



CENTRAL FLORIDA BUYLINES

*Newsletter of the ISM - Central Florida Affiliate
Fall 2010*

Upcoming Events at a Glance

LUNCH and LEARN MEETING: Friday, December 3 – “Total Cost of Ownership” – 11:15 a.m., Logan’s Roadhouse at the corner of John Young Parkway and Sand Lake Road.

HAPPY HOLIDAYS! There will not be an evening Membership Meeting in December. See you in January!!

MEMBERSHIP MEETING: January 12 – “Procurement of Services” - Registration at 6:00 p.m., Meeting at 6:30 p.m., Dubsdread Country Club.

ISM 96th Annual International Supply Management Conference and Educational Exhibit: May 15 to 18, 2011, Gaylord Palms, Orlando, FL. **Register now to volunteer!!**

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

The President’s Corner



Our September meeting with Paul Novak was a great evening. A record number were in attendance as Mr. Novak spoke on the future of our profession and the direction of supply management. He offered insights into a new business focus that is already effecting change. October’s presentation from National Crime Stop brought us a new perspective on personal and corporate safety. The mini-seminar and meeting presentation November 10 gave us invaluable tools for dealing with global suppliers.

Michael Keaton, Director of Education and Professional Development has a spectacular line up of educational opportunities scheduled for 2011. They are highlighted in the following pages. Many of your peers are discovering the value of becoming participating members of the organization. If you have never attended a meeting, or have not attended recently, you are definitely missing out.

Items of note in the pages to follow:

- We are actively seeking **nominations for the Richard A. Solimano Outstanding Member Award**. See criteria and nomination form below and on the website.
- Volunteer registration is still open** for the 96th Annual ISM International Supply Management Conference coming to Orlando May 15 – 18, 2011. Go to www.ism-cf.org for details about volunteering and to register. Don’t miss the opportunity to be a part of this international event.
- Remember to **renew your Membership with ISM**. Invoices are in the mail. Deadline to renew without a penalty is January 3.

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.

Lunch & Learn Presentation




Transform Yourself



December 3, 2010
11:30AM – 1:00PM
 (Corner of John Young Parkway
 & Sand Lake Road)

Member Cost \$15.00

Total Cost of Ownership

Speaker



Richard J. Grosso, III, C.P.M.; A.P.P.

Has over forty-five years experience in purchasing, administrative and project management at the company and corporate level, as well as sales support activities. Focused on total cost reduction, strategic and tactical procurement, coordinating, managing and leveraging all external spend and supplier relationships using a disciplined strategic sourcing process and state-of-the-art techniques.

To understand the ramifications of procurement, you have to fully understand all aspects of Total Cost of Ownership. Mr. Grosso is a recognized leader in the field and will provide valuable insights into managing cost out opportunities.

Join us for an exciting presentation on Total Cost of Ownership – to effectively management cost down opportunities.



Position yourself as a strategic innovator in supply chain management

Congratulations to Teddi McCorkle, recipient of the scholarship to attend the ISM Conference on Sustainability and Social Responsibility, November 2-3.

Putting Out the Call for Volunteers

The call is out for ISM members willing to support the ISM 96th International Supply Management Conference coming to Orlando in May 2011. Go to www.ism-cf.org to register.

Volunteers are needed on a daily basis to show hospitality and provide information to conference attendees as hall monitors, room monitors, and in other logistical areas. They are a key element to successfully continuing the tradition of leading Supply Management with inspiring viewpoints and breakthrough results at the conference.

Volunteering benefits include networking with industry and professional peers from around the globe and having access to the on-site workshops and the exhibitor hall. Additionally, volunteers will receive Continuing Education Hour (CEH) credits. Volunteers who are selected will receive daily access to the convention center to work their shifts and may attend workshops as their schedule permits. The intent is to utilize volunteers willing to serve in whatever capacity they are assigned with preference to those who are willing to volunteer for the entire conference.

Selection of volunteers has begun; there are a few spots still available. For updates stay tuned to www.ism-cf.org, and keep your calendar open for May 15-18, 2011.

2011 Membership Dues

2011 Membership Dues are due on or before January 1, 2011.

Starting on November 1, 2010 you will receive the first of three invoices from ISM for your 2011 dues. If the payment has not been processed by December 1, 2010, a second invoice will be sent. One final Invoice will be sent on January 1st. Please be aware that if payment is not received and processed by ISM prior to January 5, 2011, you will find your name removed from the ISM-CF Roster. A \$20 reinstatement fee is charged by ISM for dues payments no received before the deadline.

Payments can be made via personal or company check. Credit card payments are also accepted by calling 800-888-6276 ext. 401. If you intend to pay an amount other than the amount invoiced please contact Lou Emma Cromity memb@ism-cf.org.

Members who are out of work or serving in the military overseas may be eligible for a dues waiver. Typically if you paid your dues in 2010 and but are currently out of work in December or overseas, a dues waiver will be considered by ISM. Please contact Lou Emma Cromity at memb@ism-cf.org to discuss ISM-CF submitting an application on your behalf. ISM-Central Florida looks forward to serving you next year with a wide spectrum of educational, networking, and volunteer opportunities.

Smiling faces at the September Membership Meeting. Thanks Paul Novak for a great presentation on the future of Supply Management!!



Call for Nominations Richard A. Solimano Outstanding Member Award

The Richard A. Solimano Outstanding Member Award was established in 2009 to recognize members who show devotion and dedication to the Association and procurement profession. It is the highest honor accorded to a member of ISM-Central Florida, Inc.

Criteria for Nomination

- Must be a Regular or Associate Member of ISM-Central Florida, Inc.
- Must have been a member for at least two continuous years at time of nomination.
- Must hold a position in purchasing or materials management at time of nomination.
- Has not previously received the Outstanding Member Award.

Selection Criteria

- Service to the Association 60%
- Dedication to the profession 10%
- Personal Integrity 10%
- Adherence to ethics of ISM 10%
- Professional example 10%

Procedure for Nomination

- Obtain nomination form from the ISM-CF website or the Vice-President of the Association.
- Complete form and return to Vice-President by the published deadline.

NOMINATION FORM OUTSTANDING MEMBER AWARD

NAME OF NOMINEE: _____

NOMINEE'S EMPLOYER: _____

TELEPHONE: _____

JOB TITLE: _____

MEMBERSHIP STATUS: _____

(Use supplemental pages as necessary)

STATEMENT INDICATING WHY NOMINEE IS DESERVING OF AWARD:

DEGREES AND CERTIFICATIONS: (GIVE DATES AND UNIVERSITY NAMES IF KNOWN)

(continued)

(Nomination Form Outstanding Member Award – continued)

BRIEF SUMMARY OF HOW NOMINEE HAS SUPPORTED OUR ORGANIZATION: (GIVE BOARD POSITIONS, COMMITTEE AND ANY OTHER KNOWN SERVICE)

COMMENTS REGARDING NOMINEE:

DEDICATION TO EMPLOYER/COMPANY:

PERSONAL INTERGRITY:

ADHERENCE TO ETHICS OF ISM AND ISM-CENTRAL FLORIDA, INC.:

NAME OF NOMINATOR (print or type): _____

SIGNATURE OF NOMINATOR: _____

DATE: _____

HAND DELIVER AT THE JANUARY 12 OR FEBRUARY 9 MEMBERSHIP MEETING, MAIL IN CONFIDENTIAL ENVELOPE OR EMAIL TO CURRENT VICE-PRESIDENT.

MAIL TO: ISM-CENTRAL FLORIDA, INC.
ATTN: VICE-PRESIDENT
P.O. BOX 621416
ORLANDO, FL 32862-1416

EMAIL TO: VP@ISM-CF.ORG

NOMINATIONS MUST BE RECEIVED NO LATER THAN THE CLOSE OF THE FEBRUARY 9 MEMBERSHIP MEETING.



Member Spotlight



In each newsletter, we will be “spotlighting” a member. Our spotlight now shines on **Ed Wainwright**. Enjoy and hopefully you will learn something new about Ed.



Name and Nickname: Edward John Wainwright, M.A., C.P.M., APP – Nickname: Ed.

Activity in Organizations/ISM: I’ve been a member of ISM/NAPM on and off for about 20 years, starting in Chicago as a member of NAPM. I’ve recently become active in the Central Florida affiliate and I am presently the Director of Professional Development.

Certifications: C.P.M. - Renewed 4 times, currently a life time; A.P.P. - Renewed once, currently a life time

Education: M.A. Procurement and Acquisition, Webster University, Orlando, FL Campus; BA - Secondary Science Education, USF, FL; AAS - Marine Technology, Suffolk County Community College, NY

Activity in Organizations/ISM: 2010 Mended Hearts of Osceola, 1978-2010 ISM-CF Affiliate: PR chair, Pro-D chair, Membership Chair, 2nd VP, 1st VP, President, CEO, DNA, Dir Admin & Technology, Webmaster, Instructor for C.P.M. Review, EDI, and Inventory Control, ISM-CF Person of the Year. NAPM-Florida Dolittle Award (Affiliate person of the year) District offices held: DNA, Vice PR Chair, PR Chair, District Conference Chair, District PR Person of the Year. National offices: Vice PR Chair, PR Newsletter Chair, 1992 International Conference Program Chair 1992, 2001 International Conference Chair, 2010 International Conference Program Chair, National PR Person of the Year, National President's Award.

Place of employment and title, and/or past employment/experiences: 2002-2010 - Retirement - Heart Disease - Heart Transplant August 2009; 2001-2002 - Lockheed Martin - SEMAC IT leases, hardware, software, systems, and IT maintenance; 1978-2001 - Walt Disney World/Co - Main Street Break Person, Monorail Driver, Assistant Buyer and Inventory Control for the Auto Parts Warehouse, Buyer Ware House equipment and rack, Welding, Plumbing, pneumatics, hydraulics, Flags and Banners. Sr Buyer IT Leases, hardware, software, and maintenance. Purchasing System Administrator, Millennium System support, security for procurement and requisition users, Data mining and EDI applications; 1974-1978 - Pasco County School System, Secondary Science Teacher

Hobbies/Interests: Acrylic and Oil painting see the album: <http://edwainwright.jalbum.net/Paintings>; Computers: Atari 400, Atari 800, Apple 2, Apple 2C, Generic IBM 8086, 80286, 80386, lunchbox portable, notebooks, laptops, netbook, and currently ipad Programming: Fortran, Basic, Dbase 3+, Lua BBS: First Affiliate & District to have an electronic BBS (Bulletin Board System) Webmaster: 4th Affiliate to have a website, District 7 Website, Mended Hearts Website Geocaching - a GPS treasure Hunt with world wide caches <http://www.geocaching.com/>

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

I spent 12 months in the South China Sea on the Intrepid CVS-11 as a Gun Fire Control Technician. I stopped work (chipping paint on the underside of Sky 3 (radar gunfire control director) 30 minutes prior to when an A4 Skyhawk removed the top half and bathed the director with Avgas.

I worked for 6 months as an Aquaculture Lab Technician in an Oyster Farm growing Oysters, Shrimps, Brine Shrimp, Clams, Scallops, and Algae.

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.

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.
-

Three Questions, Three Answers – Test Your CPSM Knowledge

Question #1: A supply management professional implements a system whereby the potential supplier names are hidden until final contract awards are made. This is an example of ensuring that:

- A. Confidential information is protected
- B. Diversity initiatives are met
- C. Total costs are minimized
- D. Collusion will not occur

Question #2: A supply management professional is developing a process to monitor market trends. Information about which of the following is of LEAST importance in this instance?

- A. Market capacity
- B. Alternate sources
- C. Forward buying
- D. Supplier profiles

Question #3: A supply management team is preparing to justify to top management a major expenditure on a new automated system to improve requisition processing. The cost will be significant, and time commitments may affect related departments. However, the team has evaluated various options and is convinced that the benefits of this system will make the costs worthwhile. Which of the following is LEAST likely to support their case?

- A. Showing how changes will improve performance by meeting customer expectations
- B. Aligning results to specific company goals and objectives
- C. Outlining previous efforts that have failed, and showing why
- D. Projecting costs/benefits over several years to put short payback periods in perspective

3 Answers

Question #1: Option A is correct because keeping bidders' or offerors' names hidden until contract award minimizes the risk that confidential information may be leaked, thus possibly compromising the evaluation process. Danger of collusion (D) is greater before offers are submitted, when suppliers might have opportunity to "rig" their prices or offers. (In some supply management environments, lists of those sent each solicitation are not made available prior to opening date for this reason.) Keeping supplier names confidential until award does not have any specific relationship to costs (Option C), nor does it encourage participation by suppliers who might improve compliance with diversity initiatives (Option B).

References: CPSM® *Study Guide*, 1st Edition (Book 1 — *Foundation of Supply Management*), pages 13-14; *ISM Professional Series* (Book 1 — *Foundation of Supply Management*), page 2.

Question #2: Option C is correct because market capacity (Option A), alternate sources (Option B) and profiles of suppliers (Option D) are all key components of any plan to monitor market trends. Forward buying is an activity that the supply manager's company may or may not decide to engage in. That activity would likely be separate or result from the process of monitoring market trends.

Reference: *The Supply Management Handbook* (7th Edition), pages 140-141.

Question #3: Option C is correct because being prepared with knowledge of previous efforts may help in answering questions, but is less important to presenting recommendations. The other options are more likely to support supply management's recommendation in the following ways: Option A describes potentially positive effects on meeting needs of customers (internal or external). Option B demonstrates understanding and support of organizational goals and objectives. Option D shows costs have been analyzed and determined to be reasonable compared to payback period.

References: CPSM® *Study Guide*, 1st Edition (Book 3 — *Leadership in Supply Management*), page 4; *ISM Professional Series* (Book 3 — *Leadership in Supply Management*), pages 63-71.



Event Planner

<u>Date</u>	<u>Event</u>	<u>Topic</u>	<u>Location</u>
12/3/2010	Lunch	Total Cost of Ownership	Logan's Road House
1/12/2011	Dinner	Procurement of Services	Dubsdread Country Club
2/4/2011	Lunch	Best practices for Managing Indirect Spend and Services	Logan's Road House
2/9/2011	Dinner	Supplier Relationship/Performance Management	Dubsdread Country Club
2/19/2011	Review	CPSM® Review -Exam 1	OUC
2/26/2011	Review	CPSM® Review - Exam 2	OUC
3/9/2011	Dinner	Building Leadership Trust	Dubsdread Country Club
4/8/2011	Plant Tour	Cirque Du Soleil	
4/11/2011	Dinner	Why Supply Management - An Invite to our Local Colleges talking with real Supply Professionals	Dubsdread Country Club
4/13/2011	Seminar	Satellite Seminar: Rails, Roads, Water & Air, Applying Lean Concepts	OUC
6/3/2011	Lunch	Sustaining Coveted Credentials	Logan's Road House
6/8/2011	Dinner	Becoming a Better Customer	Dubsdread Country Club
8/10/2011	Dinner	Successful Debriefing of Unsuccessful Offerors	Dubsdread Country Club
8/20/2011	Review	CPSM® Review - Exam 3	OUC
8/27/2011	Review	CPSM® Review - Bridge Exam	OUC

Go to www.ism-cf.org for more details. See you soon!

NEWSLETTER ITEMS

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

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 Orlando, FL 32862-1416