

National Association Purchasing Management – Southern Nevada Inc.



September 2002

September Dinner Meeting

Tuesday, September 17, 2002
Gold Coast Hotel & Casino

5:30 pm – 7:30 pm
2nd Floor Conference Room

“The Resistance Prison”

Speaker – Steven Hatch
VP of Philip Crosby Associates II, Inc.

The cost for members is \$25 for an advance reservation. Guests and members without a RSVP are \$30. "No shows" will be billed.

Please RSVP by Friday, September 13, 2002 at 12 noon.

RSVP at www.napmsn.org

5:30 pm – 6:30 pm – Registration, Networking & Dinner

6:30 pm – 7:30 pm – Speaker

About the Speaker:

Steven Hatch is Vice President of Philip Crosby Associates II, Inc. Steve has over 15 years experience assisting organizations with their quality and performance improvement efforts. Philip Crosby Associates II is the world's leading quality management education firm emphasizing culture change based upon Prevention. An accomplished consultant and trainer, Steve has been able to assist his clients in not only changing their environments to one of prevention, but also helping them save from \$75,000 to \$2,000,000 annually by reducing their price of nonconformance.

Prez Says

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

Thank you for recently completing the 2002 Membership Survey where you gave us your opinions on the organization and the types of programs that you are interested in seeing in the coming year. We had 83 out of approximately 200 members respond including 11 from the Reno/Sparks area, 3 from Elko, and 2 from outside of Nevada. (Yes, we have several members outside of Nevada!)

We promised to give movie tickets to our members. **Rachel Kirkendall, Las Vegas** and **Judy Porter, Reno** won a pair of movie tickets just for responding. The winners of the **"Most Original Suggestion"** was **Penny Mazen** and the **"Most Useful Suggestion"** was **Renetta Scacchitti**. They too will be receiving a pair of movie tickets.

I was intrigued by many of the responses we received this year. We asked several questions about the Monthly Meeting including time preference, location, topic, etc. Lunch meetings were preferred by 69% of the respondents with dinner preferred by 30%.

MEETING TIME PREFERRED	Total	Percentage
Lunch	57	69%
Dinner	25	30%
EMPLOYER PAYS FOR MTNG?		
Yes	34	41%
No	47	57%
FOOD = HIGH QUALITY		
Agree	32	39%
Neutral	39	47%
Disagree	11	13%
SPEAKER QUALITY = HIGH		
Agree	53	64%
Neutral	27	33%
Disagree	1	1%
What is a reasonable amount to pay for...		Average
Lunch		\$ 15.97
Dinner		\$ 21.90
Importance of following 1 = Not Important, 5 = Very Important		
Same Location		3.41
Non-gaming Facility		2.48
Quality Speakers		3.33
Networking Opps		4.16
Monthly Meetings		3.88
Summer Meetings		3.48
Price of Meeting		3.35

Ranking more important than the quality of the speaker is Networking Opportunities.

The demographic makeup of the respondents was also interesting. In years past, males dominated the Supply Management profession by large numbers. Now, the trend is shifting toward the female gender. Also notice the industry makeup of our respondents. 61% come from a type of government agency!

GENDER	Male	39	47%
	Female	35	42%
INDUSTRY	Manufacturing	14	17%
	Retail	2	2%
	Gaming	2	2%
	Hospitality	4	5%
	Utility	9	11%
	Banking	0	0%
	Medical	0	0%
	Defense	0	0%
	Advertising	0	0%
	Transportation	1	1%
	Federal Govt.	8	10%

	State Govt.	4	5%
	City Govt.	3	4%
	County Govt.	17	20%
	Other Govt.	18	22%
EDUCATION	High School	11	13%
	Some College	29	35%
	Bachelor Degree	18	22%
	Some Graduate Work	8	10%
	Graduate Degree	17	20%
	Doctorate	0	0%
YEARS IN PURCHASING		1317 yrs	18.81 yrs avg
CERTIFICATION	C.P.M.	27	33%
	A.P.P.	2	2%
	Both C.P.M. and A.P.P.	12	14%
	Lifetime C.P.M.	14	17%
	CPIM	4	5%
	CPCM	0	0%
	Other	7	8%
	N/A	2	2%
MEMBER OF OTHER ASSOCIATIONS			
	APICS	11	13%
	NCMA	9	11%
	NPI	7	8%
	NMPC	2	2%
	Other	11	13%
COMPANY PAYS DUES?	Yes	63	76%
	No	18	22%

One of the most common suggestions was "lower cost, higher quality food at our meeting functions". If you have any recommendations for a facility, please let me know! The board has brain stormed this for years. In the 4 years that I have been in Las Vegas, we moved our meetings to various facilities with poor results. So we have come back to the Gold Coast because of its somewhat central location and proximity to the freeway. While I would "love" to move to a facility of the west side of the valley (I live over there), that causes problems with those of you on the east, south and north portions of Las Vegas. Please send me any recommendations. Also, we set the price of the meal at our cost. We are not making money on the meal. It is expensive to have a meal at a facility!

The board is going to use this information as well our suggestions for seminars, meeting topics, and other suggestions to develop a meeting and seminar schedule that meets your needs and desires. If you have any other suggestions, please don't hesitate to contact me!

Welcome New Members

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

SARA YU, A.P.P.
Purchasing Coordinator
GES Exposition Services

Golf Tournament October 19, 2002

We still have spots open. Please invite your suppliers and friends. Flyer attached!

1/2-Day Seminar

“Creating Quality Supply Management Organizations ”

September 17, 2002

How to Lead Your Supply Management Organization to Success

Today’s Supply Organizations are not reliable. Transactions frequently have some sort of problem, and worse, employees either do not know how to do better, or seem unconcerned about doing so. As a result, the average company wastes about 30% of their operating budget reacting to problems that never should have occurred in the first place.

A Reliable Supply Organization delivers exactly what was promised, on time, and treats suppliers and employees as valued partners. As a result, its image and reputation are highly regarded by customers and stakeholders. Reliable Supply Organizations enjoy improved stakeholder and customer satisfaction, reduced operating expenses and improved employee involvement and accountability.

WHO SHOULD ATTEND?

Purchasing and Supply Professionals: Buyers, Supervisors, Managers, and Stakeholders seeking a improve their Supply Organization through Quality and Performance Improvement Efforts

Location: Gold Coast Hotel and Casino, Flamingo & Valley View, Las Vegas, NV
Upstairs Conference Rooms

When: Tuesday - September 17, 2002

Time: 1:00 pm – 5:30 pm Dinner will be the regular monthly meeting (following the seminar).

Fee: NAPM-SN Members: \$70 (includes dinner)
Non Members: \$129 (includes dinner)
Dinner Meeting Only: \$25/member - \$30/non-member or member who did not RSVP

Register online at www.napmsn.org

Seminar attendees will be awarded 4 hours of NAPM Continuing Education Hours

Seminar Timeline

12:30 – 1:00 pm	Seminar Registration	5:00 pm –5:30 pm	Summary
1:00 pm-2:00 pm	Seminar Session 1	5:30 pm - 6:00 pm	Dinner Meeting Registration & Networking
2:00 pm	Break		Dinner
2:15 pm- 3:00 pm	Seminar Session 2	6:00 - 6:45 pm	Speaker – Steve Hatch V P- Philip Crosby Associates II - “The Resistance Prison”
3:00 pm- 3:45 pm	Seminar Session 3	6:45 pm - 7:30 pm	
3:45 pm	Break		
4:00 pm – 5:00 pm	Seminar Session 4		

Seminar Outline

Session I – Creating Reliable Organizations – Steve Hatch

Determine Why:

- The Internal Customer/Supplier relationship process must precede your Supplier Quality Management System.
- The Quality Process Model builds a successful Supply Chain Management System.
- Payoffs increase for Purchasing when using a Price of Non-Conformance System. (PONC)

Session II – How to Identify the Price of Nonconformance – Steve Hatch

- Find out how a 20:1 return results from managing and using PONC
- Since, savings, growth, returns are all about the way finance measures, determine how Purchasing can become even more profitable for the company through hard dollar savings.

Session III – Create a Customer Service Attitude within the Supply Chain – Frank Callom

- Determine the Measurements for Quality in the Supply Chain
- Explore how to Develop a Customer Focused Service Strategy in the Supply Chain

Session IV – Ultimate Customer Service – Barbara Lindquist

- Learn how to Satisfy Stakeholders, Customers and Employees in daily work activities
- See how to maintain Customer Satisfaction and have the Customer Support your Goals and Objectives.

Seminar Leaders:

Steven Hatch is Vice President of Philip Crosby Associates II, Inc. Steve has over 15 years experience assisting organizations with their quality and performance improvement efforts. Philip Crosby Associates II is the world's leading quality management education firm emphasizing culture change based upon Prevention. An accomplished consultant and trainer, Steve has been able to assist his clients in not only changing their environments to one of prevention, but also helping them save from \$75,000 to \$2,000,000 annually by reducing their price of nonconformance.

Barbara Lindquist is a long-standing active member of the Las Vegas business community. Ms. Lindquist is listed in the Who's Who of Women Executives, is a board member of the UNLV Women's Center Job Fair 2002, is a member of the National Association of Hospitality Executives, and has served as Retail Chair of the United Way of Las Vegas.

Ms. Lindquist is a retail visionary, a big-picture thinker with over 15 years of senior level, retail management experience. She served as General Manager for the woman's specialty stores, Bianca of Nevada, supervising Purchasing professionals and successfully creating and implementing their strategic vision through a variety of initiatives. In addition, she utilized her extensive buying experience and relationships to create a profitable private label merchandise program.

Frank Callom MBA , CPM , APP, CPIM is President of Calcore Consulting and is an authority in Supply Chain Management and Purchasing. He is also a Certified QES instructor for QM. Mr. Callom has published in Purchasing Magazines and talked at NAPM Conferences. Calcore provides Supply Chain Management services in Purchasing, Contracting, Negotiations, Strategic Sourcing, Warehousing, Distribution, Logistics, and Cost Reduction Techniques. Calcore also collaborates with Philip Crosby Associates to provide Quality Management programs to small business in Las Vegas. He is on the board for NAPM Southern Nevada and is currently in charge of Purchasing Seminars.

We have added an additional option to request C.P.M. points for meetings attended. Enter the 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.



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!

C.P.M./A.P.P. News

C.P.M. Exam Preparation Course Graduates - We Need YOU!

Do you have a C.P.M. Study Guide, 7th Edition that you would like to sell or loan?

How about the textbook Purchasing & Supply Management, 7th Edition, by Drs. Dobler & Burt? Want to sell or loan that?

Remember how much trouble it sometimes was for C.P.M. Exam Preparation Course members to get the textbook? Well, those interested in being in the new Class will be meeting September 19th (see other article in this newsletter) and one of the questions surely will be, "Are there any used books and/or Study Guides available?" If you are interested in either selling or lending your textbook or Study Guides, please call Bob Ashby at 895-0965 and let him know.

The Value of Professional Certification **By Darin Matthews, C.P.M., CPPO, Contracts & Procurement Manager, Multnomah County Oregon**

Procurement professionals are not unlike their colleagues in other business areas. They are knowledgeable and experienced, and operate with a high degree of professionalism and integrity. So why shouldn't purchasers be recognized as credible and qualified? Folks in accounting, risk management, and engineering all have professional accreditations, so shouldn't purchasing and supply professionals strive for the same?

There are a number of certification programs available for today's procurement professional. The largest of these programs is the *Certified Purchasing Manager (C.P.M.)* offered through the Institute for Supply Management (ISM). With nearly 40,000 members worldwide, the C.P.M. program is one of the most widely established in the world. The ISM also offers the *Accredited Purchasing Practitioner (A.P.P.)* designation for individuals new to the buying field or who have procurement responsibilities as part of their job. Buyers and managers from all sectors, including public, private and educational, proudly display these letters after their names.

The National Institute of Governmental Purchasing (NIGP) offers two levels of certification for professionals working within the public arena. The *Certified Public Purchasing Officer (CPPO)* is geared toward managers and supervisors, while the hands-on buyer can earn a *Certified Professional Public Buyer (CPPB)* designation. Other notable programs include the *Certified Professional Contracts Manager (CPCM)* offered by the National Contract Management Association, and the Purchasing Management Association of Canada's *Certified Professional Purchaser (CPP)*. Each of these programs is unique, offering its own requirements for education, experience and testing. No matter which program a qualified individual chooses, he or she can realize a number of tangible benefits.

Professional Recognition

As the purchasing profession continues to strive for acceptance, its members can help the effort by earning and displaying these professional credentials. Such efforts tend to "raise the bar" for all of us in the procurement field. Others from within our organizations see the certificates on our office walls, the letters after our name on business cards and letters, and realize a milestone has been achieved. Just as designations like RN and CPA are recognized, so can the C.P.M. and CPPB be respected. Recognition benefits not only the individual, but also the profession as a whole.

Earning Capacity

On average, individuals that hold professional certification earn more than their non-certified colleagues do. According to *Purchasing* magazine, female certified purchasers earn up to 33% more, while males can earn an additional 20%. Will financial benefit be realized immediately upon certification? Probably not. While some employers offer cash bonuses and raises for their certified staffers, it is certainly not the case with all organizations. However, many organizations do look at certification when considering promotions and new hires. Though the benefit may not be immediate, the numbers do indicate that those holding a certification have a higher earning capacity.

Career Advancement

More and more job announcements list certification as either required or desirable. Many high-level positions in private industry require C.P.M. and/or A.P.P., and government agencies routinely list CPPO and CPPB as requisites. Job postings in the manufacturing and warehousing industry

often ask for candidates certified through the American Production and Inventory Control Society (APICS). A look at the classified ads of your local paper will probably verify this trend.

Even promotional opportunities within your own agency can list professional certification. If all things are equal between qualified internal candidates, the hiring decision may very well come down to certification as a tie-breaker.

It's Up To You

The procurement field holds great opportunities for certification programs. The benefits are numerous, and accreditation benefits the individual, the employer, and the entire profession...a true win-win situation.

The program that works best for you is a personal decision. Whatever your educational background, experience, or professional aspirations, there is a program that's right for you. Professionals that choose the purchasing career path should strongly consider certification. It's a sound investment.

Professional Certification Resources

Institute for Supply Management	www.ism.ws
National Institute of Governmental Purchasing	www.nigpp.org
National Contract Management Association	www.ncmahc
Purchasing Management Association of Canada	www.pmac.ca
American Production and Inventory Control Society	www.apics.org

Author Bio

Darin Matthews, C.P.M., CPPO, is the author of *Certifiable: A Guide to Professional Purchasing Certification* and is currently collaborating on two Supply Management texts through Florida Atlantic University. He serves on the NIGP Board of Directors and has worked in the purchasing field for more than 15 years. He is Contracts & Procurement Manager for Multnomah County Oregon.

MARK YOUR CALENDAR

Date	Type	Description
September 17, 2002	1/2 Day Seminar	<u>"Creating Quality Supply Management Organizations"</u> , Gold Coast Casino.
September 17, 2002	Dinner Meeting	<u>"The Resistance Prison"</u> , Gold Coast Casino.
Sep 23 - 25, 2002	ISM Seminar	<u>"Developing a Framework for Purchasing"</u> (3 day), held in Las Vegas
Sep 30 - Oct 1, 2002	ISM Seminar	<u>"Purchasing and Materials Management"</u> , held in Las Vegas
October 8 - 10, 2002	ProcureCon 2002	<u>ProcureCon 2002 Conference - Phoenix, AZ</u>
October 15, 2002	Lunch Meeting	TBD, Gold Coast Casino.
October 13 - 17, 2002	NPI Conference	<u>National Purchasing Institute - 34th Annual Conference, Albuquerque, NM</u>
October 19, 2002	Golf Tourney	2002 Golf Tournament - <u>Register NOW!</u> (Get the flyer)
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
November 19, 2002	Lunch Meeting	TBD, Gold Coast Casino.



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 <input type="checkbox"/> Mastercard <input type="checkbox"/> Visa <input type="checkbox"/> 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

September 2002 Buyliner

*** 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"