

National Association Purchasing Management – Southern Nevada Inc.



August 2002

MBE Showcase 2002

The Nevada Minority Purchasing Council is holding its MBE Showcase for minority, women, and small business enterprises. Suppliers will be on hand to showcase their various products and services. Held in conjunction with Latin Chamber of Commerce, Urban Chamber of Commerce, Asian Chamber of Commerce, Department of Veteran's Affairs, National Association of Minority Contractors, National Association of Women Business Owners, Nevada Small Business Development Center, Small Business Administration.

Tuesday, August 20, 2002 8:30 am - 1:30 pm

Location: Texas Station Conference Center (Rancho & Lake Mead)

8:30 am - 11:30 am **MBE Showcase - FREE**

12:00 noon - 1:30 pm **Lunch - Speaker**

Cost: There is **NO COST** to attend the MBE Showcase!

The cost for **LUNCH** is \$30 for members/guests with an advance reservation.

Luncheon Keynote Speaker: Donna Fujimoto Cole, President of Cole Chemicals

Please RSVP by Friday, August 16, 2002 at 12 noon at www.napmsn.org

Prez Says

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

This month we are not going to hold our luncheon on August 20th. Instead, we are going to urge you to support the **MBE Showcase 2002** sponsored by the Nevada Minority Purchasing Council. This will be a great opportunity for you to support local minority, women and small business enterprises.

The MBE Showcase 2002 will be held at the Texas Station Conference Center at Rancho & Lake Mead Blvd from 8:30 am – 1:30 pm. The Showcase is Free and the cost of the luncheon is \$30. Donna Fujimoto Cole, President of Cole Chemical & Distributing, Inc. will be the luncheon keynote speaker.

To register for both the Showcase and/or the Luncheon, go to the website, www.napmsn.org.

I encourage each of you to attend this event. It will be a good opportunity to meet new suppliers as well as support those suppliers who attend our Supplier Opportunity Faire each March. If you choose not to attend the luncheon, please come by the Showcase supplier exhibits for Free. Encourage all of your purchasing/supply professionals to attend! See you on the 20th.

Welcome New Members

We look forward to meeting you at our next monthly meeting!

WALTER KOKICH

Purchasing Analyst

Las Vegas Valley Water District

HAROLD G. LEFLER

Purchasing Supervisor

United Rentals Highway Technologies

BRIAN A. WESTMORELAND, C.P.M.

Regional Purchasing

GE Energy Rentals

C.P.M./A.P.P. NEWS

A.P.P./C.P.M. Class of 2002 – Spring Semester – AN UPDATE

As I mentioned in last month's Newsletter, achieving the professional certification designation of Accredited Purchasing Practitioner (A.P.P.) or Certified Purchasing Manager (C.P.M.) is not easy. I also noted that ALL of our A.P.P./C.P.M. Class of 2002 – Spring Semester, would attest to that. So, you wonder, what were the "final" numbers for this funniest of fun Class? Well, first, the "final" numbers are not yet in 'cuz some of them are still testing. But, second, here is what the Class has achieved so far:

Passed all 4 Modules (YIPPEE!!!!!!! Congrats you EIGHT new C.P.M.s!!!!!!!) and received back 100% of the \$475 they paid to get their C.P.M. Certification:

Tom Borland

Dan Gill

Anthony Green

Fran Kowalski

Cathy Carey

Pat Gill

Julie Guy

Trinidad Morra

Passed three of the Modules, qualified for their A.P.P., and will receive back a 100% of the \$475 they paid to get their C.P.M. Certification once they pass just one more test:

George Badiee

Merri Morn

Passed two of the Modules, qualified for their A.P.P. and will receive back a 100% of the \$475 they paid to get their C.P.M. Certification once they pass just two more tests:

Herman Everett

Renee McDowell

John Purviance

Audwin Whitmore

Paula Gonzales

Sharon Nanez

Marie Townsend

Trini Morra

Passed one of the Modules and only needs to pass one more test to qualify for his A.P.P.:

Maine Collins

Summary (as of 7/23/02):

C.P.M. qualified already:	9
C.P.M. qualified with one more test passed:	2
A.P.P. qualified (not counted in the above):	7
A.P.P. qualified (with one more test passed):	1
Ones that are behind but who I KNOW will continue:	2
Dropped out early in the program:	5
Total:	26

That means that (and **this is waaayyy cool!**):

9 of our "core" 21 Class Members have already qualified for their C.P.M. (that's 43% of them). 11 of our "core" 21 Class members will have qualified for their C.P.M. after one more test (that's 52% of them). 18 of our "core" 21 Class Members have qualified for at least an A.P.P. (that's 86% of them). 19 of our "core" 21 Class Members will have qualified for their A.P.P. after one more test (that's 90% of them).

As I said, **that is waaayyy cool!!**

When will the next Class start? Read the other C.P.M. article in this newsletter. It will be difficult to beat this Class's enthusiasm, tenacity and - - - FUN. But Kimberly Lukasiak, C.P.M., the Instructor for the new Class, and I, as her Assistant, will do our best. If you have not yet started one of our Classes, come join us. The results will be waaayyy cool!

A.P.P./C.P.M. Class of 2002 – FALL Semester – Ready to start again?

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 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 P.M. 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 also. 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. Pass all four tests and you will have qualified to receive 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 the last Class, affectionately known as the funniest, wildest and wackiest people ever to form a C.P.M. Study Group, 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. If you are one of the fun, wacky, wild – but very talented – Spring Semester Study Group who has not yet passed all four tests, come join us. Your \$95 Class Fee has already been paid some just come down for some more fun.

P.P.S. As a reminder to you existing C.P.M.s, it is payback time. Bob or Kimberly 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.

Golf Tournament 2002

Members, we need your Help!

Attached to this newsletter is the registration form for the 2002 Golf Tournament to be held on October 19, 2002 at the Las Vegas Golf Club.

It is the proceeds from this event that helps support our Scholarship Program, including the "infamous" C.P.M. Program. Therefore, the Tournament Directors, Sharon Hauht (Clark County) and Bob Anderson (LVCVA) are **requesting your help in selling this event to our suppliers**. Please distribute the flyer to your suppliers and encourage them to participate. If you have a supplier that would be a good candidate, but are uncomfortable in soliciting them, please contact Sharon (702-455-4476) or Bob (702-892-2951) with their contact information and they will take care of the rest.

Thanks for your support!!!!

C.P.M. Points Request Form

We have a new system on our web site, which allows members to select the monthly seminar attended, complete the C.P.M. points request form for a specific month, and fax or email the request back. No more guessing who was the speaker? What was the date? All correct information is now contained for each month. Additionally, we have eleven months worth of forms. Eventually, we will have five years....Cool huh?

Here is our Home Web site www.napmsn.org !

National Association of Purchasing Management
Southern Nevada Inc.

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Join the "Low Cost" ISM affiliate!

...ing high membership dues to be a member of the [Institute for Supply Management \(ISM\)](#)?

NAPM-Southern Nevada is here to fill your needs.

For only \$120 per year, you will have full ISM membership AND will have the option to receive information about the activities in Nevada

[Transfer your membership NOW!](#)

[I-SN Logoed Shirts Available! Place your order NOW!](#)

Select this link

Here is our C.P.M. Point Request Web Site!

National Association of Purchasing Management
Southern Nevada Inc.

C.P.M. Point Request Form

Did you attend a Monthly Meeting or Seminar and did NOT receive your C.P.M. points? Please complete the appropriate form online, print, then fax or mail to Kimberly Lukasiak. Your attendance will be verified. You MUST complete an evaluation prior to receiving your C.P.M. point(s). Your C.P.M. point certificate will be faxed or emailed to you.

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Jul 2002 Monthly Meeting
Jun 2002 Monthly Meeting
May 2002 Monthly Meeting only
May 2002 1/2 day Seminar
Mar 2002 Monthly Meeting
Feb 2002 Monthly Meeting
Jan 2002 Monthly Meeting

Select the Month required!

Here is a sample of the new form!
(Complete it online, PRINT, and fax or mail)

National Association of Purchasing Management – Southern Nevada, Inc.					
Secret Skills of Negotiating					
Five Hour Seminar					
May 21, 2002					
Evaluation Form					
Seminar Number :	SPC-01-0603				
Please complete this evaluation form before leaving the seminar					
<i>Your candid input will help us to continually improve!</i>					
Regarding the below statements, please mark your level of agreement, please mark all applicable answers					
	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
1. The seminar as a whole was excellent	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. The seminar content as a whole was excellent	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. The speaker demonstrated knowledge	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

MARK YOUR CALENDAR

Date	Type	Description
August 12-13, 2002	ISM Seminar	<u>"Leading & Managing Supply Relationships"</u> , held in Las Vegas
August 14 - 15, 2002	ISM Seminar	<u>"Achieving Value-Add Through Supply Alliances"</u> , held in Las Vegas
August 20, 2002	Lunch Meeting	MBE Showcase 2002, Texas Station Conference Center
August 22 - 23, 2002	ISM Seminar	<u>"Advanced Contract Writing"</u> , held in Las Vegas
September 23 - 25, 2002	ISM Seminar	<u>"Developing a Framework for Purchasing"</u> (3 day), held in Las Vegas
September 30 - Oct 1, 2002	ISM Seminar	<u>"Purchasing and Materials Management"</u> , held in Las Vegas
October 13 - 17, 2002	NPI Conference	<u>National Purchasing Institute - 34th Annual Conference, Albuquerque, NM</u>
October 21 - 23, 2002	ISM Seminar	<u>"Purchasing and the Law"</u> , held in Las Vegas
October 24, 2002	Satellite Seminar	Satellite Seminar - <u>Contracting Roadblocks: Removing the Barriers</u>
November 7 - 8, 2002	ISM Seminar	<u>"Driving Down Costs through Cost/Price Analysis"</u> , held in Las Vegas



NAPM - Southern Nevada, Inc.

is sponsoring its 17th Annual

Golf Tournament

Saturday October 19, 2002

Check in: 6:30 am, Tee Time: 7:30 am

Las Vegas Golf Club, 4300 W Washington Ave, Las Vegas

Admission: **\$95.00 per person**, limited to the first 144 golfers paid
Includes golf, cart, and BBQ Lunch after golf
During Lunch – Awards, Raffle and Drawings

Deadline to enter: **October 1, 2002** (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 Scholarship Fund

Company Name: _____
 Address: _____
 Phone #: _____
 Fax #: _____
 Email: _____
 Player Names: _____

Send check to: (must receive by October 1, 2002)
 NAPM-Southern Nevada, Inc.
1120 Las Vegas Blvd So, PMB 296
 Las Vegas, NV 89104

\$95 per person, \$150 Tee Sponsorship

or register at www.napmsn.org

(Your registration is not complete until payment is received)

I Want to be a Tee Sponsor - \$150.00: Yes No

Pay with credit card	Card Type	Mastercard	Visa	AMEX
Card # _____	Exp Date ____/____	Amount \$ _____		
Authorized Signature _____	Cardholder Name: _____			

(\$95 per person, \$150 Tee Sponsor)

Please fax to: NAPM (702) 244-1622 (Also enclose a copy if paid by check) (No Refunds)

For more information, contact Mike Gifford (702) 386-2973

Register on the web @ www.napmsn.org

*** Tee Sponsorships - \$150.00 each ***

I want to be a Tee Sponsor

Company Name:	
Contact Name:	
Phone #:	
Email:	
Please pay on front	

(Please contact Sharon Hauht with questions, 702-455-4476)

Last Year's List of Raffle Prizes - This Year Will Be Even BETTER!

GRAND PRIZE: 2 EACH – LAS VEGAS LOGOED CALLAWAY GOLF BAGS

Aladdin Resort Casino (2)	Dinner for two at "Elements" or "Tremezzo" (\$200 limit)
Applebee's Neighborhood Grill & Bar (3)	One lunch or dinner
Arizona Charlies Hotel/Casino (2)	Limited Edition, numbered series Lithograph of Arizona Charlie
Badlands Golf Club Las Vegas	Round of Golf for two players
Barcelona Hotel and Casino	Two Night Stay and Complimentary Breakfast
Battista's Hole in the Wall	Pasta Dinner for Two
Big Dog's Hospitality Group	Meal for Two (\$35 Value)
Brandise & martinet	Executive Briefcase
CasaBlanca Hotel/Casino	One Deluxe Room for two nights/ one round of golf
Colorado Belle Hotel Casino	3 Day/2 Night Stay
Corporate Express (2)	Low back Executive chairs
El Cortez Hotel & Casino (2)	Two each – Dinner for two at Roberta's Café
Entertainment Merchant Services (2)	Entertainment 2002 Coupon Books
Excalibur Hotel & Casino	3 Day/2 Night Stay
Excalibur Hotel & Casino	"Tournament of Kings" show tickets for 4
Four Seasons Hotel	Dinner for Two at The Verandah (\$100)
Four Queens Casino/Hotel	3 Day/2 Night Stay
Houlihan's Restaurant Group	\$25 Gift Certificate
Hotel San Remo	Tickets for two to "Showgirls of Magic"
Johnstone Supply	Golf Weekend for Two to one of 50 Resorts
Las Vegas Club	Four breakfast coupons
L.V. Convention & Visitors Authority	Men's "Las Vegas" Logoed Long Sleeve Shirt
L.V. Convention & Visitors Authority	Men's "Las Vegas" T-shirt
L.V. Convention & Visitors Authority	Business Card/Clock Holder
L.V. Convention & Visitors Authority	"Las Vegas" Golf Glove, Mini Maglite/Knife set
L.V. Convention & Visitors Authority	Men's manicure Set & Las Vegas Paperweight
L.V. Convention & Visitors Authority	2 each "Las Vegas logoed Callaway golf bags"
Las Vegas Golf & Tennis	Tailor Made 11.5 Burner Driver with Cover
Luxor Hotel/Casino	5 Shirts, 3 hats, 9 visors
Monte Carlo Resort & Casino	Logoed bag, cooler & umbrella
Nevada Business Systems	Two Dozen Titlest Golf Balls
Nevada Palace Hotel & Casino	Dinner for two "LaBella Restaurant"
Pioneer Hotel & Gambling Hall	3 Day/2 Night Stay
Riviera Hotel & Casino (2)	Show tickets for two "An Evening at La Cage", "Comedy Club" or "Crazy Girls"
Sahara Hotel & Casino	Four passes for "Speed – The Ride"
S-B Power Tool Co.	Bosch 14.4 volt series, ½" drill driver
Service Team of Professionals	\$100 gift certificate to Lawry's The Prime Rib
Sprint	Cordless Telephone & two each 40 minute calling cards
Stardust Resort & Casino	3 Day/2 Night Stay in Deluxe Room
Stratosphere Casino Hotel & Tower	Show tickets for two to "The American Superstars"
Suncoast Hotel & Casino	Dinner for two "Senor Miguel's"
Tropicana Resort & Casino	Dinner for two at Island Buffet
Tropicana Resort & Casino	Show tickets for two at "Folies Bergere"
Union Plaza Hotel Casino	Tickets for four to "Le Cabaret" Variety Revue
Union Plaza Hotel Casino	Two each – Dinner for two at Plaza Hotel & Casino's Gourmet Room – "Center Stage"