

CENTRAL FLORIDA BUYLINES

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



Newsletter of ISM -
Central Florida
Issue #5 – 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, June 12 – Professional Development and Networking Event: "Hot Topics in Supply Management", Speaker: Richard Plank, PhD University of South Florida – Networking starts at 5:30 p.m., Meeting at 6:30 p.m., Dubsdread Golf Club

Saturday, July 13 – CPSM/CSM Review, Exam 3, 8:00 a.m. to 5:00 p.m., 3800 Gardenia Avenue

July and August – No Professional Development and Networking meetings, Enjoy the Summer!

To Register: Visit www.ism-cf.org

The President's Corner



Reflection on the Past Year

Dear Members,

"If you do not change direction, you may end up where you are heading." - Lao Tzu

As I look back on the past year, I am very happy with what we've accomplished during my term as President of ISM Central Florida. But, we're not done, and a new year will begin again.

Over the past year, we have experimented with some alternative locations for our Professional Development and Networking Events, as well as listened to our membership to provide relevant topics, such as Hospitality / Food & Beverage Procurement, Project Management, Leadership, and Career Growth.

The November 2012 event at Darden was a huge success! We had a record attendance for the year of around 50 people. This is amazing when we typically have about 20 members at other events. And, the feedback was very positive! We held the May 2013 Professional Development and Networking event at Orange Lake Resorts. Although, we did not get the same turnout, we did get fantastic reviews, as well as some constructive feedback to make the next event even better. We have had more students in attendance this year, as well, thanks to our members at University of Phoenix.

We held 4 CPSM Reviews throughout the year with good attendance at each class. Compared to other CPSM Reviews, the reviews provided by ISM Central Florida is a *steal* at \$50 for members.

However, there's still more we need to do. We still have declining membership, as well as low member participation. We will continue to support our Affiliate in any way we can, however, we need help. We will be building committees in order to effectively manage our activities over the next year. By volunteering, you not only become a recognized face in the Central Florida professional supply management circle, but you also gain leadership experience and an expanded network. With more participation, the more effective we all will be to make ISM Central Florida one of the top Affiliates nationwide.

In July, the Board will hold the annual Strategy Planning Session, where we determine our strategy for next year to increase membership, increase educational development, and increase member participation. We will continue to try different venues for our events, as well as provide relevant topics for your professional development. We will continue our dedication to your studies as you work toward your CPSM. And remember, your input is always welcome!

We will break for the summer after our June 12 event and resume in September. Have a safe and enjoyable summer and I look forward to seeing all of you at future events!

Cheers,

Traci L Nichols, C.P.M.

President

pres@ism-cf.org

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."

Happy Summer

Have a safe and fun summer!! No Professional Development and Networking events will be held in July and August so members can enjoy the Summer. During this time, the board will be planning events that start in September. So keep an eye out for the details.



Professional Development and Networking Event

Wednesday, June 12, 2013

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

“What’s Hot In Supply Management Research: And How You Can Use This Leading Edge Thinking To Add Value For Your Organization.”

Speaker: Richard Plank, PhD University of South Florida

Every day we read about new ideas and best practices. Which one is right for your organization? Our speaker this month will be sharing some of the current research in Social Media and RFID. He will also lead a discussion on how you may be able to use this new knowledge to add value to your organization.



Professor Richard Plank teaches International Marketing in the marketing department as well as Sales and Marketing Research. His research focuses on the buyer/seller interaction in business markets. Plank has been published in numerous scholarly publications, including the Journal of Business Research, Journal of the Academy of Marketing Science, and the European Journal of Marketing. He is also co-author of a book, Fundamentals of Business Marketing Research. His work has been cited more than 1,400 times in peer-reviewed journals.

Plank received a BS in marketing from Saint Peter's College, a MBA from Seton Hall University, and a PhD in marketing from City University of New York. He has more than 30 years of experience in marketing teaching and research. Prior to his academic career, he spent 10 years in sales and marketing positions. He serves on three editorial boards, as an ad hoc reviewer for three marketing journals, and is involved with several professional marketing organizations.

REGISTER NOW at www.ism-cf.org

RICHARD STRAW EDUCATIONAL ASSISTANCE PROGRAM

As a member of the ISM Central Florida Affiliate, did you know that you may be eligible for educational expense reimbursement? The purpose of the Richard Straw Educational Assistance Program is to provide monetary assistance for education to those in the field of Supply Chain Management.

To apply, complete the following application and send, along with the documentation listed below, to Traci Nichols at pres@ism-cf.org.

APPLICATION FOR EDUCATIONAL ASSISTANCE

A. This application must be accompanied by the following for consideration of educational assistance program (EAP) funding.

1. A personal letter explaining:
 - a) Reasons for applying for this EAP.
 - b) Future educational plans, listing specific courses and degree program.
 - c) Type of work or career being pursued.
2. At least one letter of recommendation, preferably from present employer or faculty member, if applicable.

B. The candidate qualifications are:

1. Must not be eligible for full reimbursement under employer reimbursed course funding.
2. Must be enrolled or must have completed application for enrollment for courses which relate to supply management or materials management.
3. Must be eligible for membership in ISM-Central Florida, Inc. as a regular, associate, or student member.

C. Award and Payment

1. EAP application must be submitted after enrollment and prior to course completion and may include receipts for fees, tuition and books.
2. The ISM-CF committee will review all applications and determine the number of awards and the amounts. Those selected for awards will be notified in a timely manner.
3. Recipient must submit a final grade report reflecting a minimum grade of "B" for each course for which EAP funds are being sought.
4. Reimbursement will be made immediately upon receipt of the documentation.

D. Applicant Information (Print or type)

Name _____ Date _____

Address _____ Phone _____

(continued)

Work Experience (list most current employment first)

Employer	City/State	From	To
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Present Occupation _____

Company _____

Address _____

Phone _____ Contact _____

Organizations to which you belong:

How do you plan to finance your education?

List all courses for which reimbursement is being sought:

Course Name	Credit Hrs	Tuition/Fees	Books	Total
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

List all educational scholarships, grants, awards or forms of aid you have been awarded:

Grade Point Average (Based on 4.0, "A" = 4.0) _____

Signature _____ Date _____

ISM's 2nd Annual Risk Management Conference

Leverage the Unexpected

July 25-26, 2013

Chicago, Illinois

For many industries, the supply chain is the number-one arena for risk susceptibility. In the past few years, we have seen natural disasters dramatically impact international supply chains. Think of your own supply chain and where gaps can be found — anywhere from supplier weakness to economic uncertainty and fluctuating markets.

This conference is designed to provide an overview and practical information to help you connect the dots from risk management to your supply chain planning and execution.

The conference theme focuses on the many facets of risk management. Discover how organizations successfully confront risk using innovative tools and processes, and make those solutions part of your risk management survival kit. This program includes takeaways and success stories to apply to your enterprise. Practitioners share their tried-and-true stories to help companies avoid pitfalls.

If the past few years have taught us anything, it's that we must be prepared if we want to succeed.

WHO SHOULD ATTEND

Supply management professionals engaged in developing and supporting corporate risk management initiatives. Supply management professionals may want to invite those outside of supply management to gain buy-in and to build the foundation for organizational success. Risk management initiatives are often holistic strategies that involve the entire organization. Strong risk analysis can improve negotiating postures, contract writing and gap analyses. If you're involved in any of these areas, consider attending this conference to strengthen your position.

WHY YOU SHOULD ATTEND

This is an opportunity to gain insight from supply chain professionals who have been in the trenches. Featured speakers include upper-level executives from world class organizations such as GE, Eli Lilly & Co. and Kraft Foods Group. Each session includes practical tools, assessments and takeaways so you can develop your risk strategy — or fine-tune your existing plan. Don't wait until disaster strikes; be prepared for what may be around the corner.

**Registration and more information is available at www.ism.ws
Hurry, early bird registration ends on June 25, 2013!**

Upcoming ISM Seminars

Below is the list of ISM seminars for the months of **June** and **July 2013**. These seminars qualify for recertification Continuing Education Hours (CEHs). For seminar details, please call the ISM Customer Service Department at 800/888-6276 or +1 480/752-6276, option 8, or visit the ISM website at www.ism.ws and select Education & Training and then **Face-to-Face Seminars**.

June 2013

Title	Date	Location
Fundamentals of Finance for the Supply Management Professional (#4267)	June 3, 2013	Charlotte, NC
Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism (#4525)	June 3-5, 2013	Nashville, TN
Finance for the Supply Management Professional (#4517)	June 4-6, 2013	Charlotte, NC
Advanced Finance and Global Economics for the Supply Management Professional (#4257)	June 7, 2013	Charlotte, NC
Strategic Business Partnering Skills for Supply Managers (#4226)	June 10-12, 2013	San Diego, CA
Best Practices in Procurement (#4460)	June 10-12, 2013	Dallas, TX
Supplier Risk Management (#4292)	June 13-14, 2013	Nashville, TN
Legal Foundations of Supply Management (formerly <i>Legal Aspects of Supply Management: The Basics You Need to Succeed</i>) (#4391)	June 19-21, 2013	Denver, CO
Strategic Services Procurement: Applying Strategic Sourcing Principles to the Procurement of Services (#4455)	June 24-25, 2013	San Diego, CA
Leading and Managing Supply Relationships (#4541)	June 24-26, 2013	Dallas, TX

July 2013

Title	Date	Location
Contracting: What All the Ts and Cs Mean (formerly <i>Contracting Basics: What All the Ts and Cs Mean</i>) (#4497)	July 11-12, 2013	San Francisco, CA
Negotiation Strategies: Beyond the Basics, Optimizing Value (#4445)	July 15-17, 2013	Chicago, IL
Outsourcing — Competitive Bidding and Contracting: Developing Critical Process Competencies (#4207)	July 15-17, 2013	Pittsburgh, PA
Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism (#4526)	July 17-19, 2013	Chicago, IL
Capital Equipment Purchasing: Big Risk, Big Dollars and Big Results (#4480)	July 22-23, 2013	Chicago, IL
Business Continuity Planning: Risk Management Through Strategic Preparation (#4217)	July 23-24, 2013	Chicago, IL
Integrating Purchasing, Logistics and Inventory With Suppliers (#4264)	July 24-26, 2013	Baltimore, MD

New ISM Certification Requirements

After review of the ISM certification program and research with an outside consultant, ISM found that instead of dividing resources into two certifications, it could better serve procurement and supply chain professionals by having one certification, regardless of whether or not they have a degree.

Effective immediately, ISM has expanded the eligibility requirements for the **Certified Professional in Supply Management® (CPSM®)** certification to include a pathway for individuals who do not have a qualified degree. Qualified professionals without a degree who meet a higher threshold of applicable years of work experience may now obtain the CPSM® credential.

New CPSM® requirements are:

- Three years of full-time, professional supply management experience with a regionally accredited bachelor's degree or international equivalent

OR

- Five years of full-time, professional supply management experience without a qualified degree

AND

- Pass three CPSM® Exams, or one Bridge Exam for current C.P.M.s

Additionally, individuals who hold an active Certified Purchasing Manager (C.P.M.) certification, regardless of their degree status, may now explore the path to achieve the CPSM® as long as they pass one exam that bridges the content from the C.P.M. to the CPSM®.

ISM CEO Thomas W. Derry stated that pathways to the CPSM® have been opened for degreed and non-degreed professionals alike. "The expanded CPSM® eligibility requirements acknowledge the value of the expertise practitioners acquire with experience." Derry said. "A broader range of procurement and supply chain practitioners now have the opportunity to possess a globally recognized credential to strengthen their position in the global marketplace."

With the expansion of the CPSM® requirements, testing for the Certified in Supply Management™ (CSM™) certification is no longer available. ISM has contacted those who currently have a CSM™ certification, those who have taken a CSM™ Exam and those who have registered for untaken CSM™ Exams.

For more information, go to www.ism.ws



Certification Exam Review

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

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

July 13, 2013

CPSM/CSM Review Exam Three

Ed Wainwright, C.P.M., APP will be instructing the class using the ISM training materials. Ed taught ISM-CF's C.P.M. review classes from 1985 until 2006. In 2011, he attended the ISM Trainer Course and has taught numerous CPSM Review classes



since. The classes provide excellent knowledge and resources to 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.

Seeking Volunteers

Do you enjoy technology and website design? If so, contribute your skills and passion to ISM-CF. The Affiliate is seeking someone to assist with the website design and maintenance. Please contact David Billingsley at comm@ism-cf.org.



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

- Complete the following nomination form.
- Return to Larry Turner, Vice-President – email to vp@ism-cf.org or hand deliver to Larry at the PD&N event.

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:

(continued)

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: _____

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

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

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



Member Spotlight

In each newsletter, we will be “spotlighting” a member. Our spotlight now shines on **Calandra Evans Jones**. We are excited to have Calandra as a member. Enjoy and hopefully you will learn something new about Calandra.

Name: Calandra Evans Jones **Nickname:** CJ

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

Current Positions: - Senior Procurement Specialist, Orange County Public Schools, September 2011 to present.
- Online Instructor, Part-Time (Introduction to Business), Valencia College, August 2008 to present.

Past Positions: - Employee Records Coordinator, Valencia College, January 2009 to August 2011
- Recruiter, Valencia College, July 2006 to December 2008
- Lead Purchasing Agent, Valencia College, October 2001 to June 2006

Certifications: PHR (Professional in Human Resources). Currently studying for the CPSM exam 1.

Education: M.A. in Management (Human Resources Management & Organizational Change and Development) Regent University August 2005 and B.S. in Organizational Management May 2001 with Honors.

Activity in Organizations/ISM: Active member of the following organizations: Institute of Supply Management (ISM), National Institute of Governmental Purchasing (NIGP) and Florida Association of Public Procurement Officials (FAPPO).

Hobbies/Interests: Reading, Shopping (just kidding), Traveling, Going to Sea World, Mentoring and Cooking.

Tell us something about yourself that no one else may know about you: I lived in Hawaii for 7 years, graduating from Leliuhua High School in Wahiawa, Hawaii. Also, I obtained my A.A. degree from Chaminade University in Honolulu, also in Hawaii.

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.