

CENTRAL FLORIDA BUYLINES

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



Newsletter of ISM -
Central Florida
Issue #4 – 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

Wednesday, March 13 – Professional Development and Networking Event: "Modern Day Challenges in Spend Management", Speaker: Melissa Drew, The Shelby Group – Networking starts at 5:30 p.m., Meeting at 6:00 p.m. (note the earlier start time), Dubsdread Golf Club

Wednesday, April 10 – Plant Tour, Florida Stainless Fabricators, Inc., 9:30 a.m. to 11:30 a.m.

Tuesday, May 14 – Professional Development and Networking Event: Panel Discussion, Food & Beverage Spend – Networking starts at 5:30 p.m., Meeting at 6:30 p.m., Dubsdread Golf Club

Saturday, May 4 – CPSM/CSM Review, Exam 3, 8:00 a.m. to 5:00 p.m., 3800 Gardenia Avenue

To Register: Visit www.ism-cf.org

The President's Corner



Achieving Your Goals

Dear Members,

"If you don't know where you are going, you'll end up someplace else."
- Yogi Berra

It's that time of year again. Baseball season has kicked off with Spring Training. If you're a fan, you know that feeling of excitement in hopes your team reaches the ultimate goal: *winning* the World Series. It's a long season of ups and downs, but the goal stays the same. The players strive for every win and evaluate every loss. It may be baseball, but it's much like our professional world.

What are your goals for 2013, or beyond? How will you get there? What steps will you take?

Everyone is different. However, what's not different is that each of you has invested in yourself by being a member of ISM Central Florida. For professional career goals, obtaining your CPSM, CSM or CPSD will enhance your ability to reach that next step. The resources in your network can also help to guide you in your respective goals – there are years and years of experience and expertise amongst all the members! Attending the monthly meetings is a great way to expand your network, as well as learn from other Supply Chain experts. Volunteering to be a Board Member or Committee Member is also a way to obtain exposure and enhance your Leadership skills.

Over the next few months, we will be holding Exam Reviews, calling for Volunteers, and holding Educational Sessions that will support your professional goals. We are actively posting upcoming events on our website (www.ism-cf.org), so be sure to visit often. And, if you didn't already know...there are even job postings on the website, plus other useful resources.

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

I look forward to seeing all of you at future events and wish you the best in Achieving Your Goals!

Cheers,

Traci L Nichols, C.P.M.

President

pres@ism-cf.org

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Student Membership

Are you a student? To be considered a student member, you must be enrolled as a full-time undergraduate or graduate student in an accredited community college or four-year college or university. Student Members receive free membership, and a discounted Professional Development and Networking Event rate of \$10.

Professional Development and Networking Event

Wednesday, March 13, 2013

Networking begins at 5:30 p.m., Dinner is served at 6:00 p.m.

Please note earlier start time.

Dubsdread Golf Club, 549 Par Street, Orlando, Florida

"Modern Day Challenges in Spend Management"

Speaker: Melissa Drew, The Shelby Group



Aberdeen's study "The CPO Agenda for 2012 and Beyond..." continues to highlight the lack of proper data to drive category strategies, listing this as the 2nd most important challenge in transforming modern procurement organizations. Although the study proceeds to outline *what* procurement organizations can do to shift, by balancing spend management, contract compliance, and savings, this presentation will combine best in class and real world examples to further illustrate the steps necessary to enhance the modern-day procurement organization.

Our focus will be Spend Management. With ever-evolving technology, constant shifts in strategic direction, and new competitors who appear more agile and flexible, the challenges of Spend Management will always be present in some form within every organization.

We will begin with a participant-driven exercise to really highlight the fundamental challenges with data. Data is the foundation of every decision within the organization, from the CPO to the Procurement Manager. If no-one is comfortable with the consistency and accuracy of data in their organization, the results can lead to rogue spending, delays in assessing opportunities, and missing annual goals for negotiated and realized savings.

Your take-away will include knowing what questions to ask when thinking about the future of your procurement organization and how to avoid the 'long path around the block'.

Speaker: Melissa Drew, Manager of Procurement Optimization with the Shelby Group, has 17 years of industry and consulting experience. She brings unique skills, insight and knowledge to the challenge of bridging the gaps between procurement strategies, processes and technologies.

Melissa helps clients achieve sustainable growth in Supplier and Risk Management, Operational Processes (Contracts and Sourcing), and Change Management. She supports Fortune 500 clients by facilitating synchronization of corporate goals and strategies with the achievement of measurable results to increase return on investment.

A mentor and advisor to small, diverse-owned organizations, Melissa has served on the N.E. WPEO Diversity Certification Committee. She speaks periodically at industry conferences such as ISM and Procurecon. She received her master's degree in management information systems at Auburn University and has a Paralegal degree. Melissa is an active member of the ISM NY Chapter and holds a Project Management Professional (PMP) Certification in Information Technology. In 2012, Ms. Drew was awarded Supply & Demand Chain Top Providers to Know.

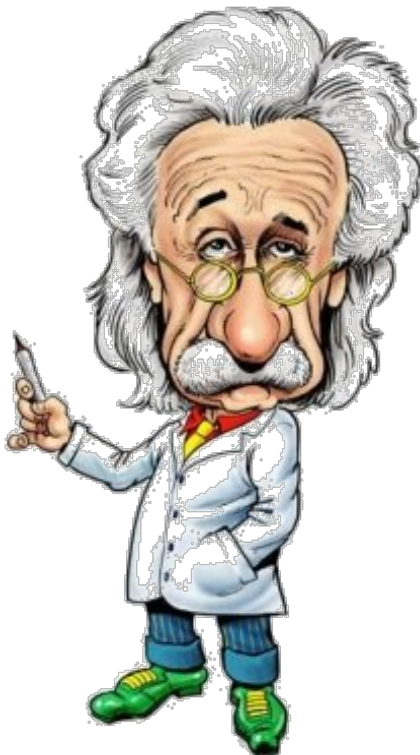
REGISTER NOW at: www.ism-cf.org

Have You Renewed?

ISM has mailed invoices for 2013 membership. Invoices were due 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!

“**L**ogic will get you from A to Z;
imagination will get you
everywhere”.

~ *Albert Einstein*



Plant Tour - Florida Stainless Fabricators, Inc.

April 10, 2013

9:30 a.m. to 11:30 a.m.

Openings are limited, register early!

Florida Stainless Fabricators, Inc. is a family owned and operated company that has been manufacturing custom stainless steel equipment for the food service industry since 1984. Their facility is located on 15 acres and has been designed for ease of future growth. The current design and manufacturing building is 158,000 sq. feet.

This exclusive tour promises to be a world-class experience you do not want to miss. Registration is open to the first 30 members to register.

Visit <http://www.ism-cf.org/> to register





supply march management month 2013

ISM – Central Florida celebrates the local and worldwide importance of the supply management profession during 2013 Supply Management Month. Each March, ISM – Central Florida joins with other supply management associations worldwide to bring attention to the influential role supply professionals bring to all business sectors.

ISM defines supply management as *the identification, acquisition, access, positioning, and management of resources and related capabilities the organization needs or potentially needs in the attainment of its strategic objectives*. Components included under the supply management umbrella are: purchasing/procurement; strategic sourcing; logistics; quality; inventory control; materials management; warehousing; transportation/traffic/shipping; disposition/investment recovery; distribution; receiving; packaging; product/service development and manufacturing supervision.

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GOT NEWS?

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



Certification Exam Reviews

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

The next CPSM/CSM Exam Review will be held on the following date:

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 four Exam Reviews in 2012, the classes provided excellent knowledge and resources to the attendees.

The review 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 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.

Stay tuned for future dates.



Call for Nominations

Due March 22, 2013

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

- Use the following nomination form, download from the ISM-CF website, www.ism-cf.org, or send an email request to Larry Turner at vp@ism-cf.org.
- Complete the form and return to Larry Turner, Vice-President, by the published deadline.

NOMINATIONS MUST BE EMAILED OR POSTMARKED BY MARCH 22, 2013

OR HAND-DELIVER YOUR NOMINATION AT THE MARCH PD&N EVENT

NOMINATIONS CLOSE ON MARCH 22, 2013

Any questions regarding this award can be directed to
Traci Nichols, President or Larry Turner, Vice-President of ISM-CF

NOMINATION FORM

Richard A. Solimano 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)

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

DEDICATION TO EMPLOYER/COMPANY:

PERSONAL INTERGRITY:

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

ADDITIONAL COMMENTS REGARDING NOMINEE:

NAME OF NOMINATOR (print or type): _____

SIGNATURE OF NOMINATOR: _____

DATE: _____

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EMAIL OR MAIL IN CONFIDENTIAL ENVELOPE 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 EMAILED OR POSTMARKED
BY MARCH 22, 2013***



Member Spotlight

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.*

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

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