



PRESIDENT'S CORNER

Hello ISMNV Members,

I would like to thank you for attending the ISM Supplier Opportunity Fair. This year was another success thanks to all of you.

As you know, it is that time of year when we need to vote in some new Board Members, so if you would like to join us on the Board, please reach out to Jim Haining and let him know immediately. We have 5 positions open and are looking to fill and it is a two-year term. This is a great opportunity to step forward in a role that you can influence your fellow members through this organization.

We are also looking forward to the opportunity to network with everything at Jim's home later in May. This will be a great time had by all. Please RSVP so we know how to plan for this event. Thank you again for your support and I look forward to serving and working with all of you this year!

Cheers,

Dawna Herndon

ISM-Nevada President

Thank You!

Thank you to all the ISM members that participated in the Supplier Opportunity Fair booths, helped with the Silent Auction and bought items at the Silent Auction on April 18th! We had another very successful event and we owe it all to your support and participation. We look forward to another great event next Spring!

Jim Haining
Executive Director
and
ISM-Nevada Board of Directors

Upcoming EVENTS

"Escape to Paradise" Networking Event May 18, 2018 – 5 pm to ??



Come in island attire, ready to relax and enjoy! Bring your spouse, partner and kids! Don't forget your suit and towel if you desire, as the pool is ready and the hot tub will be warm!

ISM-Nevada will be providing burgers, hot dogs, chips, and soft drinks/water. If you want an adult beverage, BYOB. If you want to bring a dessert or side dish to share, that would be great, but not required. **No Cost!** Please Register online for more details.

"The Power of the Marketplace" May 23, 2018 Breakfast Meeting



This presentation is focused on the Evolution of the marketplace and **amazonbusiness** approach to providing solutions for tail spend. During the presentation we will share perspectives from procurement leaders that have embraced the marketplace already.

Amazon Business is everything our customers love about Amazon but designed for business purchasing. Whether you are running a neighborhood restaurant or a large multinational enterprise. You get the easy, familiar Amazon shipping experience, with its competitive prices and

Please Register online for more details.



Don't Forget to Renew your Membership

All members received an invoice for Membership Renewal in March 2018 from ISM Global.

Don't forget to renew your membership **by May 30th** to avoid a lapse of your membership!

You can renew as follows:

1. Pay your invoice directly to ISM Global in Arizona (ISM processes our renewals and sends notification and dues to ISM-Nevada).
2. Log into your account on the ISM website, www.instituteforsupplymanagement.org website and pay your renewal.
3. Call ISM directly at (800) 888-6276 option 8 and pay over the phone

We hope that you find value in your ISM-Nevada membership!

A banner for CPSM Exam Updates. On the left, the text reads "CPSM® Exam Updates" in a large, bold, black font, followed by "It's Time to Get Serious" in a smaller, grey font. Below that, it says "Introducing new courseware in April 2018, and updated exams in September 2018." On the right side of the banner is a photograph of a smiling woman with dark hair, wearing a light blue button-down shirt, looking at a white tablet computer.

CPSM® Exam Updates
It's Time to Get Serious

Introducing new courseware in April 2018, and updated exams in September 2018.

ISM is encouraging those currently working on their CPSM® to complete their exams now, before they change! Whether you're already in the CPSM® pipeline or thinking about earning this certification, **you still have time** to achieve this important professional milestone.

Bob Ashby Runs the Boston Marathon!

One of our members, Bob Ashby, ran in the Boston Marathon on April 15th! Not too bad for a septuagenarian! Way to go Bob!



WHAT DID I LEARN FROM RUNNING THE BOSTON MARATHON?

I've preached long and hard that the road to success in our profession is paved with proof that we're constantly learning and improving. Such proof, I've maintained, must be in the form of an undergraduate degree or professional certification. Attaining neither, I believe, says we are okay with just being a worker bee – a perfectly good choice for those with no desire to advance up the ladder.

Same thing goes when we play recreational sports. We can be perfectly happy to play on a lower level team or, if we want the challenge, we can work to increase our skills and play at a higher level. And if we think we're ready to work or play at a higher level there is only one thing to do: Go For It!

After my retirement I took up long distance running, i.e. half and full marathons. Since I had run 7 fulls and 32 halves I decided I had learned and improved enough that I was ready to test myself against the Mother of all Marathons. Yes, I decided to run the Boston Marathon on April 16th! That day the temperature in Boston was in the low 30s, the 20-30 mph wind was in our face and the torrential downpour brought 2" of rain. It was brutal! Oh, lord, I thought, should I have challenged myself to do this?

Most races are on an out-and-back track but in Boston the runners are transported 26.2 miles out of town and then they run back to where they started. With over 30,000 runners and only 50 busses, runners stand in the rain until it's their turn to hitch a ride to the starting line. Fastest runners go first, next fastest go next and then us slower runners go last. All this time we are standing in that freezing rain. Once at the starting line, this is repeated until the slower racers finally get to toe the line. As a slow runner, all in all, I stood in that rain about three hours before I was allowed to start my run.

Remember, the temps were in the 30s, the 20-30 mph wind was in our face and a downpour was drenching us. Well, that combination brought on a lot of shivering, shaking and freezing – all indications of hypothermia setting in. For those unfamiliar with hypothermia, your body is giving out but your brain does not register that fact. A person could, literally, die not knowing he was even in trouble. Because of that, medical staff all along the route watch to see for runners needing to be pulled off the course. Almost 3,000 runners quit or were pulled off the course. After almost 18 miles of running I became one of those runners. I really thought I was OK but medical staff knew better. Thank God for them!

Would I do it again? Absolutely!

Why? Because I learned. That experience taught me what I have to do to succeed the next time. During my working years as a Purchasing professional I hit many stumbling blocks (how could so many bosses have been so wrong about me?) but each time, I learned. I was a good Buyer and would have continued to enjoy my work but I wanted to become part of management. And with each failure I learned a little more of what I had to do to get there.

And that is what I am taking away from my Boston Marathon experience. I learned what I need to do to become more successful next time. The Boston-based coaches introduced me to protective clothing and other equipment available to those who run in rain and/or freezing temperatures. I learned through years of experience that I needed Purchasing pros to show me how to improve my chances for advancement and now those years of experience are teaching me that it will take running coaches to make me better at this pastime. I will keep seeking out better running coaches. Thank goodness you "purchasing pros" already have great ISM-Nevada coaches and mentors ready to show you how to reach the next level in your chosen profession. And they won't make you learn in the freezing cold and rain!



BELIA GUZMAN
CIRQUE DU SOLEIL

JEFFREY MUMFORD

MATHEW WION
ARISTOCRAT TECHNOLOGIES, INC



Join ISM today and become part of a powerful network of 45,000 supply management professionals who lead and shape supply management today and in the future.

To learn more about membership eligibility and types, benefits and application process, please visit Membership Committee Chairs Melanie Lever at mlever@washoecounty.us, or Natasa Christodoulidou at nchristodoulidou@csudh.edu or the ISM NV website at <http://ismnv.org/join.php>

ISM-Nevada is on  and 

Log into your LinkedIn and Facebook accounts and search for ISM-Nevada under Groups. Connect with us today!



For upcoming events: www.ismnav.com



Test Your Supply Chain Knowledge

Submitted by Carol Poindexter, C.P.M., CPPPO

The following sample test questions were developed for those procurement professionals interested in acquiring their CPSM and CPSD professional credentials. These and other questions are posted in the CPSM Exam Review workbook published by the Institute for Supply Management.

Question 1

Having realistic, actual cost data for the product or service being negotiated assists greatly in obtaining a fair and reasonable price. All the items listed are advantages of this type of negotiation EXCEPT: (1-A-3)

- (A) Preparation time is shorter.
- (B) The negotiator can analyze the exact amount of profit being requested.
- (C) Actual material costs are provided.
- (D) Labor hours and rates are clearly indicated

Question 2

Your organization, a producer of silk flower and plant arrangements, has been purchasing pots from a local supplier for several years. This supplier, however, has fallen on hard times, having lost several large customers over the past year simply because those customers were concerned that the supplier was not large enough to handle their volumes. Management of the supplier is strong, there has never been an issue receiving on-time deliveries, and you prefer to buy locally whenever you can.

Overall, your organization has been quite happy with the performance of this supplier and wants to ensure that it remains in business. One option your organization can consider to help this supplier remain in business and begin growing again is to: (1-B-5)

- (A) Provide an audit function to determine what the other customers' concerns were which caused them to change suppliers.
- (B) Loan your own sales manager to the supplier so that she can teach that organization's sales force advanced sales techniques.
- (C) Pre-order a year's supply of pots so that the supplier can receive a large cash infusion immediately.
- (D) Provide some financing through either a direct loan or co-signing a loan with them.

Question 3

The United Nations' Global Compact addresses all of the following EXCEPT: (1-D-1)

- (A) Anti-corruption.
- (B) E-commerce.
- (C) Environment.
- (D) Human rights.

Answers can be found on next page.



Question 1

Option (A) is correct because, although this type of negotiation allows much greater insight into the actual price, it is more time consuming to gather the data.

Option (B) is incorrect because the information supplied gives good insight into the requested profit which the supplier is including.

Option (C) is incorrect because the supplier will supply actual material costs which can be checked in the marketplace.

Option (D) is incorrect because it is very helpful not only to have the labor rates which can be compared with government indices but also to see the level of personnel assigned to given tasks so it can be verified.

Question 2

Option (D) is the most reasonable option of those presented. It allows your organization to support your supplier in the short term until finances stabilize. If you provide a direct loan, your organization can also make a little profit from the interest collected.

Option (A) is incorrect in that the supplier already knows why its other customers have pulled out; while the reasoning of those customers may or may not be correct, they appear to have been specific to the issue of supplier size and capacity.

Option (B) is also incorrect, largely for the same reason; it is not obvious that the supplier's sales force needs additional training.

Option (C) is incorrect because it will require your organization to store and maintain unneeded

Question 3

Option (B) is correct as e-commerce is not covered in the 10 universal principles.

Option (A) is incorrect because anti-corruption is covered in the UN Global Compact — Principle 10.

Option (C) is incorrect because environment is covered in principles 7, 8 and 9.

Option (D) is incorrect because human rights is covered in principles 1 and 2.

Option (D) is incorrect because it does not include the important areas of intellectual property ownership, confidentiality and risk.