

CENTRAL FLORIDA BUYLINES

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



ISM—Central Florida, Inc.

*Newsletter of ISM -
Central Florida
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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

November 9, 2016 – Professional Development and Networking Event, "How Creating a World Class Procurement Organization Can Create a Competitive Advantage and Impact the Business Strategy", Presented by Russ Stewart, Senior Vice President & Chief Procurement Officer for Brambles Ltd., Starts at 5:30 p.m. Location: UCF Rosen College of Hospitality, 9907 Universal Blvd. Orlando, FL 32819

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

To Register: visit ism-cf.org



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.

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

The President's Corner



Dear Members,

I would like to begin by thanking all of our sponsors, volunteers, and golfers for coming out and supporting ISM-Central Florida for our inaugural golf tournament. The event was a great success and we look forward to doing it again next year. Be sure to visit our Facebook page for pictures!

Registration is now open for our Professional Development and Networking event on November 9. Russ Stewart, Vice President and Chief Procurement Officer at Brambles, will be our key note speaker discussing the creation of a world class procurement organization and how it creates a competitive advantage and impact the business strategy. Space is limited, so be sure to register today!

The board of directors is committed to offering new and exciting opportunities for you, and we encourage you to reach out with your suggestions and ideas.

Finally, we hope you and your family have a wonderful Thanksgiving and look forward to seeing you at the next event!

Sincerely,

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

Nate Bell, CPSM

President | ISM of Central Florida
Institute of Supply Management
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ISM—Central Florida, Inc.

How Creating a World Class Procurement Organization Can Create a Competitive Advantage and Impact the Business Strategy

Meeting Overview

Speaker: Russ Stewart, Senior Vice President & Chief Procurement Officer for Brambles Ltd

Date: November 9, 2016

Time: 5:30 – 6:30pm – Cocktail Hour
6:30 – 8:00pm – Presentation / Q&A

Location: UCF Rosen College of Hospitality Management
9907 Universal Blvd
Orlando, Fl. 32819

Early Registration (ends October 21): \$15

Price: \$20

Student (w/ valid student I.D.): \$10

CEH: One (1) credit hour will be achieved for attending this event

Russ Stewart

Senior Vice President & Chief Procurement Officer



Russ Stewart is Senior Vice President & Chief Procurement Officer of Brambles Ltd, a leading global supply chain logistics solutions company headquartered in Sydney, Australia. In this role, Mr. Stewart provides strategic leadership for the purchasing and sourcing activities of over \$3 billion in spending for the global Brambles company.

Under his leadership, the global procurement team is developing world class sourcing strategies and strategic supplier relationships to drive cost structure transformation in order to enable Brambles to reinvest into business growth. His organization serves a global network that includes over 14,000 associates in 53 countries with >15k suppliers.

Prior to joining Brambles in June 2016, Mr. Stewart was the Chief Procurement Officer for Mars Petcare, one of the largest petcare businesses in North America, and one of the largest business units within Mars Incorporated. During his six year tenure, Mr. Stewart was able to create a world class procurement organization as recognized by outside experts. Prior to that, Mr. Stewart held various procurement positions of increasing responsibility at P&G. During his almost 20 year tenure with P&G, he bought and led organizations that sourced direct materials and indirect services while based in the US, China, and Japan. Mr. Stewart was the Purchases lead that shaped & executed P&G's strategy on business process outsourcing that won external industry awards. Prior to P&G, he spent five years as an officer in the U.S. Army.

Supply Management: An Evening with the Executives

Meet the Panelists



NORBERT DEAN

Chief Procurement Officer
SeaWorld Parks &
Entertainment

Norbert Dean is the Chief Procurement Officer and head of shared services for SeaWorld Parks & Entertainment. He oversees and manages acquisitions of all goods and services, from initial demand through final payment, for 12 parks in six cities across the U.S. In addition to strategic sourcing and procurement, Norbert is responsible for accounts payable, payroll, corporate real estate and contract administration.



RICK WERTSCHING

Vice President; Strategic
Sourcing
The Walt Disney Company

Rick Wertsching is Vice President, Strategic Sourcing for Disney Theme Parks and Resorts. He leads global sourcing strategy for Walt Disney Parks and Resorts in Florida, California, Hong Kong, Paris and Shanghai. In 1996 he joined ESPN as the Director of Sourcing and Procurement. He was subsequently promoted to Vice President, Sourcing and Procurement, Media Networks prior to transferring to Theme Parks and Resorts in 2005.



BRAD SINGH

Vice President; Sourcing &
Procurement
Universal Parks & Resorts

As the Vice President of Sourcing and Procurement for Universal Parks & Resorts (UPR), Brad Singh is responsible for the combined sourcing and procurement function and developing and guiding procurement strategies to help achieve UPR's growth strategy for attraction development and theme park growth. Brad and his team serve as lead negotiators for UPR's capital and associated operating expense, including technology, professional services, attraction development, as well as parks construction and service level agreements.



DOUG MILANES

Chief Supply Chain Officer
Darden

Doug Milanes was named Chief Supply Chain Officer for Darden in May 2015. He is responsible for sourcing, distribution and quality assurance for all Darden concepts. Doug's team of supply professionals manages over \$2 billion in capital and food product expenditures and \$1 billion in non-food expenditures on an annual basis. The supply team sources more than 26 million cases of product from 1,500 vendors in 10 countries around the world.

ISM's Thomas W. Derry Offers Tips during Procurious Career Boot Camp

By Sue Doerfler

Procurious has launched a free digital career boot camp for procurement professionals. The 15-day event, which began September 19, features 15 five-minute training podcasts, including one by Thomas W. Derry, CEO at Institute for Supply Management®.

During the series, participants will learn networking strategies to elevate their career, incubate big ideas on the job, build a personal scorecard and become a global player. In addition to the podcasts, there will be group discussions and blogs.

Derry's talk, "Five Surefire Ways to Become a CPO," airs Tuesday, September 20. Without divulging his tips — he has saved them for the podcast — Derry says that the boot camp format — which requires devoting only several minutes a day — is an innovative way for people to think about their careers and career paths.

"There are wise and valuable ideas in the podcasts," Derry says. The boot camp provides a supplemental training opportunity for ISM members. ISM is one of several organizations that partner with Procurious to advance procurement and supply management.

When given the topic, Derry says he was surprised by how rapidly he came up with the five themes. "Things don't always work out so easily," he says, laughing. What made talking about the topic easy was his connection to procurement professionals: "I have a very privileged point of view because I speak with CPOs and thought leaders every day."

Derry says he could easily have come up with more than five ways, and also could have expanded on each theme he mentions had there not been a time constraint for the podcast.

Derry provides some additional career advice to supplement learning during the boot camp:

- It takes effort and experience to build a career. "All good change has to come from within," he says.
- Don't focus only on moving up the ladder. Lateral moves can provide broader perspectives.
- Experience equals learning. "There's a lot of value that comes from weathering a recession or a failed product launch," Derry says. Additionally, workers can learn from leaders or mentors and how they have worked through issues and challenges.

Hear Derry's talk and 14 other five-minute career boosters by registering for the Procurious Career Boot Camp at <https://www.procurious.com/career-boot-camp-powered-by-procurious>.



Leading Change

Melanie Larimer

Melanie Larimer is manager of membership at Institute for Supply Management. September 2016, Inside Supply Management® Vol. 27, No. 7, page 5

ISM Voices: words from the Institute

Change management plays an important role as today's supply professionals strive to improve processes, add value, mitigate risk and remain competitive.

At Institute for Supply Management®, change management is also key: It has helped us stay relevant. In the past 100 years, the profession has expanded from purchasing to include many facets of the supply chain. At ISM, which began in 1915 as the National Association of Purchasing Agents, we've reflected that expansion by changing our name as well as our governance structure.

Staying relevant has helped increase our membership: In November 2015, we reached 50,000 members, the highest amount in ISM's history. The majority of the growth has come from Asia: There has been a drive among corporations in the region to have their employees certified.

To serve members, we're focused on creating a strong experience through a variety of platforms, including web seminars, training, affiliate group functions and online forums. We're increasing benefits by offering members-only content, additional learning content, dedicated articles relating to different industries, and personal experiences through our members-only portal.

We're reaching out to our 117 affiliates to help them "think outside the box" to develop new venues and programming, such as plant tours and web seminars. We're offering training and facilitating study groups, mentorship and leadership opportunities. Such activities have helped boost attendance at affiliate meetings and have increased the value proposition.

ISM also is maintaining relevance through our 13 Groups and Forums. Created as networking groups to connect people in the same or similar fields, these have evolved into educational and research groups and forums that address issues and interests surrounding our profession. Many of these groups hold events tied to current topics that range from regional trends to specific industries to research.

Through changes and enhancements like these, ISM will continue to be relevant to its customers, now and for years to come.

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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
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____