



CENTRAL FLORIDA BUYLINES

*Newsletter of the ISM - Central Florida Affiliate
Summer 2009*

Upcoming Events

PLANT TOUR: July 8 – HD Supply, Tour and Lunch, 11:00am to 2:00pm
3881 Old Winter Garden Road, Orlando, FL 32805, \$5

LUNCH MEETING: August 7 – “CEH/CPM/CPSM – What’s In It For Me?”, Speaker: Michael Keaton
11:30 at Roadhouse Grill, corner of John Young Parkway and Sandlake Road, \$15

DINNER MEETING: August 12 – “Panel Discussion – Where Do We Go From Here?”
Registration begins at 6:00pm with dinner at 6:30pm
Dubsread Country Club located at 549 West Par Street, Orlando FL 32804, \$23

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

The President’s Corner



Well, here I am as President of ISM-Central Florida, duly sworn in on June 10 along with other members of your Board of Directors. Thank you to Marian Bivens who presided over the Installation of Officers. She gave us a great visual lesson on pooling everyone’s commitment to make ISM-CF a success as we enter into the 2009-2010 year. We also enjoyed a very informative and inspirational presentation on LEAN practices by Emilio Diaz from JBT AeroTech. I came away with a totally new perspective on LEAN and with tools that I can definitely apply to my non-manufacturing job.

I am very excited and honored to be President of ISM-CF, and have some big shoes to fill. Ron Carpenter has served as such these past four years. We are all grateful to him for his dedicated and sacrificial service. Ed Wainwright is another past president who continues to serve in many capacities within the organization, including Director of Technology. A big thank you also goes to Richard Straw, April Galbraith, David Billingsley and Michael Keaton for agreeing to continue as Vice-President, Executive Secretary, Director of Marketing/Public Relations and Director of Professional Development, respectively. I am

very excited to work with this great group of leaders, without whom ISM-CF would fail to function.

We do, however, have an open position on the Board. The Director of Membership position became vacant when I accepted the nomination as President. This position is critical as the membership is the life-blood of any organization. This position has very few official responsibilities as National handles the day-to-day business side. The ideal person is social, a person who can be in contact with the current members and reach out to non-members to promote the benefits of association with ISM-CF. Building our membership is a top priority of the entire Board, a task where we all will be involved and help this Director to succeed.

I believe that we have a great year ahead of us, despite the sagging economy. An updated and rejuvenated Business and Marketing Plan is being reviewed for approval by ISM National in which we lay out the goals and objectives for the next three years. The Board of Directors has made a renewed commitment to enhanced continuing education opportunities, membership retention and recognition, and improved communication.

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Evidence of this is the new Director of Professional Development, Michael Keaton's Calendar of Events. He has already confirmed some great speakers for our Dinner and Lunch Meeting presentations. Read further to find out details regarding the July Plant Tour to H D Supply.

Many more exciting things will be happening this year and as members you can take advantage of these opportunities which will be low-cost, of true value, and in your back yard. We will keep you updated via Cvent, BuyLines and the website.

I hope to see you at the next event.

Bette J. Hallmark, C.P.M.

Professional Certification

By Ed Wainwright, Director of Administration and Technology



ISM-CF wants to support and encourage Professional Development for the membership. The Affiliate provides opportunities for you to earn CEH's (continuing education hours) by participating in meetings, seminars and satellite seminars. In addition, many companies offer educational programs or instruction on business systems and computer applications that can be used to accumulate CEH's. College classes, seminars taught courses and ISM-CF educational opportunities can also assist in re-certification.

Anyone wishing to obtain a C.P.M. must pass all 4 exams before the deadline of December 31, 2009. The last day to register for the exams is September 30, 2009.

If you have 18 or more years of professional supply management experience can apply for a lifetime C.P.M. or renew as a lifetime C.P.M. or APP. (Note: there is no Lifetime CPSM. You will need to re-certify every 3 years for as long as you want to maintain the certification.)

Members who earn or renew their CPSM or C.P.M. and bring their certificate to a dinner or lunch meeting will have their certificate framed and receive a free meal.

If you have any questions or need assistance, please contact Michael Keaton at pro-d@ism-cf.org.

Recognition Awareness

By Michael Keaton, Director of Professional Development

"There are two things that people want more than sex and money — recognition and praise."

Mary Kay Ash, CEO, Mary Kay Cosmetics

Now that I have your attention, what is meant by recognition? It is a process of acknowledging and awarding our members for a job well done and not just a onetime thing – it is something that will be ongoing.

Join me as we form a formal sub-committee for the creation and deployment of a prestigious annual award that will signify a level of appreciation indicative of excellence, dedication and the furthering of Supply Management within the Central Florida chapter. Please contact me at (407) 401-1203 or email at pro-d@ism-cf.org. I look forward to working with you as we develop and deploy our recognition program....

Attending Dinner And Lunch Meetings Can Pay Off

By Ed Wainwright, Director of Administration and Technology

Better than a one armed bandit, attending six or more lunch and dinner meetings can result in an awards card that can be redeemed against the cost of a local satellite seminar, Certification Review, or Seminar. Members will earn five award points per dinner or lunch meeting attended. The Award Cards will be distributed in December as part of a membership rewards program.

The points can be used on a 1 point = \$1.00 basis toward the cost of a seminar, review, or satellite seminar. The period for collecting the points will be January 2009 to December 2009. The maximum number of points awarded will be 75.



Three New Members Can Put A Shirt On You Back

By Ed Wainwright, Director of Administration and Technology

If you sponsor three new members (Full or Associate) you will earn a Golf Short with the ISM-Central Florida Logo in your choice of gold or grey.

Locate the membership form on the web site under the FAQ section, (<http://ism-cf.org/fullapp.pdf>), print the form and ask the candidate fill it out. Please note that dues are prorated based on the month. The form must include a note that indicates the member is being sponsored by _____ (your name). Fax the form to ISM for processing and bring the original form to an ISM-CF meeting or mail it to PO Box 621416, Orlando, FL 32862-1416. If three of these forms are submitted by December, you will earn a shirt. **Yes, you can earn additional golf shirts for each three additional new members.** Congratulations to Charles Hammack from Raytheon Technology for sponsoring three new members and receiving a shirt!!



**Plant Tour
July 8, 2009
HD Supply**



**Time: 11:00AM – 2:00PM Lunch will be coordinated
Address: 3881 Old Winter Garden Road, Orlando, FL 32805
Contact: Greg Roth, Branch Manager, Electrical**

HD Supply Electrical provides a complete line of construction and industrial products, as well as communication products, from leading manufacturers. Our comprehensive product offering enables us to quickly and easily meet virtually any electrical project requirement.

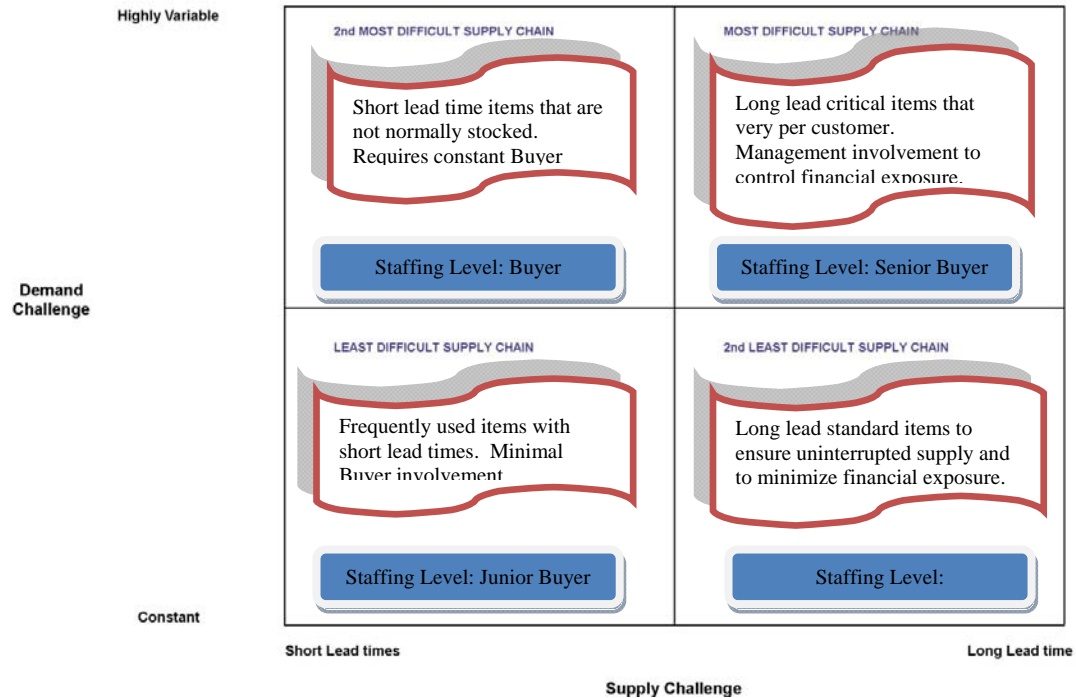
More than just an outstanding electrical distributor, our highly-skilled associates offer value-added solutions — including technical advice, warehouse management and after-hours emergency supply — all designed to help our customers be more profitable.

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

Improving Procurement Execution through Grid Methodology – Part I

By Michael Keaton C.P.M., Director of Professional Development

Demands are being placed on Procurement Organizations globally to reduce cost both internal through process improvement programs and external through effective management of the supply chain. Today's Procurement Managers have to deliver improved departmental execution which will lead to lower procurement cost. One tool that has been successfully deployed in Procurement Organizations is the Commodity Matrix Planning Grid. This Grid gives the Procurement Manager the framework needed to structure the procurement organization at optimal levels. The premise behind the Grid is to map your commodities into a matrix. This matrix's then becomes the building blocks for building an effective procurement organization:



The Procurement Manager can now use the Grid to assign commodities to Buyers of differing skill-sets. This then enables the Procurement Organization to become more flexible and offers a clear path of advancement. A typical deployment of the Grid would assume the following structure:

Grid I – Least Difficult Supply Chain

- VMI, MRO, Two-Bin Systems, Floor Stock items – **Parts are either managed by a vendor or they used all the time**
- Lead times < 45 Days – **Parts are readily available**
- The overall action of this Grid is to cause the Procurement Manager to set parameters on these items that would be conducive for simple repetitive action. This is a junior level position that frees the time of your Buyers who can now focus on more value adding activities.

Grid II – 2nd Least Difficult Supply Chain

- Pacing items/Items that set the stage for when all activity need to happen. **Parts have long lead times and are standard type items.**
- Suppliers have visibility into your planning schedules so that they can react accordingly. **Must be managed, controlled and authorized to minimize financial exposure by ordering too much material that is not being consumed due to changes in planning requirements.**
- **KEY CRITERIA FOR ADOPTION OF THE GRID:**
 - **A SOLID UNDERSTANDING OF YOUR ERP/MRP SYSTEM – CAPABILITIES AND WEAKNESSES**
 - **LEAD TIMES AS THEY RELATE TO BOTH DOMESTIC AND INTERNATIONAL SHIPMENTS**
 - **FORECASTING/PLANNING MECHANISM USED TO INTERPRET FUTURE DEMAND**
 - **INVENTORY PERFORMANCE TARGETS/CHALLENGES/TURNS REQUIRED**
 - **A THROUGH WORKING KNOWLEDGE OF YOUR SUPPLY CHAIN – ITS WEAKNESSES, SOLE-SOURCED, SINGLE-SOURCE, LCC'S AND PRICING RELATED ACTIVITIES SUCH AS COST REDUCTION INITIATIVES**

In the next segment, Part II, I will conclude the break-down of Grid III & IV - The Difficult Supply Chain and some implementation strategies coupled with recommended time-lines. For more information I can be reached at michael.keaton@jbtc.com or (407) 401-1203



Golf Tournament - May 29, 2009 – Celebration Golf

Over \$1,800 raised for the ISM-CF Scholarship Fund!!!

Congratulations to our Winners:

Winning Team:

Bob Watkins, Air Liquide
Gary Myers, Disney
Jackie Mitchell, Seaside Bank
Bill Cochran, Air Liquide

Closest to the Pin: Ben Johnson, Carpe Diem Inc.

Longest Women's Drive: Bette Hallmark, Florida Gas Transmission

Longest Men's Drive: Ben Johnson, Carpe Diem Inc.

And a BIG Thank You to our sponsors...



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Monday - Friday
8:00am - 5:00pm

Saturday
8:00am - 12:00pm

Sunday
Closed



Mark your Calendar

July 8	Plant Tour, HD Supply, 3882 Old Winter Garden Road, 11:00am
August 7	Lunch Meeting – “CEH/CPM/CPSM – What’s In It For Me”, Michael Keaton Logan’s Roadhouse, 11:30am
August 12	Dinner Meeting – “Panel Discussion – Where Do We Go From Here” Dubsdread Country Club, 6:00pm
September 9	Dinner Meeting - Dubsdread Country Club, 6:00pm
October 2	Lunch Meeting – “Global Economy – What Does It Mean For Me” Logan’s Roadhouse, 11:30am
October 7	Dinner Meeting – “Bonds” Dubsdread Country Club, 6:00pm
November 11	Dinner Meeting – “Navigating the Numbers” Dubsdread Country Club, 6:00pm
December 4	Lunch Meeting – “What’s In Store For 2010” Logan’s Roadhouse, 11:30am
December 9	Dinner Meeting and Awards Ceremony 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

All Lunch Meetings are held at Logan’s Roadhouse, 3060 W. Sandlake Road, Orlando, FL
Registration at 11:15am, Lunch at 11:30am

NEWSLETTER ITEMS

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

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Maximizing Opportunities. Managing Risk.