



CENTRAL FLORIDA BUYLINES

Newsletter of the ISM - Central Florida Affiliate
Spring 2010

Upcoming Events at a Glance

PLANT TOUR: April 8 – Correct Craft Plant Tour and Shop Talk – 4:00 p.m., 14700 Aerospace Parkway Orlando, FL 32832.

SATELLITE SEMINAR: April 14 – “Preparing to Negotiate On-Shore and Off-Shore” - 8:00 a.m. to 12 noon, OUC at 3800 Gardenia Ave., Orlando, FL.

SATELLITE SEMINAR: April 14 – “Navigating the Numbers: A Supply Manager’s Guide to Defining and Applying Economic and Financial Concepts” - 1:00 p.m. to 5:00 p.m., OUC at 3800 Gardenia Ave., Orlando, FL.

ISM INTERNATIONAL CONFERENCE: April 25 to 28 – San Diego, CA

MEMBERSHIP MEETING: May 12 – “Root Cause Analysis” presented by Chet Kegal – Registration at 6:00 p.m., Meeting at 6:30 p.m., Dubsdread Country Club

To register, go to www.ism-cf.org

The President’s Corner - *Presented this month in conjunction with Lou Emma Cromity, Director of Membership*



Greetings,

As we begin a new year, we are very pleased to have you as members of the Institute for Supply Management - Central Florida (ISM-CF), a progressive organization dedicated to the advancement of Supply Management professionals. We want to welcome our new members as well as our returning members.

2010 promises to be a great year, with many opportunities planned for your continuing education and career advancement. We encourage you to take advantage of your membership through participation in our scheduled activities which include:

- **Membership Meetings:** Scheduled the second Wednesday of the month, our evening meetings are held at Dubsdread Golf Club in Orlando. Cost of the meetings is \$23 for members, \$28 for non-members, and a special discounted price of \$10 for un-employed members.
- **Luncheon Meetings:** Held the first Friday every other month, these educational and networking opportunities are currently at Logan’s Roadhouse Restaurant on Sand Lake Road in Orlando. We are actively seeking input from members for alternate locations that would allow lunch hour participation by those working in other areas of the Orlando Metroplex. (Please check our website for scheduled events.)

Visit our website at www.ism-cf.org for more information on the regularly scheduled events and special opportunities. Potential members are always welcome as your guest at the events.

(continued on page two)

ISM-CF's Mission and Vision statement is "To promote and maintain excellence among purchasing/supply management professionals through continued leadership in the areas of Ethics, Professionalism, Education, Networking, Community, and Involvement."

Our affiliate has a lot to offer its members. Below are examples of the benefits of participation in ISM-CF:

Monthly Networking events
Professional Development through Seminars, Conferences and Training Sessions
Certification Preparation
Continuing Education (CEHs) for Recertification
Volunteer and Leadership Opportunities
Valuable Peer Contact and Accessibility
Assistance to Un-employed and Under-employed Members
Tuition Reimbursement (limited)
Scholarship Program

Again, thank you for selecting ISM-CF as your professional organization. We look forward to seeing you at upcoming events.

In your service,

Bette Hallmark, C.P.M.

President
pres@ism-cf.org

Lou Emma Cromity, C.P.M.

Director of Membership
memb@ism-cf.org

OPPORTUNITIES TO PLAY A PART

We are looking for members willing to serve your affiliate in the following assignments:

- **Short-term as a member of the 2010 Nomination Committee**
- **Longer term, serving on the Board of Directors of ISM-CF**

All positions are open for nomination.

As directed in the By-Laws:

**ARTICLE VII BOARD OF DIRECTORS,
Section 2 – Membership thereof**

All members of the Board of Directors must be regular members of ISM-CF, Inc. and ISM.

**ARTICLE X COMMITTEES, Section 3 -
Nominating Committee**

A committee of at least 3 members shall be appointed by the Board of Directors at least ninety-nine (99) days prior to the annual meeting in May of each year. Not more than one (1) member of this committee shall be a member of the Board of Directors. This committee shall present a proposed slate of candidates for all officers to the membership at the April meeting.

The committee shall also be responsible for conducting the election procedures.

The names of consenting nominees for the various offices shall be announced at the regular meeting preceding the Annual Meeting by the Chairman of the Nominating committee. He or she shall file a list of the nominees, certified by the Committee, with the Secretary immediately after such announcement. Any five (5) or more members acting jointly may present to the Secretary not later than fourteen (14) days prior to the Annual Meeting, the names of any candidates whom they wish to nominate and the respective offices for which they are nominated. The Secretary shall announce such nomination(s) prior to the election.

If you are interested in serving your affiliate, getting involved in the workings or the organization, and making a difference, please contact Bette Hallmark at pres@ism-cf.org.



Correct Craft Plant Tour & Shop Talk

Date: Thursday, April 8 2010

Time: 4:00 PM

(Optional lunch at 2:30 – Tijuana Flats just up the road)

Location: Correct Craft, Inc. - *Manufacturer of Nautique Boats*
14700 Aerospace Parkway
Orlando, FL 32832

Cost: FREE to ISM-CF members; \$25 to non-members
Lunch is not included.

Register at www.ism-cf.org

Celebrating 85 years of excellence in the marine industry, Correct Craft, Inc. is the producer of the Nautique line of boats. The manufacturer of Nautique is known for delivering superior quality product, cutting-edge technology and exceptional service experiences. Their leadership in the marine industry is very evident when it comes to lean improvements and initiatives. Correct Craft, Inc. has the *JD Power award* for customer satisfaction every year that it has been offered in their segment. To see the complete line of Nautique boats, visit www.nautiques.com

Wear long pants and closed-toed shoes.
No photography is allowed during the Correct Craft tour.
******* Limited to the first 40 people that sign up *******



Cycle Counting – What is that 95% Question?

Part II of III

By: Michael I Keaton, C.P.M., Materials Manager, JBT AeroTech – Orlando, FL
Professional Development Chair, ISM – Central Florida

So, what's next? That was the trailing question where we ended. First, I would like to applaud those individuals and organizations that answered “no” to the questions that point to whether or not you have an inventory problem. They are truly “world-class” and are good candidates to be benchmarked against. They have solved the perplexing problem related to volume or process issues that the rest of us are struggling with.

Back to the questions (in case you missed them in the last installment):

1. Are your procurement people doing a whole lot of expediting?
2. Do you spend a lot of time “locating” inventory – meaning it is not where your business system says that it is?
3. Are your inventory levels growing?
4. Do you spend a lot of time correcting your on hand inventory balances and then correcting them over again?
5. Do you have many business system (ERP) transactions that do not happen in “real” time – they wait until the next business day or are they sitting on someone’s desk awaiting their return from vacation?
6. Is there a lot of finger pointing going on – it’s not your problem, it’s theirs?
7. Are workers frustrated because they can’t get their jobs done due to inventory issues?

So what can we do about it? Where do we begin?

For the rest of us that answered yes to some or all of these questions, here is my recipe for what's next. These (5) simple statements are not overly complicated or require significant resources, they are merely designed to put you on the right track.



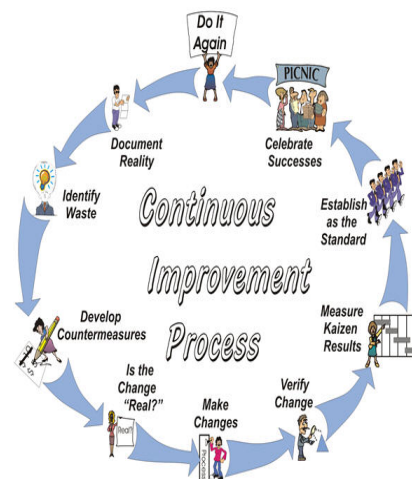
Ingredient #1

First, you need to ensure that you have the right people working with your inventory – the old adage of just send anybody over there to perform the task of cycle counting and inventory reconciliation is a joke. It is not a task for anyone. A Plant Manager coined a term to identify this perplexing problem and he called it, the “Pizza Delivery Complex” which there is no issue or problem with those who perform this task for our Pizzerias, they provide an outstanding service. The point that was being made was that they brought in people with

zero experience, other than fast food, to be responsible for one of their organization’s largest asset. This can be a resultant cause of chronic inventory failures – not having the trained, knowledgeable people managing and working daily with your inventory asset.

Ingredient #2

Next, discipline need to be positively instilled in performing inventory transactions in a real time environment. What this means is, when a physical movement of inventory occurs, a resultant transaction need to be performed in your business system in as close to real time (when it happens) as possible. As materials are moving in and out of your organization, it is imperative to be able to track that movement and pinpoint and identify when inventory issues happen.



Ingredient #3

The next step is to begin evaluating your inventory management strategy. I know that sounds like a mouthful (and it is) but the point is clear, you need to begin understanding the steps, processes, actions, activities and events that cause an item to come into inventory, to be consumed and/or ultimately to be shipped to another end user or customer. This will encompass why it was driving in MRP, how BOMs are structured and how it will be relieved from inventory. In our last installment I identified several things that will “naturally” develop and the one thing (*continued on page 5*)

that I need to point out is your continuous improvement efforts. As you begin identifying, you will begin measuring and as you begin measuring you will begin improving – which is the continuous improvement process. This makes this ingredient #3 the most important because you will begin understanding where and why your problems happen and the steps you put in place to solve them.

Ingredient #4

The fourth ingredient is to begin stabilizing activities...Creating an environment of repetition. I know that this is a democracy but some things need to be done by mere mandate (no room for majority rule) – “This is how this will be done”. From this point, you will begin enhancing housekeeping activities – providing a place for equipment and clearly identified aisle ways. Incorporate 5S methodologies to begin sustaining activities.



Ingredient #5

The final ingredient, which is a very important one, is to begin establishing benchmarks and metrics to monitor and track performance expectation. Remember, if you are not measuring it, then you cannot possible control or correct it.

These (5) five simple steps will begin moving you and your organization to improved inventory accuracies – it’s just right around the corner. Remember, as I stated last time, the secret is getting started – moving forward with actionable items that are designed to stabilize your inventory performance.

In the final segment, I will talk about the real purpose and benefits of cycle counting and how it will help you identify your inventory issues so stay tuned.

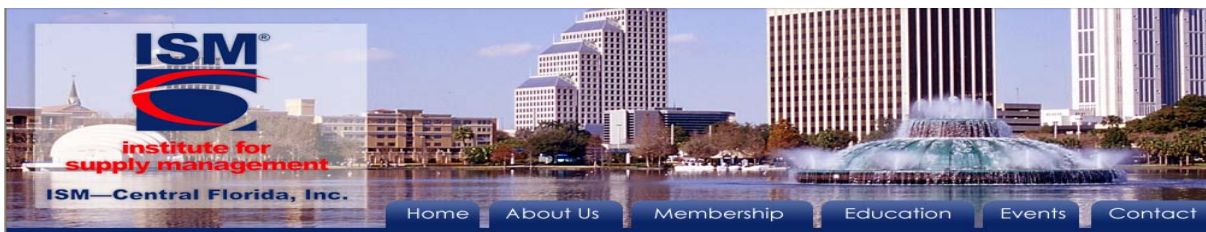
For more information I can be reached at ProD@ism-cf.org or (407) 401-1203

Attendance Awards

The ProD, Michael Keaton, has a copy of your attendance awards and CEH certificates for dinner and lunch meetings attended in 2009. Please email him to indicate the best way to have these documents transferred to you (they will be available for pick up at the afternoon and membership meetings). Michael may be reached at ProD@ism-cf.org.

Check It Out

Check out our website for the latest on events, notices and information regarding our Affiliate...
www.ism-cf.org



Resolve to ... get your CPSM® certification.

Challenge yourself and make the move to gain supply management's most prestigious designation. The CPSM® is the credential that surpasses the demands of the international marketplace with multifaceted skills in areas such as *finance, supplier*

relationship management, organizational global strategy and risk compliance. Sign up for e-mail updates at www.ism.ws/certification and select Certified Professional in Supply Management® (CPSM®) Program.



Member Spotlight



In each newsletter, we will be “spotlighting” a member. Our first spotlight shines on Bette Hallmark. Enjoy and hopefully you learned something new about Bette.



Name and Nickname:

Bette Hallmark - Bette moved to Orlando just two years ago when an old friend came back into her life and convinced her to join him here. Craig and Bette were married December 29, 2007 and jointly have 5 grown children and 8 grandchildren.

Activity in Organizations/ISM:

A member of ISM since 1989, she has held many offices including Vice-President of NAPM-Houston and President of NAPM-Tulsa. She also served on the committee for the Southwest Supply Management Conference from 1999 – 2007 and looks forward to working on the ISM International Conference team.

Certifications:

Bette has her Lifetime C.P.M. and promotes certification. “As a woman in a predominantly male industry, I attribute my success to the professional knowledge and confidence gained through my association with ISM”.

Place of employment and title, and/or past employment/experiences:

Currently employed with Florida Gas Transmission in Maitland, Bette has spent most of her purchasing and supply management career working for some of the largest oil and gas companies in the US. The most challenging project was a 360 mile pipeline in Pakistan years before the term “global sourcing” was coined, but her favorite projects were off-shore in the Gulf of Mexico, “where I won my nickname, Bette Boomvang, and it has nothing to do with sailing”.

Hobby/Interests:

Sailing is, however, one of Craig and Bette’s favorite pastimes. Ask her about the trip they are taking in June to the islands off the east coast of Greece.

Tell us something about yourself that no one else may know about you:

“People here don’t know I can act and sing”, she said, “I played the lead in three dinner theatre musicals in Tulsa. It’s great to have a creative outlet after working with type-A personalities all week”.

Seeking Spotlight Candidates

If you know of someone that would be a good “spotlight” candidate, please have them answer the following questions and email it to Teddi444@earthlink.net. The “spotlight” candidate can be YOU! This is an opportunity for all members to get to know their fellow members a little better, especially with the last question. We have a lot of talented and professional members. We may have to request Bette demonstrate her talents at our next ISM meeting. ☺

SPOTLIGHT QUESTIONS:

1. Name and Nickname
2. Place of employment and title, and/or past employment/experiences
3. Certifications
4. Education
5. Activity in Organizations/ISM
6. Hobby/Interests
7. Tell us something about yourself that no one else may know about you.


Event Planner

Professional Development

Event Planner - 2010
February 2010 through September 2010

“An investment in knowledge

Always pays the best interest” - Benjamin Franklin

<table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td colspan="2" style="text-align: center;">February's Lunch Meeting 2/5/2010</td></tr> <tr><td style="width: 50%;">Speaker Steve Sailer</td><td style="width: 50%;">Logistics 101 Inco Terms</td></tr> <tr><td>Comments Lockheed</td><td>Status Confirmed</td></tr> </table>	February's Lunch Meeting 2/5/2010		Speaker Steve Sailer	Logistics 101 Inco Terms	Comments Lockheed	Status Confirmed	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td colspan="2" style="text-align: center;">March's Dinner Meeting 3/10/2009</td></tr> <tr><td style="width: 50%;">Speaker Denise Walls</td><td style="width: 50%;">Leveraging Resources for Career Development</td></tr> <tr><td>Comments Vaco</td><td>Status Confirmed</td></tr> </table>	March's Dinner Meeting 3/10/2009		Speaker Denise Walls	Leveraging Resources for Career Development	Comments Vaco	Status Confirmed	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td colspan="2" style="text-align: center;">June's Lunch Meeting 6/4/2010</td></tr> <tr><td style="width: 50%;">Speaker "Mike Keaton - ProD"</td><td style="width: 50%;">Sustaining Coveted Credentials</td></tr> <tr><td>Comments</td><td>Status Confirmed</td></tr> </table>	June's Lunch Meeting 6/4/2010		Speaker "Mike Keaton - ProD"	Sustaining Coveted Credentials	Comments	Status Confirmed	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td colspan="2" style="text-align: center;">CPSM® Exam Review – 8HRS 8/20/2010</td></tr> <tr><td style="width: 50%;">Instructor Michael Keaton</td><td style="width: 50%;">Module 2</td></tr> <tr><td>Comments</td><td>Status Confirmed</td></tr> </table>	CPSM® Exam Review – 8HRS 8/20/2010		Instructor Michael Keaton	Module 2	Comments	Status Confirmed
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NEWSLETTER ITEMS

*Please send newsletter articles, announcements and news releases to
David Billingsley at: comm@ism-cf.org.*

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