

# National Association Purchasing Management – Southern Nevada Inc.



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## July Luncheon Meeting

July 16, 2002                      11:30 am – 1:00 pm  
Gold Coast Hotel & Casino              2<sup>nd</sup> Floor Conference Room

### “Internet Essentials, Strategic Tools for Supply Managers”

**Speaker – Jim Haining, C.P.M., A.P.P.  
Manager, Corporate Agreements, Sprint**

Technology continues to change the way we work, play and live. It seems that daily new tools are developed and introduced that change our workplace and home life. It is difficult to keep up with these changes. This presentation will introduce the Supply Manager to the strategic tools that the Internet offers. These tools are essential for implementation into your organization to improve competitiveness and effectiveness in our fast changing digital world.

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, July 12, 2002 at 12 noon at [www.napmsn.org](http://www.napmsn.org)

11:30 a.m. – 12:00 p.m. – Registration, Networking & Lunch

12:00 p.m. – 1:00 p.m. – Speaker

#### About the Speaker:

**Jim Haining, C.P.M., A.P.P.** is a Manager, Corporate Agreements with Sprint in Las Vegas, Nevada and has been involved in the Supply Management field for over 16 years. Jim leads the Supply Chain Management Building Maintenance Team that negotiates all contracts with Sprint suppliers nationwide across all divisions of Sprint. He has also served on several strategic sourcing initiatives for large dollar commodities and services. Jim was a workshop presenter at the 2001 & 2002 International Purchasing Conferences and the 2001 Southwest Purchasing Conference in Houston.

Jim received his undergraduate degree from BYU and Master of Business Administration 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.

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## **Prez Says**

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

Wow! The leadership of NAPM-Southern Nevada recently attended the ISM Leadership Training Conference in Las Vegas. Wow! We learned that we are doing something right! Many of the affiliates in attendance are struggling for volunteers, lack of participation at meetings and seminars, leadership is lacking. Many affiliates complained that they might not survive another year.

Fortunately, we do not seem to have any of those issues and concerns. We are thriving with a plethora of great volunteers. Our members are attending our meetings and seminars. We are doing well! Thanks to our volunteer leadership that have developed a long-term strategic plan for the affiliate, we are poised to be successful for the long run.

Our leadership was able to give the other affiliates suggestions on how to be more successful. In fact, we often questioned by other affiliate leaders on how we run and manage our affiliate. We told them about our very successful C.P.M. program, our Supplier Opportunity Faire, our Golf Tournament, our website! We were also recognized as one of the few ISM affiliates that received an award for "Achieving the Level of Affiliate Excellence". Someday in the near future, we will receive the Affiliate of the Year award!

Thank you to the board and committee chairs for their diligent efforts that make us successful!

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## **Merger with NAPM-Northern Nevada, Update**

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

The board of directors approved pursuing the merger with NAPM-Northern Nevada at our July 1<sup>st</sup> meeting. There are several items that need to be completed prior to the completion of the actual merger and the board will work toward that end.

Many have asked why we are merging with Northern Nevada? Several months ago, I was approached by John Balentine, President of Northern Nevada, to see if Southern Nevada might be interested in a merger. It was actually more like, please take us over. Their board of directors has been struggling with a lack of volunteer participation and they were also about ready to disaffiliate with ISM. They wanted to just give all of their members who wanted to continue a membership in ISM to us. Their board voted a few months ago to approve this merger and now the decision will rest with our board of directors.

The board feels that this is a good move in our long-term plan to become a "virtual" affiliate. With the technology available today, many people do not require the services provided in the past by their local affiliate. In the past few months, we have seen a few new members join us who do NOT live in Nevada because of our low cost. I believe that within the next 3-5 years, there will be further consolidation of affiliates throughout the country with Southern Nevada. This merger will give us the experience necessary to be successful in future mergers/consolidations.

As a part of this merger and reorganization, we will be changing the name of our affiliate. NAPM is no longer in existence (replaced by ISM) and as such, the board of directors feels that a name change is in order. In the near future, we are going to give you the opportunity to vote on the new name. The board is currently considering several options. Please watch your email and the website for updates.

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## Welcome New Members

**Stan Kurkowski, C.P.M.**  
Controller & Vendor Relations  
Paradise Media Group LLC

**Ronald C. Whittle**  
Inventory/Purchasing  
Exhibitgroup/Giltspur

**Ronald J. Ross**  
President  
Digital Economic Technologies LLC

We look forward to meeting all of you at the Gold Coast on July 16<sup>th</sup>!

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## C.P.M./A.P.P. News By Bob Ashby, C.P.M.

Have you achieved the highest professional Certification available to those of us in the Purchasing profession? Are you a C.P.M. (Certified Purchasing Manager) or A.P.P. (Accredited Purchasing Practitioner)? If yes - - or even if you are just thinking about it - - this article is for you! The Institute of Supply Management (ISM) has recently published its "Certification Quarterly Update Newsletter - March 2002, 1st Edition". The purpose of this free quarterly e-newsletter is to keep you updated on the latest happenings to the C.P.M. and A.P.P. programs and to answer some of your frequently asked questions.

To subscribe to this *FREE* e-newsletter, simply visit [www.ism.ws/certupdates](http://www.ism.ws/certupdates) and sign up to receive certification updates and the certification newsletter.

But wait, is this publication of any interest - - or use - - to you? To see if it is, look over the following sampling of discussions that appear in the inaugural Edition:

How important is Purchasing and Supply Management? Supply Management, more than any other function, reaches throughout and beyond the organization into the extended enterprise, making it the most strategic and cost-leveraging function in the modern corporation. Global sourcing, supplier relationship management, cost management strategies, outsourcing, and e-business technology are some of the tools today's modern supply management professional uses to drive savings directly to the bottom line.

How important is it to obtain the C.P.M. designation? The C.P.M., introduced in 1974, is globally the most recognized designation for professionals in supply management. A C.P.M. represents the broadest body of knowledge in the dynamic and critical field of supply management. Professional organizations and enterprises around the world are adopting the C.P.M., with its rigorous testing and lifelong learning requirements, as the standard of achievement and excellence for the profession.

The C.P.M. designation is internationally recognized as the sign of the professional supply manager. To date, more than 38,000 individuals have gained certification both nationally and abroad. The program provides the opportunity to develop professional competence in supply management and is rapidly gaining recognition worldwide. The program is designed for individuals working in any economic sector: private, public, or not-for-profit.

You can integrate your experience and knowledge with the ISM C.P.M. designation. By earning your C.P.M., you will review a wide variety of subjects and, as a result, your understanding of the profession will improve. A C.P.M. proves to management and your colleagues that you are serious about yourself and your career.

It is not easy to obtain but is it worth the effort? Purchasing Magazine stated that its 2001 Salary Survey showed that historically, supply professionals holding a C.P.M. designation have higher average salaries than supply professionals who are not certified do. The 2001 average compensation for purchasing and supply executives with certification is \$78,800; the average for those without certification is \$59,500. Further, statistics taken from a Certification Survey conducted by the ISM Certification Department (2001) showed that 82% of respondents felt that having a C.P.M. designation has benefited them professionally.

Once you obtain your C.P.M., are you done learning and growing? No. You must show that you are continuing to learn and to grow. You do that by "re-certifying". Is that difficult? No, not if you are involved in NAPM/ISM, NAPM-SN, ISM or NAPM-SN approved Workshops, etc. In fact, there are a variety of ways (which will spelled out in future articles). Suffice it to say at this point that it takes 12 "points" (one "point" equals seven hours of continuing education) over a 5-year period.

So, now you have had some "teasers" to see if you should subscribe to the ISM e-magazine. *Still not sure?* E-mail your questions to Bob Ashby, C.P.M., CPCM, at [ashby@ccmail.nevada.edu](mailto:ashby@ccmail.nevada.edu). NAPM-SN and Bob, the Purchasing Director at the University of Nevada Las Vegas, will answer your questions, for the benefit of all NAPM-SNers, in future issues. (He may just find the answers in the "Certification Quarterly Update Newsletter.")

NAPM-SN encourages all Purchasing and Supply Management professionals to improve their professional capabilities and to increase their value to their profession. We welcome your feedback and comments on these C.P.M.-related articles. We are dedicated to making these programs and you a success!

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## **Marketing News**

### **By Valerie Harper**

We just concluded the leadership workshop with an informative presentation on affiliate marketing strategies. It was pretty evident that NAPM-SN is way ahead of the curve in marketing activity. Especially, with respect to our survey and response to our membership needs. Our "Golden Handshake Award" and Potential Member Free Dinner Coupon programs were considered particularly innovative.

Talk about affiliate spirit! Several groups were dressed to identify themselves with their group. Tulsa wore hard hats to reflect their involvement with the oil industry, while others were loud, and Hawaii even performed the Hula! It is an extremely education, motivating and basically fun time for all! Volunteers, such as committee assistant chairs are included. You may want to consider volunteering an also be included in these activities.

Hot off the press! NAPM-SN will receive funding in the form of grant money from National to affect our Marketing Plan. More details coming soon!

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## **Have You Moved???**

If you have changed your mailing address, e-mail address, phone/fax number, company, job title or any other pertinent information, please notify us so we can change your record to insure all correspondence gets to you in a timely fashion. Please complete the **Address Update Form** on the website ([www.napmsn.org](http://www.napmsn.org)). Michael McCracken, Membership Chair will update your information immediately. Thank you!

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## **A.P.P./C.P.M. Class of 2002 – Spring Semester It was a BLAST!**

Achieving the professional certification designation of Accredited Purchasing Practitioner (A.P.P.) or Certified Purchasing Manager (C.P.M.) is not easy. Our A.P.P./C.P.M. Class of 2002 – Spring Semester, will ALL attest to that. We started off with 21 students (the most ever in one of our classes). Within just a few weeks it became obvious that not all of the students were willing to “pay the price” through sacrifice and total and complete immersion into the C.P.M. test-preparation process in order to actually pass all four tests. Five of them quit the program. What we ended up with was 16 of the funniest, wildest and wackiest people ever. They truly made it going to class something to look forward to. And they all stayed with the program to the end. Of the 16, 15 have already qualified for their A.P.P. designation and the one who has not yet qualified is on target for reaching that goal in the immediate future. Of the 16, almost all have passed Module 3 also and only have to pass the Module 4 test in order to earn their C.P.M. designation. (And 4 have already passed all four Module tests!) For the next few weeks, Kimberly Lukasiak, C.P.M., Asst. C.P.M. Chair, and I will work with the class members to make sure that they all complete the requirements to become C.P.M.s. THEN we will have 16 of 16 class members becoming C.P.M.s. WOW, what an accomplishment!

For those of you now realizing that to compete for jobs, to compete for pay raises, to compete for promotions, to compete for the jobs that remain following a “downsizing”, just to progress in the Purchasing profession in general, you HAVE to get your C.P.M., GET READY! I will be assisting Kimberly as she starts a new C.P.M. Class in the fall. (We can’t start yet because we want to update the study materials based on the font of information brought back to us by this current crop of over-achieving C.P.M. students following their successful test taking.)

How does NAPM-SN help you become certified as a C.P.M.? First, you pay \$95 to attend an all-day Saturday Class on how to pass the Module 1 test. Then you attend one-day-per-week Study Sessions from 5:30 – 7:30. Then you pay \$95 to take the actual exam. If you just TAKE the test, NAPM-SN will give you back your \$95 Class Fee. If you PASS the test, NAPM-SN will give you back the \$95 Test Fee. Yep, that is a 100% reimbursement of your costs. Then we repeat the process to get you ready to take the Module 2, 3 and 4 tests. Then, yep, you have received your FREE C.P.M. CERTIFICATION! And all you have to do to get it is to dedicate yourself and immerse yourself into the entire process. It ain’t easy! But there are 16 of the funniest, wildest and wackiest people ever who will attest to the fact that it is worth it. As I said, GET READY! Call me, Bob Ashby, C.P.M., CPCM at 895-0965 or call Kimberly Lukasiak, C.P.M., and get your name on the list for the fall 2002 Class.

P.S. For you existing C.P.M.s, it is payback time. I will be calling you and asking for your help so we can insure NAPM-SN’s continual ability to help all of us in our professional development.

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### **We are almost “home” (THE C.P.M. Class, I mean)**

Module I: completed. Module II: completed. Module III: completed. Module IV: we are almost completed. This article is being written in June and you will see it in the July Buyliner. By the time you see this, we will have about 15 new C.P.M.s. No, none of them have yet said that it was easy. And all of them have said that the test is difficult, tricky, hard to understand, etc. But all of them will have successfully passed the tests for all four Modules and will have qualified as both A.P.P.s (Accredited Purchasing Parishioners) AND as C.P.M.s (Certified Purchasing Managers).

All of the Class are to be congratulated because it takes special people to endure the almost-6 months of classes, harassment by the instructors (Kimberly Lukasiak and Bob Ashby), good natured kidding from their classmate family (and this group has been a wild one!), etc. Sometimes I think that the only thing that kept them going was the promise of the “kegger” and the caps-and-gowns graduation ceremony they have planned.

The creams of the crop become C.P.M.s. But it ain't easy. Read the other C.P.M.-related article in this issue and start thinking of whether you have "the right stuff" to go through the process to become a C.P.M. Then start looking in future issues of The Buyliner to see when the C.P.M. Chair, Kimberly Lukasiak, C.P.M., starts her next Class.

## FYI...

We have added an additional option to request C.P.M. points for meetings attended. Enter the [www.napmsn.org](http://www.napmsn.org) website. Select the C.P.M. Points Request Form designation on the left of the website. Please enter your name, name of event attended, date of event, phone number, fax number and email address. We will respond to the request with an evaluation form. Once the evaluation form is returned a certificate will be provided. This is just another way the Southern Nevada Chapters continues support to our members in maintaining their educational needs.

# MARK YOUR CALENDAR



Date	Type	Description
July 16, 2002	Lunch Meeting	<a href="#"><u>"The Internet, Strategic Tool in your Purchasing Toolbox"</u></a> , Gold Coast Casino. <a href="#"><u>RSVP Now!</u></a>
August 12-13, 2002	ISM Seminar	<a href="#"><u>"Leading &amp; Managing Supply Relationships"</u></a> , held in Las Vegas
August 14 - 15, 2002	ISM Seminar	<a href="#"><u>"Achieving Value-Add Through Supply Alliances"</u></a> , held in Las Vegas
August 20, 2002	Lunch Meeting	TBD, Gold Coast Casino.
August 22 - 23, 2002	ISM Seminar	<a href="#"><u>"Advanced Contract Writing"</u></a> , held in Las Vegas
September 23 - 25, 2002	ISM Seminar	<a href="#"><u>"Developing a Framework for Purchasing"</u></a> (3 day), held in Las Vegas
September 30 - Oct 1, 2002	ISM Seminar	<a href="#"><u>"Purchasing and Materials Management"</u></a> , held in Las Vegas
October 13 - 17, 2002	NPI Conference	<a href="#"><u>National Purchasing Institute - 34th Annual Conference, Albuquerque, NM</u></a>
October 21 - 23, 2002	ISM Seminar	<a href="#"><u>"Purchasing and the Law"</u></a> , held in Las Vegas
October 24, 2002	Satellite Seminar	Satellite Seminar - <a href="#"><u>Contracting Roadblocks: Removing the Barriers</u></a>
November 7 - 8, 2002	ISM Seminar	<a href="#"><u>"Driving Down Costs through Cost/Price Analysis"</u></a> , held in Las Vegas
February 6, 2003	Satellite Seminar	Satellite Seminar - <a href="#"><u>Total Cost: Impacting the Bottomline</u></a>
April 10, 2003	Satellite Seminar	Satellite Seminar - <a href="#"><u>Leadership Skills for Supply Management</u></a>
June 12, 2003	Satellite Seminar	Satellite Seminar - <a href="#"><u>Reengineering MRO Procurement to Impact Your Organization's Bottomline</u></a>