

# National Association Purchasing Management – Southern Nevada Inc.

## Buyliner

### December 2002



---

#### Prez Says

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

#### Happy Holidays!

I hope that you all had a wonderful Thanksgiving holiday. As usual, it was not long enough and I ate too much! NAPM-Southern Nevada will not have a meeting until January 21, when we have a monthly Luncheon Meeting.

In the mean time, we have several educational opportunities planned for 2003! Please check them out on the Calendar of Events on the website, [www.napmsn.org](http://www.napmsn.org).

Please notice that the Supplier Opportunity Faire 2003 is scheduled for March 12, 2003 at the Cashman Center. We are expecting another tremendous turnout! In fact, we already have 3 people registered and paid to attend and we haven't yet started to market it! Again, we are soliciting your support to have a booth at the faire. The booths are no cost to NAPM-SN members. Mike Gifford will be contacting you in the near future to secure your commitment to participate in this event. If you want to participate with a booth, call Mike at (702) 386-2973.

Have a great holiday season!

---

#### Looking for a Plant Tour!

We are looking for companies / facilities to have a plant tour in 2003. Last year we toured the U.S. Postal Service facility on Sunset Ave and it was fascinating. Are you familiar with a facility in Southern Nevada that would be interesting to tour? Maybe it is your own facility. Please contact a member of the board with the name, contact name and phone # of the facility so we can set up a tour for all members.

---

# Happy Holidays

---

# Welcome New Members

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

**NICOLE I. BAILEY**

Purchasing Representative  
Southwest Gas Corp.

**DAWN D. HARRINGTON**

Inventory Administrator  
Southwest Gas Corp.

**KIM ROLSTON**

Owner/President/Manager  
TouchPoll Las Vegas

**PAULA L. GONZALES, C.P.M.**

Construction Buyer  
University of Nevada, Las Vegas

**DR. KEONG LEONG**

Professor  
University of Nevada, Las Vegas

**KIM HOLTON**

Bechtel Nevada  
Procurement Specialist/P-Card Administrator

---

## C.P.M. NEWS

We are coming to a close on the C.P.M. study course, module 2, for this year. Our future C.P.M.s have worked very hard to pass module 1 and 2 and should shortly qualify for their A.P.P.s!

We will pick-up next year with Modules 3 and 4, sometime in February or March. If you have already passed Modules 1 and 2 and would like to continue with Module 3 and 4, to receive your C.P.M. designation, please contact us!

The C.P.M. education committee wishes everyone a spectacular holiday season and a very happy new year, one filled with hope and dreams of C.P. M. come true!

---

**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!

## Marketing News by Valerie Harper

Marketing wishes everyone a very joyous holiday season. This time of year inspires us to count our blessings. NAPM-SN, providing educational and networking opportunities, continues to be chief among them for many of us. We are consistently striving to meet and exceed your expectations in the field of marketing our affiliate. However, we always appreciate suggestions. Please feel free to contact me or one of the co-chairs at any time to share ideas.

May peace, love, laughter and especially good health fill your life with special joy.

Valerie

## MARK YOUR CALENDAR

Date	Type	Description
January 21, 2003	Luncheon Meeting	<i>NAPM-SN Luncheon Meeting - Topic - TBD</i>
February 6, 2003	Satellite Seminar	<i><u>Total Cost: Impacting the Bottomline</u></i>
Feb 10 - 12, 2003	ISM Seminar	<i><u>"Principles of Supply Management"</u>, sponsored by ISM, held in LV</i>
February 28, 2003	<b>Luncheon Meeting</b>	<b>You Paid How Much? – Writing a Good RFP/RFQ, speaker Elaine Whittington, C.P.M.</b>
February 28, 2003	<b>NAPM-SN Full Day Seminar</b>	<i><b><u>"Cost/Price Analysis"</u> sponsored by NAPM-SN, Seminar Leader - Elaine Whittington, C.P.M.</b></i>
March 11, 2002	Dinner Meeting	<i><u>Supplier Appreciation/Recognition Dinner</u> - Details forthcoming</i>
March 12, 2003	Supplier Opportunity Faire	<i><u>Supplier Opportunity Faire - Cashman Center Exhibit Hall A - <a href="#">Register Today!</a></u></i>
April 10, 2003	Satellite Seminar	<i><u>Leadership Skills for Supply Management</u></i>
May 23, 2003	<b>NAPM-SN Full Day Seminar</b>	<i><b><u>"Supplier Selection and Evaluation"</u> sponsored by NAPM-SN,</b></i>
June 12, 2003	Satellite Seminar	<i><u>Reengineering MRO Procurement to Impact Your Organization's Bottomline</u></i>

## "Why obtain your C.P.M.? See what others think"

### GO FOR THE GOAL

By **Bridget Brodie**, senior associate for NAPM.

June 2000 *Purchasing Today*®, page 69.

#### Take the initiative to level-up your career with certification and accreditation designations.

The opportunities are out there. It's relatively simple and requires little effort to join a professional association. Fill out a form. Pay your dues. And you're in. But what sets you apart? What says you've earned your success — defined goals and gone after them with passion and perseverance? A Certified Purchasing Manager (C.P.M.) or Accredited Purchasing Practitioner (A.P.P.) is the premier designation that tells others in the business environment that you are a true professional.

"The C.P.M. improves self-image, adds professional credentials, and provides a broad view of the profession," explains Ralph Long, C.P.M., assistant director of procurement services for Pima County Community College District in Tucson, Arizona. For more than a quarter of a century, NAPM's certification program has helped define and prove the value of purchasing and supply chain management. As the profession evolves and becomes increasingly linked to every business process at every organizational level, NAPM continues to keep stride with these changes by redefining its certification program.

NAPM's Certification Committee sees its mission as "... to define and validate the purchasing and supply management body of knowledge and to recognize those who demonstrate proficiency in it." Further, the committee defines a vision that "establishes universally accepted standards for identifying and recognizing purchasing and supply management professionals and promotes continuing professional growth and development." To maintain certification's relevance as a competitive measurement of the profession, NAPM recently conducted a job analysis. The results of the analysis showed that purchasing and supply management had experienced significant and important changes over the last decade. "The job analysis results have allowed us to reposition and level-up NAPM's certification program," says Scott Sturzl, C.P.M., ACA, NAPM's vice president of certification.

The job analysis consisted of a comprehensive survey sent to a random sample of 15,000 purchasing and supply professionals from public, private, and nonprofit sectors nationwide. Over 2,400 surveys were returned. These sectors included manufacturing, federal government, state/local government, institutional, services, retail, and food/agriculture. Respondents were asked to rate the importance of 100 purchasing and supply job tasks. Here's what the job analysis uncovered: out of 100 tasks listed in the survey, 64 were applicable to a majority of the sectors at the managerial level. Further, 41 of these 64 tasks also proved relevant at the buyer level.

Using these results, NAPM moved forward by creating an updated C.P.M. Exam and a new A.P.P. Exam. These changes reflect the increasingly complex and evolving role of purchasing and supply management. The exams continue to measure the fundamentals of the profession, but now incorporate the more strategic and integrated role purchasing and supply management plays across *all* business sectors and *all* levels within organizations, up to and including the highest executive teams. According to *A Skills-Based Analysis of the World-Class Purchaser*, a 1999 study prepared for NAPM by Larry C. Giunipero, Ph.D., C.P.M., Florida State University and NAPM professor of purchasing and supply management, "The changing nature of the profession from a transactional to strategic perspective, and arm's-length to relational, requires either a different *mix of skill sets* or a different and *higher level* of tried and true skills." The study supports NAPM's conviction that purchasing and supply management continues to provide dynamic and value-added initiatives to help organizations be successful. And, as a leading organization, NAPM does not react to changes in the profession, but rather anticipates, forecasts, and pioneers the future.

#### Earn Your Future

Approximately 33,000 purchasing and supply management professionals have already realized the value of certification. "I obtained my C.P.M. two years ago. I was a buyer with six years of on-the-job experience. As a result of earning my C.P.M., I obtained a manager position within four months, and within one year I became a director. I doubled my salary in less than two years," reports Sandy Fielder, C.P.M., director of procurement for the Seattle Mariners. According to Purchasing magazine's annual salary survey, C.P.M.s earn about 25 percent more than their noncertified colleagues. The survey also reports that the number of C.P.M.s in the workplace is on the rise, and those working toward certification have also increased. In fact, 1999 marked one of the largest increases of new C.P.M.s in the program's history. According to Nicholas White, C.P.M., vice president of Dubuque, Iowa-based Barnstead-Thermolyne, certification can play a big role in moving a career forward. "I'm a believer; I went from buyer to vice president of manufacturing," he says.

C.P.M.s say they've earned more than a bigger paycheck — they report greater self-esteem, respect of their peers, and a commitment to the profession as equally important reasons for certifying. Says Paul Novak, C.P.M., A.P.P., CEO of NAPM, "Certification will give you professional recognition and cause others to recognize you as part of

a greater group — a profession." While the profession continues to grow in complexity and importance, certification plays a pivotal role in communicating this evolution to the top ranks of corporate America. It proves the integrative nature and unquestionable bottomline impact of the purchasing and supply management function. In any business arena, earning the C.P.M. or A.P.P. is a worthy goal with a proven track record of success at every level: personal, professional, and organizational.

## Look Who's Talking...

"With the many changes taking place in business, the C.P.M. program provides the opportunity and motivation to study and learn the latest techniques."

Joseph A. Leister, C.P.M.  
Director, SBC/Williams Procurement Alliance  
SBC Services, Inc.

"I believe I have been recognized more as a professional because of my C.P.M. The C.P.M. program motivates purchasing personnel to review, study, and verify their knowledge."

Martin Brown, C.P.M.  
Senior Contracts Manager  
Sematech

"Being active in my affiliate, I often receive calls from organizations looking to fill purchasing positions; most of them are looking for an individual with the C.P.M. or A.P.P. designation."

Mark A. Brown, C.P.M., A.P.P.  
Senior Buyer  
Autoliv ANA

"Achievement of the C.P.M. designation not only evidences an individual's level of expertise, but says a lot about the individual's personal drive and initiative as well. The C.P.M. process is an extremely effective way to broaden one's scope and is, accordingly, an excellent springboard into other training initiatives."

Erv Lewis, C.P.M.  
Director of Purchasing  
Wellman, Inc.

"The C.P.M. designation indicates to current and prospective employers that one is truly dedicated to the purchasing and supply management profession. The professional and educational requirements for certification, together with the exam and its preparatory activities, provide exposure to all areas of the field. As a result, the certification process provides the means to enhance one's career advancement options."

David R. Fuegner, C.P.M.  
Contracts Manager, Sequa Purchasing Council  
Sequa Corporation

## Changes to the C.P.M. and A.P.P. Examinations "Box page 71"

In keeping with the changing role of purchasing and supply management, NAPM will be introducing updated versions of the Certified Purchasing Manager (C.P.M.) and new Accredited Purchasing Practitioner (A.P.P.) Examinations. These exams will be available via computer administration by January 1, 2001.

The new exams will continue to cover the important fundamental concepts of purchasing and supply management addressed in the current versions of the examinations. But they will also address the more strategic role of purchasing and supply management within today's private, public, and nonprofit organizations, and will include critical topic areas that address these functions.

Some of the tasks included in the updated exams include:

- Develop goals and objectives of a purchasing and supply department aligned to organizational goals. This includes knowledge of organization vision, mission, and goals statements, and stresses that the strategic goal of a purchasing department is to lead and manage supplier relationships for goods, services, and materials.
- Human resource management, including knowledge of management theories, topics in group dynamics, and staff productivity.
- Recommend/implement changes to the organization's purchasing, supply management, and material usage policies as needed. This includes knowledge of supply chain, risk management, and change processes.

The format of the C.P.M./A.P.P. Examinations will also be revised, from their current length of 80 scored multiple-choice questions per module, to 90 questions each for Modules 1, 2, and 3, and 110 questions for Module 4. The longer tests will provide candidates with ample opportunity to demonstrate their skills in a variety of purchasing and supply topic areas, and will allow for better coverage of the important content areas listed in the C.P.M. and A.P.P. Test Specifications. The longer tests are also expected to yield more reliable and consistent scores, which is an important factor in testing.

In addition to this, 25 questions within Module 4 will test the candidate at the Application level, as opposed to the mere recall of knowledge or the comprehension of principles. Test questions written at the **Application** level require the candidate to apply his/her purchasing knowledge and skills to real-life, job-related situations, thereby ensuring the relevance of the examination to the growing strategic importance of the purchasing and supply management function. In addition to the scored questions, Modules 1, 2, and 3 will each contain five unscored tryout questions, used by NAPM for research purposes only. Module 4 will contain 10 unscored tryout questions.

Further information on the nature of the new examinations can be obtained by visiting the NAPM Web site at [www.napm.org](http://www.napm.org). From the home page, select Certification under the Professional Development heading.

By Eugene W. Muller, Ph.D., industrial psychologist for Industrial and Educational Measurement, Inc., Montralé, New Jersey.

#### **Frequently Asked Questions "Box page 73"**

The following question-and-answer information applies only to those taking the computer-based exam after January 1, 2001. Effective January 1, 2001, exams may be no more than five years old at the time the candidate applies for the C.P.M. or A.P.P. Candidates should keep this in mind as they develop a time line to complete testing.

#### **Q. How many modules will there be for the updated C.P.M. Exam?**

A. There will be four modules:

Module 1: Purchasing Process

Module 2: Supply Environment

Module 3: Value Enhancement Strategies

Module 4: Management

#### **Q. How many questions will be on each module of the updated C.P.M. Exam?**

A. There will be 95 questions for Modules 1, 2, and 3. (Ninety questions will be used to determine the candidate's score. The other five are test questions used by NAPM to develop future exams.) Module 4 will have 120 questions. (One hundred ten will be used to determine the candidate's score. The other 10 are test questions used by NAPM to develop future exams.)

#### **Q. How much time will I have to complete each module?**

A. You will have 105 minutes to complete each of Modules 1, 2, and 3. You will have 130 minutes to complete Module 4 of the updated C.P.M. Exam.

#### **Q. How will the computer-based exam be available?**

A. It will be available through the same delivery channel

NAPM uses currently, Sylvan Prometric. The computer-based exam is available by appointment Monday through Friday (and Saturday at many locations). Test hours vary by test center.

#### **Q. I have completed some C.P.M. modules. What should I do if I still have one or more modules to pass when the updated exam is introduced on January 1, 2001?**

A. Modules will substitute one for one. For example, if you passed Modules 1 and 3 of the exam prior to January 1, 2001, simply take Modules 2 and 4 of the updated exam. (Note: Also see the two exceptions mentioned below.)

#### **Q. I have heard Module 4 of the current C.P.M. Exam can be used toward the C.P.M. designation up through December 31, 2001, only. Is this true?**

A. Yes. After December 31, 2001, candidates applying for the C.P.M. designation must use only the updated Module 4.

#### **Q. Is there anything else I need to know?**

A. Please pay particular attention to the following two policies:

1. Effective January 1, 2001, modules may be no more than five years old at the time the candidate applies for the C.P.M.

2. Module 4 of the C.P.M. Exam taken through December 31, 2000, may be used toward the C.P.M. until December 31, 2001, only.

As of January 1, 2002, only Module 4 of the updated C.P.M. Exam can be used toward the C.P.M. designation.

## Resource List: Supply Chain Management

"Box page 74"

The following list contains books and other resources regarding supply chain management. This list is not all-inclusive but can serve as a starting point.

### Web Sites

- <http://members.xoom.com/etoung/constellation>  
Constellation: Supply Chain Repository This online resource center contains information on supply chain management, manufacturing systems, electronic commerce, and other related fields.
- [www-mmd.eng.cam.ac.uk/cbp/perfmeas.htm](http://www-mmd.eng.cam.ac.uk/cbp/perfmeas.htm)  
Performance Measurement Homepage  
Set up by the Centre for Business Performance at the University of Cambridge, this site provides a forum for academics working in performance measurement and adjacent fields.
- [www.dsmc.dsm.mil/specfeat/roargen.htm](http://www.dsmc.dsm.mil/specfeat/roargen.htm)  
Research on Ongoing Acquisition Research (ROAR)

### Organizations

- Council of Logistics Management [www.clm1.org](http://www.clm1.org)
- APICS The Educational Society of Resource Management [www.apics.org](http://www.apics.org)
- Supply-Chain Council Inc. [www.supply-chain.org](http://www.supply-chain.org)
- Supply Chain Management Institute [www.ipics.ie/index.htm](http://www.ipics.ie/index.htm)

### □ Books and Other Publications

- **Introduction to Supply Chain Management**  
By Robert B. Handfield, Ernest L. Nichols, Jr.  
This text covers the integration of information and materials flows across multiple organizations to create a supply chain, thereby improving value to the customer. It also presents a topical discussion of what a supply chain is, why it is important, and what types of challenges are implicit in managing supply chains.
- **Sacred Cows Make the Best Barbecue — Supply Chain Management: A Revolutionary 26-Week Action Plan**  
By Chip Long, Dr. Gay Meyer  
This book shows you how to adopt supply chain management in your organization and realize measurable improvements in quality, delivery costs, and, most importantly, profits.
- **Designing and Managing the Supply Chain: Concepts, Strategies, and Case Studies**  
By David Simchi-Levi, Philip Kaminsky, Edith Simchi-Levi  
This book succeeds both as an instructional guide for the student and as a hands-on resource for the practitioner. The book includes many in-depth case studies and numerous examples.
- **Supply Chain Management Review**  
An executive-level publication dedicated to the art and science of moving goods to market, this magazine is published six times a year by Cahners Business Information.  
Annual subscription (domestic) rate: \$199  
For information, access the Web site: [www.manufacturing.net/scl/scmr/subinfo.htm](http://www.manufacturing.net/scl/scmr/subinfo.htm)