

**National Association Purchasing Management –
Southern Nevada, Inc**

BUYLINER

June 2001

Happy Father's Day

June 2001 Meeting

PEOPLE.
PEOPLE WHO READ PEOPLE.
NAPM-SN DINNER MEETING!
"PEOPLE READING"

Before you begin your negotiations, have you studied the folks across the table? By understanding them first, your negotiations may be more successful.

Join us for this enlightening presentation by Dr. Ron Bailes.

When: Tuesday, June 12, 2001
5:30 P.M. to 7:30 P.M.

Where: Gold Coast Hotel Casino
(2nd floor conference rooms)

PLEASE **RSVP** BY REPLY VIA E-MAIL TO
james.h.haining@mail.sprint.com OR PHONE 702-225-4205
NO LATER THAN FRIDAY, JUNE 8, 2001 at 12 NOON
(include name(s) and phone number)

THE PLAN

5:30 - 6:00 P.M. Registration, Networking

6:00 - 6:45 P.M. Dinner

6:45 - 7:30 P.M. Speaker

The cost for members is \$20 for an advance reservation.

Guests and members without an RSVP are \$25.

"No Shows" will be billed.

**Be one of the luckiest people in the world!
We'll see you there!**

Topic: People Reading.

Before you begin your negotiations, have you studied the folks across the table? By understanding them first, your negotiations may be more successful. Join us for this enlightening presentation from Dr. Ron Bailes.

Dr. Rondall L. Bailes is a clinical hypnotherapist and is regarded as a leading authority on working and interpreting dreams for self-improvement by individuals all across America. With a master degree in business and a doctoral degree in clinical hypnosis and the founder of **Dream Journey**, Dr. Bailes has helped people improve the quality of their lives by teaching them how to listen and understand what their own subconscious is saying.

The **Dream Journey Video** is based on techniques used by leading therapists the world over. His expertise and background in hypnotherapy was instrumental in designing the subliminal series. His revolutionary approach in addressing the left and right brain hemispheres as well as the male/female gender aspects and the many emotional levels in all of us, is what sets the **Dream Journey Collection** apart from all others. Audiences nationwide have been enlightened from Dr. Bailes's lectures, classes and his morning talk show.



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

Prez says,

Time sure does fly! It seems as though I just started my term as President of NAPM-Southern Nevada and now it is over. This has been a very successful year thanks to the get support we have all received from our Officers and Committee Chairs. I have had a very easy job as President this year because of the great support I have received. I want to acknowledge the Officers and Chairs that have given GREAT SERVICE this past year.

Mike Gifford – Director of National Affairs & Special Events Chair. Mike has done an outstanding job this year organizing the Golf Tournament last fall in Pahrump and our SUPER SUCCESSFUL Supplier Opportunity Faire. He is still at it and will organize another great Golf Tourney in December in Mesquite, NV. We could NOT do these events as successfully without Mike's involvement and support! Thanks Mike!

Greg Herlean – Educational Resources Chair. Greg has picked up the slack and has filled the shoes of a couple of people. Greg has gotten speakers for and organized all of our monthly meetings. This year's meetings have been very interesting and well attended. Greg also planned, executed and organized our VERY SUCCESSFUL E-Commerce Mini-Conference. The speakers were first-class, the facilities outstanding and we had participants from throughout the country. Greg, we couldn't have done it without you!!!

Bob Ashby – C.P.M. Chair. Bob is a stalwart in our affiliate. He has taken the lead in the most outstanding local affiliate C.P.M. program in the country. Despite battling cancer and difficult chemotherapy sessions, Bob's devotion to the C.P.M. program has not wavered. He continued to hold classes last fall! He is planning new classes for this year. NAPM-SN currently has 71 members that hold their C.P.M. designation and 20 that hold their A.P.P. designation. That is out of a total membership of 190 members! Bob, we wish you the best of health and hope to have you around for a long, long time!

Sharrie Mayden – Vice President. Sharrie is always there to support and help at all of our functions. Thanks Sharrie for your advice, point of view, and support.

Frances Richards – Secretary. Frances has been one of the best secretaries a board could ever have. She is always there ready to help. The board meeting minutes are published in a timely matter and are always accurate. Thanks Frances for a great year on the board.

Yoli Jones – Treasurer. Yoli has been a great support for the organization. She is always there when you need her with a smile and a great attitude. Thanks Yoli for your continued support.

Carol Fletcher – Membership Chair and Communications Chair. Carol began the year as the Communication Chair, responsible for the newsletter and other communications about our affiliate. Then mid-year, she took over the responsibilities of our Membership Chair that had to resign. Carol has been a stalwart and a great asset to the organization.

Mark Misuraca – Communications Chair. Mark took over the role as Communication Chair and Newsletter editor when Carol Fletcher took over the Membership Chair position. He has done an excellent job and never missed a beat. Thanks Mark to your quiet support!

Emily Anderson – Email Coordinator. Emily, though not a member of the board NOR a member of the organization has done an excellent job coordinating our email list and sending out our email announcements. She is a member of Jack Holland’s staff at CCSN and volunteered to perform these duties. She does an excellent job and we are grateful to have her as a member of our TEAM! Thanks, Emily!

Finally, I want to thank each of you for your membership and support of our Monthly Meetings, Seminars, and other activities. Without you, our organization would not be necessary. Thanks for a great year and I look forward to an even better year next year! (It will be hard to beat this year though.)JIM

Election Results

All of the nominees for Board of Directors were elected to two (2) year terms.

Thank you for a tremendous ballot return We received over 70 ballots!

Congratulations to:

Robert Ashby, C.P.M., UNLV

Frank Callom, C.P.M., Calcore Consulting and Market Research Int'l

Lucille Carruthers, C.P.M., City of Las Vegas

Greg Herlean, CPCM, City of Las Vegas

Sharrie Mayden, C.P.M., UNLV

Mark Misuraca, C.P.M., American Gaming

NEW MEMBERS

Mary Engleman, Buyer, Bechtel Power Corp.

Chris Figuera, Tradeshow Coordinator, Purchase Pro

RECERTIFIED C.P.M.'s

Keah Choon Tan, C.P.M. - UNLV

Renetta Scacchitti, C.P.M. - Nevada Power Co.

DNA REPORT

MIKE GIFFORD, C.P.M.,

DIRECTOR FOR NATIONAL AFFAIRS (DNA):

Dear Fellow Association Members:

Many of you are aware that for the past many years our Association has each year conducted an annual golf tournament to raise money for our affiliate general fund. This year's event will be very unique. It will be held on Saturday, December 8th at the CasaBlanca Hotel/Resort/Spa in Mesquite (please see the flyer within this newsletter). Many of your suppliers and contractors like to attend these types of events, so we ask you to distribute this flyer to them. As always, our goal is to sellout the course (144 golfers)—we have done it in the past and, taking into consideration the low cost of this event (\$140.00 for golf tournament, Christmas Banquet/Dance, and Saturday night room!), we expect to do so again.

This year we have an added option. We will not be holding a luncheon/dinner meeting in December. Instead, we are offering to our membership the opportunity to attend the Christmas Banquet/Dance at the golf tournament and a Saturday night room at the CasaBlanca for only \$45.00/person. We are going to offer this to the membership of other professional organizations (NCMA; APICS), so we expect a good crowd. As always, we expect to have a long list of great donations for the raffle during the banquet. We look forward to receiving your RSVP for this great event!

As always, I look forward to hearing from you on this or any other issue, (Telephone 386-2973; fax 386-0475; e-mail gifford52@yahoo.com), and I look forward to seeing you at our next dinner meeting on Tuesday, June 12th!

HAVE YOU MOVED???

Please make sure that if you have changed your mailing address or email address to notify us immediately so that we can change your records so all of our correspondence gets to you in a timely fashion.

Please email Carol Fletcher, Membership Chair, lvfletch@aol.com (subject: NAPM-SN).

Dues Billing – Final Notice

Many of you have received the final dues billing for this year. If you plan to continue your membership, please pay this invoice by June 15th. Those who don't pay by then will have their membership deleted by national. If you have questions, please call Jim Haining 702-244-2261.

NAPM'S 2001 MEMBER-GET-A-MEMBER-CAMPAIGN

Time is running out! We're already half way through the year, but you still have time.

Every current member of NAPM-Southern Nevada, must know a friend, co-worker, or associate that would be interested in becoming part of an "elite" group of purchasing professionals in Southern Nevada.

And...there is a bonus in it for you too! Each current NAPM member will receive one coupon for \$10 toward any NAPM educational product for each new member he or she recruits. Each current NAPM member who recruits at least 10 new members will receive one \$100 coupon toward any NAPM educational seminar. The NAPM member who recruits the highest number of new members during the contest will be awarded a free trip for one to the 2002 NAPM Annual International Purchasing Conference and Educational Exhibit in San Francisco (May 5-7). The winner will receive: round-trip transportation to the conference city, lodging costs for the duration of the Conference, and Conference registration. The individual member is responsible for all other costs.

The special Member-Get-A-Member applications must be used to receive credit for new members. These 8.5" x 14" applications have a special detachable section at the top for important tracking information. You can get these applications, by contacting Carol Fletcher, A.P.P., Membership Chair, NAPM-SN at (702) 225-4205 or cfletcher@lvcva.com, or pick them up at the monthly dinner meetings. Additionally, they are available through NAPM by calling 800-888-6276 or 480-752-6276, X3111; or through NAPM'S Fax on Demand service at 800/444-6276, document #83150.

Let's show them what our affiliate can do! The affiliate that increases their membership by 15% or more during the contest will be entered into a drawing where two affiliates will be selected at random to receive one free two-day NAPM educational seminar, to be held at the location of the affiliate's choice. Also, the affiliate with the highest percentage net increase in membership will be awarded a two-day NAPM seminar of its choice.

Don't forget to check out the NAPM-SN web site at

www.napmsn.org

***for up-to-date "Buyliner", Meeting Info., Job Postings,
Seminar Info and MORE!***

Final Thoughts

Here is some advice Bill Gates recently dished out at a high school speech about things they don't teach in school. He talks about how feel good, politically correct teaching has created a full generation of kids with no concept of reality and how this concept sets them up for failure in the real world.

RULE 1

Life is not fair-get used to it.

RULE 2

The world doesn't care about your self-esteem. The world will expect you to accomplish something BEFORE you feel good about yourself.

RULE 3

You will not make 40 thousand dollars a year right out of high school. You will not be vice president with a car phone, until you earn both.

RULE 4

If you think your teacher is tough, wait till you get a boss. He doesn't have tenure.

RULE 5

Flipping burgers is not beneath your dignity. Your grandparents had a different word for burger flipping – they called it opportunity.

RULE 6

If you mess up, it's not your parents' fault, so don't whine about your mistakes, learn from them.

RULE 7

Before you were born, your parents weren't as boring as they are now. They got that way from paying bills, cleaning your clothes and listening to you talk about how cool you are. So before you save the rain forest from the parasites of your parent's generation, try delousing the closet in your own room.

RULE 8

Your school may have done away with winners and losers, but life has not. In some schools they have abolished failing grades and they'll give you as many times as you want to get the right answer. This doesn't bear the slightest resemblance to ANYTHING in real life.

RULE 9

Life is not divided into semesters. You don't get summers off and very few employers are interested in helping you find yourself. Do that on your own time.

RULE 10

Television is NOT real life. In real life people actually have to leave the coffee shop and go to jobs.

RULE 11

Be nice to nerds. Chances are you'll end up working for one.



“Legal Issues” Seminar

July 19, 2001

Sponsored by: NAPM District One, Eleven & Twelve and
NAPM – Southern Nevada, Inc.

What is better? The UCC or Contract Law.

This side-by-side comparison will include an interactive dialogue, between the instructor and the attendees, concerning everyday issues and problems in agreements between the use of the UCC or contract law.

WHO SHOULD ATTEND?

Purchasing and supply professionals seeking a greater understanding of the various Legal Issues involved in our profession.

PRESENTER

Don Woods, J.D., C.P.M.

12 noon.....Registration

1:00 pm.....Legal Issues Seminar with Don Woods, J.D., C.P.M.

5:00 pm.....End

Location: Riviera Hotel & Casino, 2901 Las Vegas Blvd So., Las Vegas
Conference Rooms

Time: 1:00 pm to 5:00 pm

Fee: NAPM-SN Members: FREE

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

Legal Issues Seminar

Name: _____
Company Name: _____
Address: _____

Phone #: _____
Fax #: _____
Email: _____

Send Registration to:
NAPM-Southern Nevada, Inc.
Attn: Jim Haining
Fax: 702-244-1622

Attendees will be awarded 4 hours of NAPM Continuing Education Hours

Legal Issues

UCC or Contract Law?

The key to knowing how to purchase items and administrate the resulting contract requires procurement and supply management personnel to understand which law applies and why they cannot apply the wrong law even if it looks and sounds better. This side-by-side comparison will include an interactive dialogue, between the instructor and the attendees, concerning everyday issues and problems in agreements. Some of the issues to be resolved in class will include current case study items such as:

- Damaged goods being received at the dock (or, why you don't want to return them).
- Mandatory terms and conditions (or, what can be left out of the contract and still be valid).
- Notice of delayed delivery (or, what you do when the salesman asks for more time).
- Wrong product delivered 6 months ago (or, do I have to pay for items I didn't order).
- What standard is a commodity purchaser held to (or, what do you mean, I am a merchant?)
- Remedies for a breach (or, pick the specific solution, and sometimes you need to pick all).
- The firm offer (or, can I force the other person to complete the deal?).
- The statute of frauds does nothing about fraud [or, bring forth the written document(s)].

This is not an exclusive list of issues that will be discussed. Comments will be elicited from the audience, and then explained by the presenter. And we also expect the participants to bring up additional questions that will have to be fielded. The idea is to stimulate everyone in the room into seeing just how important it is for them "to be aware of which law applies, and why and how to apply them". Traditional lectures make the UCC seem complex and difficult to understand which results in procurement officials brushing it aside and opting for a common, or more common concept even though it is not appropriate in particular situations. This presentation will clear up those misconceptions.

The presenter is **Don Woods, J.D., C.P.M.**, a nationally recognized speaker on purchasing topics and member of NAPM-Southern Nevada.



“Alternative Dispute Resolution (Arbitration) Clauses” Seminar

August 9, 2001

Sponsored by: NAPM – Southern Nevada, Inc.

What is Alternative Dispute Resolution and how can it be used in our contracts instead of litigation?

This seminar is a follow-up to our May 2001 Luncheon meeting where **Kelly Behrens, Assistant V.P. of American Arbitration Association**, talked about the use of Arbitration as an alternative to Litigation in the resolution of disputes with suppliers and contractors. Kelly will talk in depth on the qualities of an excellent dispute resolution clause. She will also give examples of what should be included in the clause.

WHO SHOULD ATTEND?

Purchasing and supply professionals seeking an understanding of Alternative Dispute Resolution (Arbitration) clauses and their use in contracts.

PRESENTER
Kelly Behrens, Assistant V.P.,
American Arbitration Association

-
- 8:00 am Registration
 - 8:30 am Alternative Dispute Resolution clauses presentation
 - 11:00 am Individual time with Kelly Behrens evaluating clauses from your contracts. (Bring a copy of your Dispute Resolution clause for evaluation by Kelly Behrens)
 - 11:45 am Lunch & Networking
 - 1:00 pm End
-

Location: Gold Coast Hotel & Casino, Flamingo Rd. & Valley View Blvd.
Upstairs Conference Rooms

Time: 8:00 am to 1:00 pm (includes lunch)

Fee: NAPM-SN Members: \$40 (includes lunch)
Non Members: \$50 (includes lunch) or \$200 including membership.

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

Alternative Dispute Resolution Seminar

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 August 6, 2001)
 Or Fax to 702-244-1622, Attn: Jim Haining

Pay with credit card	Card Type	Mastercard	Visa	AMEX
Card # _____		Exp Date ____/____		Amount \$ _____
				\$40, \$50, or \$200
Name on Card: _____		Authorized Signature _____		

Attendees will be awarded 2.5 hours of NAPM Continuing Education Hours



NAPM - Southern Nevada, Inc.

is sponsoring its 16th Annual

Golf Tournament

Saturday December 8, 2001

Tee Time: 9:00 am, Check in: 7:30 am

CasaBlanca Golf Course, Mesquite, NV

Admission: **\$140.00 per person**, limited to the first 144 golfers paid
Includes golf, cart, Christmas Dinner Banquet/Dance at the casino, and Saturday night room (Saturday Night room is included in tournament fee and reservations will be made by NAPM-SN in each participant's name)
During Dinner – *Raffle and Drawings* (as always, greatest list in So. Nevada!, see back)

Additional Options: **\$45.00 per person**, Christmas Dinner Banquet/Dance and Saturday Night Room Spa Specials (See back for details)
Additional Room Nights - \$44.00 (plus taxes) To be made directly with Casa Blanca Hotel/Casino, Call 800-459-7529 (Reference NAPM-SN Golf Tournament)

Deadline to enter: **November 7, 2001** (or until tournament is full with paid players)

Awards: **\$75.00 Gift Certificates for:** Closest to the Pin, Longest Putt, Longest Drive Trophies for 1st and 2nd place Team Members – (Gross/Net)
\$\$\$\$ Hole Contest (\$5.00 buy-in, Winner gets half of the TOTAL!)

Hole-In-One: \$28,000 Buick Regal
(Sponsored by Warthen Buick, Carl Rea, 702-457-0353)

(cut here and send with check or credit card)

NAPM-Southern Nevada Golf Tournament
To benefit the NAPM-SN General Fund

Company Name: _____
Address: _____

Phone #: _____
Fax #: _____
Email: _____
Player Names: _____

Send check to: (must receive by November 7, 2001)
NAPM-Southern Nevada, Inc.
1120 Las Vegas Blvd So, PMB 296
Las Vegas, NV 89104
\$140 per person
or \$45 for Banquet/Room only

Pay with credit card
Card # _____ **Card Type** Mastercard Visa AMEX
Exp Date ____/____ **Amount \$** _____
\$140 or 45

Name on Card: _____ **Authorized Signature** _____

Please fax to: **NAPM (702) 922-6648** (Also enclose a copy if paid by check) (No Refunds)
(Your registration is not complete until payment is received)

For more information, contact Mike Gifford (702) 386-2973

*** Tee Sponsorships - \$50.00 each ***

(Please contact Mike Gifford to sponsor, 702-386-2973)

Spa Specials

(for the Non-Golfing Spouse)

European Cleansing Facial, 60 minutes - \$70.00

Aromatherapy Massage, 60 minutes - \$75.00

Swedish Massage, 60 minutes - \$70.00

Salt Glow, 60 minutes - \$70.00

(Reservations – We suggest making all Spa service reservations at least two weeks in advance. Not all treatments are available every day. For appointments, please call 800-459-7529 ext 6760. Additional spa services available.)

Last Year's List of Raffle Prizes –

This Year Will Be Even BETTER!

Company

BankWest of Nevada
Barbary Coast Hotel/Casino
The Beach Nightclub
Boulder Station Hotel/Casino
El Cortez Hotel/Casino
Fiesta Casino/Hotel
Fitzgeralds Casino/Hotel
Flamingo Hilton Laughlin
Hilton Gaming Corporation
Hilton Gaming Corporation
Imperial Palace
Lady Luck Casino Hotel
Las Vegas Club Hotel/Casino
The New Frontier
The New Frontier
New York New York
Plaza Hotel/Casino
Pioneer Hotel/Gambling Hall
Ramada Express Hotel/Casino
The Reserve Hotel/Casino
Sahara Hotel & Casino
Sam's Town Hotel/Casino
Stardust Resort & Casino

Donation

Balata Insert Softroll Multilink Putter
Victorian Room Restaurant Dinner for 4
Friday night party for 20
3 Day/2 Night stay for 2
The Kenny Kerr Show/Roberta's Cafe Restaurant Dinner for 2
Festival Buffet Dinner for 2
Molly's Coffee Shop & Buffet Dinner for 2
4 Day/3 Night stay for 2, incl breakfasts/dinners/show
1 dozen titanium golf balls; 1 golf shirt; 8 brass markers
1 dozen titanium golf balls; 1 golf shirt; 8 brass markers
Ming Terrace Restaurant Dinner for 2
Marco Polo Room Restaurant Dinner for 2 (+ 2 Shirts)
Great Moments Room Courmet Restaurant Dinner for 4
Phil's Angus Steakhouse Restaurant Dinner for 2
Margaritas Restaurant Dinner for 2
2 golf shirts; 2 mugs
The Kenny Kerr Show/Center Stage Restaurant Dinner for 4
3 Day/2 Night stay for 2
3 Day/2 Night stay for 2
Grand Safari Buffet Dinner for 2
Paco's Hideaway Restaurant Dinner for 2
Papamios Italian Restaurant Dinner for 2
Enter The Night Show/Tres Lobos Restaurant Dinner for 2