

# CENTRAL FLORIDA BUYLINES

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



*Newsletter of ISM -  
Central Florida  
Issue #3 – 2014/2015*

*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, November 12** – Professional Development and Networking Event: "Florida Gator Procurement Stories", Speaker: Bill Dolamore, Networking starts at 5:30 pm, Dinner at 6:00 pm. Logan's Roadhouse, 3060 W Sand Lake Rd, Orlando, FL 32819

**Wednesday, December 10** – Professional Development and Networking Event: More information to come.

**Sunday, May 3 - 6, 2015** – ISM 2015 International Supply Management Conference, Sheraton Phoenix Downtown Hotel, 340 N 3<sup>rd</sup> St., Phoenix, AZ 85004

**To Register:** Visit [www.ism-cf.org](http://www.ism-cf.org)

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## **The President's Corner**



Dear Members,

Thank you for selecting me as your President of the Central Florida Affiliate. It will be my pleasure to serve you. I am very excited about this opportunity and will attempt to contact you during this term to hopefully get you excited about the Affiliate and to increase your participation in various capacities within the Affiliate.

The Institute of Supply Management is a critical component in your personal and professional endeavors. The ISM-CF Board (BOD) is here to help you to succeed in both areas. Please let the BOD know your interests, and any opportunities in which we can provide our members targeted training, workshops, or networking events.

This is your Affiliate, we need your support and participation as we grow and develop our profession.

Please feel free to contact me at any time. I can be reached via email at [pres@ism-cf.org](mailto:pres@ism-cf.org) or by phone at (352) 874-7941.

Again, thank you and I look forward to connecting with each of you in the near future.

*Louemma Cromity*

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

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# Professional Development and Networking Event

**November 12, 2014**

Networking begins at 5:30 p.m., Dinner at 6:30 p.m.  
Logan's Roadhouse, 3060 W Sand Lake Rd, Orlando, FL 32819

## **“Florida Gator Procurement Stories”**

**Speaker:** Bill Dolamore, C.P.M., Director of Procurement Services and Risk Management for the University Athletic Association, University of Florida (Gator Athletics)

Bill is responsible for managing several Athletic Association business functions including Procurement, Travel, Central Receiving and Risk Management. He currently has a staff of eight (8) employees responsible for the day-to-day activities of these functions which include issuing and awarding Bids/RFPS, processing purchase orders, reviewing and developing contractual agreements, managing central receiving and mail room operations, making travel reservations including chartered air service, handling insurance claims, performing risk assessments and maintaining the UAA's safety program.



Bill received a BS in Management and Marketing from Florida State University and a MBA from the University of Florida. He has thirty years of purchasing experience and worked in the Orlando area for several government entities including State of Florida, Seminole County and Orange County before accepting the position at the University of Florida in 1991. Risk Management was added to his responsibilities in 2007. In addition to his work experience, Bill is also a past ISM Chapter President and District Professional Development Chair, has been a speaker at both the National Association of Educational Procurement (NAEP) and Public Risk and Insurance Management (PRIMA) Annual Conferences and has two (2) published articles in PRIMA's Public Risk Magazine (Event Safety and Contractual Risks).

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### **Calling All C.P.M.s: Don't Miss the Bridge Exam Deadline**

Right now, Certified Purchasing Managers (C.P.M.s) have an advantage: Active C.P.M.s only need to take one Bridge Exam, instead of three separate exams, to become a Certified Professional in Supply Management<sup>®</sup> (CPSM<sup>®</sup>). Any active C.P.M. may apply for a CPSM<sup>®</sup>, as there is no longer a requirement for holding a degree. In addition to being a C.P.M. in good standing and passing the Bridge Exam, candidates must have five years of professional supply management experience or three years of professional experience plus a bachelor's degree (or international equivalent).

Don't miss out: The Bridge Exam registration deadline is coming up fast. The last day you can register for the Bridge Exam is December 31, 2014. You have one year from the date of purchase, or December 31, 2015, to take your exam, whichever comes first. ISM<sup>®</sup> will no longer offer the CPSM<sup>®</sup> Bridge Exam after December 31, 2015.

Beginning in 2015, C.P.M.s will need to pass three exams to obtain the CPSM<sup>®</sup> certification. If you have questions about the CPSM<sup>®</sup> Exams or the Bridge Exam, please visit the ISM Certification website, [www.ism.ws/certification](http://www.ism.ws/certification), or email [certification@ism.ws](mailto:certification@ism.ws).

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**FROM THE DESK OF THE  
ISM-CF VICE PRESIDENT  
Ron Carpenter**

For those of you who were unable to attend the October 14, 2014 combined APICS and ISM-CF dinner meeting at Dubsdread you missed a great presentation by Mel Ramos. The subject was “The Industrial Internet – Making it Real”.



Mel discussed what does it mean to make the industrial internet real, and how do companies revolutionize the industrial sector in short periods of time with technology constantly changing. He also discussed the challenges and lessons learned in developing a comprehensive business strategy aimed at revolutionizing the industry at the machine and process level. What do IT, Security, Interoperability and Software strategies look like at the cloud level? What are the challenges managing manufacturing processes and operations of the equipment at the cloud level.

What do technology and asset management roadmaps look like when the decision has been made to transform manufacturing sectors all at the same time.

Did you know that one (1) of our local high schools is participating in a program called Science, Technology, Engineering and Mathematics (STEM) doing this task? Timber Creek High School Coaches Mr. & Mrs. Kane were there and presented information about the classes which are an after school function called “Project Lead the Way”(PLTW). These classes engage the students in activities, projects and problem based learning through hands on classroom experiences. Students must apply and be accepted for (STEM). This is a four (4) year program starting in the students Freshman year.

Three (3), out of 270 students were introduced to present a three minute discussion on their area of study. These three (3) students also had participated in the 2013 International Competition held in California and came in First Place out of 15,000 students attending from countries from all over the world. Congratulations to them.

If you or your Company is interested in helping support and ensure the success of this (STEM), (PLTW) program, please contact Mrs. Jennifer Kane at 321-235-7800 ext. 6142509 for additional information. What a rewarding experience it was to meet and talk to these wonderful and talented students.

Don't forget our November meeting at Logan's Roadhouse on Sandlake Road. The speaker will be Bill Dolamore, and the topic is UF Athletic Department Procurement experiences.

Registration notice will be sent out soon.

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## **5 Things Successful People Do That Others Don't**

*Grant Cardone, Founder and CEO Grant Cardone Sales Training*

**Are your actions leading you to success or failure? Try emulating the 5 characteristics of successful people to achieve long-lasting success.**

Because I never trusted my talents, my looks or my luck, and had no connections, I studied what successful people did and tried to mimic it. Then I studied what unsuccessful people did and tried to avoid it.



While there are many things that seem to differentiate those who are successful from those who aren't, I've noticed one simple difference that stands out the most—successful people are more willing. What exactly are they more willing to do than others? Here are five key activities they are more willing to do:

### ***1. They Go to Work to Prosper, Not Just to Work***

Those who are more successful go to work to get something accomplished. They work to make their dreams a reality, not just to get their eight hours in. They have a drive, even a greediness or self-centered push to get something done. There are millions of people who go to work every day, yet few put themselves in a position or mindset to prosper.

Unsuccessful people approach their work with a more limiting mindset. They often refer to work in a negative way. For example, they'll say “the daily grind” or “my life as a drone.” They typically complain as opposed to looking at work as a means to an end, to create a life of abundance. Work—the passion for it, the creation of it, your contribution and what you learn from others—is what leads to goals being met and dreams becoming reality.

### ***2. They Exercise Incredible Drive***

The most successful people I know are driven, and they push and shove until the job is done and targets are hit, and then they go again. They're able to stay focused on getting results. They keep doing the hard things long after others are only doing what's comfortable.

Unsuccessful people appear to spend a lot of time in emotions and considerations that cause them to stop or settle and then rationalize how these feelings should be satisfied. What they don't seem to understand is this mechanism of drive is a muscle that can be developed by practicing nonconformance with society's definitions of success.

### ***3. They Never Make Excuses***

Regardless of how many excuses they make, successful people know that it will not change the outcome. Even justified excuses will not make a project or person successful. When things go wrong, the successful person sees it as an opportunity, not an insurmountable hurdle.

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Unsuccessful people spend a lot of energy and time making excuses, blaming the economy, the customer, prices or competition. Even if the "excuses" are all true, it won't improve the outcome, and successful people know this. No matter how justified you are, never make an excuse for any outcome.

#### **4. They Focus on Their Goals Daily**

Successful people are always focused on success. For instance, the first thing I do every morning is write down my goals—I've been doing this for years. It's my experience that if I can stay focused on what I want, I will get it no matter how absurd the goal. Make the things you want and haven't yet accomplished so real in your mind that they become real in your world.

Less successful people seem to allow anything to drift into their environments—they aren't controlling what they focus on. The average American consumes four hours of TV and Internet per day and writes their goals down once a year. Every day presents an opportunity to set and reach goals regardless of how large or small they are.

#### **5. They Are Willing to Fail**

The old saying, "no risk, no reward" really applies to those who are successful. These people go for it almost with a willingness to fail. Of course, they aren't interested in failing, but they know that if they don't put themselves in a position to fail, they'll never create the ability to win. At some point in life, you'll have to go for it or you'll live the rest of your life regretting not doing so.

Unsuccessful people play it safe. They don't speak up or offer ideas because they operate from a place of fear. They're afraid to fail because they're overly concerned with the judgment of others so they do the minimum and try to "fly under the radar." Never be afraid of failure because behind every mistake is an opportunity to learn.

Begin to willingly do these five things, and you'll soon see how things change for the better in your business and life. Because doing what others refuse to do will give you the edge you need to find the success you want.



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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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