



## **CENTRAL FLORIDA BUYLINES**

*Newsletter of the ISM - Central Florida Affiliate*  
*Fall 2007*

### **Dinner Meetings**

Don't miss your chance to interact with other Supply Management professionals, learn something new, eat a delicious meal and win a door prize! Join your Affiliate at our monthly Dinner Meeting held the second Wednesday of every month. The meetings for the rest of the year are scheduled for October 10, November 14 and December 12. Each meeting features a speaker discussing areas of importance to our profession. Registration opens at 6:00pm with dinner at 6:30pm. Meetings are held at Dubsdread Country Club, 549 West Par Street, Orlando, FL.

### **Satellite Seminars October 18, 2007**

#### **8:00 am – 12 noon: Project Management for Supply Professionals**

How often do you find yourself in the role as a project leader or as a project team member? What does it take to be a leader or a team member? This program will look at the steps in beginning a project and seeing it through to completion, from the eyes of supply managers who have been there. Included in the discussion will be information on team building, leading and mentoring, and other project-related topics.

#### **1:00 am - 5:00 pm: Ethics in Supply Management; Minding Your Actions and Decisions**

This program explores the role of ethics in supply management. The news continues to address this topic in the wake of ongoing business improprieties. Embed a strong code of ethics in the actions and documents within your supply organization and learn more about your obligation in a global society. We'll also explore how to develop and enforce a strong code of ethics and how to address conflict of interest and anti-trust issues.

- WHEN:** Thursday, October 18, 2007 - 8:00 am to 5:00 pm
- WHERE:** OUC Gardenia Location, 3800 Gardenia Ave, Orlando, FL 32839
- ATTIRE:** Business Casual
- FEE:** Full Day Admission – Members \$30.00, Non-member \$50.00  
One Session – Members \$15.00, Non-member \$30.00

### **ISM Seminar – “Contract Writing for Purchasing and Supply Management: Beyond the Basics”**

October 18 - 19, 2007 at the Hilton in the Walt Disney World Resort

When writing contracts, one size does not fit all. Supply management professionals often face specific situations that require customized contracts. This seminar will enhance your foundation of contract knowledge and enable you to construct more effective agreements in a variety of situations.

This course includes numerous contracts and clauses and their uses. Emphasis is placed on variation in clauses to accommodate situations and needs. Certain key contracting situations will be included, such as services, software, construction and design contracts as well as contracts for complex goods acquisitions and capital equipment.

For more information, visit the Education section of [www.ism.ws](http://www.ism.ws).

## International Supply Conference Coming to Orlando

While it seems many years away, the ISM International Supply Conference and Educational Exhibit will be in Orlando in May 2011...only four years away. Our Affiliate has an exciting opportunity to present Central Florida to the Supply Management profession. We will have the opportunity to interact with industry leaders, participate in workshops and insure that the conference is one of the best ever. Our CEO, Ron Carpenter, attended this year's conference in Las Vegas to start our preparation by gaining insight and what it will take to be a fantastic host. You can already sign up to volunteer...go to [www.ism-cf.org/2011.htm](http://www.ism-cf.org/2011.htm). Stay tuned, many opportunities will be available.

## Certification in a Nutshell

By Ed Wainwright, C.P.M., APP

ISM is in the process of winding down the C.P.M. Exam Program and Kick starting the CPSM Exam Program. The chart below will provide some of the significant dates and deadlines.

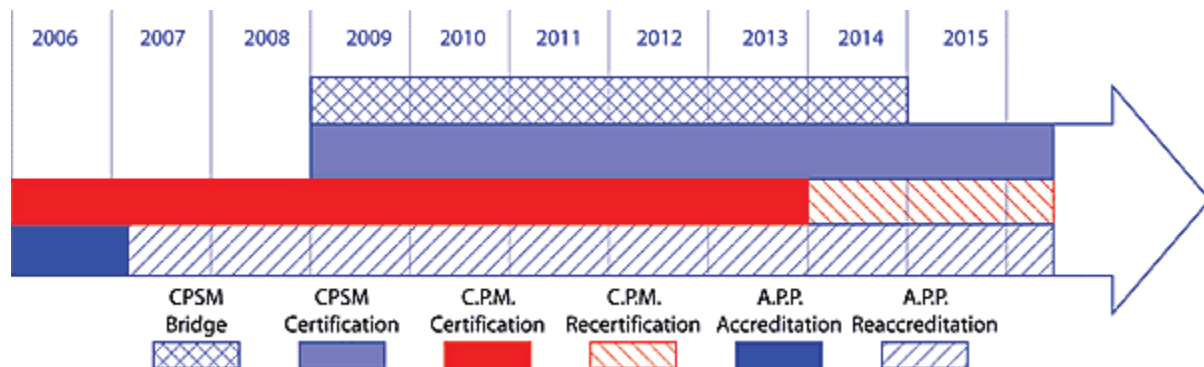
Basically the things to remember about the C.P.M. exam process is that the last date to register for an exam is December 31, 2008 (Of course the national office is closed from Dec 20-Jan 2 so good luck contacting anyone on December 31<sup>st</sup>). The last day to sit for a C.P.M. exam is December 31, 2009. If you fail an exam during 2009 there is no way to register for a retake of the exam.

The CPSM exams will begin as paper based pilot exams in February and March of 2008. The cost of the pilot exam will be \$50.00 per module and the results arrive in the mail 6 to 8 weeks later. ISM-CF has a plan to provide an exam proctor for the exams in February 2008 (the exact date is to be determined). If you take the pilot exam and fail, you will be entitled to re-take the exam for \$50 per module at a later date.

There will be a CPSM Study Guide and Texts to go with the three exams. The study materials will be available in late fall of 2007 and will be sold for the pilot exam at a cost of \$99.00 (Call ISM 800-888-6276 ext. 401 to order). After March 31, 2008, the study materials return to their \$285.00 regular cost. There will not be a diagnostic exam available at the time of the pilot exams.

Along with the CPSM exams, ISM-CF is proposing a Spring CPSM review class for 2 or 3 days. Details will be provided soon. The registration and the \$50 per exam module will be submitted to the local affiliate, and the ISM invoice will be for exam modules actually taken. Thus, if after the review you decide to only take 1 or 2 of the exams that is the number you will be responsible to pay for. There is a minimum of 5 exam modules for this program.

There is a link at the affiliate website "<http://www.ism-cf.org>" for the "Supply Line Certification Update" and the chart below.



## **COO Quarterly Report**

By Robert Hughes

First I would like to thank the members for electing me to this position and having the faith in me to fulfill the job. Second, I will do my best to reward you in that faith and to exceed your and my expectations. Thirdly, I would like your support behind the Board in their efforts to bring the Central Florida Chapter to preeminence in the state in the area of education and membership involvement.

At the Leadership Conference I learned that the role of the COO was to be able to step into the position of the CEO in case of an emergency or if the CEO was unable to fulfill their duties. Also, that contrary to my belief, the COO was not to be the Chairman of committees but to champion the Chairpersons and their efforts. It is my desire to find those people, who have the talent and desire to see this organization grow, achieve, be a magnet to the procurement professionals in the Central Florida area, no matter what their area of expertise.

We are currently in the planning stages for a golf tournament in late April or early May 2008. This is a good time to start touching base with your management and vendors about their participation. We will be looking for hole sponsorships at approximately \$200 and prizes for such things as longest drive, closest to the pin, shortest drive, fewest putts, etc. So put on your thinking caps and let myself or any of the board members know of your ideas. It is never too silly or too soon to come up with a suggestion. You can reach me by email (rlhughes49@aol.com) or calling 863-424-33329.

## **A Message From Our Membership Director**

By Richard Straw

Our chapter gained eight new members during the last two months, which is always a good sign. The new members will be individually contacted and invited at no cost to our October dinner meeting. This practice of a no cost first dinner meeting is in accordance with our normal policies and procedures. Please be sure to show them a warm welcome.

The scholarship that our chapter has set aside for a college student is now in full swing. The scholarship will be awarded to a college student that studies courses pertaining to supply management. The Director of the Central Florida Chapter In Roads Program has agreed to review the scholarship application and supply student names that are in the In Roads program that work in the Central Florida area.

After this initial scholarship is awarded, the Board of Directors has recommended that we open the scholarship to any student or students in the Central Florida area that is perusing courses that pertain to ISM goals.

## **ISM 2008 Dues**

By Ed Wainwright, C.P.M., A.P.P.

Your 2008 dues invoice will be emailed to you on November 1, 2007. Please print out the initial invoice and either pay it or forward it to your Accounts Payable department. If you have moved or changed email accounts, please go to the ISM web site (ism.ws) and update your personal information. If not paid in November, a second and third invoice will be mailed on December 1 and January 1.

Much confusion occurs due to late payments of the dues payment. ISM Customer Service will delete your membership on January 9, 2008 if your dues payment has not been processed by ISM by that date. In a typical January we have 20 to 30% of our members forget to pay their dues. Usually about half of them pay the dues late and re-join our affiliate. Some mistakenly become direct members and loose access to local activities.

There are deferments available for dues if an individual is unemployed (can be used once) or if an individual is in the military reserves and is deployed overseas. C.P.M. and APP re-certification requirements can also be deferred if a reservist is deployed until the return stateside. In all of the above circumstances, contact any ISM-CF board member so we can transmit the proper forms to ISM headquarters in Tempe, AZ.

If you have any questions or need assistance, please contact Richard Straw at pstraw@cfl.rr.com.

## **ISM Career Center**

The ISM Online Career Center is a valuable resource to job seekers, and employers seeking qualified candidates. It includes career opportunities and applicants from around the world. Refer to this section if you want to post your résumé, post a job, or find other job-hunting resources.

Job Seekers will notice enhancements such as increased security options and confidentiality, a new message center, and the ability to track the number of times your résumé is viewed.

Employers will notice enhancements such as the ability to track job postings and the number of résumés received for each posting, a new message center, and a new résumé search results screen.

In the past the ISM Career Center has proven to be the most popular area on the ISM Web site. To visit the ISM Career Center, go to [www.ism.ws/careercenter/](http://www.ism.ws/careercenter/).

## **Board of Directors**

During the June 2007 Dinner Meeting, the current Board of Directors were installed with each one committing to serve our Affiliate to the best of one's ability. The Board includes:

CEO: Ron Carpenter, Lockheed Martin, (407) 356-7675, fax (407) 356-2308, [ceo@ism-cf.org](mailto:ceo@ism-cf.org)

COO: Rob Hughes, [coo@ism-cf.org](mailto:coo@ism-cf.org)

CFO: Barbara Hamre, Lockheed Martin, 407-356-5640, [cfo@ism-cf.org](mailto:cfo@ism-cf.org)

Executive Secretary:

Jose Gregorio, Valencia Community College, [exsec@ism-cf.org](mailto:exsec@ism-cf.org)

Membership Director:

Richard Straw, C.P.M., A.P.P., Retired, [mac@ism-cf.org](mailto:mac@ism-cf.org)

Director of Public Relations:

David Billingsley, CFI/Westgate Resorts, (407) 351-3351 x461, [pr@ism-cf.org](mailto:pr@ism-cf.org)

Director of Professional Development:

Vacant

Director of Administration and Technology:

Ed Wainwright, A.P.P., C.P.M., Retired, (407) 348-2489, fax (866) 880-3828, Yahoo or MSN IM "Ed\_Wainwright" for online messages, or [dat@ism-cf.org](mailto:dat@ism-cf.org)

### **ISM MEMBERSHIP**

**August 1, 2007**

**40,982**

*Building a Powerful Profession:*

*One Member at a Time*

**Term of the Day: Green Purchasing** - Making environmentally conscious decisions throughout the purchasing process beginning with product and process design through product disposal.

Visit [www.ism.ws](http://www.ism.ws) each day for a new Term of the Day.

## Mark your Calendar

October 10, 2007	Dinner Meeting - Dubsdread Golf Club
October 18, 2007	Satellite Seminar AM session: "Project Management for Supply Professionals", PM session: "Ethics in Supply Management; Minding Your Actions and Decisions"
October 18-19, 2007	ISM Seminar: Contract Writing for Purchasing and Supply Management: Orlando, FL - Hilton in the Walt Disney World Resort. The ISM-CF member who will monitor this seminar is Patricia Dabis of GOAA.
November 14, 2007	Dinner Meeting - Dubsdread Golf Club
November 20, 2007	Lunch Meeting - Logan's Roadhouse
Dec 3-5, 2007	ISM Seminar: Best Practices in Procurement, Orlando, FL - Hilton in the Walt Disney World Resort. ISM-CF Full Members wishing to be the monitor should fill out this form
December 12, 2007	Dinner Meeting - Dubsdread Golf Club
January 9, 2008	Dinner Meeting - Norm Corbin - Purchasing Law - Dubsdread Golf Club
January 18, 2008	Lunch Meeting - Logan's Roadhouse
Feb 1, 2008 - March 31, 2008	CPSM - Pilot Exams available through the Affiliate at \$50.00 per module, minimum 5 modules.
February 13, 2008	Dinner Meeting - Dubsdread Golf Club
February 21-22, 2008	Florida Regional Seminar and CPSM Exam Review (Proposed)
February 23, 2008	CPSM exams - ISM-CF sponsored @ \$50.0 per module (pilot test) (Proposed)
February 21, 2008	Satellite Seminar AM session: "Global Sourcing: Where in the World Are Our Suppliers?", PM session: "Critical Skills in Supply Management"
March 12, 2008	Dinner Meeting - Dubsdread Golf Club
March 21, 2008	Lunch Meeting - Logan's Roadhouse
April 9, 2008	Dinner Meeting - Dubsdread Golf Club - Nominations announced 2008-2009 BOD
May 14, 2008	Dinner Meeting, Annual Meeting, and BOD Elections - Dubsdread Golf Club
May 23, 2008	Lunch Meeting - Logan's Roadhouse
June 11, 2008	Dinner Meeting & Installation of 2008-2009 BOD - Dubsdread Golf Club
June 19, 2008	Satellite Seminar: AM session: "Market Intelligence for Supply Professionals", PM session "Risk and Change Management, Surviving in a Dynamic Business Environment"
July 9, 2008	July Plant Tour
July 18, 2008	Lunch Meeting - Logan's Roadhouse
August 13, 2008	Dinner Meeting - Dubsdread Golf Club
August 21, 2008	Satellite Seminar: AM session: "Supply Management's Role in Sustainability", PM session: TBD
<i>December 31, 2008</i>	<i>Last Day to Register for a C.P.M. Exam</i>
<i>December 31, 2009</i>	<i>Last Day to take a C.P.M. Exam, Last opportunity to take Modules 3 or 4 for points toward re-certification of C.P.M.</i>
May 15-18, 2011	<b>ISM International Conference</b> - Orlando, Florida, Gaylord Palms

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

**Did you know...** Most seminars sponsored by ISM-Central Florida include one scholarship. To request consideration, complete the Scholarship Form that is located on the calendar page of ISM-CF.org.

## **ISM Social Responsibility Web Site Offers Resources to Care for the Environment**

What role does supply management play in protecting the environment? Where can we find information on reducing waste, cutting carbon emissions, and other measures to align environmental responsibility with business success? If you are facing questions like these, check out the resources in the Environment section of ISM's Social Responsibility Web site. From the ISM Home Page, [www.ism.ws](http://www.ism.ws), click on Ethics and Social Responsibility and then select Environment from the list of principles on the top of the page.

Environment is one of the seven principles included in the Social Responsibility initiative that was launched by ISM in spring 2004. The objectives of the Environment principle are threefold: 1) Encourage your own organization and others to be proactive in examining opportunities to be environmentally responsible within their supply chains either upstream or downstream; 2) Encourage the environmental responsibility of your suppliers; and 3) Encourage the development and diffusion of environmentally friendly practices and products throughout your organization.

Among the many links you will find on ISM's Environment Web page are the **Climate Neutral Network**, an alliance of companies and organizations committed to developing products, services and enterprises that have a net-zero impact on global warming; **Co-op America**, a not-for-profit organization focusing on economic strategies to solve social and environmental problems; **Green-Biz.com**, a resource for free-of-charge environmental news and information; and a link to the PDF guide, **Responsible Purchasing of Forest Products** (2nd Edition), a guide published by the WWF (formerly known as the World Wildlife Fund) for use by purchasing organizations developing programs for the responsible purchasing of forest products. You will also find links to the EPA Federal Register of Environmental Documents and other Web sites that provide information on the impact of global environmental standards on the supply chain.

We are interested in what your organization is doing to protect the environment, as well as what you are doing to support the other principles in the ISM Social Responsibility initiative (Community, Ethics, Diversity, Financial Responsibility, Human Rights and Safety). We invite you to e-mail your questions and comments to us at [socialresponsibility@ism.ws](mailto:socialresponsibility@ism.ws).

### **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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