

National Association Purchasing Management – Southern Nevada Inc.



August 2001

August Meeting



U.S. Postal Service Plant Tour

**Tuesday, August 21, 2001,
5:30 pm - 8:00 pm**

Have you ever wondered what happened to your mail after you placed it in your mailbox? Or, have you wondered how the U.S. Postal Service can process so many pieces of mail in such a short time? If so, this meeting is for you.

Our affiliate has been invited to tour the U.S. Postal Service Processing & Distribution Center on Sunset Ave. This is a great opportunity to have a behind the scenes look at the Post Office.

Speaker: Plant Manager

Location: Dinner at Memphis BBQ, then Plant Tour at U.S. Postal Service on Sunset Road

Memphis BBQ is located at 2130 E. Warm Springs Rd. (West of Eastern Ave.)
(If coming from I-215, take Warm Springs exit and go east)

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, August 17, 2000 at 12 noon

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

5:30 - 6:30 pm Dinner at MemphisBBQ
6:30 - about 8 pm Plant Tour of Post Office

Menu:

Ribs, BBQ Chicken and all the fixin's

Prez Says

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

Prez says,

I am so excited! We have a great board of directors and a large group of volunteers that are helping in a variety of positions!

During the 3rd week in July, officers, committee chairs, and assistant committee chairs attended the District 1, 11 & 12 Leadership Training Workshop right here in Las Vegas. It was a great event filled with many learning and networking opportunities for our volunteer leadership. During the awards luncheon, several members of NAPM-Southern Nevada were recognized with awards.

To top of the event, Valerie Harper, C.P.M. received the District 1 Marketing Person of the Year award. This is a very prestigious award in as much as she beat out 13 other nominees from the other affiliates in California, Utah, Arizona, and Nevada. Valerie has accomplished much in our affiliate marketing plan and strategic plan. She has been a great asset to our organization and we congratulate her on her award.

Also recognized with Standards for Excellence awards for meeting the guidelines set for their various committees were:

Greg Herlean, CPCM – Educational Resources

Valerie Harper, C.P.M. – Marketing

Carol Fletcher, A.P.P. – Membership

Carol Fletcher, A.P.P. – Communication

Mark Misuraca, C.P.M. – Communication

Mike Gifford, C.P.M. – Individual Contribution

Bob Ashby, C.P.M. – Individual Contribution – C.P.M. Program

Frances Richards – Individual Contribution – Secretary

NAPM-Southern Nevada also won the District “Spirit” Award. Look at the pictures on the web site and you will understand why!

(www.napmsn.org/text/july_2001_leadership_training_wo.htm)

Without excellent people like these, we would not be as successful as we are. I am grateful for their excellent contribution!

Remember the Alternative Dispute Resolution (Arbitration) Seminar on August 9, 2001 at the Gold Coast. It will also be excellent!

Thanks,
JIM

New C.P.M.

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

Marketing News

By Valerie Harper, C.P.M.

2001 Survey

2001 Survey Deadline Extended to August 15, 2001

It is not too late to submit your responses to the 2001 NAPM-SN Membership Survey. As of this writing, we hope all members took just a few minutes to fill out and send in the 2001 NAPM-SN Membership Survey! Please know how important your opinions are! At the recent leadership training, it was evident of what a valuable tool the information obtained from the membership survey is. It becomes THE guide for the direction of NAPM-SN. Hopefully, we can accommodate your needs and desires in the area of professional development, monthly meetings and so much more.

Our sincere thanks to everyone who submitted a survey. Movie ticket winners will soon be announced, so please stay tuned!

Suggestions

We welcome suggestions at any time and not just on the recent survey! If you have an idea on how we can better market NAPM-SN, please contact any Board member or me. Let us all contribute to make our affiliate the very best it can be!

Marketing

This committee is responsible for finding and contacting potential new members for NAPM-SN. For the last 3 consecutive years NAPM-SN has been growing by leaps and bounds and has reaped several awards each year consecutively for it's programs.

IS THERE ANYTHING YOU CAN DO TO HELP?! You bet! Just forward the business card of any person that is involved in the Supply Management field and we will take it from there. Now this can be a Purchasing professional, owner or CEO of a small company, a person responsible for warehousing, shipping, contract administration, support staff, etc. If in doubt, forward the info and we will decide. About the only individuals not eligible are Sales and Marketing people. But remember there has to be someone in that firm that qualifies.

We will contact them, put them into our database and follow up periodically. It is really more of a letting them know there is an organization in Las Vegas they can turn to for expertise, education, certification in their field and peers that can help with problems or at times of celebration.

And if you would like a little more involvement we have volunteer projects that will take from 5 to 20 minutes per month. A couple of the mini assignments are:

- Serve on a calling committee, where each member calls 3 potential members to remind them of our monthly meeting and to see if they received our letter and faxes. We will provide the contact information.
- Work with our database, ideal for a person interested in computer technology.
- There are many more assignments and I bet if you contacted us with your idea of the perfect job, we would have something in that category for you to help us with at your own leisure.

Please contact Valerie Harper, Marketing Chair, at the Insurance Superstore – telephone 891-9692, fax 243-3779, e-mail insurancesuperstore@worldnet.att.net

Behind the Scenes

By Carol Fletcher, A.P.P.

As Members of NAPM-Southern Nevada, you may not be aware of all of the things that go on “behind the scenes”.

In July, YOUR Board of Directors went to the Leadership Workshop (see the President’s message). However, what you probably will not see in the President’s message is:

**James Haining, C.P.M.
Is OUR Person of the Year For 2001
President in District 1**

You see, all the awards received would not have been received by the Southern Nevada affiliate, without Jim’s leadership, hard work, and dedication. Since Jim has served as President – he is involved in assisting with every position on the local board. He not only LEADS the Board of Directors, but also does the financials (Treasurer), assists Membership (new applications), assists Communications (provides feedback), assists on the Golf Tournament and Supplier Opportunity Faire. And, if that is not enough, he is going to school for his Master’s Degree in Business Administration!

Jim, All of Us Board Members and Chairs would like to say “Thank You” for helping us make NAPM – Southern Nevada Number 1!



Check out the NAPM-SN web site at www.napmsn.org for up-to-date newsletter, meeting information, job postings, and seminar information.

See what the **buzz** is all about!

Negotiation Terms

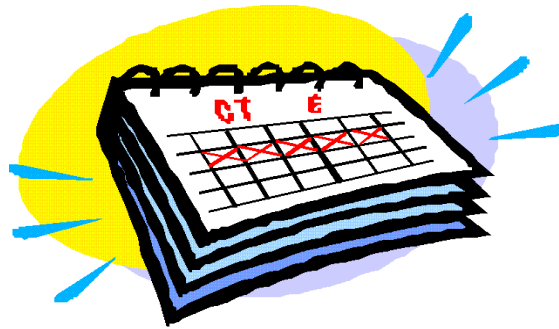
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ALLIANCE
ANALYSIS
BARGAINING
CONTROL
COOPERATION
DIVERSION

INFLUENCE
LISTEN
PERFORMANCE
PREPARATION
QUALITY
RECESS

RELATIONSHIP
RISK
STRATEGIC
SUCCESS
TECHNIQUE
WINWIN

MARK YOUR CALENDAR



August 9, 2001	<u>Alternative Dispute Resolution (Arbitration) Seminar</u> **Only \$40 for members!** - Gold Coast Casino
August 20, 2001	Board of Directors Meeting
August 21, 2001	Dinner Meeting – U.S. Post Office Plant Tour
September 18, 2001	Luncheon Meeting - Gold Coast Casino
September 21-22, 2001	Board of Directors Retreat - TBA
October 16, 2001	Dinner Meeting – Gold Coast Casino
October 25, 2001	Satellite Seminar – <u>Advanced Negotiations: Kicking It Up a Notch</u>
November 20, 2001	Luncheon Meeting - Gold Coast Casino
December 8, 2001	<u>Golf Tournament</u> – CasaBlanca, Mesquite, NV Holiday Dinner & Dance
February 7, 2002	Satellite Seminar – <u>Complexity Management: Chains, Webs, and Other Business Relationship Models</u>
April 11, 2002	Satellite Seminar – <u>Doing Business Electronically: Selecting the Best Options</u>
June 13, 2002	Satellite Seminar – <u>Services Purchasing: Making the Right Decisions</u>