

## CENTRAL FLORIDA BUYLINES

*Newsletter of the ISM - Central Florida*

*Issue #2 – 2011/2012*

### Upcoming Events at a Glance

**Tuesday, October 11** – Professional Development and Networking Event: “Risks and Rewards of Off-Shore Sourcing”, Joint meeting with APICS – Networking starts at 5:30 p.m., Meeting at 6:30 p.m., Dubsdread Golf Club

Saturday, **October 15** – CPSM Bridge Exam Review: 8:00 a.m. to 5:00 p.m., OUC training room, 3800 Gardenia Avenue

Thursday, **October 27** – Satellite Seminar: 8:00 a.m. – 12:00 p.m., “*Understanding and Embedding Risk Management Concepts into Supply Practices*”, OUC training room, 3800 Gardenia Avenue

Thursday, **October 27** – Satellite Seminar: 1:00 p.m. – 5:00 p.m., “*Legal and Contracting Insights for Today’s Supply Professional*” OUC training room, 3800 Gardenia Avenue

To register, go to [www.ism-cf.org](http://www.ism-cf.org)

### The President’s Corner



Dear Members,

Last time I reported on the Board of Directors Annual Retreat and promised to recap the survey results and how the Board planned to use the comments to re-think, re-structure and revive the programs. Our Professional Development/Education Chair, Traci Nichols, is leading the effort, but the entire Board is involved in addressing the comments received, such as alternate meeting sites and times, less-expensive venues, and a more network-friendly agenda, while continuing to provide pertinent yet diverse programming.

When asked why you became members of ISM your responses were (choosing all that applied):

- 68% cited professional development
- 50% want to stay up-to-date on Supply Management and Procurement strategies
- 45% need to achieve and/or maintain the CPSM/C.P.M. certification
- 40% chose networking with Supply Management professionals

How to realize these goals:

- All these are available through participating in the Professional Development and Networking events ISM-CF provides for you monthly.
- Satellite Seminars and other events also provide opportunities.
- Continuing Education Hours are awarded for all P-D&N events, seminars and conferences.
- CPSM certification reviews are offered by ISM-trained facilitators who are donating their time because they care about their fellow members. Comparable reviews cost as much as \$1500 from consultant companies with no different training and no personal stake in your success.

**BUT – you must participate to capture these benefits and keep these programs possible.**

Sparse attendance at our monthly events is forcing us to look at changes other than the ones mentioned above. With fewer than 20 participants currently attending we are not meeting the minimum guarantee to the facility, and must subsidize the per-person cost that far exceeds the fees we are charging. We need a level of participation that fiscally justifies continuing these educational opportunities. Yes, we can find less expensive venues, but there is also a significant trade-off in the quality of the atmosphere conducive to conducting a program, and it will still take a much higher level of participation to support the events.

*(continued from page 1)*

Will our attendance increase where there are peanuts on the floor and loud, raucous noise as a background? Do we move to a facility where no food or drink are available, but still charge a fee to cover the cost of the room? These are the challenges with which the Board is wrestling. As the reserve funds dwindle, the reality of having to dissolve the affiliate in 5 years is looming out there.

**SO - October is full of opportunities!** The schedule for upcoming professional development, seminars, and certification training is in this publication.

This affiliate belongs to the membership, not just the Board of Directors. Your involvement is vital to the life of the organization. I promise you will find the professional support you are seeking by engaging in ISM-Central Florida.

In your service,

*Bette Hallmark*, C.P.M.

President, [pres@ism-cf.org](mailto:pres@ism-cf.org)

**See the Talled Results of the Member Survey at [www.ism-cf.org](http://www.ism-cf.org)**

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## **Professional Development and Networking Event**

**Tuesday - October 11, 2011**

Networking begins at 5:30, Dinner is served at 6:30 p.m.  
Dubsdread Golf Club, 549 Par Street, Orlando, Florida

**Please note that this meeting is on a Tuesday**

ISM-Central Florida invites you to attend the October 11th Professional Development and Networking Event, a joint meeting with APICS. The evening will feature a presentation by Brad Voss, PGT Industries, on "Sourcing in China".

The presentation is based on Brad's personal experiences with off-shore sourcing in mainland China. Brad has traveled extensively in China visiting over 50 cities from the North border of Korea to Hong Kong in the south. His hope is to share with us how he started his off-shore adventure, what worked and what didn't and where the next China might be.



Brad Voss has a manufacturing career of over 30 years working in the industries of manufactured housing, tier 1 automotive stampings and currently window and door manufacturing. Brad has served in a variety of capacities in materials and purchasing management. Brad is in his 15<sup>th</sup> year at PGT Industries and currently is the Director of Strategic Purchasing responsible for purchasing, inventory control, material handling and material planning. PGT Industries is a make-to-order window and door manufacturing company with sales of \$174 million and specializes in hurricane impact windows and doors. His department is responsible for over \$60 million in purchases and they manage a \$10 million raw material inventory at multiple plant locations.

Brad has been an APICS member since 1988. He holds a CPIM certification and has been trained as a Jonah by the Avraham Y. Goldratt Institute for Supply Chain Management. Brad has previously held the chapter offices of VP of Education and Chapter President of the Gulf chapter of APICS.

**REGISTER NOW at [www.ism-cf.org](http://www.ism-cf.org)**

## CPSM Bridge Exam Review

A CPSM Bridge Exam Review will be held on October 15, 2011, to assist with preparing to take the CPSM Bridge Exam.

Date: October 15, 2011  
Time: 8:00 a.m. to 5:00 p.m., with an hour for lunch on your own at noon  
Where: Orlando Utilities Commission (OUC) Training Room, 3800 Gardenia Avenue, Orlando, FL 32839  
Cost: \$ 50.00 for ISM – Central Florida members  
\$ 75.00 for ISM members (non-affiliate members)  
\$100.00 for non-members of ISM

**To attend, please register on the Affiliate's web site, [www.ism-cf.org](http://www.ism-cf.org). In addition, you will need to order and bring with you to the class the CPSM Exam Study Guide and the Bridge Diagnostic Exam (paper). Both are available from ISM at [www.ism.ws](http://www.ism.ws).**

The class will use these materials as well as a binder of information, provided with registration, to give the candidate a basis for study and methods to maximize your efficiency in preparing for the exam. The Bridge Exam covers portions of all three modules of the CPSM exam and the Bridge Diagnostic Exam can be used to identify areas that need the greatest study.



Please note: The Study Materials, Review Class, and the Exam Cost is all reduced for full ISM members. If you are not a member, you may want to consider joining ISM-CF.

Ed Wainwright, MA, C.P.M., APP will be presenting the course. Ed has taught a variety of professional development classes for ISM-CF for over 20 years. Ed earned his MA of Procurement and Acquisition in 2003 from Webster University.

## Casino Night

**Tentatively Planned for March 2012**

A Buyer – Supplier event is in the planning stages for 2012. Join the Special Event Planning Committee and take part in organizing this fun-filled night!! To participate, email [pres@ism-cf.org](mailto:pres@ism-cf.org)



## Satellite Seminars

ISM-Central Florida is presenting two Satellite Seminars, each running 4 hours. You may attend either session or both, to fit your schedule.

Register at [www.ism-cf.org](http://www.ism-cf.org); on-line payment available at time of registration.

**Date: Thursday, October 27\***

**Location: OUC Training Room, 3800 Gardenia Avenue, Orlando**

8:00 a.m. – 12:00 p.m.

***“Understanding and Embedding Risk Management Concepts into Supply Practices”***

12:00 – 1:00 p.m. Lunch Break (on your own)

1:00 p.m. – 5:00 p.m.

***“Legal and Contracting Insights for Today’s Supply Professional”***

### Cost

ISM-Central Florida Members:  
\$25 per 4-hour Seminar  
\$35 for both Sessions

Non-Members:  
\$50 per 4-hour Seminar  
\$70 for both Sessions

\*Note date changed from previous announcements



## Breaking News!



*ISM recently announced the expansion of its Professional Credentials program to include the Certified in Supply Management™ (CSM™) designation, which debuts November 15, 2011. The CSM™ certification offers an option for those with experience in supply management and procurement who do not have a bachelor's degree.*

*Feedback from practitioners and employers indicated a strong need to test an individual's mastery of a supply management body of knowledge. ISM responded to the feedback by developing the new CSM™.*

*ISM's Professional Credentials program now tests one supply management body of knowledge with two certifications – Certified Professional in Supply Management® (CPSM®) and Certified in Supply Management™ (CSM™).*

### **CSM™ Eligibility:**

- Successfully pass three CSM™ Exams OR if you are a C.P.M. in good standing, pass the Bridge Exam (test centers located in many locations around the globe)
- Three years of full-time, professional supply management experience (non-clerical, non-support) with an associate's degree from a regionally accredited institution (or international equivalent) **OR** five years of full-time professional supply management experience (non-clerical, non-support)

### **Bridge Exam**

Certified Purchasing Managers (C.P.M.s) in good standing with qualifying work experience and education only need to take one Bridge Exam — a single exam covering content not included in the C.P.M. Exams.

*Note:* Last day to register for the Bridge Exam is December 31, 2014. Last day to take the Bridge Exam is December 31, 2015.

### **The CSM™ Exam Content**

Exams cover the major areas of supply management. Please see the [CSM™ Exam and Bridge Exam Specifications](#) for more detailed information.

#### **CSM™ Exam 1 — Foundation of Supply Management**

165 questions, 2 hours and 45 minutes test time

#### **CSM™ Exam 2 — Effective Supply Management Performance**

165 questions, 2 hours and 45 minutes test time

#### **CSM™ Exam 3 — Leadership in Supply Management**

180 questions, 3 hours test time

**Exam Fees: USD \$180 per exam members/USD \$265 per exam nonmembers**

**For more information, go to [www.ism.ws](http://www.ism.ws)**

## **CPSM<sup>®</sup> Update**

### **3 Questions, 3 Answers**

Below are three sample questions — and answers — from the CPSM<sup>®</sup> *Diagnostic Kit* to help you test your knowledge or prepare to pursue your CPSM<sup>®</sup> certification. First, answer all three questions; then, scroll down to the "3 Answers" section to find out how you fared.

### **3 Questions**

**Question #1: All of the following are generally true about global (as opposed to domestic) negotiations EXCEPT**

- (A) the implications of gift-giving are different
- (B) it usually takes less time to negotiate a contract
- (C) an interpreter may be required
- (D) buyers and sellers become acquainted on a social basis

**Question #2: Which of the following exchange rates are set by governments?**

- (A) Differential and floating
- (B) Fixed and differential
- (C) Variable and differential
- (D) Variable and floating

**Question #3: Which of the following is LEAST likely to be an element of a business plan?**

- (A) Human resources evaluation
- (B) Marketing strategy development
- (C) Raw material availability study
- (D) Risk identification

### **3 Answers**

**Question #1: Option B** is correct because there is no direct correlation between global versus domestic negotiations and the time needed. Also, the added complexities of global negotiations may tend to lengthen the process rather than shortening it, since customs (Options A and D) and language differences (Option C) might require extra preparation.

**References:** *ISM Professional Series* (Book 1 — *Foundation of Supply Management*), page 299; *The Supply Management Handbook (7th Edition)*, pages 40-42.

**Question #2: Option B** is correct because governments set the fixed and differential exchange rates, but floating and variable rates are determined by market forces. Differential exchange rates differ from fixed rates because they are specific to the nature of the goods and services imported, rather than fixed for all transactions involving global imports.

**References:** CPSM<sup>®</sup> *Study Guide*, 1st Edition (Book 2 — *Effective Supply Management*), page 19; *ISM Professional Series* (Book 1 — *Foundation of Supply Management*), pages 309-314; *ISM Professional Series* (Book 2 — *Effective Supply Management Performance*), pages 105-106.

**Question #3: Option C** is correct because raw material availability is not one of the seven key areas defined in business planning. Those areas are: business overview, marketing plan, market strategy (Option B), management and human capital (Option A), operations capabilities, financial plan, and critical business risks (Option D).

**References:** CPSM<sup>®</sup> *Study Guide*, 1st Edition (Book 3 — *Leadership in Supply Management*), pages 13-17; *ISM Professional Series* (Book 3 — *Leadership in Supply Management*), pages 148-149.

For more information on ISM's professional credentials, visit [www.ism.ws](http://www.ism.ws).





## Member Spotlight



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



Name and Nickname:  
Louemma Cromity (Lou)

Place of employment and title, and/or past employment/experiences:  
Orange County Public Schools (present)  
City of Casselberry  
CenturyLink

Certifications:  
Certified Purchasing Manager (C.P.M.)  
Certified Facilities Maintenance Administrator (FMA)  
Certified Real Property Administrator (RPA)

Education:  
Masters in Management and Leadership

Activity in Organizations/ISM:  
Member for over 20 years  
Current ISM-CF Board of Directors – Membership Chair  
Mentoring to Diverse Suppliers

Hobbies/Interests:  
Meeting new people and watching old movies

Tell us something about yourself that no one else may know about you:  
I have a passion for helping people. I love to educate and assist small, minority and women-owned business in developing partnerships with Corporate America and becoming successful in securing contractual commitments for various products and services.

### 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](mailto: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.*

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**NEWSLETTER ITEMS** – Please send newsletter articles, announcements and news releases to David Billingsley at: [comm@ism-cf.org](mailto:comm@ism-cf.org).

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