

# National Association Purchasing Management – Southern Nevada Inc.



**September 2001**

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## **September Meeting**

September 18, 2001  
Gold Coast Hotel & Casino

11:30 a.m. – 1:00 p.m.  
2<sup>nd</sup> Floor Conference Room

### **Utilizing Supplier Services to Support a High Performance Procurement & Supply Chain Program**

**Speaker – John I. Cronk, Western Area Director, Future Electronics**

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

**Please RSVP by Friday, September 14, 2001 at 12 noon**

**Call 702-225-4205 or email [james.h.haining@mail.sprint.com](mailto:james.h.haining@mail.sprint.com)** (include name and phone #)

11:00 a.m. – 11:30 a.m. - Registration & Networking

11:30 a.m. – Lunch

12 noon – 1:00 p.m. – Speaker

#### **About the Speaker:**

John Cronk is the Western Area Director for Future Electronics' e-Supply Chain Solution team. He has over 17 years experience in various manufacturing environments, and has held positions in operations, purchasing and materials management. Prior to joining Future Electronics, Mr. Cronk worked as Purchasing Manager for Varian's Tempe Electronic Center for six years. During his tenure with Varian, he implemented a supplier managed inventory program that incorporated Total Acquisition Cost concepts and Electronic Data Interchange. Other management positions include six years with a start up company where he established purchasing, materials and production control processes and procedures. During his manufacturing career he was on the implementation end team for two MRP systems; helped develop and implement a Total Quality Management program; a team leader in obtaining ISO9002 certification; a team leader of the quality improvement team that resulted in Varian becoming a Malcolm Baldrige National Quality Award finalist.

Mr. Cronk has a Bachelor of Science in Business Administration, with a minor in Materials and Distribution Management.

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**Prez Says**  
**By Jim Haining, C.P.M., A.P.P.**

Prez says,

Has it cooled down yet? Still feels like someone left the oven on in Las Vegas!

The Board of Directors and Committee Chairs are having a Board Retreat on Saturday, September 22<sup>nd</sup>. We will be working on our plans for the coming year. We would like to invite any of you who would be interested in helping us in any capacity to attend. It will be a great time to get to know one another better and plan our activities and goals for the year.

We have a great program planned for our September 18<sup>th</sup> lunch meeting. Look forward to seeing you there!

Thanks,  
JIM

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**C.P.M. News**  
**By Bob Ashby, C.P.M., CPCM**

**Re-certification/Lifetime Certification as a C.P.M.**

You know that continuous improvement requires continuous learning. Re-certification provides you with the chance to build a future that exceeds your successes of the past.

Re-certification proves your professional stamina. It makes a strong declaration of competency to your organization, colleagues and the entire profession. You know the value of certification: better earning potential, professional respect, increased career advancement opportunities, and added confidence. The re-certification process demands that you aspire to be at the highest level of professional achievement. It reinforces your role as a leading innovator in Purchasing and Supply. And it confirms that you control the most valuable power of all – *staying power*. Keep yourself set apart with the mark of a professional.

**Re-certification Requirements:**

Individuals who have earned their C.P.M. designation are required to be re-certified every five years. To be re-certified, an applicant must earn 12 C.P.M. points during their current certification period. At least two-thirds of the points must be educational in nature. One-third may be earned in the professional contribution category. NAPM administers the C.P.M. program for the profession and the public. You may earn points in the following categories:

- College courses (both credit and non-credit, taken or taught).
- Continuing Education (taken or taught, like the NAPM-SN C.P.M. Classes).
- Contributions to the profession
- Successful completion of Module 3 and/or 4 of the updated C.P.M. EXAM.

NOTE: Candidates whose Certificates lapse for more than a year will have to pass all current Modules required for the program and submit the front portion or an Original Certification application with copies of the score reports and the year first certified in order to reinstate their C.P.M. (Bottom Line: DON'T LET IT LAPSE!)

The above was all taken directly off the NAPM web site, [www.napm.org](http://www.napm.org)

## **The C.P.M. Class According to Kimberly, Tina, Telma, Jane & John**

The C.P.M. Class is deeply indebted to the blond, brunette and redhead from Southwest Gas Co., the redhead from the City of Las Vegas- -and John. Explain? OK.

Tina Berardi, C.P.M., was spectacular in her efforts while I was too ill to prepare the "cheat sheet" for the next C.P.M. Class. As all of our past Class attendees know, the phenomenal success we have had has been a direct result of Dr, Joel Wisner, UNLV professor, having done a cross-reference between the C.P.M. Study Guide and the textbook we use, and then having used that to prepare a "cheat-sheet" guide. When the new exams came out, Dr. Wisner was unable to go through the new exam and re-do his cross-reference, which had to be done before we could prepare the "cheat-sheet". And since I was not physically or mentally able to tackle the task, in came Tina Berardi, C.P.M., the Southwest Gas Co. brunette, and volunteered to do the cross-reference herself. Again, without that cross-reference I could not have done the "cheat-sheet". And without the "cheat-sheet", our 85% success rate would not be anywhere near that high. We owe a great deal to Tina for starting the ball rolling. Hers was a difficult task.

Then, I was unsure if I would be able to keep up the pace of the all-day Saturday Classes and the subsequent every-Tuesday, 2-hour Study Sessions. That is when Kimberly Lukasiak, C.P.M., the Southwest Gas Co. blond, volunteered to help me with those Study Sessions. She has been at each of the recent Study Sessions and even conducted one on her own when I was not able to. If I am not up to the task, I have confidence that Kimberly can keep the Class going. It takes a great deal off me to know that she is ready, willing and able to help out.

While the Southwest Gas Co. redhead, Telma Lopez, C.P.M., has not been able to attend all of the new C.P.M. Study Group meetings, she has been able to attend some, as has Tina Berardi, C.P.M. And adding Telma and Tina to the list of competent assistants gives me an even warmer, fuzzier feeling that if I cannot make a Study Session, those sessions will go on without skipping a beat.

And then there is the City of Las Vegas redhead, Jane Drummond-Fiori, A.P.P. While Jane's C.P.M. application is being processed, she has taken on the task of re-typing the actual "cheat-sheet" that details out the previously noted cross-reference between the Study Guide and the textbook. It is a large task and I would be hard pressed to get the job done without her. As I prepare each new Module's "cheat-sheet", Jane will be there for us. We owe her a debt of gratitude, too.

There have been many, many other persons, some C.P.M.ers and some future-C.P.M.ers, like John Huddle, A.P.P., from the City of Las Vegas, who have also volunteered – and come through - to help with some of the other, related C.P.M. efforts. It has been wonderful to see the outpouring of help when help was requested. It has not been mind-boggling or unexpected, though, because those who have volunteered have already shown themselves to be the cream-of-the-crop. They have stuck with the very difficult task of achieving their professional designation. They are my heroes and I truly appreciate all of them.

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## **Golf Tournament News**

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

Many of you are aware that for the past many years our Association has 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 8<sup>th</sup> at the Casa Blanca Hotel/Resort/Spa in Mesquite (please see the attached flyer). 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 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 Casa Blanca for only \$45/person. We have offered this to the membership of other professional organizations (NCMA; APICS; AMA), 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! I am so hyped up about this event that I am using the dinner as a Christmas gathering for my children and their mates, so I have reserved 14 spots for my family! 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](mailto:gifford52@yahoo.com)), and I look forward to seeing you at our next lunch meeting on Tuesday, September 18<sup>th</sup>!

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## **Marketing News**

**By Valerie Harper, C.P.M.**

### **Membership Survey Winners**

Seen a good movie lately? Going to an air conditioned theater with comfortable seats, lots of popcorn and the latest film playing on a big screen is a good way to spend time during the last month of summer. The following lucky winners of the membership survey will receive a pair of tickets to a movie of their choice:

Bobbie Thorson-Davis  
Dave Arend  
Jack Holland

Jane Drummond-Fiori  
Renetta Scacchitti  
Sheila Murphy

The tickets will be distributed by mail, so winners watch your mailboxes!

Our sincere thanks to all for their survey responses. We appreciate everyone taking the time out of busy schedules to share opinions, thoughts and suggestions to make our affiliate the very best it can be.

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## News Briefs

### Board of Directors' Retreat

A retreat for the Board of Directors, Committee Chairs, Assistant Committee Chairs and anyone interested in helping as a volunteer. The retreat is scheduled for Saturday, September 22, at the Regent Las Vegas in Summerlin. Affiliate goals, objectives and budgets will be presented and discussed. Anyone interested in attending must RSVP to Jim Haining at (702) 225-4205 by September 14, at 12 noon.

### Volunteers Needed

Volunteers are being sought to assist at the **2002 International Purchasing Conference in San Francisco** next May. Volunteers will receive free meals and attendance to the conference each day they work. The volunteers are responsible for their own transportation and lodging. For more information visit our affiliate web site at [www.napmsn.org](http://www.napmsn.org).

### Survey Results

Results of the NAPM-SN annual survey have been compiled and e-mailed to the board of directors. This data will be instrumental in establishing goals and objectives for the coming year. If you are not a member of the board and would like a copy, please contact Jim Haining, President.

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## C.P.M. Terms

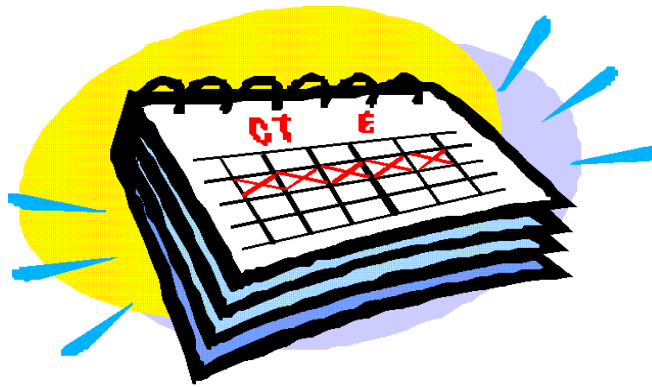
P R O D U C T I O N K U Q Q S  
T C A N A M R E H S E W Z U Q  
E X P E D I T E G N I G D E H  
L E T T E R O F C R E D I T L  
P T S O C D R A D N A T S V E  
C Y C L E S T O C K Q R I J A  
B I L L O F M A T E R I A L S  
S I S Y L A N A T S O C X J E  
X E D N I E C I R P A G E N T  
G N I S A H C R U P N E E R G  
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T C A R T N O C S M E T S Y S  
I N D I R E C T C O S T W D Q  
B A B C A N A L Y S I S G S U  
E H Q G N I C R U O S T U O G

ABC ANALYSIS  
AGENT  
BILL OF MATERIALS  
COST ANALYSIS  
CYCLE STOCK  
EXPEDITE

GREEN PURCHASING  
HEDGING  
INDIRECT COST  
LEASE  
LETTER OF CREDIT  
OUTSOURCING

PRICE INDEX  
PRODUCTION  
SHERMAN ACT  
STANDARD COST  
STANDARDIZATION  
SYSTEMS CONTRACT

# MARK YOUR CALENDAR



<b>September 18, 2001</b>	<b>Luncheon Meeting</b> - Gold Coast Casino
<b>September 21-22, 2001</b>	<b>Board of Directors Retreat</b> - Regent Las Vegas
<b>October 16, 2001</b>	<b>Dinner Meeting</b> – Gold Coast Casino
<b>October 25, 2001</b>	<b>Satellite Seminar</b> – <a href="#"><i>Advanced Negotiations: Kicking It Up a Notch</i></a>
<b>November 20, 2001</b>	<b>Luncheon Meeting</b> - Gold Coast Casino
<b>December 8, 2001</b>	<b><a href="#"><u>Golf Tournament</u></a></b> – CasaBlanca, Mesquite, NV <b>Holiday Dinner &amp; Dance</b>
<b>February 7, 2002</b>	<b>Satellite Seminar</b> – <a href="#"><i>Complexity Management: Chains, Webs, and Other Business Relationship Models</i></a>
<b>April 11, 2002</b>	<b>Satellite Seminar</b> – <a href="#"><i>Doing Business Electronically: Selecting the Best Options</i></a>
<b>June 13, 2002</b>	<b>Satellite Seminar</b> – <a href="#"><i>Services Purchasing: Making the Right Decisions</i></a>



## VACANCY ANNOUNCEMENT

<b>POSITION TITLE</b>	<b>CONTRACTS ADMINISTRATION MANAGER</b>
<b>RESPONSIBILITIES</b>	UNLV is accepting applications for the position of Contracts Administrator Manager. This position is part of the Department of Purchasing, a pro-active, service oriented organization composed of Purchasing, Contracts Administration, Fixed Assets and Centralized Receiving. The successful candidate will fully develop the Contracts Administration Section and will manage that Section as well as the Fixed Assets and Receiving areas.
<b>QUALIFICATIONS</b>	<p>A Bachelors Degree in Business Management or related field preferred; and a professional certification or substantial completion toward certification, as a C.P.M., CPPO, or CPPM is required. Equivalent related work experience, education, or a combination of work experience and education may be substituted for work experience and/or education requirements. Work experience that is directly related to the job may be substituted for post high school education at the rate of two years of work experience for one year of education.</p> <p>Candidates must have hands-on experience in preparing, reviewing, processing, managing, administering, and coordinating contracts and complex bids and RFPs for services, major commodities, construction and multi-faceted projects. Candidates must also have hands-on experience in negotiating with vendors and dealing with senior-level administrators. The successful candidate will have excellent oral and written communication skills, with the ability to write concise, logical, grammatically correct analytical reports. He/she must have investigative and problem solving skills, and must have thorough knowledge of various procurement policies, including state and federal, contract law, construction practices, the UCC and those of the UCCSN.</p>
<b>SALARY RANGE</b>	Salary commensurate with experience.
<b>SETTING</b>	UNLV is a premier urban university located in the vibrant city of Las Vegas and is surrounded by the Mojave Desert. UNLV is the state's largest comprehensive, doctoral degree granting institution with 22,000 students and more than 700 full-time faculty. UNLV provides traditional and professional academic programs for a diverse student body and encourages innovative and interdisciplinary approaches to teaching, learning and scholarship. For more information, see the UNLV World Wide Web site at: <a href="http://www.unlv.edu">http://www.unlv.edu</a> .
<b>APPLICATION DETAILS</b>	<p>Submit a letter of interest indicating Contracts Administration Manager, a detailed resume listing qualifications and experience, and the names, addresses, and telephone numbers of at least three professional references who may be contacted. Applicants should fully describe their qualifications and experience, with specific reference to each of the minimum and preferred qualifications because this is the information on which the initial review of materials will be based. Review of materials will begin September 14, and will continue until the position is filled. Documentation may be mailed to:</p> <p style="text-align: center;">UNLV Contracts Administration Manager Search Committee Attn: Marti Ash 4505 S Maryland Pkwy, Box 451004 Las Vegas, NV 89154-1004</p> <p>Specific questions may be addressed to Rhett Vertrees, Search Committee Chair, at <a href="mailto:rhett.vertrees@cmail.nevada.edu">rhett.vertrees@cmail.nevada.edu</a> or call (702) 895-4720.</p>

***UNLV is an Equal Opportunity/Affirmative Action employer. Persons are selected on the basis of ability without regard to race, color, sex, age, national origin, sexual orientation, religion, disability or veteran status.***

### UNLV Employee Benefit Highlights

Here are some of the highlights with respect to employee benefits afforded Academic Faculty and Professional Staff. This listing does not include all the facts and nuances about these programs, if you have any questions about these benefits, please contact our Benefits Office at (702) 895-3504.

For more detailed information, you might wish to visit our Benefits site on the web at: <http://hr.unlv.edu//Benefits/>

- No State Income Tax
- No Social Security Deduction
- Medicare Contribution required (1.45%)



# 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 1<sup>st</sup> and 2<sup>nd</sup> 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

<b>Pay with credit card</b>	<b>Card Type</b>	<input type="checkbox"/> Mastercard	<input type="checkbox"/> Visa	<input type="checkbox"/> AMEX
<b>Card #</b> _____	<b>Exp Date</b> ____/____	<b>Amount \$</b> _____		
Authorized Signature _____	Cardholder Name: _____			

**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