



Plant Tour To Be Held at Graybar July 17, 2002



On July 17, 2002 the National Association of Purchasing Managers is invited to an open house and buffet dinner at Graybar Electric Orlando. The employees of Graybar Electric will be introducing the Orlando Branch with its vast capabilities and solutions during the branch tour. Graybar provides solutions that allow you to meet your strategic goals. Graybar's sales in 2000 exceeded \$5 billion. Our company distributes approximately one million different products made by thousands of large and small manufacturers. Graybar is a major distributor of General Electric lighting products, Square D electrical products. Whether you are responsible for your firm's domestic or international purchasing, inventory management, electrical or communications and data systems. you will appreciate the quality products and services Graybar offers. All 10,000 Graybar employees dedicate themselves to helping you reduce your cost of doing business.

**COMMENTS
by the
CEO**



**Richard Solimano
Chief Executive Officer**

On the evening of June 12, 2002, I took the oath of office, as Chief Operations Officer for National Association of Purchasing Management for Central Florida. That night brought changes for all of our members, CJ Fouts made known his decision not to accept the 2002-2003 position of CEO. The gavel then passed to the new COO and I assumed the Interim position of CEO. On June 18, 2002, our Board met and voted to follow the By-Laws and fill the position of CEO by succession. I accepted the position and duties of the CEO.

No thanks can be adequate to the honor they have bestowed upon me; it commands me that the best return I can make is the zealous dedication of my abilities to the service and good of this affiliate.

I want to congratulate the newly installed Board of Directors for NAPM-CF. I am very excited to have the pleasure of working with the great talent that you have chosen to lead this affiliate. As with the beginning of every New Year, we forge into a New Forest to harvest the values and missions planted before us. I want to pledge to every member that the values and the leadership of this affiliate will persevere.

Six years ago, I made a commitment as a board member; this commitment has not changed nor wavered. In every capacity, which I have served the affiliate, I have endeavored to achieve all that the membership deserved, and I will continue to do so. I look towards a strong and vigorous New Year, one filled with many educational opportunities and experiences. I look to the membership for support to bring about a great year, this is your year, let's make it a great one.

These words are not intended to remain on paper — or even on our lips. They must be words of action. We must develop and support activities and embrace volunteerism. We all need to do our part by setting an example for our members to pursue. Purchasing and Supply Management professionals must stress ethics and character development in our daily work life.

**Parting Words
From The Prez**



*C.J. Fouts, C.P.M., A.P.P.
Past President*

It has been a pleasure this last year serving as your President. I hope you feel the impact that I have made was a positive one. There were many accomplishments, and many more to be made in the future, by your current BOD.

Some of my decisions definitely had been controversial. But I once had a boss who taught me that decisions have to be made and sometimes it is better to ask for forgiveness than permission when making decisions.

Althea's idea of Membership Appreciation Month was a huge success. We had fun, many awards were given out, and continual education hours were awarded for the members who attended our monthly meetings in the past year.

This was definitely one of the processes that needed to come back. Thank you Althea, and for sometimes making decisions that everyone did not entirely agree with.

I want to thank all of the volunteers who helped make this last year such a successful one. It was a busy year, and without you it just would not have happened.

I want to thank the entire BOD who worked hard this last year. I know it was tough doing business in a different manner than in the years past. I know I will be remembered as one of those past president's who did things differently. But I am OK with that.

As I stated at our last meeting, due to personal reasons that will be taking a huge amount of my time in the next year, I have

decided not to accept the position of CEO that I was elected to serve. The CEO position requires a person who can dedicate many hours of their time to do the job correctly. It would not be fair to the Affiliate, for me to accept this position, knowing today, that I can not give the time or the energy it takes to serve you.

Wise Words

**There is a great difference between worry and concern.
A worried person sees a problem, and the concerned person solves the problem.**

Harold Stephens

**Thank You C.J.
for all you
have done for
NAPM-CF and
its' members.
Great Job and
Well Done.**

News from Your Board



Nancy's Notes

*Nancy Wainwright
Executive Secretary*

As I write this, I am preparing my travel plans to New Orleans for the Summer Leadership Training Workshop. I will not only be informed of the current responsibilities of secretarial duties (Affiliate Secretary : The Necessities) within an affiliate, but also have the opportunity to sit in on sessions that offer personal, professional and affiliate growth. I am so looking forward to networking with our sister affiliates from the southeast while we share our strengths and learn from each other's challenges. Although we have a number of presenters from our own affiliate, I realize that there are a number of you with expertise to share and whether you realize it or not, you too could be a presenter. Personal experience in a leadership capacity, may qualify you. Most sessions are approximately one hour and a quarter in length and I know most of you can talk that long about nothing. Can you imagine what you can do with a subject matter? If interested, speak with Marian, as she will be on the (speaker/ planning) committee for the coming year.

This is a busy month for Ed and myself as I'm sure it is for most of you. Summer is here with traveling filling a big part of our lives. Whether it's for business or personal, we have such wonderful opportunities to meet our fellow Americans and tighten the bond a little more. We are very fortunate. July 4th will hold a special meaning for most of us this year and more are proudly displaying the flag, such as our forefathers had. I have always shed a few tears when I hear our National Anthem played or sang and if I have only accomplished one thing as a parent, outside of expressing love and respect of others, it's that of patriotism. We need to keep our mindset and we will continue to be a strong nation.

"You are the landlord of your mind, and you get to decide which thoughts you allow live there. There's only so much space available in your awareness, so it pays to fill that space with the most positive productive, empowering thoughts possible."

"If nagging doubts or poisonous resentments are causing you problems, you have the power to evict them from your mind. And once they're gone, it makes space available for thoughts of gratitude, confidence, and kindness."

"Those positive thoughts are the ones which will reliably pay the rent, month after month, year after year. And there are plenty of good, positive thoughts from which to choose."

"The thoughts that take up long-term residence in your mind will play a major role in determining the quality of your life. So fill your mind with the best, most positive thoughts you can find."

"Insist on only the best in your thinking, and that's what you'll get. Even if you can control nothing else in your life, you can indeed exercise powerful and effective control over the thoughts that occupy your mind. And by so doing, you'll make it a great place to be."

-Ralph Marston

So as you can see, whether you choose to be a leader, a teacher, a good parent, a good employee or a patriotic citizen, it must all start with you and what you allow to occupy your mind.

As I mentioned at our June Dinner Meeting, I have an ongoing job in which I need your assistance. I will be listing names from our membership in which Tempe and NAPM-CF have lost a technology touch. Email is the way of life in the corporate world (and personal) these days and without the correct address, our members will be loosing out on valuable educational information. Therefore, if your name is listed below, or if you know a correct email address for a member listed below, please, contact me via my email address - nancy_wainwright@hotmail.com

Where In The "World Is:

Mr. Todd Chikodroff, C.P.M.	ABB Powr T&D Co, Inc
Mr. Mike Starinchuck	Light Circle Mgmt
Mr. Michael Bruck	Invacare Corp
Mr. Ram Rampersaud	Galaxy Foods Co
Mrs. Christina Buntin	ABC Fine Wine & Spirits
Ms. Donna Sue Brasel, C.P.M.	Lucent Technologies
Ms. Karen Lopiccio	Seagate Software
Ms. Donna Williams, C.P.M.	Orlando Sentinal
Mr. Tony Capozzi	ECC International Corp
Ms. Martha Nieves	CFI Westgate Resorts
Mr. James Dearing, C.P.M.	City of Daytona Beach
Mr. John Vey	Schwartz Electro Optics Inc
Ms. Pamela Kirsch	Lucent Technologies, Inc
Mrs. Kathryn Coughenou	City of Daytona Beach
Mr. Roger Bing	Darden Restaurants
Mr. Howard Haines	No Company Listed



Membership Report

Full Members	292
Associate Members	48
Life Time Members	4

News from Your Board

**Pennies from
heaven
or words of
wisdom from
your CFO.....**



*John Morris, C.P.M., A.P.P.
Chief Financial Officer*

Another year has come to a close, and the challenge of a new year is upon us.

Thank you for your support and confidence in electing me to the new Board of Director's as your Chief Financial Officer (CFO). We as a board will be attending the Leadership Workshop in July and will return with new found knowledge and creative thoughts with which to plan our new affiliate year. I give my pledge to you to work with this new board to best of my abilities to provide the best educational and training opportunities that we possibly can. Of course the best way we can do this is to have your support at all of our functions, dinner meetings, seminars, and trade shows. It is through these functions that we are able to maintain and/or raise the funding needed to provide these opportunities.

Hopefully I will see you at the Plant tour in July at Graybar.

All for now.....
John



**Mark Your Calendar
For the 2002-3
Satellite Seminars!**



*Debbie Long, C.P.M., A.P.P.
Educational/Professional Development*

Thanks to the participants of the "Live" Satellite Seminar, *Services Purchasing: Making the Right Decision,* held at Valencia Community College/East Campus on June 13, 2002,

A total of 4 CEH's were awarded to each participant. It was an enjoyable day. There was member representation from several purchasing industries, but, impressively, Westgate Resort comprised of nearly 50% of total participation.

Here's a list for those of you that like to plan ahead.

October 24, 2002

Contracting Roadblocks: Removing the Barriers

February 6, 2003

Total Cost: Impacting the Bottomline

April 10, 2003

Leadership Skills for Supply Management

June 12, 2003

Reengineering MRO Procurement to Impact Your Organization's Bottomline

Looking Ahead to the October 24 Seminar

October 24, 2002 - Contracting Roadblocks: Removing the Barriers

Most supply managers have encountered obstacles on the road to successful contract management. How can you anticipate and avoid these roadblocks? If a problem arises, what are your options? Given the spectrum of simple to complex contracting issues that supply management professionals face, this program focuses on the more complex problems that can rise and the tools that supply managers can use to resolve these difficult situations.

News from Your Board



Kate T. Connor,
C.P.M., A.P.P., CPPB
Marketing/Membership Chair

Marketing Your Affiliate: Sharing the Secret of the Profession

Marketing your affiliate is necessary in order to obtain new members in economic sectors not currently served by NAPM. But what does marketing your affiliate mean? It means selling the benefits of membership in NAPM. Although there are various ways to do this, one prime tool that can assist you in marketing your affiliate is the plan Procedures for Creating, Publishing, and Using a Marketing Plan for NAPM Affiliates, by Robert A. Kemp, Ph.D., C.P.M. - a model marketing tool distributed at the NAPM district summer workshops. The marketing plan lists some steps that every affiliate can take to identify markets in its own area, as well as ways to contact potential members you want to recruit in those markets.

Is this an easy task? No, it's not. Especially if your affiliate has never attempted to recruit new members through a marketing program. You must be willing to share the secret of our purchasing profession - to make an effort to let other economic and business sectors know how our organization can assist purchasing professionals to be better purchasers. We have name recognition among ourselves, but some segments of the economy that need our products probably have never heard of NAPM. Many people and organizations might be familiar with NAPM because of the NAPM Report on Business, but they may not be familiar with other benefits, such as our educational seminars, PAL videos, or even NAPM Insights.

Marketing is not the status quo. We may be comfortable with our affiliates as they are; however, if we are going to be ready for the future, we must build for the future with new ideas and input for our products - education, certification, and research - from our new markets.

Throughout the country, most affiliates begin their new season in September. What better time to begin the process of marketing our organizations? By September, programs and seminars are in place, and affiliates should be anxious to showcase their programs for new audiences.

To maintain a successful affiliate, we must have vision and dedication. The comedian Jonathan Winters once said, "I couldn't wait for success, so I went ahead without it." In today's business environment, we cannot wait for customers (members) to come to us, we must assertively seek out new customers.

One easy approach in searching for new members is to ask your own company's salespeople to ask the purchasers they call on if they are members of NAPM. Sometimes the easiest solutions are right under our noses.

No matter what marketing strategy you use to obtain new members, remember to share the secret of the purchasing profes-

sion.

We all need to pull together to spread the news of the benefits of membership.

This article was taken from By Beverly B. Miller, C.P.M., *NAPM Insights*, and I feel it was worth everyone reading. Our strength is our membership: get others to join in your company or ask your vendors who does the buying at their firms and give them a call and tell them about all our benefits of membership. Make sure to fill out the proper form for getting credit for a member to join and possibly win a trip to Nashville in 2003.



Phil Martello, of Siemens, received a small token of appreciation from National for his outstanding support in signing up new members. **GREAT GOING PHIL!**

Welcome New Member



- | | |
|------------------------|------------------------|
| Erne Artinori | Unemployed |
| Nancy Bosley | Boca |
| David Czense | Siemens |
| Carlos Martinez | Midtronics |
| Connie Royer | City of Orlando |
| Larry Sole | Hughes Supply |

News from Your Board



**Ed's
Bits and Bytes**

Ed Wainwright, C.P.M., A.P.P.
Administration/Technology

I will be conducting an A.P.P. and C.P.M. exam review classes on June 29, 2002. I have already had a few individuals who have asked when the next class will be held. My answer is that it is up to the Professional Development Chair and the amount of interest expressed from the membership. If you want to sign up for the current class, the form is on the web: <http://www.napmcf.org/cpm0622.htm>.

Technology is the driving force behind the procurement productivity improvements. While our imagination and willingness to apply the technology is the spark plug, the network, hardware, and software is the engine.

Thomas Register, Yellow Pages, atlas (maps), are just some of the hard copy documents that have been replaced by Internet online services. If you want to arrive at an address such as 60 S Ivanhoe Blvd, Orlando, you can receive driving instructions and maps connecting your address and the desired locations in no time flat.

Here are some handy Web Sites that can make your life just a little easier:

(go to <http://www.napmcf.org/dal.htm> for these links)
<http://www.search.com/> General search engine by cnet
<http://www.thomasregister.com/> Manufacturer's Directory
http://shopper.cnet.com/shopping/0-1257.html?tag=hd_ts
 Price Comparison (Computers & Electronics)
<http://www.mapblast.com/myblast/index.mb> Maps and Directions
<http://www.ism.ws> ISM (NAPM) home page Specifications, Professional Development
 (Use your ISM number and Last name for ID & Password)
<http://www.napmcf.org> NAPM-Central Florida (Activities Bylaws, and Seminars)
<http://www.ebay.com> Need a fair market price for a lease buyout?
<http://www.hotmail.com> Need an email account
<http://www.yahoo.com> Email Account, Finance reports
<http://www.infospace.com/info/revphone.htm> Reverse Phone lookup (residence or business)
<http://www.foxnews.com/> News
<http://www.orlandosentinel.com/> Print News and classified via Internet
<http://www.orlandosentinel.com/> Inside Central Florida
<http://www.icflorida.com/partners/wftv/weather/doppler.html> Doppler Weather Radar - Orlando



**Opportunities
and
Challenge**

Marian Bivens
Public Relations/Communications

A recent newspaper article I read seemed to focus on individuals in all professions keeping up with the changes in the business world. It stated that individuals, of all ages, must strive for self-improvement through continuous education. The suggested approach was to *Attend* seminars, classes at local educational facilities and on-line classes.

The most important part of the article was the steps to follow for self-improvement.

Self evaluation – Make a list of areas that you want to improve and new areas that you would like to develop. Prioritize the list.

Plan – Determine which method, or combination of methods, you will need to satisfy the items on your list. Consideration should be given to finances and time you are willing to commit to these improvements.

Commitment – Make a commitment to yourself to follow through with your plan. The rewards will include self-satisfaction, adding to your portfolio and most of all **Keeping-Up**.

From my perspective, there has never been a more exciting time to be a member of NAPM (ISM). The benefits of membership are not only the most extensive in the history of the organization, but also are expanding weekly to include information and services beneficial to us all in our quest for professional excellence. I hope each of you are taking full advantage of your membership benefits.

CELEBRATE DIVERSITY

Each month I will share a brief calendar of cultural holidays and special events. I hope you will use this calendar to start a dialogue about significant days and special times that are important to you.

July 2002

4 Independence Day
8-9 Martyrdom of the Bar – Baha'i

Information from ISM Newsline June 2002

June Educational Speaker Series Meeting

Guest Writer

C'est La Vie --That's Life

Many of us have been the targets of such remarks as, "Get a life," and "You're a lifer," and even, "You don't have a life." Taken out of context, these remarks tend to have a negative conation. However, at the monthly National Association of Purchasing Management – Central Florida (NAPM-CF) meeting held at Lee's Lakeside on Wednesday, June 12, 2002, congregated a room full of purchasing professionals "full of life."

A high-spirited group, to say the least (I used to participate in the local NCMA meetings and they were really boring), this meetings Installation of the ISM-CF 2002-2003 Board of Directors (BOD) was enveloped by delectable food, camaraderie, wit, servitude and wisdom, which was topped off with free door prizes – all at the special shrink-wrap price of \$18 per person.

Dinner was pleasing to the palate for all types of food lovers; a colorful variety of vegetables were nestled between platters of marinated beef and mushrooms and chicken surrounded by mushrooms and gravy filled a flaky pastry. Although the warm bread and muffins were savory, the chocolate mouse cake was to die for (I had two pieces)!

In the spirit of patriotism, dinner began with a pledge to our al ma mater coupled with a moment of silence. During dinner, many of the 52 attendees unwound from the day's expected and unexpected challenges by sharing either personal or professional small talk in anticipation of the Installation and award recognition's forthcoming. Befitting, BOD members then followed dinner by acknowledging the selfless contributions of many of the Affiliate's members.

"Dedicated" members were labeled as "no-lifer's" by a majority vote that seemed somewhat opinionated, considering that the Ozzie and Harriet comedy duo of John Morris and Nancy Wainwright were the champions of these awards. The "no-lifer's" received awards for their invaluable, selfless contributions to the Affiliate that directly resulted in its visibility, success, and increased membership.

Following this noteworthy recognition, the Installation of Officers took place and our President, C.J. Fouts, announced his resignation. Nomination and acceptance of BOD positions is very honorary, but the role is also challenging and demanding. Members who were installed into office for the 2002-2003 fiscal year, along with the true-blue reelected members, will need the membership's full support as they trek forward into the New Year embracing the goals and objections of our Affiliate.

Winding down the meeting amidst the booms of thunder and the crash of raindrops, the guest speaker, Kevin Walsh, spoke to the membership about embracing small businesses in our procurement processes. Kevin managed to use his people-skills to keep most of the group attentive, despite the weather conditions. Kevin was instrumental in getting the City of Orlando to streamline their process in order to benefit small minority-owned businesses. He was kind enough to share his wisdom regarding successfully running a minority business program. Specifically, to

manage a successful program one needs to keep the FACTS straight:

F - FAIR
A – ADVOCACY
C – COMPASSION
T – TENACITY
S - SOLICIT

The meeting adjourned with a few of us being showered with gifts and many of us being showered by the storm. All– in –all, the two hours of our lives spent in attendance at this meeting was not done in vain. We lived a little and learned a little, gave a little, gained a lot.

Of course, there are those that lived a lot and learned a lot, gave a lot and gained a lot, which is my definition of "no-lifers." Put into context, - - *No One's Life is Fulfilled, Excluding Recurrent Servitude.*

Now, "that's life!" C'est la vie!!

*Sherri Marquis
Lockheed Martin Missiles and Fire Control*



Previous Guest Writers for the Central Florida Buylines



Installation of 2002/2003 NAPM-CF Board of Directors

WHAT MOTIVATES YOU AT WORK?

Have you ever thought about what motivates you? What gets - and keeps - you going? When we know WHY we do something, we can use that information to accomplish more.. Knowing what motivates us will help us achieve our goals, both personal and professional.

No matter what we do for a living, or where we do it, what motivates us can be found in the following list. Many of us believe that the only reason we work is money. Although there is no question that money, or what it buys (rent, food, etcetera) is a prime motivator, money alone does not create the sense of fulfillment and accomplishment that many of us are seeking.

Prioritize the following motivators for yourself. Once you've identified what works for you, share it with your boss. If you're the boss, ask your reports to prioritize their motivators. Whether you're the boss, the employee, or it's just you (like a work-at-home mom or a solopreneur), this is very important information to know about yourself.

INDEPENDENCE: The freedom to run your business activities as you wish and to be independent of superiors; the opportunity to "be your own boss".

Do you ever feel restricted?, Do you feel overcome in rules and red tape?, Do you often feel in disagreement with superiors?

RECOGNITION: The tangible rewards you get for doing a job well, such as being singled out in a publication or speech.

How important is winning to you?, How do you feel when others get recognition?, Do you go out of your way to win awards?

ACHIEVEMENT: The feeling that you get from successfully accomplishing a job...overcoming obstacles and obtaining goals.

Is your performance relative to your effort?, How do you feel when you have completed a task?, What kind of goals do you set for yourself?.

LEISURE TIME: The amount of time that you have free to use as you wish and the extent of enjoyment that you get from the use of that time.

Do you find yourself neglecting things?, Have you postponed a desired activity?, Do you really enjoy your leisure me?

POWER: The sense of control that you feel you have over your destiny and the destiny of others...your feelings of influence to direct the behavior of others.

Do you feel that you have control over your destiny?, Do people tend to lean on you, ask your approval?, Do you find yourself doing things you'd rather not do?

PRESTIGE: The respect accorded you by your peers and

by business or community associates...how others feel that you compare with your peers.

Is prestige important to you?, Do others tend to hold you in esteem?, Do you find yourself doing things to gain esteem?

MONEY: The amount of personal financial income provided by your job.

Are you proud of what you earn?, Do you tend to talk about money or how you spend, save, or invest it?

PRESSURE: The constant feeling or need to show continual improvement in the performance of your job.

Do you feel guilty about not exerting enough effort?, Do you continually feel that you must do more?, Do you want continual motivation from superiors?

SELF ESTEEM: Your feeling of self-worth...how you feel you compare with your peers.

Are you confident that you do as well as you can?, Do you feel guilty about poor performance?, Are you satisfied with your performance?

FAMILY LIFE: The amount and quality of activities that you engage in with your family.

Do you spend enough time with your family?, Is time meaningful when with them?, Do they talk about the time that you spend with them?

SECURITY: The certainty that you feel of maintaining your position...the feeling that tomorrow will be at least as good as today.

Is job security important to you?, Are you afraid to try something new?, Do you do things that tend to secure your job?

PERSONAL GROWTH: The feeling of growing as an individual or becoming more competent, more efficient - a better person.

Do you think that you have grown over the past year?, Do you do specific things that result in improvement?, Do you have plans for doing more?

(Note: This list was first compiled by LIMRA International - a worldwide association providing research, consulting and other services to insurance and financial services companies worldwide and is focused on motivation in the work area.)

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Louise Morganti Kaelin is a Life Success Coach who partners with others to help them turn their dreams into reality.

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News From National

New Benefit for ISM Members in Cooperation with PEO Brokerage, Inc.

ISM is now offering a new benefit of membership through a cooperative arrangement with PEO Brokerage, Inc. The new benefit is designed to attract supply management individuals from smaller-sized companies into membership.

PEO Brokerage, Inc. (PBI) is a business-to-business broker of PEO (professional employer organization) services throughout the United States.

A PEO provides human resource functions for business owners as well as most facets of personnel management, including health benefits, payroll, taxes, and worker's compensation. Through collective buying power, the PEO can operate more cost-efficiently and relieve the employer of much of its employee liability.

As a broker, PBI provides a system for PEOs to bid on providing services to a business based on the business' needs. PBI services are provided free of charge to members. This service can be especially important for businesses with fewer than 500 employees.

For more information the new PBI services, visit the ISM Web site at www.ism.ws and select ISM Membership from the listing at the left. Then select Value of Membership



ISM SEMINAR SCHEDULE

Below is a list of ISM seminars for the months of July and August 2002. For details call ISM at 800/888-6276 ext. 401 or log on to the ISM Web site www.ism.ws and select the Seminars and Online Learning link.

<u>TITLE</u>	<u>DATE</u>	<u>LOCATION</u>
July		
Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism (3-Day) #4490	July 10-12	Washington DC
Legal Consideration of Software Licenses and Other Technology Agreements #4491	July 18-19	New Orleans, La
Applying Activity-Based Costing and Total Cost of Ownership to Support Strategic Management #4495	July 22-23	Tempe, AZ
Performance-Based Statements of Work (SOWs): Maximize Supplier Performance #4496	July 25-26	Washington DC
Contract Writing Basics: What All the Ts and Cs Mean #4492	July 29-30	Minneapolis, MN
August		
Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism (3-Day) #4500	August 5-7	Dallas, TX
Leading and Managing Supply Relationships #4501	August 12-13	Las Vegas, NV
Power Negotiations I: Planning, Strategy, and Process #4494	August 13-14	San Diego, CA
Power Negotiations II: Unlock Your Powers of Persuasion #4502	August 15-16	San Diego, CA
Achieving Value-Add through Supply Alliances #4493	August 14-15	Las Vegas, NV
Purchasing and the Law: The Basics You Need to Succeed (2-Day) #4503	August 19-20	Nashville, TN
Advanced Contract Writing for Purchasing and Supply Management #4504	August 22-23	Las Vegas, NV

NAPM-CF 2002/2003 Board of Directors

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**COO – Chief Operating Officer
OPEN**

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NAPM Events – 2002-3

June 29, 2002	C.P.M. Review	December 11	Educational Speakers Series
July 12-13	Summer Leadership Training Workshop – New Orleans	February 6, 2003	Total Cost: Impacting the Bottomline
July 17	Affiliate Plant Tour – Graybar Limited to 50 – Sign up NOW	April 10, 2003	Leadership Skills for Supply Management
August 3	NAPM-CF Leadership Retreat	June 12, 2003	Reengineering MRO Procurement to Impact Your Organization's Bottomline
August 14	Educational Speakers Series		
September 11	Educational Speakers Series		
October 9	Educational Speakers Series		
October 24, 2002	Contracting Roadblocks: Removing the Barriers		
November 13	Educational Speakers Series		

**For information on any of the
above seminars contact :**

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