

NAPM-NM

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- Special points of interest:
- Holiday Gift Giving
- President's Welcome
- Upcoming Events
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Holiday Gift Giving

The holiday season is over but the spirit of giving is not. NAPM-NM was fortunate to sponsor 3 families this year as part of our holiday gift giving initiative. Peanut Butter & Jelly (PB&J) Family Services assisted in identifying 3 families that were in need during the holiday season. In all NAPM-NM, through your generous support, donated more the \$600.00 in gifts. As your chair person I had the honor of delivering the gifts to Peanut Butter & Jelly Family Services just before the holidays. The PB&J staff was overwhelmed with the amount of gifts that were donated and words could not impress their appreciation.

As a token of their appreciation PB&J has asked the NAPM-NM membership to attend a Lunch & Learn about their mission. You can go to the PB&J website (www.pbjfamilyservices.org) to get a feel

President's Welcome

It's time for another president welcome. In the six or seven months of my tenure as president we have had a very nice ride. We have had a few bumps, and up and downs, but overall the association is doing very well. We have recruited six new members and have had several very successful programs and seminar meetings. We promised some changes and I'm happy to announce many of the changes have been great. Our fall seminar was a huge success. We had over 40 attendees, which is the most to attend a seminar in several years. We have just announced the spring seminar "*Negotiation for Success, You Don't Get What You Want! You Get What You Negotiate*" on April 17, 2012. We are hoping to surpass the fall seminar attendance! See the article about the seminar in this newsletter. We have also successfully launched the CPSM classes. Also with the help of NAPM-NM emeritus member (and BOD advisor) Larry Bost and board advisor Nora Armijo we submitted the necessary application and paper work for the ISM affiliate excellence award. I'd like to thank both Nora and Larry for their help with this. The board worked tirelessly on this and it was successfully submitted on Jan. 30, 2012. If anything, we learned a lot as a board on how we can improve our operations and procedures by submitting the application. We will use this as a tool for our 2012 summer planning meetings.

One of our big initiatives has been recruitment and as mentioned we have recruited six new members. We were up to 77 members recently. While that is a good start please remember

February is renewal month and retaining our members is vital to our existence. Remember to contact us to renew your membership. Membership is very important and valuable. NAPM-NM is committed to providing our members with cutting edge continuing education opportunities at discounted prices. And don't forget the networking opportunities. If you have any ideas on how we can improve our association, feel free to contact us. One positive change we have initiated is providing a unique email address for each board member. You won't see many NAPM-NM messages from corporate addresses. And it gives every member or interested party the opportunity to contact us directly. So please contact me at President@napm-newmexico.org. Thanks again and I hope to see you at one of our events soon.

John Padilla
President NAPM-NM
President@napm-newmexico.org



CPSM Study Group - Update

The NAPM-NM Winter 2012 CPSM Review program is well underway with six CPSM candidates and 2 CPSM Bridge candidates participating. Class participants come from several different industries and companies, bringing a broad range of experiences to the discussions. Four total review sessions will be held in preparation for the three CPSM exams and the one Bridge exam. Bridge exams are available for professionals who currently hold a valid CPM.

Held over four months, the first review session in the series took place in January at the ASRT facility on East Central. The first on-site exam was held February 25th, followed by more review sessions and exams in March and April. Review sessions are conducted by NAPM-NM Board Members, including Past President Eugene Ruff-Wagner. Local CPSMs will be volunteering their

time to proctor the computer based exams. Costs for the review program, including ISM prepared study guides, on-site exam fees, NAPM-NM supplementary study materials, breakfasts and lunches on review days are \$850 for the full CPSM program and \$500 for the Bridge Exam.



“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

Welcome New Members!

Welcome New Members!

Brian Long
CEO
Long Restaurants, Inc.

James Burt
Contracting Representative
Sandia National Labs

Justin Hogan
Contracting Representative
Sandia National Labs

Vanessa Troy
Buyer
Honeywell FM&T

Cynthia Romero
Deputy Manager Procurement
Northrop Grumman

Kristine Larson
Buyer
ABQ Health Partners

of their mission and how they contribute to the community.

We are hoping to set up a tour of their facility this summer or make it one of our general meetings for the next season. Although not directly related to supply management, it will provide you with information on how an organization such as PB&J operates as a non-profit, how they budget for supplies and services, and handle the day-to-day requirements of running an operation. It could provide insight for your organization on how to coordinate/engage with non-profits.

PB&J's Mission:

“To help at risk children grow and develop to their full potential in nurturing families within a supportive community.”

*Children learn when hunger does not slow their fragile minds
The elderly can live in dignity when they are comforted and valued
Teenagers can graduate when they are taught to love themselves
A single mother can provide for her family when we help her
And a father can become a nurturing parent when we support him in his quest*

*When we are all woven into this communal blanket
Interlacing all the global shades of yarns and threads
We become fuller, cherished, confident, generous, and warmer
We can then continue to link all hands into the journey
As we ask others to experience our tradition of giving*

Juanita Sanchez, August 2005



Upcoming Events:



Date / Time	Topic	Location
March 20, 2012 – 4:30 pm	Rust Medical Center (Rio Rancho) Tour	Rust Medical Center (Rio Rancho)
The tour of the Rust Medical Center will provide an overview of how supply services work in a hospital environment, look at dock operations, and provide you a look at the supply services distribution. This will be a joint meeting tour with APICS so the number of attendees will be limited. More details to follow.		
Date / Time	Topic	Location
April 17, 2012 – 8:00 am	Full Day Spring Seminar – Negotiation For Success	TBD
This will be a full day seminar on topics related to Negotiations. Details to follow		
Date / Time	Topic	Location
May 15, 2012 / 5:30pm	TBA	TBD
We had this class originally scheduled for February but due to scheduling conflicts we are able to present this topic in May.		
Date / Time	Topic	Location
June 14, 2012 / 5:30pm	General Meeting - Close 2011-2012 season. Officer installation	TBD
Help celebrate another successful season of supply management.		

NAPM NM to Host Negotiation Seminar in April

The NAPM-NM will host a seminar titled “Negotiation for Success, You Don’t Get What You Want! You Get What You Negotiate” On April 17, 2012. The seminar will be conducted by nationally known trainer Peter Khoury MBA, Certified Professional Coach (CPC) of Ovson Communications Group. In this interactive, non-threatening, and fun seminar, you will learn proven negotiation strategies that will help you negotiate with difficult clients and coworkers, push through emotional blocks, set appropriate goals, and ask probing questions comfortably. You will also learn to create alternatives to unstick difficult negotiations, develop concession strategies, deal with mistakes, and develop a negotiations plan and checklist. You will learn techniques to help maintain confidence and power now and in the future. Boost your skills, increase your confidence and remember, you don’t get what you want, you get what you negotiate. This course will help you do it.

Mr. Khoury is a trainer, a speaker and a strategic coach with the Ovson Communicating Group. He is a specialist in the fields of communications, conflict management and negotiations. Participants in his training leave empowered motivated and equipped with practical tools to communicate, negotiate and manage conflict better. The 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 management arena. Contact us at <http://www.napm-nm.org/> for more information about registering for this event or email treasurer@napm-nm.org.

Price: \$199 Members \$219 Non-Members
Approved for 8 CEH Credits
Includes continental breakfast and lunch.
Special rate for multiple registrations — 10% discount.
Continental Breakfast begins at 7:30.
Seminar hours are 8:00 am—4:30 pm
Courtyard by Marriot at 5151 Journal Center Blvd NE, Albuquerque NM, 87109.



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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



Board of Directors & Membership Information

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 jdassler@asrt.org for more information.



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.



If you are interested in following NAPM-NM through Facebook, you can “Like” us today. Individuals that “Like” NAPM-NM on Facebook in February and March will be entered into a drawing for a \$25 Gift Certificate. You can find us at www.facebook.com/NAPMNM



Previous newsletters available by clicking on picture.

