

# National Association Purchasing Management – Southern Nevada Inc.



## October 2002

---

### Prez Says

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

The Board of Directors recently had a Planning Retreat to organize and review our activities for the coming year. There was substantial discussion about the results of the Membership Survey that we received from you earlier this year.

We concluded from the Membership Survey and recent attendance at monthly meetings that you want more networking activities. Therefore, we are working on more activities that include networking opportunities and at a lower cost. Also, due to cutbacks by many local companies in their training budgets, we have seen a large decline in attendance at our events. Due to the tremendous effort and time it takes the board members to organize and coordinate these events, the board has decided to hold our Lunch/Dinner meetings on a quarterly basis. We will continue to have some type of activity each month. However, it may not be a Lunch/Dinner meeting, but it may be a satellite seminar, training seminar, plant tour, or other event.

We have also found that attendance at Dinner Meetings has been suffering greatly. We are all very busy outside of work and many of us have families that take away our time after work. Therefore, we will be having more activities during the work day.

I know this will be a shock to many of you who are used to how things have always been. However, our environment and world has changed and we are trying to change with it and meet your needs.

Please contact me if you have any concerns about the direction our association is moving at 702-244-2261

---

### Welcome New Board Member

The board is pleased to welcome Terry Felix, U.S. Postal Service to the board of directors. Upon the resignation of a board member, the board appointed Terry Felix to fill the vacant position. Terry has been a dedicated volunteer on the Marketing Committee for the past 2 years as well as a substitute Secretary. Welcome, Terry!

---

### October 2002 Activity

October 24, 2002 - Satellite Seminar **"Contracting Roadblocks, Removing the Barriers"**  
See Flyer Below.

### November 2002 Activity

November 6, 2002 – Full Day Seminar **"Contracting in an Electronic Age"**  
See Flyer Below.

---



# ***Contracting Roadblocks: Removing the Barriers***

**ISM Satellite Seminar: October 24, 2002**

---

<p>Most supply managers have encountered obstacles on the road to successful contract management. How can you anticipate and avoid these roadblocks? If a problem arises, what are your options?</p> <p>Given the spectrum of simple to complex contracting issues that supply management professionals face, this program focuses on the more complex problems that can arise and the tools that supply managers can use to resolve these difficult situations.</p>	<p>The seminar will be held on</p> <p><b>Thursday, October 24, 2002</b></p> <p>7:00 am Pacific</p> <p><b>Location:</b> Community College of Southern Nevada 6375 West Charleston (Bldg and Room # TBA)</p> <p>Visit the Satellite Seminar area of the ISM Web site at <a href="http://www.ism.ws/Seminars/SatelliteSeminars.cfm">http://www.ism.ws/Seminars/SatelliteSeminars.cfm</a> and follow the link to the pre-seminar survey associated with this satellite seminar.</p>
<p><b><i>WHO SHOULD ATTEND?</i></b></p> <p>Supply management professionals, including contract managers or others involved in the contracting process, who potentially face challenging issues with contracts and desire to learn how to avoid and resolve these issues.</p>	

**Main presenter:**  
**Dwight A. Howes, JD**, Partner, McGuireWoods LLP, Pittsburgh, PA

- Panelists:**
- **Aaron Howell, C.P.M., CPPO**, purchasing manager and contracts officer, Oregon State University
  - **Dawn Moore, CPIM**, commercial manager, Global Systems Manufacturing Outsource Group, Intel Corporation
  - **Gary T. Prod, C.P.M.**, supply chain manager, Corporate Services and Gas and Electric Operations, We Energies

---

**Location:** ..... Community College of Southern Nevada  
..... 6375 West Charleston  
(Bldg and Room # TBA)

**Time:** 7:00 a.m.-12 noon

**Length of Program:** ..... **4 hours**  
(There will be a 30-minute break at 9:00 am.)

**Admission Fee: Members: \$20 Non Members: \$30**

Register for this Satellite Seminar online at [www.napmsn.org](http://www.napmsn.org)



---

# Welcome New Members

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

**DR. WILLIAM J. CHRISTENSEN, C.P.M., A.P.P.**

Professor

Dixie State College of Utah, St. George

**CAROL A. POINDEXTER**

Purchasing Supervisor

Clark County School District

---

## Marketing News

by Valerie Harper. C.P.M.

Are you interested in helping grow our affiliate?

If so, you may want to consider volunteering some time to the Marketing Group. I am in need of someone to handle various tasks; such as inputting the names of potential members into our database and/or sending meeting and other notices via flash fax. This is estimated to take as little as one hour to as much as five hours per month.

I am also looking for people interested in working the NAPM-SN booth during trade fairs, etc. for intervals of about 2 to 4 hours.

Please contact me at 702-568-3416.

---

## Golf Tournament

**October 19, 2002**

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

---

## Volunteers, The Heartbeat of our Affiliate!

We really appreciate our volunteers. The efforts of everyone continue to contribute to the success of our affiliate. So, volunteer and you will experience the satisfaction of contributing!

---

---

## University of Phoenix in Las Vegas Introduces “Purchasing Principles and Applications” Certificate Program

In a competitive world where field expertise is in high demand, professional certificates are a way to strengthen your competitive position and widen your career opportunities with the field of purchasing.

The mission of the Purchasing Principles and Applications certificate program is to identify the implications of the rapidly changing purchasing environment on an organization and its participants. Courses address the importance of effective purchasing practices to the contemporary organization, the analysis of past and current trends in purchasing, the benefits of incorporating technology into the procurement process, and supply chain management strategies that best fit the needs of an organization.

The first two courses, PMT300 "Procurement Fundamentals" and PMT302 "Supply Chain Management" incorporate the National Association of Purchasing Management (NAPM) Accredited Purchasing Practitioner (A.P.P.) Body of Knowledge. These courses are especially designed for buyers engaged in the tactical or operational area of purchasing and supply chain management. The PMT304 "Procurement Process Management" and PMT306 "Materials Management" courses, when combined with the PMT300 and PMT302 courses, integrate the NAPM Certified Purchasing Manager (C.P.M.) Body of Knowledge into its focus. These advanced courses are designed to provide students with the skills necessary to successfully manage procurement and supply functions.

### Who Should Attend?

- International & Domestic Buyers
- Purchasing Managers
- Supply Managers
- Logistics Managers
- Planners
- Importers and Exporters
- Business Owners
- CEOs, Presidents, Chairpersons

For more information contact Jennifer Martin at 638-7279 EXT. 1153, or through email at [jennifer.martin@phoenix.edu](mailto:jennifer.martin@phoenix.edu) .

---

**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.**

---



Check out the NAPM-SN web site at [www.napmsn.org](http://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

## Fall C.P.M. Study Group 2002

All sessions are to be at UNLV Campus Services Building, Purchasing Conference room, 2<sup>nd</sup> floor, NW corner of Thomas & Mack parking lot.

<b>Day</b>	<b>Date</b>	<b>Hours</b>	<b>Activity</b>
Tuesday	October 1 <sup>st</sup> –	5:30 – 8:30 p.m.	Module 1 preparation
Wednesday	October 2 <sup>nd</sup> –	5:30 – 8:30 p.m.	Module 1 preparation
Wednesday	October 9 <sup>th</sup> -	5:30 -7:30 p.m.	Testing Overview
Wednesday	October 16 <sup>th</sup>	5:30 -7:30 p.m.	Testing Overview
Wednesday	October 23 <sup>rd</sup>	5:30 -7:30 p.m.	Testing Overview
Wednesday	October 30 <sup>th</sup>	5:30 -7:30 p.m.	Testing Overview

### *Take Module One Exam November 2nd*

Wednesday	November 6 <sup>th</sup>	5:30 – 8:30 p.m.	Module 2 preparation
Wednesday	November 13 <sup>th</sup>	5:30 – 8:30 p.m.	Module 2 preparation
Wednesday	November 20 <sup>th</sup>	5:30 -7:30 p.m.	Testing Overview
Tuesday	November 26 <sup>th</sup>	5:30 -7:30 p.m.	Testing Overview
Wednesday	December 4 <sup>th</sup>	5:30 -7:30 p.m.	Testing Overview
Wednesday	December 11 <sup>th</sup>	5:30 -7:30 p.m.	Testing Overview

### *Take Module Two Exam December 14th*

Notes:

1. Reimbursement is available to Members of NAPM/ISM Southern Nevada. If you are not a member, join locally, and you will also receive this benefit.
2. Materials are need by October 1<sup>st</sup>: “7<sup>th</sup> Edition of C.P.M. Study Guide” (\$32), and 6<sup>th</sup> edition of Purchasing and Supply Management, by Dobler and Burt (\$87), Amazon used (\$64) new (\$121) or [www.half.com](http://www.half.com) ... much less
3. Contact Kimberly Lukasiak at (702) 364-3172, to discuss enrollment if you were not able to attend the organization planning session on 9/19/02.

---

# MARK YOUR CALENDAR



<b>Date</b>	<b>Type</b>	<b>Description</b>
October 13 - 17, 2002	NPI Conference	National Purchasing Institute - 34th Annual Conference, Albuquerque, NM
October 19, 2002	Golf Tourney	2002 Golf Tournament
October 21 - 23, 2002	ISM Seminar	"Purchasing and the Law", held in Las Vegas
October 24, 2002	Satellite Seminar	Satellite Seminar - <i>Contracting Roadblocks: Removing the Barriers</i>
November 6, 2002	NAPM-SN Full Day Seminar	"Contracting in an Electronic Age", sponsored by NAPM-SN, held at Nevada Power
November 7 - 8, 2002	ISM Seminar	"Driving Down Costs through Cost/Price Analysis", held in Las Vegas
February 6, 2003	Satellite Seminar	Satellite Seminar - <i>Total Cost: Impacting the Bottomline</i>



## Seminar Timeline

---

7:30 – 8:00 am	Seminar Registration
8:00 am - 9:30 am	Seminar
9:30 am	Break
9:45 – 10:45 am	Seminar
10:45 am	Break
11:00 – 12:00 pm	Seminar
12:00 pm - 1:00 pm	Lunch Break (on your own)**
1:00 pm – 2:30 pm	Seminar
2:30 pm	Break
2:45 pm – 3:45 pm	Seminar
3:45 pm	Break
4:00 pm – 5:00 pm	Seminar

---

## Seminar Outline

- A. How computers are changing the creation, management and destruction of contract records, including:
- the criminal prosecution of Arthur Andersen for destroying records
  - the advantages of electronic contracts over paper ones
  - managing electronic procurement and contract records
  - conflict between laws requiring record destruction and those that forbid it
  - liability under the new "corporate responsibility" Sarbanes-Oxley legislation
  - why electronic records render traditional records management practices obsolete
  - the use of computer records in court
  - electronic records for tax purposes
- B. Electronic signature and authentication technology
- C. Electronic Signatures in Global and National Commerce Act
- D. Uniform Electronic Transactions Act
- E. Contract formation via e-mail, fax, Web and Electronic Data Interchange (EDI)
- F. Negotiating terms and conditions over the Internet, fax and EDI -- this is also known in purchasing law as the "battle of the forms" -- we will discuss a number of cases
- G. Electronic commerce trading partner agreements
- H. The challenges that re-engineering projects pose for internal control within a purchasing department
- I. Negotiating technology acquisition agreements (software, telecommunications and the like)

## Seminar Leader:

**Benjamin Wright**, recognized the world over as one of the leading lawyers in e-commerce, is the founding author of *The Law of Electronic Commerce*, a comprehensive book on the legality of electronic transactions and computerized business records. The book is published by Aspen Law & Business. A graduate of Georgetown University Law Center, Mr. Wright is an independent attorney practicing computer security and e-commercial law in Dallas, Texas.

Since 1988, Wright has delivered over 500 speeches on e-commerce, privacy, records management, and computer security and been quoted in publications around the globe, from the Wall Street Journal to the Sydney Morning Herald. May 26, 2001 he was featured in the 30-minute documentary "The Cutting Edge Technology Report: Electronic Signatures," nationally broadcast on CNBC.

Website: [wright.safeshopper.com](http://wright.safeshopper.com). Email: [ben\\_wright@compuserve.com](mailto:ben_wright@compuserve.com)

\*\* Nevada Power has a cafeteria with a decent selection of lunch dishes at a reasonable price.



# 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 1<sup>st</sup> and 2<sup>nd</sup> 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](http://www.napmsn.org)

(Your registration is not complete until payment is received)

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

<b>Pay with credit card</b>	<b>Card Type</b> <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) 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](http://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"