



BUYLINER

July 2001



Happy Independence Day

July 2001 Meeting - Luncheon

“Construction Contracts: Differences Between Private vs. Public Sector”

Ever wondered about the advantages and disadvantages that each sector could improve upon, especially as seen from a general contractor’s perspective? If so, this meeting is for you.

Sub-topics may include (but limited by time) pre-qualification of general contractors, bonding general contractors and/or subcontractors, source selection criteria, specifications (design specs vs performance specs vs statement of work vs. statement of objectives), terms and conditions, extra costs general contractors must add for risk factors, and/or what contributes to riskier projects.

Speakers:

Frank Martin, President & CEO, Martin-Harris Construction

And

Golden W. Welch, Contract Administrator, Las Vegas Paving Corp.

Tuesday, July 17, 2001, 11:30 am - 1:00 pm

Location: Gold Coast Hotel Casino, 2nd floor conference rooms

The cost for members is \$15 for an advance reservation. Guests and members without an RSVP are \$20. "No shows" will be billed.

Please RSVP by Friday, July 13, 2000 at 12 noon

Call 702.225.4205 or email james.h.haining@mail.sprint.com (include name(s) and phone #)

11:00 - 11:30 am **Registration, Networking**

11:30 - 12 noon **Lunch**

12 noon - 1 pm **Speaker**

About the Speakers:

Frank Martin's experience in the construction industry encompasses more than 30 years and numerous projects in Nevada and Arizona. He has qualified for and currently holds licenses in Nevada, Arizona, Utah, New Mexico and California. He founded Martin-Harris Construction in December of 1976 and is President. Martin has taken the company from 6 Associates to over 350 full time Associates. He initiated the practice of Martin-Harris utilizing their own concrete crews; installed the most current business practices (company is totally computer oriented with every office based Associate networked together). In addition the majority of the supervisory crews are also equipped with notebook computers with full modem capabilities. Job cost, estimating, payroll, and accounts payable are totally interfaced in the companies network.

Martin encourages his Associates to attend industry related seminars; participation in local organizations; and opens the door to those who wish to continue their education in the construction field with the implementation of a company-wide program to provide financial assistance to his Associates for construction industry based higher educational opportunities.

Frank is involved in many local and national associations. He has participated in various City and County boards, which relate to community development. He is past President of Associated General Contractors and is presently serving on the board of directors for AGC, Opportunity Village, and is chair member of Cancer Society in addition he has been involved with the UNLV Foundation's Corporate Academic Council for 11 years.

Golden Welch is a Contract Administrator with Las Vegas Paving Corp since 1989. His responsibilities include collections, litigation and claims manager. He also performs contract review and negotiations. He manages 250,000 sq ft of multi-tenant office/warehouse facilities. He works for Las Vegas Paving Corp, which is a diversified heavy highway and engineering firm licensed in Nevada, California, Arizona and Utah. They have been in business since 1958 and operate in Nevada under an unlimited AB license. Their project list includes freeway construction, bridges, dams, mining, pump stations, water treatment plants, underground structures, utilities, and site-work. They employ approximately 700 people and their sales volume is about \$175 million..

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

July 2001

Prez says,

Wow, the beginning of another great year with the Board of Directors here at NAPM-SN. I would like to welcome our new board members. The Board has approved the attached slate of Officers and Committee Chairs for the 2001-02 fiscal year and we are grateful for their service.

Last year, NAPM national requested that affiliates complete an application for the 2000 Affiliate Excellence Awards. From the criteria on the application a national committee selects the **Affiliate of the Year** and affiliates that have reached a **Level of Excellence**. NAPM-Southern Nevada completed the application several months ago and forgot all about it, until we received notice that we were one of seven affiliates across the nation (about 180 total) that reached the Level of Excellence level. NAPM-Pittsburgh, Inc. received the Affiliate of the Year award. **While we did not win, we are doing something right because we did reach the Level of Excellence level!** Congratulations to all of last year's officers and committee chairs who are so committed and valiant in the fulfillment of their tasks and assignments.

Speaking of volunteers, we recently had a call for additional volunteers to help our committee chairs in a variety of tasks and duties. I was STUNNED at the response! Over 15 additional volunteers showed up at our meeting to help divide the committee tasks into smaller assignments. I would like to express my appreciation to each individual who showed up to volunteer. Now we are looking for GREAT RESULTS!

Later this month, NAPM-SN is hosting the District I, XI, & XII Leadership Training Workshop. We have 14 volunteers planning to attend to receive training and get excited about the coming year of NAPM service. If any of you would like to attend a FREE "Legal Issues" ½ day seminar, please go to the website (www.napmsn.org) and complete the registration form. Our own, Don Woods, J.D., C.P.M. will be leading this seminar. It is a great and affordable opportunity.

Have a great month.

JIM HAINING, C.P.M., A.P.P.

AFFORDABLE TRAINING AVAILABLE HERE!

Training that is affordable. Can it be true? Here at NAPM-Southern Nevada we strive to provide a variety of educational and training opportunities for our members. That is our mission and to accomplish that mission we provide several affordable alternatives.

Monthly Meetings – Each month we have a meeting with a speaker that is focused on some aspect of the Supply Management function. The meetings will be no longer than 1.5 hours and that includes the MEAL! And speaking of affordable, lunches are \$15 and dinners are \$20! Where else can you get 1 C.P.M. hour and a fun networking opportunity at such a great price? For a total of no more than \$240 for the year, you can get 12 C.P.M. hours. Ideal for recertification!

Satellite Seminars – NAPM produces satellite seminars on a quarterly basis that we provide a downlink feed to our members. Each seminar is 4 hours long, with a live question and answer session and are often on lead edge topics with experienced panelists. The price is only \$20 for 4 C.P.M. hours! If you haven't been to one lately, you need to check it out.

Seminars – NAPM-SN has a goal to have four half-day or full-day seminars this next year. These seminars will be on Supply Management topics with an experienced instructor. The cost will be as little as \$40 for a half-day seminar and not more than \$99 for a full-day seminar.

Our next seminar will be on August 9th on Alternative Dispute Resolution (Arbitration) Clauses. It will be a great event and an excellent value at only \$40.00. Check out the website at www.napmsn.org for more information.

Congratulations!

Recertified C.P.M.

Regina Heilman-Ryan, C.P.M., Clark County

Recertified A.P.P.

Renetta Scacchitti, C.P.M., A.P.P., Nevada Power

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.'s

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

PRO-D NEWS

By Lucille T. Carruthers

BAM!!! NAPM-SN IS KICKING PROFESSIONAL DEVELOPMENT UP ANOTHER NOTCH

Just when you thought we'd crescendo; the PRO-D team of Bob Ashby, Greg Herlean and newcomers Frank Callom and Lucille Carruthers plan to take our nationally recognized PRO-D winning recipe and "Kick It Up Another Notch".

NAPM-SN has distinguished itself as an outstanding affiliate by providing world class seminars featuring national speakers from Microsoft, Dunn & Bradstreet, and several federal agencies just to name a few. Our C.P.M. study program has an incredible success rate thereby enabling us to have the highest number of C.P.M.'s in our District. We also hosted four Satellite Seminars last year. These low cost Seminars afforded our members the opportunity to gain 12 hours of continuing education.

We are planning another stellar year of PRO-D offerings. The C.P.M. study class is set to begin in August. We are assembling a list of topics for our monthly meetings and quarterly seminars. We intend to offer topics that will provide tools for effectively dealing with the growing concerns facing our economy. Of course, as always we will be soliciting your input in completing our Programs. Each member will receive a survey in the next few weeks, your prompt responses will allow us to complete our planned programs more quickly. The Satellite Seminar program dates and topics are shown below. The location for each Seminar is the Conference Room at Channel 10 on Channel 10 Drive off Flamingo, west of Eastern. Since these Seminars are broadcast live via satellite around the country, they begin promptly at 7:00 a.m. and end at 11:30 a.m. The cost of each Seminar is \$20 for members and \$30 for non-members.

SATELLITE SEMINAR DATES AND TOPICS FOR 2001/02 PROGRAM YEAR

October 25, 2001: **Advanced Negotiations: Kicking It Up a Notch**

February 7, 2002: **Complexity Management: Chains, Webs, and Other Business Relationship Models**

April 11, 2002: **Doing Business Electronically: Selecting the Best Options**

June 13, 2002: **Services Purchasing: Making the Right Decisions**

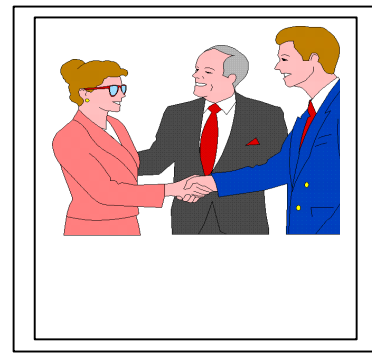
Lucille T. Carruthers, C.P.M.

Quality Assurance Administrator, City of Las Vegas

NAPM-SN Satellite Seminar Chair

MARKETING NEWS

By Valerie Harper C.P.M.



"2001 Survey"

Share your thoughts! The NAPMSN 2001 Survey is on the website AND will be emailed to all members. All names and responses are completely confidential. The information will be summarized and presented to the Board by category only. So, please be candid!

Everyone including their name will be eligible to win one of several sets of movie tickets. There are multiple chances of winning. A short contribution of your time could yield you and a companion a movie.

"Las Vegas Chamber Exhibit"

The annual Las Vegas Chamber Business Expo is Thursday July 19th from 4:00Pm until 8:00PM at the Riveria Hotel & Casino Convention Center. Admission is Free! This is a great opportunity for those arriving early to the NAPM Workshop Training and anyone interested in enjoying free food.

"Promote NAPM-SN"

Know someone who may be interested in NAPM? Did you know that the Marketing Committee follows up each and every lead with an introduction letter including membership information? Please help us encourage the membership growth of our affiliate and contribute to the preservation and professionalism of the purchasing and supply management field by identifying potential new members. Please contact:

Valerie Harper, Marketing Chair at insurancesuperstore@worldnet.att.net

Donald Woods, Assistant Marketing Chair at dlw@anv.net

Terry Felix, Assistant Marketing Chair at tfelix@email.usps.gov

LVCC Business EXPO

NAPM-SN Marketing Committee, will be manning an Exhibit booth at the Las Vegas Chamber of Commerce Business EXPO at the Riveria Hotel from 4:00 p.m. to 8:00 p.m., on July 19th. We will be contacting the visitors and the other booths trying to find more potential NAPM-SN members by handing out our brochures and applications. We could really use a volunteer (or more) for each of the 1 hour segments (4-5, 5-6, 6-7, 7-8) to help man the booth.

That way everyone will have a chance to visit the other 200 plus booths, partake in some of the free food and learn what the local businesses have to offer to the community.

We always have a great time, meet interesting people and would love to have some new recruiters with us this year. The work is not hard and easy instructions will be provided. Be the first to call so that you can get your preferred time! And do not be surprised when you get a phone call from Valerie if she does not hear from you. <:)

And we would appreciate the rest of you coming by to visit the booth that evening and let your suppliers know that it is a great networking opportunity.

MARK YOUR CALENDAR



July 17, 2001	Luncheon Meeting - Gold Coast Casino
July 19, 2001	Legal Issues Seminar **Free to NAPM-SN members** - Riviera Hotel/Casino
July 20-21, 2001	District 1, 11 & 12 Leadership Training Workshop - Riviera Hotel/Casino
August 9, 2001	Alternative Dispute Resolution (Arbitration) Seminar **Only \$40 for members!** - Gold Coast Casino
August 14, 2001	Dinner Meeting - Gold Coast Casino
September 18, 2001	Luncheon Meeting - Gold Coast Casino
October 16, 2001	Dinner Meeting - Gold Coast Casino
October 25, 2001	Satellite Seminar - Advanced Negotiations: Kicking It Up a Notch
November 20, 2001	Luncheon Meeting - Gold Coast Casino
December 8, 2001	Golf Tournament - CasaBlanca, Mesquite, NV Holiday Dinner & Dance
February 7, 2002	Satellite Seminar - Complexity Management: Chains, Webs, and Other Business Relationship Models
April 11, 2002	Satellite Seminar - Doing Business Electronically: Selecting the Best Options
June 13, 2001	Satellite Seminar - Services Purchasing: Making the Right Decisions

Don't forget to check out the NAPM-SN web site at www.napmsn.org
For up-to-date "Buyliner", Meeting Info., Job Postings and Seminar Info.

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

What is in store for those who have passed some, but not all, of the C.P.M./A.P.P. Exams? And what is in store for those who are just starting on their trek to obtaining the most significant Certification in our profession? Here is the difference between the 2000 rules and the 2001 rules:

2000

MODULE I: Purchasing & Sourcing

- A. Procurement Requests
- B. Preparation/Evaluation of Solicitations
- C. Supplier Analysis
- D. Negotiation Process
- E. Contract Execution, Implementation and Admin.

MODULE II: Management

- A. Administrative Aspects of Purchasing Dept.
- B. Personnel Issues

MODULE III: Supply

- A. Material Flow
- B. Inventory Management
- C. Ancillary Supply Functions

MODULE IV: Critical Issues in Supply Chain Management

- A. Forecasting and Strategies
- B. External/Internal Relationships
- C. Computerization
- D. Environmental Issues

2001

Purchasing Process

- A. Identifying Requirements
- B. Preparation of Solicitations
- C. Supplier Analysis
- D. Contract Execution, Implementation and Admin.

Supply Environment

- A. Negotiations
- B. Information Technology
- C. Quality Issues
- D. Internal Relationships
- E. External Relationships

Value Enhancement Strategies

- A. Sourcing Analysis
- B. Supply & Inventory Mgmt.
- C. Value Enhancing Methods
- D. Forecasting and Strategies

Management

- A. Management and Organization
- B. Human Resources Management

2000

NUMBER OF QUESTIONS/EXAM TIME (in minutes):

MODULE I: 85/105
 MODULE II: 85/105
 MODULE III: 85/105
 MODULE IV: 85/105

2001

95/105
 95/105
 95/105
 120/130

QUESTIONS TEST:

Recall, Comprehension, Application

Recall, Comprehension, Application

STUDY GUIDE: 6TH EDITION

7TH EDITION

DIAGNOSTIC KITS:

SAMPLES of Actual Exams

EXAMPLES of Types of Exam Questions

SCHEDULE for the “GET-YOUR-A.P.P./C.P.M.-BY-CHRISTMAS” PROGRAM

What does this mean to YOU? When will we re-start the ONLY “Get-Your-Free-C.P.M./A.P.P.”? Program in NAPM-Land? When will we start on YOUR Certification? Since we believe strongly that THE DIFFERENCE BETWEEN A DREAM AND A GOAL IS IN SETTING DEADLINES AND SCHEDULES, here is the Schedule:

<u>MODULE:</u>	<u>8-Hour Class</u>	<u>2-Hour Study Sessions</u>	<u>Exam Date</u>
<u>Module I</u>	8/4	8/7, 8/14, 8/21, 8/28	9/8
<u>Module II</u>	9/15 10/13	9/18, 9/25, 10/2, 10/9	
<u>Module III</u>	10/20	10/23, 10/30, 11/6, 11/13	11/17
<u>Module IV</u>	12/1	12/4, 12/6, 12/11, 12/13, 12/18, 12/20	12/22

(Please note that we have been kind and will not make the Class meet the Saturday of Thanksgiving Weekend. You’re welcome!)

TO ENROLL: Send your registration (see below) to:
 Bob Ashby, Director of Purchasing
 UNLV Purchasing Office
 4505 Maryland Parkway, M/S 1033
 Las Vegas, NV 89154-1033

QUESTIONS? Phone Bob at 895-0965 with questions, or
 Fax those questions to him at 895-3859

COST?: \$95.00 for the CLASS (Make check payable to NAPM-SN)
 Your cost will be refunded IF you just TAKE the Exam.
 \$95.00 per Exam (The Class will cover how to sign up for the Exams.)
 Your cost will be refunded once you PASS an Exam.
 Your Net Cost is ZERO since we will have reimbursed you everything.
 DON’T MISS THIS OPPORTUNITY!

CLASS BE HELD WHERE?: UNLV Campus, Herman Westfall Building. (From Hard Rock Hotel, go directly East onto Campus. 3rd Building on the right has 2 U.S. Mail Boxes on the sidewalk in front of it. Behind those Boxes is our Building. Enter the front door and Bob Ashby will come find you there. Saturday Class starts at 8:00 A.M. sharp. Coffee and donuts will be served. We will end the session between 4-5 P.M. The 2-Hour Tuesday Sessions will start at 5:30 P.M. and will go to 7:30 P.M. No, you don’t need a Parking Sticker and, no, you do not need to put money in the Parking Meters.

WHAT BOOKS DO I BRING?: Purchasing & Supply Management by Drs. Dobler and Burt, 6th Edition (Note, this book is available from either NAPM OR the UNLV Bookstore. This is the book that Dr. Joel Wisner and Bob Ashby use to

teach Management 474, Purchasing & Supply Management. If you hurry there may be some used books available.)

C.P.M. EXAM STUDY GUIDE, 7th EDITION (Do not buy the A.P.P. STUDY GUIDE unless you are only going after you're A.P.P. The AP.P. STUDY GUIDE is just half of the C.P.M. STUDY GUIDE.)

**I'M CONFUSED! I PASSED
SOME EXAMS ALREADY.
DO ANY OF MY OLD EXAMS
COUNT OR DO I HAVE TO
START ALL OVER?**

Read the Chart that follows. But note that there are some definitions and Rules you have to know. They are:

“Former” means exams taken through 12/31/2000; “New” means exams taken on or after 1/1/2001.

Age of Modules Rule: Effective 1/1/2001, Modules must have been passed within 5 years of the date of the candidates application for the C.P.M. or A.P.P. (This supercedes previous policy for A.P.P.S.)

Module 4 Exception to the Age of Modules Rule: As of 1/1/2002 only Module 4 of the updated exam may be used toward C.P.M. Certification.

A.P.P.s Applying for C.P.M.: In conjunction with the “Age of Modules” Rule, after 12/31/2001, current holders of the A.P.P. must pass Modules 3 & 4 to complete the C.P.M. Exam requirements.

Modules 1 & 2 of the new A.P.P. exam may be substituted for Modules 1 & 2 of the new, updated C.P.M. exam and vice-versa.

The above Chart supercedes all policies previously set by NAPM. Chart Issue Date is 7/1/2000.

OK, SIGN ME UP! I'M READY: Name: _____

Address: _____

Company: _____

Phone-Work _____ Home: _____

My check Number is: _____

I PASSED SOME “OLD” EXAMS ALREADY. WHICH “NEW” EXAMS DO I TAKE? HERE IS:

The Transition Chart for the Changes to the A.P.P. Program:

TIME PERIOD IN WHICH AN APPLICATION IS FILED	Through December 31, 2000	January 1, 2001 thru December 31, 2001	January 1, 2002 and later
		Any of the following combinations: (A) Modules 1 & 4 of former C.P.M. exam & Module	Any of the following combinations: (A) Module 1 of former former C.P.M. exam 2 of new A.P.P. exam
MODULES REQUIRED	Modules 1 & 4 of the C.P.M. exam	(B) Module 1 of former C.P.M. exam and Module 2 of the new A.P.P. exam (C) Module 1 of the new A.P.P. exam and Module 4 of the former C.P.M. exam (D) Modules 1 and 2 of the new A.P.P. exam	(B) Modules 1 & 2 of the new A.P.P. exam

AND NOW HERE IS:

The Transition Chart for the Changes to the C.P.M. Program:

TIME PERIOD IN WHICH AN APPLICATION IS FILED	Through December 31, 2000	January 1, 2001 thru December 31, 2001	January 1, 2002 and later
MODULES REQUIRED	Modules 1, 2, 3 & 4 of the C.P.M. exam	Modules 1, 2, 3 & 4 of former C.P.M. exam updated C.P.M. Exam in any combination updated exam.	Modules 1, 2, & 3 of former C.P.M. exam or or updated C.P.M. exam in any combination AND only Module 4 of the

