

CENTRAL FLORIDA BUYLINES

ISM – Central Florida
PO Box 621416 Orlando, FL 32862-1416



**institute for
supply management**

*Newsletter of ISM -
Central Florida
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ISM-CF's Mission and Vision statement is "To promote and maintain excellence among purchasing/supply management professionals through continued leadership in the areas of Ethics, Professionalism, Education, Networking, Community, and Involvement."

Upcoming Events at a Glance

Tuesday, June 12 – "Utilizing Spend Data to Transform Organization" Professional Development and Networking Event: Officer Installation – Networking starts at 5:30 p.m., Meeting at 6:30 p.m., Dubsdread Golf Club

Saturday, June 16 - CPSM/CSM Review - Exam Two

July and August - No Professional Development and Networking Event. **Enjoy the Summer!**



Saturday, August 18 - CPSM/CSM Review - Exam Three

Wednesday, September 12 - Professional Development and Networking Event – Networking starts at 5:30 p.m., Meeting at 6:30 p.m., Dubsdread Golf Club

JUNE 2012						
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SEPTEMBER 2012						
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The President's Corner

Passing of the Gavel



Dear Members,

The election results are in and your votes were unanimous. Please join me congratulating your newly elected officers, Traci L. Nichols, Larry L. Turner, John G. Morris, and Theodora (Teddi) McCorkle as President, Vice-President, Treasurer and Secretary respectively. Other new board members include Jibri Robinson, Director of Professional Development; Lou Emma Cromity, Director of Membership; Ed Wainwright, Director of Certification; David Billingsley, Director of Public Relations and Richard Straw, Advisor. Please express your appreciation to these for their willingness to serve you and the organization. The new Board of Directors will be installed June 12th at the PD&N Event to be held at the Dubsdread Golf Club. Find more details about the evening posted on the website and to register, visit www.ism-cf.org.

Plugging in to your organization is a great way to gain knowledge, confidence and leadership skills, as well as advance your career. I was asked to elaborate on this point a few nights ago at our first Networking Only Event. We had a good turnout, although I think the threat of rain kept some of you away. Too bad, because the skies were beautiful, the food was wonderful, and the company was bright and enthusiastic. I had a delightful time speaking with many who came to discover what our organization was all about and decided to join on the spot! Read much more below about what has been going on within ISM-CF and what is still to come. I have greatly enjoyed my time on the Board of Directors the past four years, and particularly the last three as President. Thanks to all who have served with me for their hard work in support of ISM and the affiliate. You'll still see me around; there is too much yet to learn and do.

In your service,

Bette Hallmark, C.P.M., President

pres@ism-cf.org

Professional Development and Networking Event

June 12, 2012

Please note that this meeting is on a Tuesday

Networking begins at 5:30, Dinner is served at 6:30 p.m.

Dubsdread Golf Club
549 Par Street
Orlando, Florida

Officer Installation and Guest Speaker:

“Utilizing Spend Data to Transform a Procurement Organization”

Chet Taff is a strategic supply chain & procurement executive with the ability to execute on a strategic vision. His success spans across general management, business strategy, business development, organizational transformation, real estate & facilities management, strategic sourcing and negotiations, product development (including digital), and outsourcing shared services.

Certification Exam Reviews

ISM has recently created a new certification program, Certified Supply Manager (CSM). The exam and experience requirements are the same as Certified Professional Supply Manager (CPSM), but the CSM does not require a 4 year college degree.

Given the success of the CPSM/CSM exam review last Fall, three additional reviews have been scheduled as follows:

June 16, 2012	CPSM/CSM Review Exam Two
August 18, 2012	CPSM/CSM Review Exam Three

Ed Wainwright, C.P.M., APP will be instructing the class using the ISM training materials. Ed has taught ISM-CF's C.P.M. review classes from 1985 until 2006. Ed attended the ISM Course Training in May 2011 and taught the CPSM Bridge Review in the Fall of 2011.

The reviews will be held at the OUC Gardenia Facility training room located at 3800 Garenia Ave, Orlando, FL 32839. The cost is \$50.00 for ISM-CF members and \$100.00 for non-members. Individuals planning on taking the class should purchase the CPSM Study Guide and the CPSM Diagnostic Exam. The materials that are used during the review class is also an excellent guide for individual study after the class.

Registration is available at www.ism-cf.org. If you have any questions please contact Ed Wainwright at (407) 348-2489 or ed_wainwright@hotmail.com.



Election Results 2012/2013 Officers

The election results are in! Congratulations to following members who will serve as officers of ISM-Central Florida's Board of Directors for the 2012/2013 term. Thank you for your willingness to serve.

President - Traci L. Nichols, C.P.M.
Vice President - Larry L. Turner, CPSM, C.P.M.
Treasurer - John G. Morris, C.P.M., A.P.P.
Secretary – Theodora (Teddi) McCorkle, C.P.M., CPPB

Details of the election results are available by contacting Bette Hallmark at pres@ism-cf.org.

Congratulations are in Order!

Congratulations to Bette Hallmark, C.P.M.!

Bette received the Richard A. Solimano Outstanding Member Award at the Professional Development and Networking Event held on April 11, 2012.

Bette has served the profession and ISM organization in many roles, and is currently in her third term as President of ISM-CF. She held six board positions in NAPM-Tulsa and NAPM-Houston, served on committees for the Southwest Forum's Purchasing/Supply Management Conference, was Services Chair for the 2011 ISM International Conference and has presented at multiple Supply Management events.



ISM-CF is truly grateful for your dedication and devotion to Supply Management!





MEMBER SPOTLIGHT

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



Name and Nickname:

Jibri Robinson

Place of employment and title, and/or past employment/experiences:

Darden, Guest Relations Representative, I have over 10 years of experience in the Restaurant industry.

Certifications: None

Education: BS Commercial Recreation and Hospitality

Management, University of Florida. Masters of Business Administration (MBA), University of Phoenix.

Activity in Organizations/ISM: Vice President of the Central Florida Chapter of the ACLU, Community Service Co-Chair for the Darden African American Network

Hobbies/Interests: Basketball, Building Computers

Tell us something about yourself that no one else may know about you: I have done modeling in the past.

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, title, and/or past employment / experiences:**
3. **Certifications:**
4. **Education:**
5. **Activity in Organizations/ISM:**
6. **Hobbies/Interests:**
7. **Tell us something about yourself that no one else may know about you:**



3 Questions, 3 Answers – Test your Knowledge

Below are three sample questions - answers - from the CPSM® and CSM™ Diagnostic Kit to help you prepare to pursue your CPSM® or CSM™ certification. First, answer all three questions; then, go to the "3 Answers" section on page 5 to find out how you fared.

Question #1: Supplier B is one of two global manufacturers of a certain commodity chemical. During a time of supply constraint, Supplier B constructs a new manufacturing facility, which doubles its capacity. Just as the new facility is ready to commence operations, global demand for the commodity drops dramatically, due to the development of a superior substitute. From the moment that Supplier B begins construction of the new facility, Company A's negotiating position relative to that of Supplier B became

- (A) much stronger
- (B) somewhat stronger
- (C) somewhat weaker
- (D) much weaker

Question #2: Early Supplier Involvement (ESI) in the development of specifications will lead to higher quality PRIMARILY because of which of the following?

- (A) Suppliers will help choose the best material.
- (B) Suppliers will provide reduced lead times.
- (C) Problems causing reworks can be eliminated.
- (D) Required supplier capacity can be better planned.

Question #3: Which of the following is LEAST likely to be included in a strategic supply plan?

- (A) Annual supply improvement program
- (B) Audit remediation plans
- (C) Prioritization of resources
- (D) Review of supply strategies and structures

GOT NEWS?

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



Institute for Supply Management™ (ISM) Selects New CEO

Derry to succeed Novak in association leadership role, beginning July 30, 2012. (TEMPE, Ariz.)

Institute for Supply Management™ (ISM) announced today that it has completed the search for a new CEO and chosen Thomas W. Derry to lead the world's leading supply management association, effective July 30, 2012. Derry will succeed Paul Novak, CPSM, C.P.M., A.P.P., MCIPS as ISM CEO. Novak has served as ISM's top executive since 1997.

Derry is currently vice president and chief operating officer at the Association for Financial Professionals (AFP) in Bethesda, Maryland, a US\$23 million association serving 17,000 corporate treasury and finance professionals in North America and more than 100,000 online registered readers worldwide. In his role with AFP, Derry is responsible for strategic planning and development, including U.S. and Canadian membership organizations and two wholly owned, for-profit U.K. subsidiaries. He has experience in all organizational functions, including advocacy, finance, human resources, sales, product development, publications, certification, education and training, conference production and marketing. Prior to joining AFP in 2003, Derry was with LexisNexis Group in Dayton, Ohio.

"Following a thorough and rigorous recruitment process, the search committee determined that Tom Derry is a top-notch choice," said ISM Board Member and ISM CEO Search Committee Chair Lisa Martin, C.P.M. "We interviewed a number of outstanding candidates and are excited to have found an individual who brings a wealth of experience in association management as well as someone who can define and execute a clear strategy and vision for ISM."

Early in 2011, current ISM CEO Novak announced his plans to retire, providing ample time for ISM's Board of Directors to conduct a comprehensive search for his successor. "The ISM Board greatly appreciates the excellent work Paul has achieved as CEO for the past 15 years," said ISM Board Chair Sidney Johnson, CPSM. "He has done a masterful job of broadening the association's focus and worldwide reach. While initially the search committee focused on executives from the purchasing and supply management field, we soon realized that a seasoned and successful association professional with exceptional marketing and strategic program development experience would ensure ISM's long-term growth and solid reputation."

Under Novak's leadership, ISM experienced a major change in governance, global expansion and the creation of new programs and services for supply management professionals. "It's been a privilege to lead ISM during a time of profound and constant change — both for the profession and the association," said Novak. "I'm confident we've found the right leader for ISM's next chapter and believes Tom brings proven talent and skills to lead the organization's dynamic future on a global scale."

"It is an honor to be selected for this critical role at ISM, an organization which truly has demonstrated thought-leadership for the profession over its illustrious history," said Derry. "From its closely watched monthly Manufacturing and Non-Manufacturing ISM Report On Business®, sponsorship of leading applied research, pioneering promotion of professional ethical standards, and leadership in promoting diversity in supply management, corporate social responsibility and environmental sustainability, ISM has truly established the developing frontier for the global profession. I look forward to working with ISM's outstanding board of directors, its volunteers and members, and a talented staff in continuing to build worldwide appreciation of the strategic role the profession plays in our increasingly interconnected global economy."

“All mankind is divided into three classes: those that are immovable, those that are movable, and those that move”.

~ Benjamin Franklin





ISM's 97th Annual International Supply Management Conference and Educational Exhibit

May 6 to May 9, 2012 -
Baltimore, Maryland

Over 2,000 supply management professionals attended the ISM conference held last month in Baltimore, MD. The conference was filled with educational opportunities, workshops, exhibit hall events, keynote sessions, industry spotlights and professional development opportunities. In addition, several ISM-CF board members were able to attend the Affiliate Leadership Training Program that preceded the conference...Bette Hallmark, Traci Nichols, Larry Turner and David Billingsley. This program was rich with ideas to help improve and advance our affiliate.

Next year's conference will be in Grapevine, TX (Dallas) from April 28 to May 1, 2013. Watch out for details as they become available.



? 3 Answers from the CPSM® and CSM™ Diagnostic Kit

Question #1: Option A is correct because Supplier B's commitment of capital and operating costs for the new facility makes using its larger capacity a priority, thus strengthening Company A's negotiating position, beyond just making it somewhat stronger (Option B). The drop in global demand for B's product adds yet more strength to A's position. Neither Option C nor D is correct in this situation because Supplier B has a greater stake in maintaining/growing its market share to utilize its new facility.

References: CPSM® and CSM™ *Study Guide*, 1st Edition (Book 1 — *Foundation of Supply Management*), pages 23-25; *ISM Professional Series* (Book 1 — *Foundation of Supply Management*), pages 153-156; *The Supply Management Handbook* (7th Edition), pages 498-500.

Question #2: Option C is correct. The PRIMARY benefit of inviting supplier participation in the development of specifications is to make sure that the specs are clear and that suppliers can meet them. This leads to enhanced quality and reduced quality problems such as rejected shipments or rework.

Options A, B and D can be results of early supplier involvement, but they are not the primary focus. Options B and D may occur because of better communications, but they are not results of specifications development.

References: CPSM® and CSM™ *Study Guide*, 1st Edition (Book 2 — *Effective Supply Management*), pages 33-36; *ISM Professional Series* (Book 2 — *Effective Supply Management Performance*), page 89.

Question #3: Option B is correct. Remediation plans following an audit are current issues, not strategic ones and would not be included in a strategic supply plan. Options A, C and D are all elements of a strategic supply plan.

References: CPSM® and CSM™ *Study Guide*, 1st Edition (Book 3 — *Leadership in Supply Management*), page 25.