

National Association Purchasing Management – Southern Nevada Inc.



November 2002

Prez Says

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

We recently have had 2 very successful events. The Golf Tournament was a great success with 100 golfers, 8 tee sponsors, great raffle prizes and a bunch of fantastic volunteers. We were able to raise close to \$3,500 to support the C.P.M. Scholarship Program. Without successful fundraising efforts, we will not be able to support this great program.

On November 6th, we held a very successful seminar on Contracting in an Electronic Age with 20 attendees! The seminar leader was very good and brought a different perspective to this very interesting topic. Thanks for those you participated.

We will not be holding a meeting in December to give you time to spend with your family, friends and co-workers during the Holiday season. We will have a Monthly Meeting on January 21, 2003, so please mark your calendars.

In March we will be holding 2 major events. Supplier Opportunity Faire 2003 will be held on March 12th at Cashman Field. Send your suppliers to the website, www.napmsn.org to sign up. We have already had suppliers register to attend! On March 11th, we will be holding our Supplier Appreciation Awards dinner. So begin thinking which of your excellent suppliers that you would like to nominate for recognition.

Thank you all for your support of our organization. JIM

Welcome New Members

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

RHODA A. GILMOUR

Administrative Assistant III
University of Nevada Las Vegas

GLENN V. PUGH

Supply Technician II
University of Nevada Las Vegas

ALICE R. WHITE

Office Specialist II
Clark County School District



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!

The 17th annual NAPM-Southern Nevada Golf Tournament

One hundred golfers, a number of tournament volunteers, the hostesses from “Pin Up Golf, Inc., a tasty lunch and numerous raffle prizes helped make the 17th annual NAPM-Southern Nevada Golf Tournament, held at Las Vegas Golf Club on October 19th, a great success.

Trophies were awarded to 1st and 2nd Places for both Gross and Net Scores, as well as \$75 Gift Certificates for Closest to the Pin, Longest Drive and Longest Putt. The battle for first place (gross) came down to Team 11A, representing Rockway Precast, and Team 17A, representing Warthen Buick, coming in with a score of 61. A tie breaker gave the 1st Place (Low Gross) Trophies to Team 11A. The 1st Place (Net) Trophies went to Team 10B, representing The Copy Center @ Manpower, edging Team 18A, representing Nevada Power Company. Closest to the Pin was won by Bob Ghee (Office Furniture USA), Longest Drive was won by Keith Habig (General Electric Supply) and Longest Putt was won by Ray Kicker.

Our tee sponsors were: **Better Office Systems, Boise Office Solutions, Grove Madsen Industries, Loomis, Fargo & Co., Priority Staffing, USA, Standard Wholesale Supply Co., The Line Group, Varsity Contractors, Inc., Warthen Buick.**

Thanks goes out to the Golf Tournament Committee Members, including Sharon Hauht, C.P.M. and Bob Anderson (Tournament Co-Chairs), Craig Rowley, C.P.M. and Carol Fletcher, A.P.P. (Tournament Specialists), Mike Gifford C.P.M. (Player Recruiter) and Jim Haining, C.P.M., A.P.P. (Administration).

Additional thanks goes to the Board Members and other volunteers who provided assistance throughout the day, including Bob Anderson, Lucille Caruthers, C.P.M., Carol Ellenbecker, Terry Felix, C.P.M., Carol Fletcher, A.P.P., Jim Haining, C.P.M., A.P.P., Valerie Harper, C.P.M., Yolanda Jones, C.P.M., Joyce Santos and Renetta Scacchitti, C.P.M., A.P.P.

Fall C.P.M. Study Group 2002

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

October 1st began with a bang for our soon to be A.P.P. & C.P.M. NAPM-SN members. We have been meeting, as a group, for the last six weeks. We begin Module on November 6th. I am sure everyone will be successful in achieving their goal of becoming certified. If you have not obtained your A.P.P. or C.P.M., contact us, we would be happy to provide information on how NAPM-SN has a 85% success rate for passing these exams.

Upcoming Schedule for Module 2

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

Take Module Two Exam December 14th

- 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.
- Materials are needed by October 1st: “7th Edition of C.P.M. Study Guide” (\$32), and 6th edition of Purchasing and Supply Management, by Dobler and Burt (\$87), Amazon used (\$64) new (\$121) or www.half.com ... much less
- **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.

[C.P.M./A.P.P. NEWS, by Bob Ashby, C.P.M](#)

Does it Really Have Anything to do with Leadership?

At the 2002 National Purchasing Institute (NPI) National Conference in Albuquerque, I conducted a Pre-Conference Workshop. That Workshop, similar to the one we present for our NAPM-SN members, was designed to show the participants how to pass the exams necessary to become an A.P.P (Accredited Purchasing Manager) or a C.P.M. (Certified Purchasing Manager). When I asked the Workshop attendees what prompted them to try to attain their Certification, there was a consensus that they were there because obtaining the A.P.P. and/or C.P.M. would help them grow professionally. I thought that just possibly they might have got that right. So I decided to see.

During the Conference I had time to look over the roster of attendees. Of the 94 attendees, there were a total of 75 professional certifications (C.P.M.s, A.P.P.s, CPPMs, CPPOs, CPCMs, and CACMs, and one CPA.) Now THAT is awesome! Obviously those who attend the NPI National Conference recognized the need to be on the leading edge, rather than the trailing edge, of their profession. And that is what a professional certification says about the person who has one. It reinforces what I had observed in my very rewarding years with NPI.

But then I decided to look even further to see if I could identify any other correlations between professional certifications and NPI. And I found them. There were 18 NPI members chairing National Conference committees. Of those, 17 had at least one professional certification AND they combined to have accumulated 27 professional certifications! I was starting to see a correlation between those on the leading edge and those who were our leaders but I wanted to be sure so I continued my checking.

I looked at the 2001 – 2002 Officers and Directors and found that of their leadership of 17, 13 have at least one certification and that group has accumulated 20 certifications. Yes, sir, I was starting to see a correlation between a professional certification and being on the leading edge of our profession, I was definitely seeing a correlation between a professional certification and leadership. But I didn't want to rush to judgment so I checked elsewhere.

I looked at the list of their Past NPI Presidents and found that of the 31 past presidents, 22 had at least one professional certification and that group combined to accumulate 28 such certifications. I was almost convinced that the professional certification indicated not only leading edge awareness but was an indicator of leadership. However, I have been around long enough to recognize that some leaders were good leaders and some were not so good leaders. So I checked one more place.

I looked at the very few, very special folks who, since NPI's founding, had received their most prestigious award, the Carlton N. Parker Award for Outstanding Service. The recipients of this award were truly the cream of the crop in NPI. I found that, since the inception of NPI, only 30 folks have been found worthy of this award. And I found that 27 of them had achieved at least one professional certification and that this most distinguished of groups had accumulated a total of 35 professional certifications.

That cemented it for me. I was now positive that a professional certification DOES show that you are the leading edge of our profession, that those who pay the price to achieve such certifications are striving to improve themselves so they can lead, not just follow. I had also reinforced my belief that a professional certification provides the opportunity to prove to your boss, to your co-workers and – most importantly – to your self that you can rise to a position of leadership as you continue your career.

What does this mean to us here at NAPM-SN? It means that all of our C.P.M.s and A.P.P.s should be congratulated. It shows, as we used to say in my old NASA days, that you've got "The Right Stuff". Keep working with NAPM-SN and you can only get better. You ARE our future!

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.

Who Won the Carlton N. Parker Award for Outstanding Service?

Wait a minute! What in the heck is the Carlton N. Parker Award for Outstanding Service? That award was named for a Past president of the National Purchasing Institute (NPI), an organization comprised of governmental purchasers across the country. The award was named for Carlton because of his endless contributions to NPI in particular and to the purchasing profession in general. The award recognizes and honors an individual who has made outstanding contributions to NPI and to the purchasing profession. The winner of this prestigious award is one who shares his/her knowledge with others in NPI and throughout our profession. The winner of this award is one who is dedicated and puts forth a personal effort beyond what is required or expected.

Why am I even bringing up an award for another Purchasing organization? Well, the person who won this year's award is NAPM-SN's own....

YOLANDA (YOLI) JONES, C.P.M., A.P.P.

Purchasing Administrator at McCarran Airport

Yoli has been a leader in Clark County purchasing since 1994. She started as a Senior Buyer and then progressed to her current role as head of Purchasing at McCarran Airport. She has also been very active within NAPM-SN. NPI recognized her achievements and contributions to our profession, as we all have here in Southern Nevada. (See another article in this publication relating "leadership" to having a "certification" and you will – again – see that there IS a correlation.)

CONGRATULATIONS Yoli!

Marketing News by Valerie Harper, C.P.M.

Golf Tournament

I am sure that others in this newsletter will write about the Golf Tournament, but for those of you that weren't there, just picture the most perfect day; weather, golf, friends, networking and raffle prizes! It really was the best golf tournament I have ever enjoyed. Next time, why don't you give it a try!

Economic conditions appear to be on a continuing downturn. Now more than ever, becoming a member of NAPM-SN is a worthwhile strategy. The benefits include; the ability to network for jobs, obtain money saving purchasing ideas and get certified making oneself more marketable. Do you know someone who would be interested in joining? How about friends, and others around the country who want to save money by joining the "low cost affiliate". If so, please provide me with names and addresses and/or telephone numbers and materials will be sent to them. Or, mention that they can access our extremely informative website.

Finally, I would like to thank each of you for supporting the continuing efforts of the Marketing Group.

Volunteers Needed

Are you interested in giving a little time back to your association? We need volunteers for the following:

Supplier Appreciation Night chairperson – responsibilities will be to plan and coordinate this event on Tuesday, March 11th. This will include reviewing all nominations with a committee of members to select winners, order awards, plan the awards ceremony and other necessary activities for the evening.

Supplier Opportunity Faire chairperson – responsibilities include working with President to plan and organize this major fundraising event. This year the chairperson will be shadowing the President to learn the responsibilities. Would prefer someone to give a 2 - 3 year commitment.

Newsletter Editor – responsibilities include collecting articles from officers and board members, consolidating articles and preparing in MS Word for placement on the website. Would prefer someone to give a 2 – 3 year commitment.

If you are interesting in helping in any of these positions, please contact Jim Haining (702) 244-2261 or james.h.haining@mail.sprint.com

MARK YOUR CALENDAR

Date	Type	Description
January 21, 2003	Luncheon Meeting	<i>NAPM-SN Luncheon Meeting - Topic - TBD</i>
February 6, 2003	Satellite Seminar	Satellite Seminar - <i>Total Cost: Impacting the Bottomline</i>
February 28, 2003	NAPM-SN Full Day Seminar	<i>"Cost/Price Analysis" sponsored by NAPM-SN,</i>
March 11, 2002		<i>Supplier Appreciation/Recognition Dinner - Details forthcoming</i>
March 12, 2003	Supplier Opportunity Faire	<i>Supplier Opportunity Faire - Cashman Center Exhibit Hall A</i>
April 10, 2003	Satellite Seminar	Satellite Seminar - <i>Leadership Skills for Supply Management</i>
May 23, 2003	NAPM-SN Full Day Seminar	<i>"Supplier Selection and Evaluation" sponsored by NAPM-SN,</i>
June 12, 2003	Satellite Seminar	Satellite Seminar - <i>Reengineering MRO Procurement to Impact Your Organization's Bottomline</i>

Golf Tournament Pictures



Ready to GOLF!!! Get the show on the ROAD!!!



A great luncheon!



1st Place Team – The Copy Center @ Manpower



2nd Place Team – Nevada Power