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

April 2001

We just completed our 8<sup>th</sup> annual Supplier Opportunity Faire. It was a smashing success! We had approximately 60 exhibitors and approximately 1,000 attendees! Thank you Mike Gifford for your outstanding work as chair of this event. Thank you also to the several volunteers who helped at the front desk. Without their help, we would not have been able to handle the volume of attendees.

Ann Randall – Sprint

Jenny Howell – Sprint

Yoli Jones – McCarran Airport

Rachelle Tyler-Martin – McCarran Airport

James Santos – Friend of Mike Gifford

---

## Looking for Volunteers!

Now is the time to recruit volunteers to fill the 6 vacant Board of Director positions. These positions are for two years. (Half of the board's terms expire each year.) If you are interested in helping "your" organization and attending one board meeting per month and possibly serve as an officer or committee chair, please contact Jim Haining at 702-244-2261. We have a great group of people who are continuing this year to complete the 2<sup>nd</sup> year of their term and we need some more volunteers to help keep this organization stay on top.

---

## E-Commerce Conference

Greg Herlean, our Education chair, has put together an EXCELLENT mini-conference! We currently have a fantastic slate of speakers lined up for a VERY INEXPENSIVE professional development session. Each member recently received a flyer in the mail and we encourage you to attend. For more information about the conference, please see the information listed in elsewhere in this newsletter. The information can also be found on the website at [www.napmsn.org](http://www.napmsn.org).

---

---

## NEW Member

Ronica Spute, Nevada Power Co., Procurement Coordinator

## NEW C.P.M.'S

Teddi McCorkle, C.P.M., Las Vegas Valley Water District

Betty Jones, C.P.M., IT Corporation

## NEW A.P.P.

Tina Berardi, A.P.P., Southwest Gas

## C.P.M.'s Recertified

Paul Nowakowski, C.P.M., UNLV, (Lifetime recertification)

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

Cynthia White, C.P.M., A.P.P., City of Las Vegas

# Bob Ashby Says **THANKS!**

As many of you know, I have recently had a very positive and uplifting experience and I just need to let you share my good fortune. Yes, I am speaking of my experience in late October 2000 when I was diagnosed with a non-Hodgkins Lymphoma. Yep, that's cancer. Why do I consider it "positive and uplifting" and what "good fortune" am I talking about? Although I did not advertise that I had been diagnosed with cancer, this is not news that is kept under your hat. As a result of people passing the news on, I received chicken soup from Carole Fletcher and Dale Wetenkamp, I had Joan Davis and Jack Holland take time off to take me to and from my chemotherapy treatments, I had a tremendous number of phone calls from people (too numerous to mention) wanting to know how I was doing, I had many people volunteer to do my grocery shopping and chores, I had the blond and the brunette and the redhead (Kimberly Lukasiak, Tina Berardi and Telma Lopez) from Southwest Gas Co. take me out one evening, I had Sharrie Mayden and my office staff go above and beyond the call of duty to make sure I wasn't stressing from work-related duties, I had well over 50 of my NAPM-SN family visit and/or sign cards wishing me well, I received well over 100 e-mails from those who wanted me to know, more than anything, that I was surrounded by loving friends, I was given a GREAT video from an NAPM-SN Dinner Meeting night that honored me, I had- -well, you get the message. My NAPM-SN family has been the difference between this being a very positive experience versus being a very negative one.

I was- -and am- -absolutely overwhelmed. I went from being "concerned" (a euphemism for "scared") to actually "feeling" the cancer leaving my body. I am a strong believer in "mind over matter" and the positive vibes I received from everyone made this an absolutely positive and uplifting experience. Now that my chemotherapy sessions are over, I just need to receive the results of my 3/28 and 4/6 CT Scans for verification that the cancer is truly gone. I hope to God none of you ever have to go through anything like this but if you do, I would suggest that you share that pain with your family and friends. They will absolutely take it away from you. They can help you turn such a negative facet of your life into a really positive uplifting experience. I have truly been blessed. And you all have been part of that blessing.

Thanks.

## **C.P.M. Class to Begin- -When?**

I am happy to say that I have been receiving LOTS of calls about starting up the C.P.M. Classes again. The big question is, of course, "When will the next Class start?"

Well, I am almost ready. I have been told by many of you that you will help me organize and teach the Classes and Study Sessions so that will certainly help.

For the uninitiated, here is how the system works:

To receive the professional certification as a Certified Purchasing Manager (C.P.M.), you must pass tests related to four separate "Modules". To receive your professional certification as an Accredited Purchasing Practitioner (A.P.P.) you only need to pass tests related to two of the Modules. We only train to take one of Modules at a time. First, we hold an all-day Saturday Class. We follow up on that Class by conducting 4 or 5 Tuesday session from 6-8 P.M. The cost of the Class and following sessions is \$95.00. If you attend the entire Class, attend all of the following sessions, and then take the test, we will give you back your \$95.00. The only other cost you have is to take the tests themselves. The cost of each test is \$85.00. If you pass the test, we will reimburse you the \$85 test fee. That means that we will have given you back your entire \$435.00- -that's a free C.P.M. Certification! I hope all of our non-C.P.M. NAPM-SN Members take advantage of this opportunity. Stay tuned for details.

By the way, the Golf Tournament and the Vendor Opportunity Fair, two projects run by Mike Gifford and worked hard by your Board of Directors, funds this tremendously expensive effort. Mike and the Board have just finished the Vendor Opportunity Fair and it was tremendously successful. Mike will soon start advertising his Golf Tournament. We have a tremendous number of C.P.M. School Graduates, all of whom received their \$435.00. I sure hope that each of them will give something back to NAPM-SN and the next Graduating Class of the C.P.M. School by helping Mike and your Board of Directors by either working the event as a member of a Committee, Chairing a Committee, or being on the Board of Directors to learn how to "manage" (the "M" in C.P.M.).

---

# MARK YOUR CALENDAR



- April 5, 2001                      Satellite Seminar  
"Streamlining Purchasing Processes with Up-to-Date  
Practices and Technology Integration"  
7:00 a.m. PST  
Channel 10, KLVX
- April 13, 2001                      "E-Commerce & Purchasing" Conference  
Las Vegas Convention & Visitors Authority  
7:00 a.m. – 4:00 p.m.  
(Lunch will be the regular monthly meeting)
- April 29<sup>th</sup> – May 2, 2001      86<sup>th</sup> Annual International Purchasing Conference  
and Educational Exhibit, Orlando, Florida
- June 14, 2001                      Satellite Seminar  
"Supplier Relationships: Selection and Development"  
7:00 a.m. PST  
Channel 10, KLVX
- Dec. 8, 2001                      Golf Tournament  
CasaBlanca Hotel, Mesquite, NV

***Don't forget to check out the NAPM-SN web site at [www.napmsn.org](http://www.napmsn.org) For up-to-date "Buyliner", Meeting Info., Job Postings and Seminar Info.***

# **DIRECTOR FOR NATIONAL AFFAIRS, MIKE GIFFORD, C.P.M.**

Dear Fellow Members:

Our 8<sup>th</sup> Annual Supplier Opportunity Faire held at Cashman Field Convention Center on Wednesday, March 28, 2001 was a huge success! We do not yet have firm statistics, but we know that upwards of 1,000 business people visited with about 150 purchasing staff representing our 64 exhibitors, resulting in a substantial sum to support our affiliate C.P.M. reimbursement program.

We gratefully thank and acknowledge the efforts of the following people who volunteered all day on Wednesday to work the registration desk:

**Jenny Howell, C.P.M., Sprint Telephone Company**  
**Yoli Jones, C.P.M., McCarran International Airport**  
**Rachelle Tyler-Martin, McCarran International Airport**  
**Ann Randall, Sprint Telephone Company**  
**James Santos**

We also gratefully acknowledge contributions made by the following:

- **Craig Rowley, C.P.M. of the Las Vegas Convention and Visitors Authority** who arranged for the use of the meeting rooms at Cashman Field Center;
- **Ken Wilson of G.S.I Security (259-2620)** who donated the two security guards required for this event (saving our association about \$200.00);
- **Victor Fernandez of the CasaBlanca Hotel/Casino/Golf/Spa (341-5274)** who donated the two drawing Grand Prizes (a certificate for two nights anytime at the CasaBlanca in Mesquite, NV—one for the exhibitors and one for the suppliers/contractors).

## **Winners of the Grand Prize drawing:**

**Sandra F. Cook, C.P.M.**, of Nevada Power Company (exhibitor), and **Ralph Cornelison**, Cate Equipment Company (supplier).

For the past four such events Debbie Conway and Nita Lopez of the Clark County Business Development Division have coordinated the breakout sessions held in conjunction with the Faire. As always, they prepared an outstanding line-up of presenters, and the sessions were very well attended.

I must acknowledge the efforts of our affiliate President, Jim Haining, C.P.M, of Sprint, who served as the “unnamed” and “uncredited” co-chair of this event. He did so much to make this event a success that I hope I don’t forget anything, but here goes; he:

- a) coordinated the entry of approximately 5,000 business cards into a data base;
- b) developed the event flyers;
- c) coordinated the delivery of the flyers by fax or e-mail to all those businesses on the aforementioned data base;
- d) maintained a spread sheet listing of those business people that RSVP’d;
- e) coordinated the collection and deposit of monies received;
- f) prepared name badges for the 750+ business people that RSVP’d;
- g) obtained donation of name badges and other materials used at the event;
- h) established the protocol for the registration desk and recruited volunteers to work at the same.

Lastly, we acknowledge the following organizations and contact persons who were exhibitors at this event and who were so successful in inviting their suppliers/contractors to attend:

## **PURCHASING DEPARTMENTS:**

ATC-Vancom of Nevada, Gene Kimbelton  
Bankwest of Nevada, Lois Greene  
Bechtel Nevada, Pat Gill  
Bechtel SAIC Company LLC, John McGoldrick  
Boyd Gaming Corporation, Trish Bates  
Camden Property Trust, Bobbie Davis, C.P.M., A.P.P.  
City of Las Vegas, Winnifred Jackson  
City of North Las Vegas, Dwight Rawlinson  
Clark County, Nita Lopez  
Clark County Housing Authority, Bob Gibeault  
Clark County Sanitation District, Gail Karafa  
Clark County School District, Bramby Tollen, C.P.M.  
Community College of Southern Nevada, Jack Holland

## **PURCHASING DEPARTMENTS: (cont'd)**

EG&G Special Projects, Dave Canfield  
Freeman Companies, Tabbie Jones  
IT Corporation, Betty Jones, C.P.M.  
Lockheed Martin Corporation, Linda Stearley  
Las Vegas Housing Authority, Mike Gifford, C.P.M.  
Las Vegas/Clark County Library District, John Huddle, A.P.P.  
Las Vegas Convention & Visitor's Authority, Carol Fletcher  
Las Vegas Valley Water District, Herman Everett  
McCarran International Airport, Valerie LaPorta Haynes  
MGM-MIRAGE, Mark Stolarczyk  
Mojave County, Arizona, David Seward, C.P.M.  
Nevada Power Company, Rose Davis, CMA  
North Las Vegas Housing Authority, Gerry McNulty  
Park Place Entertainment, Janice Ross  
Raytheon Technical Services, Jean Odum  
Regional Transportation Commission-Las Vegas, Linda Poling  
Regional Transportation Commission-Washoe County, Elisa Rizzo  
Southwest Gas Company, Irene Domnisse  
Sprint Telephone Company, Jim Haining, C.P.M.  
State of Nevada, Darrel Austin  
State of Nevada-Department of Transportation, Roc Stacey  
Station Casinos, Lesley Pittman  
United States Air Force-Nellis Air Force Base, George Salton  
United States Bureau of Reclamation, Beverly Nelson  
United States Department of Energy-Nevada Operations, Tammy Henderson  
US Department of Energy-YMSCO, Tammy Hobson  
United States Department of Justice, Joseph Bryan  
United States Veterans Administration-Southern Nevada Healthcare System, Kathleen Randall  
University of Nevada, Las Vegas, Sharrie Mayden, C.P.M.  
The Venetian, Doreen Haneke  
Wells Fargo Bank, Sam Culotta  
University Medical Center, Dave Hammond, C.P.M.

## **CHAMBERS/ASSOCIATIONS/OUTREACH**

Asian Chamber of Commerce, Vida Lin  
Associated Builders and Contractors (ABC), Valerie Weber  
Associated General Contractors (AGC), Scott Smith  
City of Las Vegas, Business License, Wendy Smith  
Clark County Business Development, Nita Lopez  
Clark County Business License, Nancy Hehn  
Latin Chamber of Commerce, Victoria Napoles  
National Association of Minority Contractors (NAMC), Al Barber  
NAPM-SN, Valerie Harper  
Nevada Minority Purchasing Council (NMPC), Diane Fontes  
National Purchasing Institute (NPI), Yolli Jones, C.P.M., A.P.P.  
Nevada Small Business Development Center, Janis Stevenson  
Nevada Women's Business Resource & Assistance Center (NWBRAC), Denise Licea  
State of Nevada Procurement Outreach Program (POP), Kay Keene  
Urban Chamber of Commerce, Louis Overstreet, P.E.  
United States Small Business Administration (SBA), Donna Hopkins

It is our plan that next years' Faire will be held, again at Cashman Field Center, on Wednesday, March 27, 2002. What will be different about next year is we have reserved the main hall, and instead of each exhibitor being at a table in the meeting rooms, each exhibitor will be provided with a 10'x10' pipe-and-drape booth. We are also contemplating a luncheon in conjunction with the Faire. More information will be coming to you, but it is our hope that with your continued support we are ready to take this event to the next level.

Thank you again to all of those people mentioned herein that contributed to making this such a special and successful event.

If you have any questions or comments pertaining to this issue, please don't hesitate to contact me (Telephone 386-2973; Fax 386-0475; e-mail [gifford52@yahoo.com](mailto:gifford52@yahoo.com)).



# "E-Commerce & Purchasing" One Day Conference

April 13, 2001

Sponsored by: NAPM – Southern Nevada, Inc.

## What is E-commerce and how is it being used in the Purchasing Dept?

The answers to this question are particularly important for purchasing and supply professionals today. The changes in the past few years have been astounding. Come learn about the future of E-commerce and how it can be used in the Purchasing Dept.

### WHO SHOULD ATTEND?

For purchasing and supply professionals seeking an understanding of E-commerce and how it can be used in the purchasing department.

- 7:00 am ..... Registration & Continental Breakfast
- 8:00 am ..... *Microsoft*: Future electronic changes affecting business and our personal lives
- 8:45 am ..... *Crowell & Moring*: Avoiding Legal Electronic Entanglements
- 10:00 am ..... *Dun & Bradstreet*: Improving Global Source Development with Electronic Tools
- 10:45 am ..... *Standard & Poors*: Tools for the Purchasing Professional to Forecast Price Increases or Decreases
- 12:00 am ..... *Lunch speakers (2) – General Electric*: Ways to "Wire" your Pcard" & *S&P*: U.S. Southwest Economic Forecast
- 1:20 pm ..... *Soaring Eagle*: "E-Lationships": Building People and Communication Skills in a Technology-Driven Environment
- 2:00 pm ..... *Breakout Sessions*: Session A – *Executive VP, Office Depot*: "Behind-the-Scene-Look at a Successful E-Commerce Fortune 500 Firm, Starting with the Purchasing Department"  
Session B – *Texas Purchasing Manager*: "Behind-the-Scene-Look at a Successful E-Commerce City, Starting with the Purchasing Department"
- 3:00 pm ..... *Breakout Sessions: Panel Discussion*: Questions & Answers: Industry & Gov't. Sectors

**Location:** Las Vegas Convention Center, 3150 Paradise Rd, Las Vegas, NV 89109  
Rooms N255, N257, N259

**Time:** 7:00 am – 4:00 pm

Lunch will be the regular monthly meeting fee.

**Fee:** NAPM-SN Members: \$40 (includes meals)  
Non Members: \$75

(Add \$10 if registration received AFTER April 6, 2001, Deduct 10% for registration of 4 or more members)

**Lunch Meeting & Admission to Exhibits:** \$20/member \$25/non-member or member that did not RSVP

(cut here and send with check/credit card information)

**Name:** \_\_\_\_\_  
**Company Name:** \_\_\_\_\_  
**Address:** \_\_\_\_\_  
 \_\_\_\_\_  
**Phone #:** \_\_\_\_\_  
**Fax #:** \_\_\_\_\_  
**Email:** \_\_\_\_\_

Send check to:  
NAPM-Southern Nevada, Inc.  
1120 Las Vegas Blvd So, PMB 296  
Las Vegas, NV 89104  
(must receive by April 6, 2001 for Early Registration)  
Or Fax to 702-244-1622, Attn: Jim Haining

<b>Pay with credit card</b>	<b>Card Type</b>	<b>Exp Date</b> ____/____	<b>Amount \$</b>	
Card # _____				
Name on Card: _____	Authorized Signature _____			

Mast

## April 13, 2001 "E-Commerce & Purchasing" One Day Conference

- 7:00 am Registration & Continental Breakfast
- 8:00 am **Future electronic changes affecting business and our personal lives**  
*Ron Ridderbusch, Western State and Local Government Business Solutions Executive, Microsoft*  
Microsoft advises of future changes that will affect our lives in both business and home.
- 8:45 am **Avoiding Legal Electronic Entanglements**  
*John McCarthy, J.D., Crowell & Moring, Washington D.C.*  
Understanding the pitfalls of electronic commerce. How to improve drafting of contracts, recognizing obstacles, and countering them. Can emails be used against you?
- 9:30 am **Break: Speaker Follow-Up Questions, Networking & Visit Exhibits**
- 10:00 am **Improving Global Source Development with Electronic Tools**  
*Al Duckworth, Manager, Supply Chain Solutions, Dun & Bradstreet, Pennsylvania.*  
How to harness electronic tools to expand and improve source selection.
- 10:45 am **Tools for the Purchasing Professional to Forecast Price Increases or Decreases**  
*John Mothersole, Senior economist, Standard & Poors DRI staff, Washington D.C.*  
How can the purchasing professional forecast price increases/decreases for products and services?
- 11:30 am **Break: Speaker Follow-Up Questions, Networking & Visit Exhibits**
- 11:45 am **Lunch is served**
- 12:00 am *Lunch speakers –*  
**Digitization: Ways to "Wire" Your Purchasing Card Program**  
*John Stockinger, Product Manager, Product Manager, GE Capital Financial Inc., Utah.*  
How GE is pursuing it across its many businesses and ways to integrate Pcard with Internet buying—simple steps and emerging technology.  
**U.S. Southwest Regional Economic Forecast**  
*John Mothersole, Senior economist, Standard & Poors DRI staff, Washington D.C.*  
To understand business market conditions, especially in the Southwest, now and for the future from a senior economist.
- 1:00 pm **Break: Speaker Follow-Up Questions, Networking & Visit Exhibits**
- 1:20 pm **"E-Lationships": Building People and Communication Skills in a Technology-Driven Environment**  
*Tim Schneider, President, Soaring Eagle Enterprises, Nevada.*  
How to improve both verbal and written communications. Do's and don'ts of Email communications.
- 1:50 pm **Break: Speaker Follow-Up Questions, Networking & Visit Exhibits**
- 2:00 pm *Breakout Session*  
**Session A – "Behind-the-Scene-Look at a Successful E-Commerce Fortune 500 Firm, Starting with the Purchasing Department** *Monica Luechtefeld, Executive VP, E-Commerce, Office Depot and President, Open Buying on the Internet Consortium (OBI), Florida*  
Office Depot is recognized for its state-of-the-art website. Does the purchasing department run electronically, as well?  
**Session B – Behind-the-Scene-Look at a Successful E-Commerce City, Starting with the Purchasing Department**  
*Mike Ryan, Purchasing Manager, City of Plano, Texas & 2nd VP of National Purchasing Institute.*  
Learn about City of Plano's obstacles and successes in dealing with E-commerce.
- 2:50 pm **Break: Speaker Follow-Up Questions, Networking & Visit Exhibits**
- 3:00 pm *Breakout Session. Panels will be chaired by speakers and CPM/CPCM facilitators.*  
**Session A - Panel Discussion: Questions & Answers: Commercial Industry Sector**  
**Session B - Panel Discussion: Questions & Answers: Government Sector**

---

For more information, contact Greg Herlean, Education Chair 702.229.6170  
**Attendees will be awarded 6.5 hours of NAPM Continuing Education Hours**