



## **CENTRAL FLORIDA BUYLINES**

*Newsletter of the ISM - Central Florida Affiliate*  
*Winter 2008*

### **Upcoming Events**

**LUNCH MEETING:** April 3 – Minority Supplier Development presented by Matt Thursam  
11:30 at Roadhouse Grill, corner of John Young Parkway and Sandlake Road, \$15

**PRE-DINNER SEMINAR:** April 8 – Communication Seminar, 3pm to 5pm  
Dubsdread Country Club located at 549 West Par Street, Orlando FL 32804, \$15

**DINNER MEETING:** April 8 – “Communication Experience”, an interactive presentation by Diane Bifano  
Registration begins at 6:00pm with dinner at 6:30pm  
Dubsdread Country Club located at 549 West Par Street, Orlando FL 32804, \$23

**DINNER MEETING:** May 13 – “Sustainability”, presented Chuck Krivickas from Progress Energy  
Registration begins at 6:00pm with dinner at 6:30pm  
Dubsdread Country Club located at 549 West Par Street, Orlando FL 32804, \$23

**GOLF TOURNAMENT:** May 29 - See page 3 for details – To benefit the ISM-CF Scholarship Program  
Networking, fun and food opportunity!!

**To register, go to [www.ism-cf.org](http://www.ism-cf.org)**



### **CPSM® Computer-Based Exams Are Here**

ISM now accepts online registrations for CPSM® Exams that can be scheduled and taken at Pearson VUE professional test centers worldwide during any available testing time that meets your needs.

Just go to [www.ism.ws](http://www.ism.ws). Select Professional Credentials, then Certified Professional in Supply Management and [Register for CPSM® Exams](#). Once you register for your exam(s) with ISM, you will receive an e-mail confirmation that will include the Pearson VUE link to schedule your exam. You will be able to schedule your appointment(s) within 24 hours or less of receiving this confirmation. Exam registrations are valid for one year. Computer-based testing is available at the standard price of \$180 members/\$265 nonmembers.

For any questions on the CPSM® program, call ISM Customer Service at 800/888-6276 or 480/752-6276, extension 401, or e-mail [certification@ism.ws](mailto:certification@ism.ws).

### **Pass Rate of the CPSM®**

Have you wondered about the difficulty of the CPSM® Exams? You are not alone. Our Professional Credentials department gets that question quite a bit. While the exams are by no means easy, they are not impossible to pass or complete in the allotted time frame. The pass rate is actually about the same as the C.P.M. Approximately 65 percent to 70 percent of the candidates do pass their exam(s). So rest a little easier. It is difficult to fit studying into an already busy schedule, but it is definitely doable. Those who have already passed can tell you it was worth the effort. As of press time, there are well over 300 CPSM®s that you can ask.

## Did You Know...

### **ISM Report on Business**

The Institute for Supply Management™ **ISM Manufacturing Report On Business®** is considered by many economists to be the most reliable near-term economic barometer available. Except for a four-year interruption during World War II, the *Report* has been published monthly since 1931 for the guidance of supply management professionals, economists, analysts, and government and business leaders.

Alan Greenspan, Ph.D., former chairman of the Federal Reserve Board, has said of the **ISM Manufacturing Report On Business®**, "I find the surveys conducted by the purchasing and supply managers to be an excellent supplement to the data supplied by various departments and agencies of government."

The reason the **ISM Manufacturing Report On Business®** is so highly respected is that it is based on hard data rather than on conjecture. The Institute's Business Survey Committee, composed of more than 300 purchasing and supply executives from across the country, provide the data. Members of the committee respond anonymously and confidentially to a monthly questionnaire designed to elicit fact, not opinion, about changes in production, new orders, new export orders, imports, employment, inventories, prices, leadtimes, and the timeliness of supplier deliveries in their companies comparing the current month to the previous month. The questionnaire also solicits data on commodities, which are up or down in price and in short supply, and asks for general remarks on business conditions. The responses of the committee members mirror the economic activities of the manufacturing sector, nationally, ensuring a report that accurately represents current business conditions.

Covering the Non-Manufacturing sector, ISM debuted its newest economic report in June of 1998. The **Non-Manufacturing ISM Report On Business®** is released on the third business day of each month, and is based on data compiled from monthly surveys sent to more than 375 purchasing executives working in the non-manufacturing industries across the country. Each month, these survey responses reflect change, if any, in the current month's report compared to the previous month. The report covers Business Activity, New Orders, Backlog of Orders, New Export Orders, Inventory Change, Inventory Sentiment, Imports, Prices, Employment and Supplier Deliveries.

The Manufacturing *Report On Business®* is released on the first business day of every month. The Non-Manufacturing *Report On Business®* is released the third business day of every month. Both are released via Business Wire and posted on ISM's Home page at [www.ism.ws](http://www.ism.ws)

## SCHOLARSHIP

One of the many benefits of Affiliate membership is participation in the Scholarship Program. Scholarships are awarded to Affiliate members to attend events such as multiple day seminars offered by ISM. Just this year, scholarships valued at over \$4,000 have been awarded. In addition, the affiliate awards scholarships to students pursuing a field related to Supply Management.

Most of the funding for the scholarships is made available through the golf tournament. This year's golf tournament will be on May 29. Your participation in the event is key to the success of the Scholarship Program. Please turn to page three for more details.

For scholarship opportunities and events, stay tuned to the affiliate web site and email messages. Or contact Richard Straw ([coo@ism-cf.org](mailto:coo@ism-cf.org)) for more information.



2008 Student Scholarship Winner



**6th Annual ISM-Central Florida Golf Tournament**  
**BENEFITTING THE ISM-CF SCHOLARSHIP FUND**

**Friday May 29, 2009**  
**Registration begins at 6:30 am / Shotgun Start at 8:00 am**

**Location:**

Celebration Golf Club  
701 Golf Park Drive  
Celebration, FL 34743  
[www.celebrationgolf.com](http://www.celebrationgolf.com)

**Cost:**

Members \$70.00 per golfer or  
\$248 per foursome on the same registration form

Non-members \$80.00 per golfer or  
\$298 per foursome on the same registration form

Golf Club Rental Available at \$50.00  
Sponsorships Available from \$100

**Schedule**

6:30 am Registration Starts  
7:30 am Bag Announcements  
8:00 am Shotgun Start  
12:00 pm Lunch, Awards and Prizes

Sponsorship and door prize opportunities are available for all suppliers.

**Registration and Sponsorship Information:**

[www.ism-cf.org](http://www.ism-cf.org)

Please share this information with your co-workers and suppliers!

## **Mark your Calendar**

April 3	Lunch Meeting - Logan's Roadhouse, 11:30am
April 8	Seminar at 3pm, Dinner Meeting at 6pm - Dubsdread Country Club
May 3 to 5	ISM International Conference, Charlotte, NC
May 13	Dinner Meeting and Elections
May 29	Golf Tournament
June 5	Lunch Meeting - Logan's Roadhouse, 11:30am
June 10	Dinner Meeting - Dubsdread Country Club, 6:00pm
July 8	Dinner Meeting - Dubsdread Country Club, 6:00pm
May 15 to 18, 2011	ISM International Conference, The Gaylord Palms, Orlando, FL

All Dinner Meetings are held at Dubsdread Country Club, 549 West Par Street, Orlando, FL  
Registration at 6:00pm, Dinner at 6:30pm

### ***NEWSLETTER ITEMS***

*Please send newsletter articles, announcements and news releases to  
David Billingsley at: [pr@ism-cf.org](mailto:pr@ism-cf.org).*

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Maximizing Opportunities. Managing Risk.