

CENTRAL FLORIDA BUYLINES

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



*Newsletter of ISM -
Central Florida
Issue #2 – 2016/2017*

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

September 14, 2016 – Professional Development and Networking Event, “Integration of Emerging Communities” Speaker: Willie Johnson, Supplier Diversity Procurement Manager for CHEP, Starts at 5:30 pm. Location: SpringHill Marriot at SeaWorld.

October 12, 2016 – Professional Development and Networking Event, More details coming soon.

October 16, 2016 – ISM-CF Inaugural Golf Tournament. See page 6 for details.

November 9, 2016 – Professional Development and Networking Event, More details coming soon.

April 30, 2017 – May 2, 2017 – International Supply Management Conference, Orlando, FL

To Register: visit ism-cf.org

Welcome New Members

A very BIG welcome to three new members that have joined ISM-CF since July

Ben Jacoway (July 26, 2016)

Charles Hammack, CPSM (August 1, 2016)

Brian Wilson (August 1, 2016)

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

The President's Corner



Dear Members,

As we quickly approach the Autumn season, we look forward to the return of college football, enjoying pumpkin flavored everything, and ISM-CF getting back into full-swing. We hit the ground running this year, as the Board of Directors has been hard at work to develop new and exciting events for our members!

Each year, ISM Central Florida has hosted their Professional Development and Networking Series. On September 14, we invite you to join us as we kick-off our series with a discussion focused on supplier diversity. Willie Johnson, a subject matter expert on this topic, will lead us through the history of supplier diversity, its integration into the sourcing process, and the financial impact on emerging communities. For those of you holding a certification, you can receive one CEH credit for attending this event!

Also this month, come meet your fellow ISM members at World of Beer at Lake Eola on Thursday, September 29 for our second happy hour event.

As always, the board of directors greatly appreciates your feedback and opinions. We are always available, and look forward to hearing from our members.

Sincerely,



ISM—Central Florida, Inc.

Email: Pres@ISM-CF.org | Mobile: (919) 332-3579

A handwritten signature in black ink that reads 'Nate Bell'.

Nate Bell, CPSM

President | ISM of Central Florida
Institute of Supply Management
PO Box 621416 | Orlando, FL 32862



Professional Development and Networking Event

September 14, 2016

“Integration of Emerging Communities”

Speaker: Willie Johnson, Supplier Diversity Procurement Manager
for CHEP

Starts at 5:30 pm – Networking, Cocktails/Appetizers and Presentation

SpringHill Suites Orlando at SeaWorld, 10801 International Drive,
Orlando, FL 32821



CHEP, a global leader in supply chain solutions, serves many of the world’s largest companies. Located in Orlando, Florida, Willie is responsible for executing the development and implementation of a world-class supplier diversity strategy across CHEP which also includes the commercialization of the Supplier Diversity Solution, while integrating supplier diversity into the daily procurement decisions and activity. As the Supplier Diversity subject matter expert, he is also increasing the awareness and spend with diverse businesses across all functional areas within CHEP.

Willie brings over 18 years’ experience to the areas of Supply Chain, Strategic Procurement and Supplier Diversity. In previous roles, he assisted in creating and implementing a local developing business program for a local government agency as well as enhancing and strengthening supplier diversity programs and initiatives for many national corporations.

During his tenure with a National Minority Supplier Development Council Affiliate, he created contract and diversity inclusion language for local corporations, which fosters the development and contractual commitment to diverse businesses, while continuing to keep the bid process competitive. He served as one of five members which resolved and further developed the certification practices and protocol for the National Minority Supplier Development Council, who governs 23 affiliates in the United States and administers programs in Canada, The United Kingdom, China, South Africa and Australia. Willie Continues to strengthen the growth and relationships with many local and national organizations by serving on their boards or committees to assist in the advancement of the CHEP Supplier Diversity program and diverse supplier utilization.

Meet the 2016-2017 ISM-Central Florida Board of Directors



President – Nate Bell, CPSM

Nate Bell graduated from North Carolina State University in 2011 with a BS in Business Administration and is a Certified Professional in Supply Management. Following his graduation, Nate worked as a supply chain intern with Disney Gift Card Services before being hired full-time as a Supply Management Specialist at John Deere in Raleigh, North Carolina. Nate moved to Orlando in 2015 and is now a Corporate Category Manager with SeaWorld Parks & Entertainment, managing the Facilities, Maintenance, Operations, and Zoological categories for their twelve theme parks.



Vice President – Sam Cooke, CPSM

Samantha has over 10 years' experience in Supply Chain Management and is currently an Assistant Sourcing Manager in Global Merchandise and Product Development for The Walt Disney Company. Samantha has a BA in Political Science from the University of Central Florida and a MBA from the University of Florida. Samantha maintains a CPSM certification from ISM and is on the Advisory Board for the Supply Chain Management Program at Seminole State College. Originally from England, Samantha has been a long-time resident of the Central Florida Area.







Treasurer – Kerry MacPherson, CPSM

Kerry is currently a Sr. Category Manager for SeaWorld Parks & Entertainment, supporting the corporate office and 12 parks in six cities across the U.S. Previously with The Walt Disney Company, she has an extensive background (14 years) managing the acquisition of goods and services related to marketing / advertising, media, production and professional / corporate services. Kerry holds a bachelor's degree in marketing and business administration from Illinois State University and a paralegal degree from the University of Phoenix. She also holds the designation of Certified Professional in Supply Management® (CPSM®) from Institute for Supply



Secretary – Richard Plank Professor Richard Plank teaches marketing management and personal selling as well as other courses when assigned. He has also taught supply chain management, supply management, sales management and business marketing extensively. Plank earned a BS in Marketing from St. Peters College, an MBA from Seton Hall University, and a PhD in Marketing from the City University of New York. Prior to starting his academic year he spent over nine years in industry, primarily with engineered products organizations. He serves on several editorial boards and is currently secretary for the Central Florida Institute of Supply Management.



	<p>Director of Pro D – Open</p>
	<p>Director of PR – David Billingsley, CPSM, C.P.M. Currently the Chief Procurement Office for the City of Orlando, David has been a Florida resident since 2005. Prior to moving to Florida, David lived in Washington, DC for 20 years working with several organizations in the supply management profession. David was raised in Lynchburg, VA and graduated from James Madison University.</p>
	<p>Director of Membership – Ben Jacoway graduated from the University of Tennessee in 2013 with a BS Business Administration concentrating in Logistics/Supply Chain Management and International Business. During college he studied international business while living in Barcelona for a semester, served as a Congressional Intern, and was an active member of his fraternity holding various leadership roles. Following his graduation, Ben moved to Orlando where he worked as a Supply Chain Planning Coordinator for CHEP before moving to a procurement role. Ben is currently the NA Procurement Category Lead managing the Maintenance, Repairs, Operations, and Facilities for all business units under the Brambles umbrella</p>
	<p>Director of Certification – Ed Wainwright, C.P.M., APP Now retired, Ed worked in Supply Management at Lockheed Martin (2001–2002) and at Walt Disney World Co. (1978–2001) as Monorail Driver, Assistant Buyer, Buyer, Sr. Buyer and Purchasing Systems Administrator. Ed earned his C.P.M. in 1982, APP. MA Procurement and Acquisition Webster, BA Secondary Science Education USF, AAS MarineTechnology (Biology) SCCC.</p>
	<p>Advisor Traci Nichols, C.P.M. adv@ism-cf.org Traci is currently employed with The Shelby Group as Manager, Procurement Optimization. Traci has 13+ years of progressive procurement and sourcing experience in various industries and commodities with an emphasis on relationship management and continuous improvement within strategic sourcing / supply chain. Traci now resides in Florida after relocating from Ohio and California. Originally from upstate New York, Traci has a BA in Biology / Chemistry and MBA.</p>



ISM 2017

May 21-24, 2017 • Orlando

ISM2017 Annual Conference will be right here in Orlando!
The conference features specialized experiences, and scores of learning sessions with the
biggest names in Supply Management! Stay tuned for more details.

ISM – Central Florida Inaugural Golf Tournament Sunday, October 16, 2016

Be sure to mark your calendars! ISM-CF will be hosting a golf tournament on Sunday, October 16, 2016 at Orange County National Golf and Lodge! We welcome any and all golfers that would like to join!

Registration is now open! See below for more details and to register, go to ism-cf.org



1st Annual ISM – Central Florida
GOLF TOURNAMENT

ISM—Central Florida, Inc.

Sunday, October 16
Shotgun: 8:00am

Member: \$70
Non-Member: \$75
Foursome: \$280

Registration Includes:

- Driving Range
- 18-holes of Golf
- Post Tournament Lunch

Tournament Events

- On Course Competitions
- Raffles
- Silent Auctions



For additional information, or to become a sponsor of this event, please email Nate Bell at Pres@ISM-CF.org

We would like to thank our sponsors!



Sponsorship Opportunities

ISM – Central Florida Inaugural Golf Tournament



ISM—Central Florida, Inc.

To Whom It May Concern:

The Institute of Supply Management of Central Florida is hosting its Inaugural Golf Tournament on **October 16, 2016** at **Orange County National Golf Center and Lodge**. ISM is the first and largest not-for-profit professional supply management organization worldwide with over 50,000 members located in 80 countries. The ISM mission is simple – to help industry professionals generate positive outcomes through education, industry certification, research, and information distribution.

The proceeds generated from this tournament will fund our 2016/2017 Scholarship awards. These scholarships will be presented to undergraduate and graduate students who are actively involved in our local chapter and demonstrate a strong knowledge and understanding of Supply Management. We anticipate a minimum of fifty golfers to register for this tournament.

We are currently offering four sponsorship packages ranging from \$50 to \$500. Each package includes signage around the golf course prominently displaying your company logo. This includes welcome banners, golf cart signs, tee box signs, and custom hole flags. The Platinum and Gold packages also include entry into the tournament for four players. More details about each package are included in the Sponsorship Registration Form.

For more information or to become a sponsor, please contact Nate Bell at Pres@ISM-CF.org or 919-332-3579 for details.

Thank you,

Nate Bell
President | ISM-Central Florida
Institute of Supply Management

ISM—Central Florida, Inc.

Purpose

The Institute of Supply Management is the first and largest not-for-profit professional supply management organization worldwide with over 50,000 members located in 80 countries. The ISM mission is simple – to help industry professionals generate positive outcomes through education, industry certification, research, and information distribution. The Institute of Supply Management of Central Florida, Inc. is looking to award two scholarships during the 2016/2017 school year. The Scholarship Award was established to recognize student members who show dedication and commitment to the continuance of their education within the field of supply management.

Part-Time Student Criteria - \$500 Scholarship

1. Must be a Student Member, Associated Member, or Professional Plus member of ISM-Central Florida.
2. Must be a current student within an accredited College or University with a 3.0 GPA or higher.
3. Must be in a Supply Chain Management, Logistics, Finance, Accounting, Marketing, or related business related degree program, holding a minimum of six (6) credit hours a semester.
4. Must attend a minimum of three (3) ISM-Central Florida events during the 2016/2017 year.
5. Must write a 1,000 word essay on a supply management topic, to be determined by candidate.
6. Candidate selected by Selection Committee must present their essay topic at the PD&N meeting event of their choice.
7. Scholarship awarded will be \$500.

Full-Time Student Criteria - \$1,000 Scholarship

1. Must be a Student Member, Associated Member, or Professional Plus member of ISM-Central Florida.
2. Must be a current student within an accredited College or University with a 3.0 GPA or higher.
3. Must be in a Supply Chain Management, Logistics, Finance, Accounting, Marketing, or related business related degree program, holding a minimum of six (6) credit hours a semester.
4. Must attend a minimum of three (3) ISM-Central Florida events during the 2016/2017 year.
5. Must write a 2,000 word essay on a supply management topic, to be determined by candidate.
6. Candidate selected by Selection Committee must present their essay topic at the PD&N meeting event of their choice.
7. Scholarship awarded will be \$500.

Applicant Instructions

1. Complete the application on page 4 and submit to the Board of Directors.
2. ISM-Central Florida will offer several events from September 2016 through May 2017. You must attend 3 of these events throughout the year. Proof of attendance is required. Please bring a photo ID and present to a member of the board to sign off on your application.
3. Your essay will be due by February 1, 2017.
4. If selected, the applicant will be presenting the essay topic at the monthly meeting of their choice: April 12, May 10, or June 14. Please coordinate with the Board of Directors.
5. Scholarship check will be remitted to applicant in the form of a rebate check once all requirements have been fulfilled.

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Essay Topics

The scholarship applicant may select one of the following five topics and must address all questions for each topic.

Topics include:

1. Integration of Sustainability into the Supply Chain
 - What is sustainability? Why is sustainability important?
 - How does sustainability benefit a company from a social responsibility standpoint?
 - What cost factors need to be considered to implement a sustainability program?
 - What are the financial benefits to a sustainability program?
 - Provide specific examples of ways companies have made efforts to become more sustainable.
2. The Importance of Supplier Diversity
 - What is Supplier Diversity and why is it important for companies to develop a supplier diversity program?
 - What are the benefits to developing a supplier diversity program?
 - How can a company achieve supplier diversity?
 - Provide examples of how companies successfully introduced supplier diversity programs.
3. Technology Integration to Increase Supply Management Efficiencies and Reduce Overall Costs
 - What forms of technology are available for P2P to use to reduce overall transactional cost and increase efficiency of the P2P process?
 - What technology is available to assist Strategic Sourcing professionals to conduct and manage RFX events?
 - Provide an example of a company that successfully implemented new technology into their supply chain department.
4. Selling Supply Management Values
 - What is the importance of internal marketing for Supply Chain departments?
 - What challenges will the Supply Chain department face should they not market their services internally?
 - How can supply management market their services? How do they communicate their success internally?
 - What concerns may other departments have when utilizing the supply chain management team and how should supply management address these concerns?
5. Pursuing Global Supply Chain Management
 - Why is global supply management becoming an important aspect for most businesses?
 - What are key supply chain drivers for companies to pursue a global strategy?
 - What are logistical challenges supply management must consider when pursuing a global supply strategy?
 - What are some potential risk factors in pursuing global supply chains and how can that risk can be mitigated to minimal disruption in the business.

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Procedure for Nomination

1. Submission of the following from candidates to the Board of Directors
 - a. 1,000 word essay on a supply management topic of candidates choice
 - b. Proof of current Grade Point Average
 - c. Proof of declared major
 - d. Proof of attendance of 3 ISM-CF events (can be attained from Board of Directors)
 - e. Completed application
2. Selection Committee to review candidate's application and essay submission and select winning candidate.
3. Selected candidate will work with the Board of Directors to determine the date of presentation.

Selection Committee

1. President (Who shall act as Chair of the Committee)
2. Vice-President
3. Director of Education
4. Two members of the Board of Directors (to be selected by the Chair of the Scholarship Committee)
5. If a member of the Committee is being considered for the award, the Vice-President will assume the role of Committee Chair.

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Applicant Information

Full Name: _____ Date: _____
Last First M.I.

Address: _____
Street Address Apartment/Unit #

_____ City State ZIP Code

Phone: _____ Email _____

Which scholarship are you applying for? Part-Time Student(\$500) Full-Time Student (\$1,000)
YES NO

Are you a member of ISM – Central Florida?

Education

College: _____ Address: _____

From: _____ To: _____ Did you graduate? YES NO GPA: _____

Degree: _____

Related Internship / Professional Experience (not required)

Company: _____ Phone: _____

Address: _____ Supervisor: _____

Job Title: _____

Responsibilities: _____

From: _____ To: _____

Disclaimer and Signature

I certify that my answers are true and complete to the best of my knowledge.

If this application leads to a scholarship award, I understand that false or misleading information in my application or may result in termination of my scholarship application.

Signature: _____ Date: _____

Applicant Proof of Attendance

To be completed by the Board of Directors

Event Title	Event Date	Board Signature	Date
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____