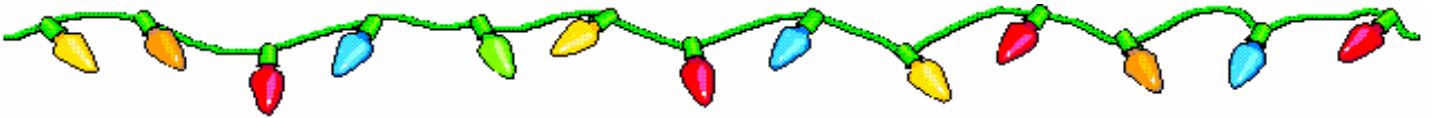




National Association Purchasing Management – Southern Nevada Inc.

Buyliner

December 2001



Prez Says

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

Dear Members,

All of you have recently received (or will shortly receive) a Proxy from ISM (Institute for Supply Management, Inc.) to vote for 3 new Board Members and 3 Bylaw amendments. I strongly encourage you to vote! Your vote counts! However, there is at least one bylaw amendment that could be detrimental to the membership of the affiliates, including NAPM-Southern Nevada. I would like to explain.

Under Option II, #2 is a proposal to amend the bylaws so the ISM Board of Directors, without a membership vote, can change the dollar amount of the Direct National Member dues. Most of you probably see no problem with this proposal, however, it has potential dire consequences for many of the NAPM affiliates. When you joined ISM (formerly NAPM) you had to join a local affiliate, like NAPM-SN or you could join NAPM directly as a Direct National Member. Currently it costs \$270 to be a Direct National Member, thus encouraging members to join their local affiliate. Earlier this year, the Board voted to drop the cost for Direct National Membership to \$150 beginning Sept 2002 IF this amendment is approved by the membership.

You might be wondering, How can that hurt the affiliates? Many of the local affiliates have dues between \$150 and \$220 per year for membership. By lowering the Direct National Membership dues, ISM is directly competing with the affiliates for membership. As more membership joins ISM directly, the affiliates will suffer and eventually disappear. If that happens, you will no longer have any local activities, meetings, seminars, or networking opportunities. One of the biggest concerns for us in Southern Nevada would be the possible elimination of the current C.P.M. certification program and our current reimbursement program. While this change will NOT affect NAPM-SN in the near future, we have no idea what the long term effects might be. We are continually looking at ways to cut administrative costs and look for other opportunities to raise money to support our programs other than through dues.

Therefore, I STRONGLY URGE YOU to vote AGAINST #2 of the proxy.

As for the other Bylaw amendments, they are merely fixing the bylaws so ISM can use various methods to give notice of the Annual Meeting. I have no problem with the passage of these amendments.

I just wanted to make you aware of the issues and explain them as best I can. I encourage you to vote. Your vote is important. Please don't abstain.

Please vote NO on #2 of the proxy!

Please call me at 702-244-2261 or email me at james.h.haining@mail.sprint.com if you have any questions or concerns.

MARKETING NEWS

By Valerie Harper, C.P.M.

Sometimes word of mouth is the best marketing tool for any organization or business. I have NAPM Membership folders available with tremendous information that you may consider passing on to someone who would benefit from membership in NAPM.

The following materials are included in a handsome folder:

- ❖ Information about NAPM's Online Career Center.
- ❖ NAPM Membership brochure.
- ❖ References to NAPM's Bid Specifications Database, NAPM Info Center/Report on Business, Groups and Forums, Knowledge Center/Onsite Training, Certification & Accreditation, Exam Registration, Membership Application, Explanation of Certified Purchasing Manager (C.P.M.) and Accredited Purchasing Practitioner (A.P.P.) designations.
- ❖ The NAPM Resource Catalog.
- ❖ A brochure titled - Golden Opportunities - Your Future in Purchasing and Supply Management.

Please let me know if I can supply you with this or any other information.

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

NEW MEMBERS

Lynn J. Martin
Contracts Consultant
Nevada Power

Lorri Thompson
Purchasing Manager
Travelscape.com



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!



In recognition to the many professionals who have committed to and then succeeded in getting their professional certification as Certified Purchasing Managers!!

**NAPM-SN
CERTIFIED MEMBERS**

The following is a list of the current members who hold their Certified Purchasing Manager (C.P.M.) and/or Accredited Purchasing Practitioner (A.P.P.) Certification.

Steven Anderson, C.P.M., A.P.P., Nevada Power
Bob Ashby, C.P.M., UNLV
Stephen Barlas, C.P.M., Nevada Power
Reid Barwick, C.P.M., Atlandia Design
Tina Berardi, C.P.M., A.P.P., Southwest Gas
Robert Buschow, C.P.M., Southwest Gas
Frank Callom, C.P.M., A.P.P., CPIM, Calcore Consulting
Robert Cameron, C.P.M., A.P.P., CPIM
Lucille Carruthers, C.P.M., City of Las Vegas
Julian CdeBaca, C.P.M., Nevada Power
Candy Choisser, C.P.M., A.P.P., TRW
Dawnita Coleman, A.P.P., LVCCLD
Diane Collins, C.P.M., Clark County
Stan Colton, C.P.M., Henderson District Public Libraries
Sandra Cook, C.P.M., Sierra Pacific Resources
Carol Davis, C.P.M., Nevada Power
Joan Davis, C.P.M.
Terry Felix, C.P.M., US Postal Service
Victor Figueredo, C.P.M., Nevada Power
Carol Fletcher, A.P.P., LVCVA
Robert Freeman, C.P.M., Aristocrat Technologies
Hermann Friedmann, C.P.M., Nevada Power
Mike Gifford, C.P.M., Las Vegas Housing Authority
Joshua Glazer, C.P.M., Harrah's Entertainment
Jim Haining, C.P.M., A.P.P., Sprint
P.K. Hansen, C.P.M., Smart Systems International
Valerie Harper, C.P.M., Insurance Superstore
Sharon Hauht, C.P.M., Clark County Purchasing
Regina Heilman-Ryan, C.P.M., Clark County Purchasing
Greg Herlean, CPCM, City of Las Vegas
John Holland, C.P.M., CCSN
Jenny Howell, C.P.M., Nevada Power Co.
John Huddle, A.P.P., Clark County General Services
Mary Huff, C.P.M., Las Vegas Valley Water District
William Jackson, C.P.M., Southwest Gas
Dennis Jeffrey, C.P.M., Bectel Nevada Corp.
Elizabeth Jones, C.P.M., IT Corp.
Yolanda Jones, C.P.M., McCarran Int'l Airport
Charles Kelley, C.P.M., Par Electric
Richard Lopez, C.P.M., Young Electric Sign
Telma Lopez, C.P.M., Southwest Gas
Kimberly Lukasiak, C.P.M., CPIM Southwest Gas
Richard Malone, C.P.M., Southwest Gas
Penny Marchell, C.P.M., LVCVA
Robert Martinez, C.P.M., UNLV
Sharrie Mayden, C.P.M., UNLV
Theodora McCorkle, C.P.M., LVVWD
Michael McCracken, C.P.M., Nevada Power
Erica Metz, C.P.M., Nevada Power
Mark Misuraca, C.P.M., A.P.P., Sigma Game Inc.
Barbara Neal, C.P.M., Clark County
Tina Noonan, C.P.M., Clark County Purchasing
Paul Nowakowski, C.P.M., UNLV
Ted Olivas, C.P.M., Clark County Purchasing
James Park, C.P.M., The Park Group, Inc.
Chris Prather, C.P.M., McCarran Int'l Airport
Candace Quella-Satek, C.P.M., A.P.P., Potlatch Corp.
Curtis Reinan, C.P.M., Nevada Power
Frank Rosaschi, C.P.M.
Craig Rowley, C.P.M., LVCVA
Lynne Russell, C.P.M.
Renetta Scacchitti, C.P.M., A.P.P., Nevada Power
Susan Scott, C.P.M., Nevada Power
Ralph Somers, C.P.M.
Carl Stix, C.P.M., Harrah's Entertainment
Tan Keah Choon, C.P.M., A.P.P., UNLV
Alan Thomas, C.P.M., Nevada Power
Stephen Thomas, C.P.M., Nevada Power
Bobbie Jo Thorson-Davis, C.P.M., Oasis A Camden C
Bramby Tollen, C.P.M., Clark County School District
Barry Wasson, C.P.M., Nevada Power
Dale Wetenkamp, C.P.M., Las Vegas Review Journal
Cynthia White, C.P.M., A.P.P., City of Las Vegas
Jeffrey Wilson, C.P.M., Nevada Power
Joel Wisner, C.P.M., Ph.D., UNLV
Donald Woods, C.P.M., A.P.P., Int'l Contracting & Consulting

VOLUNTEERING REALLY DOES PAY!

In early November, I was fortunate to be the lucky volunteer chosen to act as the local representative for the *Fundamentals of Purchasing: The Building Blocks of World Class Professionalism* seminar. As the representative, I was able to attend the seminar at no cost!

This course identified various aspects of the procurement profession and emphasized the impact Purchasing has to the overall success of the organization. The significant contributions Purchasing makes include effectively managing the organizations supply base, negotiating contracts with suppliers and promoting good relationships. One key topic discussed was the importance of the planning process prior to negotiations. Due diligence will not only enhance your leverage, but also increase the opportunity for achieving success.

Professor Anna Flynn was clearly an outstanding and knowledgeable instructor. The overwhelming response and participation from the attendees was due to the comfortable atmosphere that she brought to the classroom. It certainly was a benefit to us all. Kudos to Anna!

This class was informative, and also a good review of the procurement strategies covered as part of the C.P.M. program. I highly recommend this seminar to those new to the procurement field, as well as those who are looking for a refresher course. Tina Berardi, C.P.M., A.P.P.

MARK YOUR CALENDAR



January 22, 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 – <i>Cashman Field Convention Center</i>
April 11, 2002	Satellite Seminar – <i><u>Doing Business Electronically: Selecting the Best Options</u></i>
May 5 – 7, 2002	ISM International Supply Management Conference – San Francisco, CA
June 13, 2002	Satellite Seminar – <i><u>Services Purchasing: Making the Right Decisions</u></i>



Dear Valued NAPM-SN Members, Suppliers and Guest:

The Southern Nevada Affiliate of the National Association of Purchasing Management is pleased to invite you to our fourth annual Supplier Night to be held at the Gold Coast Hotel on Tuesday, January 22, 2002.

In keeping with the tradition of the evening, NAPM-SN will be recognizing those individuals who demonstrate excellence or possess enviable skills and talents. NAPM-SN will present both the Robert C. Ashby Award of Excellence and the Supplier & Buyer Annual Awards during the meeting.

Please assist us in properly recognizing those individuals that excel above and beyond their peers. Nomination forms are available on the NAPM-SN website. Please nominate praiseworthy individuals who operate on either the buying or supplying side. Nominators as well as nominees may be from any industry or company; membership in NAPM-SN is not required.

All individuals who are nominated will be invited and recognized at the annual meeting. Only a select few of the nominees will receive awards. Nominations will be accepted until Monday, December 31, 2002.

Everyone is welcome to participate. We encourage you to invite your favorite supplier to join the meeting and look forward to seeing you in January.

Have a happy and safe New Year!

Sincerely,

Bramby A. Tollen, C.P.M.
Supplier Night Chairperson
For NAPM-SN