

National Association Purchasing Management – Southern Nevada Inc.

Buyliner

November 2001

November Meeting

November 20, 2001
Gold Coast Hotel & Casino

11:30 a.m. – 1:00 p.m.
2nd Floor Conference Rooms

“Why Supply Management?”

Speaker – Paul Novak, C.P.M., President, Institute for Supply Management

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, November 16, 2001 at 12 noon

Call 702-225-4205 or email to james.h.haining@mail.sprint.com (include name & phone #)

11:15 a.m. – 11:30 a.m. - Registration & Networking

11:30 a.m. – 12:00 p.m. - Lunch

12:00 p.m. – 1:00 p.m. - Speaker

About the Speaker: Paul Novak, C.P.M. is the President of the Institute for Supply Management (formerly NAPM). Prior to being named President, Paul was named as the Chief Executive Officer in February 2000 and Executive Vice President in June 1997 of NAPM. Before being named to these positions, Paul had a wide variety of responsibilities for eight years for NAPM. As the Senior Vice President and Treasurer of NAPM, he was responsible for operations, finance marketing, membership, and product and service development.

Paul joined NAPM after nine years with the United Way of Saginaw County, Saginaw, Michigan. He was the President and CEO for seven years.

He was also the Executive Director and CEO of a large youth services organization for seven years.

Paul is a graduate of Michigan State University. He received both this bachelor and master's degrees from MSU. In addition, he is an alumnus of the Harvard School of Business Not-for-Profit Management Program.

Prez Says

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

I had a very interesting experience last month when I was asked to participate as a panelist for NAPM's October Satellite Seminar entitled "Advanced Negotiations". It was definitely a new experience talking and communicating an educational seminar in front of the cameras and lights. Boy, they sure had to use a lot of makeup for the glare! It was difficult and I'm not sure if I would do it again, if asked. However, I am glad I did it once.

I hope that all of you have survived the cutbacks and downsizing that is occurring in many companies at this time. I survived the cuts in the Supply Chain Management department at Sprint, though some of my friends and colleagues in other areas of the country did not. It is a difficult thing to experience on both sides of the fence. We are often made aware of job openings, which we will post on the website and email to our members. So if you are looking for a job, don't forget the website.

I was recently made aware of a success story about our job opportunity section of our website. One of our board members lost their job a few months ago and found their new job from the website! While the particular job they got was listed in the Review-Journal, it was also in the website and that is where this person found it! If any of our members are ever aware of a job opening in Supply Management, please email a board member or myself with the information and we will distribute it to the membership.

This month's luncheon meeting speaker is the President of the Institute for Supply Management, Paul Novak, C.P.M., A.P.P. Paul has been in charge of NAPM and ISM for several years now and it continues to grow and flourish under his leadership! Many of us have asked "Why Supply Management?" over the past several years. Paul will address that question and many more. Don't miss this month's meeting!

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



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!



MIKE GIFFORD, C.P.M., Golf Tournament Chair

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 and on our affiliate web site, napmsn.org). 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 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), and I look forward to seeing you at our next luncheon meeting on Tuesday, November 22!

MARKETING NEWS

by Valerie Harper, C.P.M.

NAPM SN provided a booth at the Facility Maintenance Fair, on October 24th located at Cashman Field. A tremendous thank you to the members who attended to the booth during the day; Cheri Hickman, Hickman Telecom; Jim Smothers, Pac West; Don Woods, International Consulting and Contracting; Judy Alvarez, Hickman Telecom; Shella Murphy, Clark County; Terry Felix, U.S. Postal Service and Valerie Harper, Insurance SuperStore.

A good time was had by all and several promising leads for new members were identified. Information about NAPM SN was provided to attendees and also included the Golf Tournament flier. Over two dozen booths presented information on facility maintenance items from alternative energy sources to window coverings and everything in between.

Do you know someone in the purchasing field who would benefit from learning about NAPM SN? Let me know how to contact them and information will be sent directly. Your efforts are greatly appreciated!

To contact Valerie Harper, Marketing Chair, please call her at the Insurance SuperStore: 891-9692, fax 891-9693 or email **insurancesuperstore@att.net**.

CPM / APP News

Lifetime Certification and Accreditation Requirements

Lifetime Certification of Lifetime Accreditation means recertifying or reaccrediting for the last time. Lifetime applicants must document at least 18 years of verifiable full-time professional purchasing and supply management experience (for the A.P.P., professional purchasing and supply management experience can be a secondary component of the applicant's full time job).

Candidates who currently meet the requirements may apply for Lifetime status at anytime. Simply complete the appropriate application, include proof of employment since your original application, and document 12 C.P.M. points (for the C.P.M.) or 42 Continuing Education Hours (for the A.P.P.).

Those applicants eligible for Lifetime need only submit points or hours based on a prorated scale. The prorated schedule below can be used to help you determine the points or hours needed.

	C.P.M.	A.P.P.
Held latest certificate one year or less.	3 points	8 hours
Held latest certificate less than two year but more than one year.	5 points	17 hours
Held latest certification less than three but more than two years.	8 points	25 hours
Held latest certification less than four but more than three years.	10 points	34 hours
Held latest certification less than five but more than four years.	12 points	42 hours

MARK YOUR CALENDAR



November 20, 2001	Luncheon Meeting - Gold Coast Casino
December 8, 2001	<u>Golf Tournament</u> – CasaBlanca, Mesquite, NV Holiday Dinner & Dance
January 15, 2002	Dinner Meeting - Gold Coast Casino Supplier Appreciation Night
February 7, 2002	Satellite Seminar – <i><u>Complexity Management: Chains, Webs, and Other Business Relationship Models</u></i>
February 19, 2002	Luncheon Meeting - Gold Coast Casino
March 27, 2002	Supplier Opportunity Faire – Cashman Field Convention Center
April 11, 2002	Satellite Seminar – <i><u>Doing Business Electronically: Selecting the Best Options</u></i>
June 13, 2002	Satellite Seminar – <i><u>Services Purchasing: Making the Right Decisions</u></i>

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)



NAPM - Southern Nevada, Inc.

is sponsoring its **16th Annual**

Holiday Dinner Banquet & Dance

Saturday December 8, 2001

Time: 6:00 pm

CasaBlanca Resort, Mesquite, NV

Additional Options: \$45.00 per person, Holiday 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 RSVP: November 7, 2001

(cut here and send with check or credit card)

NAPM-Southern Holiday Dinner and Dance

Company Name: _____

Organization Name: _____

Address: _____

Phone #: _____

Fax #: _____

Email: _____

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
\$45 for Banquet/Room only

Pay with credit card	Card Type	<input type="checkbox"/> Mastercard	<input type="checkbox"/> Visa	<input type="checkbox"/> 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

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