

CENTRAL FLORIDA BUYLINES

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



Newsletter of ISM -
Central Florida
Issue #3 – 2012/2013

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

Saturday, January 5 – CPSM/CSM Review, Exam 1, 8:00 a.m. to 5:00 p.m., 3800 Gardenia Avenue.

Wednesday, January 9 – Professional Development and Networking Event: "Developing/Enhancing Your Career in Supply Management". Speaker: Jay Hanna, The Hanna Group. Networking starts at 5:30 p.m., Meeting at 6:30 p.m., Dubsdread Golf Club.

Wednesday, February 13 – Professional Development and Networking Event: Networking starts at 5:30 p.m., Meeting at 6:30 p.m., Dubsdread Golf Club, Topic to be announced soon.

Saturday, March 2 – CPSM/CSM Review, Exam 2, 8:00 a.m. to 5:00 p.m., 3800 Gardenia Avenue.

Wednesday, March 13 – Professional Development and Networking Event: "Modern Day Challenges in Spend Management". Speaker: Melissa Drew, Manager of Procurement Optimization with The Shelby Group. Networking starts at 5:30 p.m., Meeting at 6:30 p.m., Dubsdread Golf Club.

To Register: Visit www.ism-cf.org

The President's Corner



Goodbye 2012, Hello 2013

Dear Members,
"Your success and happiness lies in you. Resolve to keep happy, and your joy and you shall form an invincible host against difficulties." -
Helen Keller

As we come to a close on 2012, I'd like to take a moment to reflect.

2012 had many challenges: the economy and job challenges, Mother Nature, tragic events that rocked the country, the loss of loved ones. Yet, we somehow figure a way to move on and overcome. How do we do that? Is it simply inner strength or something more? I think it's both. In the opening quote above, Helen Keller said: 'Your success

and happiness lies in you.’ I agree, but we can’t do it alone. We have support from our beliefs, our families and our network. And hopefully, you see ISM - Central Florida as part of that network that helps you through the struggles, as well as celebrates the successes.

As we move into 2013, there will be excitement and uncertainty. ‘Resolve to keep happy, and your joy and you shall form an invincible host against difficulties’. To do that, you will need to be deliberate about what you do. Ask yourself: ‘What is it that will make 2013 great?’ – then set forth a plan to make it happen. If it’s professional growth, attend the monthly meetings and the networking events. Use the talent that lies within ISM Central Florida to help achieve a great 2013.

We had an awesome turnout at the November meeting at Darden. Members, non-members, and students had the opportunity to get to know each other and make connections. That is just a start to achieving your goals. Let’s keep it up!

Read much more below about what has been going on within ISM-CF and what is still to come.

I wish everyone a very safe holiday season and here’s to a Happy New Year!

Respectfully,

Traci L Nichols, C.P.M.

President

pres@ism-cf.org

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Freedom is not a gift bestowed upon us by other men, but a right that belongs to us by the laws of God and nature.

~Benjamin Franklin

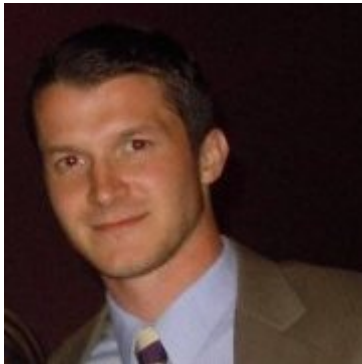
Professional Development and Networking Event

Wednesday, January 9, 2013

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

"Developing / Enhancing Your Career in Supply Management"

Speaker: Jay Hanna, Executive Recruiter, The Hanna Group



What better way to kick off 2013 than with a focus on YOU? During this presentation, you will learn important information about market trends for job opportunities, especially within Central Florida. You will also gain useful insight into how to better market yourself for new opportunities, whether that be a new role in your current organization or a new role at a new organization.

Our speaker, Jay Hanna, has a successful track record as an executive recruiter proving himself in both the banking and financial industries before expanding his expertise to the Supply Chain Management industry. Leveraging both his professional and educational experience, Jay has a special affinity for the area of Supply Chain. Jay obtained his MBA from the Crummer Graduate School of Business at Rollins College and received his BS in Supply Chain Management from the Eli Broad School of Business at Michigan State University. He also attended Macquarie University in Sydney, Australia where his studies focused on International Supply Chain Management.

In 2010, Jay placed in the top 3 out of 1200 recruiters within his organization. Jay finished #1 in terms of placements and billings in 2011.

Jay has a strong passion for propelling the careers of his candidates forward and matching the needs of his clients with the brightest and best talent available.

Jay is involved with the Big Brother Big Sister program of Central Florida and in his free time enjoys spending time with his family. In addition, he keeps active with his love for soccer and golf.

REGISTER NOW at: www.ism-cf.org

A Message from the Treasurer

Your current board met last summer at the BOD Retreat to plan the events for the upcoming year, as well as create our affiliate operating budget. With the current economy in mind, the board passed what I believe to be a very fiscally responsible budget and so far so good. However, we operate partially from your dues that are paid to ISM. So please make sure you get your membership renewals in on time.

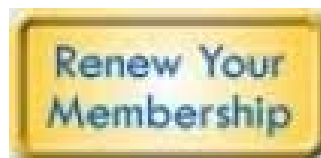
Have you ever heard the question “What if a war was held, and no one showed”? The answer of course, is that you have no war. This logic applies to our organization as well. What if we held our monthly meetings and no one came? The November meeting held at Darden was the best attended in recent memory, and as a result the cost to our affiliate was nominal. We need your support at all of our events and monthly meetings. To help minimize amount you pay to attend monthly meetings, the affiliate subsidizes the cost of the event. The lower the attendance, the more the cost rises for the affiliate. So we ask please attend as many of these meetings as you can. We have had excellent speakers the last year, with more to come, so invite your fellow procurement professionals and peers to our meetings.

As always, we accept credit cards, checks, and cash. If you pay online by credit card, it will come to us through Constant Contact via PayPal. And for those paying at the door by credit card, we use Square.

I am looking forward to the 2nd half of our affiliate year in 2013, and I know that we, your Board, can count on your support and participation.

I Wish All of You a Safe and Very Happy Holiday Season. See you in January!

John Morris
Treasurer, ISM-CF



Have You Renewed?

ISM has mailed invoices for 2013 membership. Invoices are due by December 31 allowing you to remain an active member and continue to receive the many benefits of being an ISM member. Hopefully you have renewed your membership for 2013. If not, renew today!



Certification Exam Reviews

To help you successfully pass the certification exams, ISM-CF is providing review classes for Certified Professional Supply Manager (CPSM) and Certified Supply Manager (CSM) certification exams.

The CPSM/CSM Exam Reviews will be held on the following dates:

January 5, 2013	CPSM/CSM Review Exam One
March 2, 2013	CPSM/CSM Review Exam Two
May 4, 2013	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 and the three Exam Reviews in 2012, the classes provided excellent knowledge and resources to the attendees.

The reviews will be held at the OUC Gardenia Facility training room located at 3800 Gardenia Ave, Orlando, FL 32839, from 8:00am to 5:00pm. The cost per review is \$50.00 for ISM-CF members, \$75 for other ISM members and \$100.00 for non-members.

Individuals taking the class should purchase the CPSM Study Guide and the CPSM Diagnostic Exam. The materials used during the review class are also an excellent guide for individual study after the class.

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

For more information, go to the Certification section at: www.ism.ws



GOT NEWS?

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

3 Questions, 3 Answers

Below are three sample questions — and 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, scroll down to the "3 Answers" (found on page 8) section to find out how you fared.

3 Questions

Question #1: Both parties leave the room during a negotiation with the understanding that they will reconvene at a later time. This is known as a

- (A) stalemate
- (B) recess
- (C) caucus
- (D) conference

Question #2: The difference between the actual demand for a period and the forecasted demand for that period is known as the

- (A) average forecast error
- (B) mean absolute deviation
- (C) mean squared error
- (D) weighted moving average

Question #3: All of the following are key policy areas for which the supply management department has authority EXCEPT

- (A) making procurement commitments
- (B) changing specifications
- (C) selecting suppliers
- (D) negotiating price

I Am
A CPSM®



CSM™
CERTIFIED IN SUPPLY MANAGEMENT

Volunteer Opportunities for ISM's 98th Annual International Conference and Educational Exhibit

Volunteer Dates: April 27-May 1, 2013

Location: Grapevine, TX (Dallas)



Volunteer Registration is now open to be a volunteer in support of ISM's 98th Annual International Conference coming to Dallas/Ft Worth April 2013.

As a volunteer, you will be a key element in the success of continuing the tradition of leading Supply Management with inspiring viewpoints and breakthrough results at the conference.

Volunteers are needed on a daily basis as hall monitors, room monitors, hospitality and information and other logistical areas.

Volunteering benefits not only include networking with industry and professional peers from around the globe, but having access to the onsite workshops and exhibit hall at *no cost!* (Conference registration fees are waived for volunteers.) You will receive Continuing Education Hours (CEH) credit as well.

Volunteers who are selected will receive daily registrations to work their shifts and attend workshops as their schedules permit. The intent is to utilize as many local volunteers as possible. Preference will go to those who are able to volunteer for the entire conference.

Registration will close in late fall or when requirement needs are filled. The selection process begins shortly thereafter. As more logistics information regarding the conference becomes available that information determines the number of volunteers needed as well as when they are needed.

Confirmation notification of your selection as a Volunteer will be sent via email only. Those not selected will be also notified via email.

To register, go to: www.ism.ws

Thank you for your interest in ISM's Annual International Conference scheduled April 28-May 1, 2013 in Grapevine, TX.

3 Questions, 3 Answers

3 Answers (from page 6)

Question #1: Option B is correct because a recess allows both parties time outside the negotiating area (to relax, discuss, etc.) while continuing the flow of negotiations by setting a time to reconvene. Stalemate (Option A) occurs when negotiations cease to be productive, and no further progress is anticipated. Caucus (Option C) usually describes one team's withdrawal to talk about issues, then come back to the table, while a conference (Option D) usually involves getting in touch with others in one's organization, perhaps for technical assistance or for additional authority.

References: CPSM[®] and CSM[™] *Study Guide*, 1st Edition (Book 1 — *Foundation of Supply Management*), page 31; *ISM Professional Series* (Book 1 — *Foundation of Supply Management*), page 180; *The Supply Management Handbook* (7th Edition), page 505.

Question #2: Option A is correct because the average forecast error equals the actual demand minus forecast demand. Mean absolute deviation (Option B) is an average of the absolute values over a given number of time periods. Mean squared error (Option C) is an average of squared errors, which prevents positive and negative errors from canceling each other out and amplifies the effect of large errors (particularly useful when such large errors can be costly or damaging). Weighted moving average (Option D) expands moving average (sum of demand for past n period divided by n) by assigning weights to each past demand period to emphasize certain periods.

References: *ISM Professional Series* (Book 2 — *Effective Supply Management Performance*), pages 149-150,168-171

Question #3: Option B is correct because specifications are typically the responsibility of engineering or product design, though supply management may have input into specifications, particularly as they affect sourcing. Procurement commitments (Option A), supplier selection (Option B) and price negotiations (Option D) are usually defined as key functions of supply management.

References: CPSM[®] and CSM[™] *Study Guide*, 1st Edition (Book 3 — *Leadership in Supply Management*), pages 37-41

For more information on ISM's professional credentials, visit www.ism.ws.



Our spotlight member
is enjoying the
holidays and will return
with the next newsletter issue.

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 David Billingsley at comm. @ism-cf.org. 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.

