

National Association Purchasing Management – Southern Nevada, Inc.



October 2001



As President of NAPM-Southern Nevada and on behalf of the Board of Directors of our association, I would like to express our sincere concern and sorrow for the victims, their families and friends of the tragic events in New York, Washington and Pennsylvania. Our hearts and prayers go out to you.

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

October Meeting

October 16, 2001
Gold Coast Hotel & Casino

5:30 p.m. – 8:00 p.m.
2nd Floor Conference Room

"Service Delivery Challenges"

Have you ever heard from your internal customer, "I need it yesterday, but I'll have to get back to you with the details"? Dr. Heatherington will discuss coping with personalities.

Speaker – Gloria Heatherington, Ph.D.

"Tools for excellence in organizational development."

www.heatheringtonconsulting.com

The cost for members is \$20 for an advance reservation. Guests and members without a RSVP are \$25. "No shows" will be billed.

Please RSVP by Friday, October 12, 2001 at 12 noon

Call 702-225-4205 or email to james.h.haining@mail.sprint.com

(include name and phone #)

5:30 p.m. – 6:00 p.m. – Registration & Networking

6:00 p.m. – 6:30 p.m. – Dinner

6:30 p.m. – 7:30 p.m. – Speaker

About the Speaker:

Gloria Heatherington, Ph.D., received her doctorate in Industrial/Organizational Psychology from the University of Texas. Dr. Heatherington is a national consultant, keynote speaker, instructor, and published author. In addition to her doctorate, Dr. Heatherington's academic accomplishments include: M.H.A. from the University of Alaska, Anchorage; Master's degree in Health Care Administration; and Bachelor's of Science degree from the University of Oregon, Eugene. Dr. Heatherington's specialized training consists of: Advanced Trauma Resolution Certification; American Academy of Experts in Traumatic Stress; and ICISMF Basic and Advanced Certificates. Dr. Heatherington's work experience is comprised of: CEO – Heatherington Consulting Group, Incorporated; Director – Employee Assistance Programs and Managed Care, University of Texas; Hospital Administrator – Republic Health Corporation; and eight years in law enforcement. Dr. Heatherington's community service and professional memberships & affiliations include: Chairwomen – Board of Directors, State of Alaska; Mental Health/Suicide Prevention Employee Assistance Professionals Association; The American Academy of Experts in Traumatic Stress; American Society of Safety Engineers; American Society of Industrial Security; and Consulting Psychologist – Lane County District Attorney's Office, Victim Services ICISMF.

Prez Says

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

Prez says,

We are all still attempting to overcome the tragic events of September 11, 2001. It has had a devastating ripple effect throughout our lives. Some of us were directly impacted by friends or loved ones in New York and Washington D.C. Others have lost their jobs or impacted in other ways due the downturn in the economy. And for those of us who did not have a direct impact, this event has definitely changed how we look at life.

The Board of Directors of NAPM-Southern Nevada has decided to give a donation to an organization that directly helps victims and their families of this tragedy. If any of you would like to propose a worthy organization, please let me know at james.h.haining@mail.sprint.com. The board will be making a decision in the near future on this issue.

We recently held an extremely successful Board Planning Retreat. This year's Board of Directors, Committee Chairs and Assistant Chair are a very dynamic group of people and have a wealth of enthusiasm and ideas to make our organization one of the best. I am very grateful to be involved with such a great group of people.

If you have any concerns, suggestions, or ideas on how to make our organization even more effective, please let us know.

Thanks,

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

Marketing News

By Valerie Harper, C.P.M.

The Survey Says...

- The top four topics of interest for monthly meeting, seminar and newsletter articles are:
 - Negotiations.
 - Legal aspects, such as contract writing.
 - Credit Cards and other late breaking issues.
 - Supplier-buyer relationships.

You will see these topics explored extensively in future.

- Pretty close tie between those indicating they favored either lunch or dinner monthly meetings. Therefore, we will continue with a variety of lunch and dinners through out the next year.
- Its official; the survey revealed that the C.P.M. classes are extremely useful in meeting our membership's learning objectives.
- The most important newsletter topics are:
 - Calendar of Events
 - Monthly Meeting Information
 - Seminar Information
- Quality of the monthly speakers for the meetings respondents attended in the past year was very satisfactory.
- As a whole, our membership is well informed of the programs that we offer, with a "strongly agree" response the largest percent in that category.
- Our member's feel that the rate of usefulness of the professional development programs attended (in the last year) is helping to meet learning objectives is "very satisfactory".

Once again, a genuine thanks to those of you who shared their opinions with us. This provides a valuable guide to direct the activities of NAPM SN for the benefit of the entire membership.

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

New A.P.P.

Bill Gann, A.P.P., Mikohn Lighting and Sign



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!

Welcome New Members

Bob Anderson

Central Services Supervisor
LV Convention & Visitor's Authority

Eric Freeman

Student
UNLV

Erin Hegarty

Purchasing Specialist
City of North Las Vegas

Henry "Marty" Hope

Purchasing Specialist
Clark County School District

Anthony Leffler

Purchasing Agent
Hanson Aggregates

Gina Monroe

Purchasing Representative
Southwest Gas

Vincent Rymarchyk

Purchasing Manager
Paul Steelman Design Group

Alex Wang

Purchasing Manager
Lucent Technologies

Audrey Wesley

Buyer
City of North Las Vegas

We look forward to meeting all of you at our next monthly meeting on October 16th at the Gold Coast!

MARK YOUR CALENDAR



October 16, 2001	Dinner Meeting – Gold Coast Casino
October 25, 2001	Satellite Seminar – <i>Advanced Negotiations: Kicking It Up a Notch</i>
November 20, 2001	Luncheon Meeting - Gold Coast Casino
December 8, 2001	Golf Tournament – CasaBlanca, Mesquite, NV Holiday Dinner & Dance
February 7, 2002	Satellite Seminar – <i>Complexity Management: Chains, Webs, and Other Business Relationship Models</i>
April 11, 2002	Satellite Seminar – <i>Doing Business Electronically: Selecting the Best Options</i>
June 13, 2002	Satellite Seminar – <i>Services Purchasing: Making the Right Decisions</i>

NAPM-SN MEMBERSHIPS GETS WHAT IT WANTS...

The survey results are in and the number one choice for a seminar topic is NEGOTIATIONS. There is a satellite seminar scheduled for October 25, 2001, titled – **Advanced Negotiations-Kicking It Up Another Notch**. The seminar begins at 7:00 a.m. and will be held at Channel 10.

This satellite seminar explores advanced strategies and issues for success, including how to target a better relationship with your suppliers and how to avoid negotiating errors. The panelists will discuss forms of BATNA (best alternative to a negotiated agreement), as well as how to build a reserve margin in your BATNA. This satellite seminar also covers distinguishing between and managing the negotiation content and process, principled versus positional negotiation strategies, negotiating with internal customers, and negotiating in special situations.

Experienced supply management professionals, including senior buyers, team leaders, managers and senior management, who are interested in learning advanced techniques and concepts to bring about a higher level of success in negotiations are encouraged to attend this satellite seminar.

The main Presenter is **Michael Bohon, C.P.M.**, is the director of Materials Management at TMC HealthCare in Tucson, Arizona. His extensive business background spans 34 years of work in materials, operations, sales, and administration in four industries (steel, electronics, specialty manufacturing and healthcare). His negotiation experience includes supply and service contracts, labor agreements, strategic partnerships, and mergers and acquisitions. Michael has served as national chairperson of the Novation Materials Leadership Council and the Dun & Bradstreet Software Healthcare Group. He was the co-founder and national chairperson of the Healthcare Business Professionals Association, and is currently the chairperson of the VHA West Coast Materials Roundtable. He has been a member of numerous local, regional and national advisory boards and is a frequent speaker at national meetings and conferences. His articles on materials management, e-commerce, and other subjects have appeared in numerous national publications. Michael has provided consulting services to major corporations, such as Johnson & Johnson, Becton Dickinson, and Bergen Brunswig. He has taught seminars and workshops for a wide variety of audiences and developed business courses for the University of Arizona. Michael is a graduate of the State University of New York at Buffalo.

Timothy L. Baker, C.P.M., CFPIM, SPHR, is the North American commodity specialist and purchasing manager for CNH/Case Corporation, manufacturer of construction equipment such as backhoes, crawlers, and rough-terrain forklifts. Tim is responsible for purchasing activities in the Burlington, Iowa plant, managing a \$230 million third party spend with four buyers. He negotiates design/development and supply agreements supporting the organization's manufacturing operations, commodity strategy, and company objectives. Prior to joining Case Corporation in 1997, Tim held positions with ICI Explosives USA and A.P. Green Refractories Co., a division of United States Gypsum. Tim has a B.S. degree in business administration from Central Missouri State University and an MBA from the University of Missouri. He has contributed to Purchasing Today® articles and presented at several events, including a March 2001 dinner meeting of the NAPM–Central Iowa affiliate in Des Moines on the topic of "Adventures in Negotiation."

Cynthia A. Trainer, C.P.M., is the purchasing agent with The Bill & Melinda Gates Foundation in Seattle, Washington, where she is tasked with establishing and managing a purchasing program for the Foundation. Her position includes setting purchasing policy and procedures, implementing an online requisitioning program, and contract negotiations and administration. Prior to her move to Seattle in December 2000, Cynthia was a purchasing officer with the State of Nevada, where she negotiated service contracts for all State agencies valued at \$100,000 or more. Cynthia has also held purchasing positions with the Washoe County School District, the City of San Jose, and the County of Santa Clara. She attended San Jose Community College and De Anza Community College, and has served as a C.P.M./A.P.P. review instructor. She is currently on the NAPM Ethical Standards Committee, and has held various NAPM affiliate leadership positions. Cynthia is also currently serving as a director on the Board for the NAPM–Western Washington affiliate.

James H. Haining, C.P.M., A.P.P., is a senior negotiator with Sprint in Las Vegas, Nevada and has been involved in the Supply Management field for over 15 years. Jim is responsible for negotiating all contracts with Sprint suppliers in nine Western states. He has also served on several strategic sourcing initiatives for large dollar commodities and services. Jim was a workshop presenter at the 2001 International Purchasing Conference in Orlando and the 2001 Southwest Purchasing Conference in Houston. Jim received his undergraduate degree from BYU and an MBA from the University of Phoenix. He received his C.P.M. designation in 1991 and has re-certified twice. Jim has been very active in NAPM since 1989. He formerly served as Director of District 1 where he represented the 14 NAPM affiliates in California, Nevada, Utah and Arizona on the National Board of Directors. He also served as Assistant Director of District 1.

FAX, OR EMAIL REGISTRATION INFORMATION NO LATER THAN OCTOBER 23, 2001. LIMITED SEATING. COST \$20 MEMBERS, \$30 NON-MEMBERS

NAME: _____
COMPANY: _____
PHONE: _____ FAX: _____
EMAIL: _____

CONTACT: LUCILLE CARRUTHERS
(702) 229-6193
FAX: (702) 464-2572

E-MAIL: lcarruthers@ci.las-vegas.nv.us

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:

Pay with credit card Card Type MasterCard Visa AMEX

Card # Exp Date ___/___/___ **Amount \$**

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

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

***** 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 Donation BankWest of Nevada Balata Insert Softroll Multilink Putter Barbary Coast Hotel/Casino Victorian Room Restaurant Dinner for 4 The Beach Nightclub Friday night party for 20 Boulder Station Hotel/Casino 3 Day/2 Night stay for 2 El Cortez Hotel/Casino The Kenny Kerr Show/Roberta's Cafe Restaurant Dinner for 2 Fiesta Casino/Hotel Festival Buffet Dinner for 2 Fitzgerald's Casino/Hotel Molly's Coffee Shop & Buffet Dinner for 2 Flamingo Hilton Laughlin 4 Day/3 Night stay for 2, incl breakfasts/dinners/show Hilton Gaming Corporation 1 dozen titanium golf balls; 1 golf shirt; 8 brass markers Hilton Gaming Corporation 1 dozen titanium golf balls; 1 golf shirt; 8 brass markers Imperial Palace Ming Terrace Restaurant Dinner for 2 Lady Luck Casino Hotel Marco Polo Room Restaurant Dinner for 2 (+ 2 Shirts) Las Vegas Club Hotel/Casino Great Moments Room Gourmet Restaurant Dinner for 4 The New Frontier Phil's Angus Steakhouse Restaurant Dinner for 2 The New Frontier Margaritas Restaurant Dinner for 2 New York New York 2 golf shirts; 2 mugs Plaza Hotel/Casino The Kenny Kerr Show/Center Stage Restaurant Dinner for 4 Pioneer Hotel/Gambling Hall 3 Day/2 Night stay for 2 Ramada Express Hotel/Casino 3 Day/2 Night stay for 2 The Reserve Hotel/Casino Grand Safari Buffet Dinner for 2 Sahara Hotel & Casino Paco's Hideaway Restaurant Dinner for 2 Sam's Town Hotel/Casino Papamios Italian Restaurant Dinner for 2 Stardust Resort & Casino Enter The Night Show/Tres Lobos Restaurant Dinner for 2

Reasons Why The English Language is Hard To Learn

- 1) The bandage was wound around the wound.
- 2) The farm was used to produce produce.
- 3) The dump was so full that it had to refuse more refuse.
- 4) We must polish the Polish furniture.
- 5) He could lead if he would get the lead out.
- 6) The soldier decided to desert his dessert in the desert.
- 7) Since there is no time like the present, he thought it was time to present the present.
- 8) A bass was painted on the head of the bass drum.
- 9) When shot at, the dove dove into the bushes.
- 10) I did not object to the object.
- 11) The insurance was invalid for the invalid.
- 12) There was a row among the oarsmen about how to row.
- 13) They were too close to the door to close it.
- 14) The buck does funny things when the does are present.
- 15) A seamstress and a sewer fell down into a sewer line.
- 16) To help with planting, the farmer taught his sow to sow.
- 17) The wind was too strong to wind the sail.
- 18) After a number of injections my jaw got number.
- 19) Upon seeing the tear in the painting I shed a tear.
- 20) I had to subject the subject to a series of test.
- 21) How can I intimate this to my most intimate friend?



Let's face it – English is a crazy language. There is neither egg in eggplant nor ham in hamburger; neither apple nor pine in pineapple. English muffins weren't invented in England or French fries in France. Sweetmeats are candies while sweetbreads, which aren't sweet, are meat.

We take English for granted. But if we explore its paradoxes, we find that quicksand can work slowly, boxing rings are square and a guinea pig is neither from Guinea nor is it a pig. And why is it that writers write but fingers don't fing, grocers don't groce and hammers don't ham? If the plural of tooth is teeth, why isn't the plural of booth beeth? One goose, 2 geese. So one mosse, 2 meese?

In what language do people recite at a play and play at a recital? Ship by truck and send cargo by ship? Have noses that run and feet that smell?

How can a slim chance and a fat chance be the same, while a wise man and a wise guy are opposites?

You have to marvel at the unique lunacy of a language in which your house can burn up as it burns down, in which you fill in a form by filling it out and in which an alarm goes off by going on.

English was invented by people, not computers, and it reflects the creativity of the human race (which of course, isn't a race at all).
