

NAPM-NM

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- Special points of interest:
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ISM Volunteer of the Year Award



On May 16, 2011, NAPM –NM Then president Eugene Ruff-Wagner (10244) received the Volunteer Person of the Year Award at the Institute for Supply Management (ISM) 96th Annual International Supply Management Conference and Education Exhibit in Orlando, Florida. Eugene was nominated for this award by NAPM-NM for his dedication to ISM.

Eugene is currently the Immediate Past President of the affiliate. Through his participation on the Board of Directions of NAPM-NM over the past several years, Eugene has been instrumental in presenting creative organization outreach events for NAPM. He participates in almost every aspect of the affiliate's activities, generously giving support to the other Board members.

Nora Armijo, (10221), a fellow NAPM board member says, "NAPM-NM is strengthened and encouraged through

Eugene's visible leadership, talent, passion, humility, devotion, humor and wisdom in professional development which have boosted NAPM-NM's success over the years. Eugene has figured out how to successfully balance his time between family, work, extracurricular interests, and professional development which are all important to him."

Founded in 1915, the Institute for Supply Management is the largest supply management association in the world. Its mission is to lead the supply management profession through its research, promotional activities and education, setting world recognized standards of excellence.

We salute Eugene for his many contributions to NAPM-NM, Sandia National Laboratories and his profession, and congratulate him for ISM honoring him with this international recognition.

President's Welcome

Welcome to NAPM-NM 2011-2012! I am honored to serve as your president and I pledge I will do all I am able to meet the NAPM mission. It seems fairly straightforward "To lead Supply Management in New Mexico" but it is also somewhat obscure! What does it mean? Well, our Board of Directors discussed this at length this summer and we have developed a plan for the year that we are certain meets the essence of the mission statement. The mission is written this way to give our volunteer board of directors the flexibility and empowerment needed to utilize their skills and abilities in leadership, integrity, creativity and innovation. In this newsletter please see our

calendar that is chock full of fantastic opportunities for supply chain management professionals especially members of the NAPM-NM.

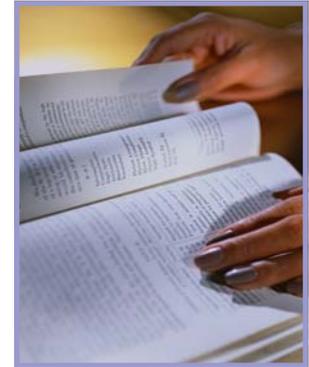
We've made some changes this year and we are confident the changes will lead to a more professional association, one that caters to the needs of our members. We have morning meeting opportunities scheduled as well as the traditional evening meetings. We have explored new exciting professional venues for our meetings, and we are confident this will attract many more attendees. We are determined to get the CPSM program rolling in January. We updated our website and our employment area has been upgraded as well. We will have two all day seminars with content relevant to pressing needs in our

CPSM Study Group On Its Way to NAPM-NM

The CPSM is the most respected Supply Management certification in the world, well worth the time and effort it takes to earn it. Many employers seek certified professionals, and some even insist upon it. For those of you that have been wondering when the best time to pursue ISM certification might be, wonder no more.

NAPM-NM will be offering a CPSM Study Group beginning in January of 2012. Obtaining the certification will take time and dedication on your part, and we are here to help. A local, face-to-face study group with pre-scheduled, on-site testing has proven very successful, with a very high pass rate. We are still working on pricing and scholarship details, so please stay tuned for more information. In the meantime, if you have an interest in becoming certified, please check out our anticipated class

schedule below and mark your calendar. Also, please express your interest by sending an e-mail to Kim South or Eugene Ruff-Wagner. We look forward to hearing from you.



“Many employers seek certified professionals,....”

For more info click on CPSM Logo!



Anticipated Class Schedule—Winter/Spring 2012 CPSM Study and Exams

Introduction and kick-off (5 hrs.)	January 21, 2012
Self Study – Module 1	(week of) January 28, 2012
Self Study – Module 1	(week of) February 4, 2012
Self Study – extra week to avoid President’s Day	(week of) February 11, 2012
Review – Module 1	February 18, 2012
Exam – Module 1	February 25, 2012
Self Study – Module 2	(week of) March 3, 2012
Self Study – Module 2	(week of) March 10, 2012
Self Study – Module 2 – extra week to avoid Spring Break	(week of) March 17, 2012
Review Module 2	March 24, 2012
Exam – Module 2	March 31, 2012
Self Study – Module 3	(week of) April 7, 2012
Self Study – Module 3	(week of) April 14, 2012
Review Module 3	April 21, 2012
Exam – Module 3	April 28, 2012

President’s Welcome—Cont.

industry. In November please watch for a cost/price analysis training session with nationally known contracting specialist Michael Steen. We will also have many other opportunities for you to earn the CEH’s necessary to keep or pursue your certification. We have also reached out to our Advisors and Emeritus members. Utilizing the experience and knowledge of these committed NAPM-NM members is vital to our success.

We are excited about the season and our new look. We successfully launched the 2011-2012 season with a kickoff event on September 20, 2011 featuring an exciting panel discussion. We had more than 35 attendees and it was an excellent opportunity to network with fellow supply management professionals from other disciplines. We need our supply management professionals to attend our professional events as we continue the 2011 -2012 campaign. Support your local affiliate by attending any of our meetings, and you might win a prize. You will see NAPM-NM is committed to providing you, our members, with exciting cutting edge professional opportunities.

Many thanks,
John Padilla MBA CPM
President NAPM-NM

NAPM-NM to Host Fall Seminar

The NAPM-NM will host a seminar on Cost and Price Analysis for Government Contracts on November 8, 2011 at the ASRT 15000 Central Ave SE. The seminar will be conducted by nationally known trainer Michael E. Steen, CPA Senior Managing Consultant for Beason & Nalley, Inc. The course objectives are to provide an understanding of the government's philosophy, methods and techniques that are used to evaluate contractor price proposals, and to also highlight principal regulatory cost and price analysis techniques that contractor procurement departments should mirror in evaluating cost and price. The course focuses on contracting by negotiation, which encompasses a broad range of government procurement applications and strategies ranging from competitively awarded procurements (with no contractor cost data) to single source contracts with requirements for full disclosure of contractor and subcontractor cost data. The course will also provide best practices that government

contractor procurement personnel should utilize, through various examples, for conducting and documenting adequate cost and price analyses of subcontractor and vendor proposals.

Mr. Steen is a Technical Director with Beason & Nalley, Inc. He provides Government Contract Consulting services to government contractors primarily related to cost accounting, financial compliance, and DCAA audit expectations. Prior to joining Beason & Nalley, Mr. Steen served in a number of capacities with DCAA for over thirty years. Upon his retirement, Mr. Steen was one of the top senior executives with DCAA.

NAPM-NM is committed to providing our members and all supply management professionals in New Mexico with cutting edge training opportunities that tackle relevant topics in the supply man-



Michael E. Steen, CPA
Senior Managing Consultant

agement arena. Contact us at <http://www.napm-nm.org/> for more information about registering for this event.

Upcoming Events:

The 2011 / 2012 calendar for NAPM-New Mexico is going to be a great one. Our monthly meetings will be a combination of evening meetings, morning meetings, full day seminars and DVD seminars. We started off with our Kick-Off meeting on September 20, 2011. NAPM-NM hosted a panel discussion on what Supply Management Managers/Directors look for in a supply management professional. Our next event will be Tuesday, October 18, at 5:30pm at ASRT. The topic of will be on "how to handle difficult people."

As always, if you have suggestions on topics for discussion or a company that would be willing to have a tour of their facility, please let us know – Program Chair: <http://napm-nm.org>.



Date	Time	Location	Topic
October 18	5:30pm	American Society of Radiologic Technologists (ASRT)	"How to handle difficult people"
November 8	8:00am (All Day)	ASRT	Full Seminar: "Cost/Price Analysis"
December 13	5:30pm	Chama River Brewing Company (Tentative)	Christmas Party (Charity Event)

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Career Opportunities

Did you know that the NAPM-NM website (www.napm-nm.org) has a Career Opportunities section? Check it out. Also, if you know of a job opening at your organization, please email Nancy Delphenich at njdelph@sandia.gov .



We are the affiliate of ISM in the State of New Mexico.

Mission: To lead Supply Management in New Mexico.

Vision: To promote the Supply Management profession in New Mexico by providing educational and professional opportunities.

Services we provide:

- *Educational Opportunities*
- *Employment Opportunities*
- *Employment Opportunities*
- *Professional Development—CPSM Certification Classes*



Have a story idea or you would like to contribute to newsletter? How about a picture of NM scenery that you would like us to use in our banner? If so, contact Jackie at jdasler@asrt.org for more information.

[We're on the Web!]

New Board Members




Resource Guides

NAPM-NM is proud to announce two new board members for 2011-2012. They are Nancy J. Delphenich, CPSM, and Mari M. Hart-York. Ms. Delphenich is the new Employment Chairperson for NAPM-NM. She is a Contracting Representative for the International Procurement organization at Sandia National Laboratories. She is a former Vice President of Turpin & Associates, Consultants and Actuaries, and has legal, higher education, and aerospace work experience. Nancy obtained a MBA from Webster University and a BA from the University of Colorado. Ms. Hart-York joins NAPM-NM as the new Marketing Chairperson. She is the Sector Manager for Procurement in Global Supply Chain for Northrop Grumman Technical Services, Inc.

Board of Directors & Membership Information

Previous newsletters available by clicking on picture.

