



Points of Purchase

The Newsletter of the Institute for Supply Management - New Jersey, Inc.

January 2012 • Vol. 7, No. 2

January Monthly Meeting

Thursday
January 12, 2012

The Olde Mill Inn
Basking Ridge, NJ 07920
(see page 9 for directions)

7:30 a.m. – 8:30 a.m.

Networking Breakfast

8:30 a.m. – 9:30 a.m.

Business Meeting/Speaker

Rita Williams-Bogar

President & CEO

Personal Development Solutions

Transformative Personal Development A Strategic Approach

Members free
Non-Members- \$40.00
(Check or cash accepted
at registration)

RSVP by January 9, 2012
Registrations will not
be accepted after January 9.

Contact ISM-NJ office
to pre-register at
info@ismnj.org
or call 908-431-1100.

January Breakfast to Cover Personal Development



ISM-NJ's first meeting of 2012, a breakfast meeting, will take place on January 12 at the Olde Mill Inn. The day will begin at 7:30 a.m. with a Networking Breakfast, followed at 8:30 a.m. with a Business Meeting and the speaker of the day, Rita Williams-Bogar, President & CEO of Personal Development Solutions, LLC.

Ms. Williams-Bogar will present "Transformative Personal Development – A Strategic Approach." She will explain how the new year presents us

with the opportunity of a clean slate to transform ourselves personally or professionally. Rather than making resolutions which are soon broken, consider developing a strategy which is longer lasting.

Join us to learn tangible steps that you can implement to increase your effectiveness.

If you would like additional information on this meeting or to register, contact Kathy Perna at info@ismnj.org or 908-431-1100.

ISM-NJ Membership Total: 656

"Building a Powerful Profession: One Member at a Time"

Points of Purchase

ISM-NJ Newsletter is published ten times a year by the Institute for Supply Management - New Jersey, Inc.

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Web Site: www.ismnj.org

**Institute for Supply
Management - New Jersey, Inc.**

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Dale Nieves

EXECUTIVE MESSAGE

*John Hanna, C.P.M., A.P.P., Vice
President, Business Development*

Greetings and salutations from ISM-New Jersey. The Board would like to take this opportunity to wish you and your family a happy, joyous, blessed and healthy Holiday Season.

This is a time of joy and celebration; it is also a time to reflect. As the year comes to an end, and a new year is about to start you should take this time to think about the events

of this past year. It is time to reflect on the good and the bad events of the last year. We should look at the bad in a positive view, we need to see how these events strengthen us and make us better at work or at home. We need to look forward to the next year and plan on how we are going to improve ourselves both personally and professionally. I urge you to take this time to enjoy life and what life has to offer and as Manny stated in last year's message, "ALWAYS make Everyday a Very Special and Memorable Day." Take time to spend with the family and kids. The time that you spend with them will give you a much greater return on your investment than the time you spend worrying about the everyday challenges life throws at you.

With a new year about to start, make a commitment to improve yourself both personally and professionally. Make it a priority to smile each day and enjoy the day. Spend at least part of each day doing something you enjoy, whether it's reading, cooking, baking or just relaxing. The payback will be much greater than what you give up. This

will help improve your personal life. As far as professional improvements, take a course, attend a meeting or a webinar that will help improve your skills. ISM-NJ's Professional Development curriculum has plenty to offer, just take the time out to visit our website (<http://www.ismnj.org>) and browse through what is available.

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One of the events that we have going on in the next year is Supply Management Month in March. Also keep your eye out for our Supplier of the Year award. We are looking for you to nominate the supplier, vendor, contractor or consultant that went that extra mile to help you out this year and showed the true meaning of partnering with your suppliers for success. We will be holding our annual Supply Management Forum on March 14th. The Crystal awards are also coming up and this is the time to recognize that extraordinary executive that challenged and supported you throughout the year. Visit our website or contact the office at 908-431-1100 or ism-nj@comcast.net for more information about these and all of our events. Hey, you might even get the urge to join a committee or run for a Board position and help keep ISM-NJ an organization that you are proud to be a part of.

In closing I would like to wish you and your family a happy, safe and healthy 2012. See you at the next meeting!



Balti More!
Maryland | May 6-9, 2012

Meet the Speaker

Rita Williams-Bogar, MBA, CPCU, AU, ChFC, is President and CEO of Personal Development Solutions, LLC. She provides consultative services to businesses and individuals in the areas of leadership development, team building, emotional intelligence, and diversity. She is a keynote speaker and conference presenter.

Using a client-centered approach, Rita provides workshops custom tailored to her clients' needs. Her mission is to share proven strategies to better leverage individuals' talents and skills to reach their full potential.

Rita's corporate experience includes a 25-year robust career for a national insurance company where she transformed operating divisions,

mentored individuals, and achieved strong results. Her corporate experience includes a director of underwriting operations for PA, NJ, NY and the New England states, Public Affairs Coordinator, and Director of Learning and Development.

She earned her Bachelor of Science degree from Bryant University and her MBA in Finance, with honors, from Walden University, where she is currently pursuing her Ph.D. in Management with a concentration in Leadership and Organizational Change.

Rita is an adjunct faculty for a number of colleges, including William Paterson University and NJIT. She is an award-winning instructor for the American Institute for CPCU/Insurance

Institute of America and a graduate fellow of Leadership New Jersey. Rita has been recognized by NJBIZ as one of New Jersey's 2011 Best 50 Women in Business and by the U.S. SBA as the 2011 Region II Minority Small Business Champion of the Year.

She is actively involved in her community, serving on numerous boards of directors for regional and national not-for-profit organizations, including Bryant University's Board of Trustees. She is immediate past State Vice President of Diversity for the New Jersey Association of Women Business Owners and a past president of the National Coalition of 100 Black Women, Inc., Bergen/Passaic Chapter.

Prudential Supplier Diversity Manager Beth Canning Named "Champion of Diversity"

NEWARK, N.J.--(<<http://www.businesswire.com/>> BUSINESS WIRE)-Beth Canning, manager of supplier diversity at Prudential Financial, Inc. (NYSE:PRU), has been selected one of the "Top 30 Champions of Diversity" by *DiversityPlus* magazine.

"We're extremely proud of Beth and her accomplishments, her leadership and her professional excellence," said Mohamed Ela, vice present, Strategic Sourcing, at Prudential. "It is an honor for Beth and for Prudential that *DiversityPlus* magazine recognizes Beth's commitment to the importance of creating a diverse pool of suppliers to meet

business needs."

Each year, *DiversityPlus* magazine chooses The Top 30 Champions of Diversity and honors them for going above and beyond in championing diversity within their organizations, increasing their firm's diversity spending, being responsive to the needs of diverse suppliers, and implementing important best practices and benchmarking standards to help drive their firms' supplier diversity programs.

Winners were selected based on the responses to a survey sent to more than 16,000 women and minority business owners. More than 117 individuals were

nominated this year.

Canning is a member and former chair of the Financial Services Roundtable, a peer group of National Minority Supplier Development Council members, and is also co-chair of its Membership Committee and a member of its Executive Committee. She was named one of the "2011 Women in Power Impacting Diversity" by *DiversityPlus* magazine and was listed among the Women's Enterprise USA First Ladies of Supplier Diversity in 2008 and the Women's Enterprise USA Best of the Decade (Director/Manager) in 2007.

Members in the News

The following members were recognized at the ISM NY/NJ Forum Conference, Corning, NY
Debora Csontos, CPSM, CPSD, C.P.M. Harry Erlicher Award Recipient 2011

Other award recipients include:

Stephen Waxman, CPSM, CPSD, C.P.M., Education

Tamra Pawloski, Marketing

Andreea Sparhawk, Volunteer



Supply Management Forum 2012

Who Should Attend:

This program should be of interest and value to all levels of purchasing management, from buyer through Chief Procurement Officer, and anyone else involved in supply management.

Wednesday, March 14, 2012

7:30 a.m. Registration and Continental Breakfast

8:30 a.m. Opening Remarks – Thalia Adams-Waingarten, C.P.M., A.P.P., ISM-NJ President

Keynote Speaker: Norbert Ore, Former ISM Chair ISM Manufacturing Business Survey Economic Independence and Change Acceleration - 2012 and Beyond
Supply Management will be challenged by a global marketplace that offers risk and reward at an accelerating rate of change -- hear the thoughts of one of our profession's best on your future

10:00 – 10:15 a.m. – Break

10:15 – 11:45 a.m. Panel Discussion: Sustainability Best Practices

Panelists: James Gowen, Vice President Supply Chain Operations & Chief Sustainability Officer, Verizon Communications; PSEG (TBA); Johnson & Johnson Consumer Group (TBA)
Facilitator: Dr. Kevin Lyons, Ph.D., Assistant Professor, Rutgers Business School
Panelist will discuss sustainability best practices within their organization.

Noon – 1 p.m. – Networking Lunch

1:15 p.m. – 2:15 p.m. 2012 Supply Chain Priorities: CPO Survey Results
Jon Wesoky – Senior Practice Leader, Supply Chain Management, Resources Global Professionals
Every year, the Supply Chain Management Practice at Resources Global Professionals administers a survey of top Procurement and Supply Chain Management executives. The 2011 survey included over 80 C-level executives and identified cost reductions, organizational effectiveness, and supplier relationships as their top priorities. What will the 2012 survey reveal? Please join us for a session focused on the results and key findings of the 2012

RGP CPO Survey.

2:15p.m. – 2:30 p.m. – Break

2:30 p.m. – 3:30 p.m. 8 Essential Traits for Leaders
Lara Nichols, Senior Director Global Partner Strategies, Tyco International

Knowing your trade is fundamental to success on the job. Knowing how to lead is vital to success in your career. This session will explore eight traits to help you develop effective leadership abilities on your way to that top job. Learn the specifics of what makes each trait important as described by top CPOs and gain an understanding of some specific goals and practical techniques to help develop traits to become the most effective leader you can be.

4:00 p.m. – Wrap-up and Closing Remarks – Thalia Adams-Waingarten, C.P.M., A.P.P., ISM-NJ President

ISM – New Jersey Supply Management Forum 2012

Wednesday, March 14, 2012
The Villa at Mountain Lakes
90 Route 46 East, Mountain Lakes, New Jersey

REGISTRATION INFORMATION

Registration deadline March 7, 2012

Registration Fees:

| | Register by 2/24/2012 | Register after 2/24/2012 |
|-----------------------------|-----------------------|--------------------------|
| ISM-NJ Affiliate Members: | \$285 | \$330 |
| ISM Members | \$285 | \$330 |
| ISM Direct National Members | \$325 | \$375 |
| Student Members | \$50 | \$75 |
| Non-Members | \$350 | \$400 |
| Teams of 4 or more | \$265 | \$310 |

*Member rates include ISM-NJ, ISM, NAPM, and APICS

Cancellation Policy: All cancellations must be received in writing by March 2, 2012. There will be no refunds after March 2, 2012. ISM-NJ refunds will be limited to the program fee.

Hotel Accommodations: Marriott Courtyard, 3769 Highway 46 East • Parsippany, New Jersey 07054 ~ (973) 394-0303

On-Line Registration: <http://ismnj.org/meetinginfo.php?id=86&ts=1320267955>

Team Discounts – contact at our office at (908) 431-1100 or e-mail us at info@ism.ws

REGISTRATION FORM

Please register me for the ISM-NJ Supply Management Forum
Wednesday, March 14, 2012

Name: _____ Title: _____

Company: _____ Phone: _____

Address: _____ Fax: _____

City: _____ State: _____ Zip: _____

E-Mail: _____

ISM ID#: _____

ISM Member ISM Direct Member Non-Member Group Rate

Method of Payment: Check enclosed P.O. Number

Visa MasterCard American Express Discover

Credit Card # _____ Expiration Date _____

Cardholders Name (print) _____ Amount to be charged \$ _____

Please photocopy this form for additional registrations as needed – Registration deadline March 7, 2012

To register online: <http://ismnj.org/meetinginfo.php?id=86&ts=1320267955>

ISM – NEW JERSEY, INC.

Kathleen Perna, Executive Director
P.O. Box 6585, Hillsborough, New Jersey 08844
(908) 431-1100 • nFax (908) 431-1122 ☒
Email – info@ismnj.org • www.ismnj.org

ISM-New Jersey 2012 Training Schedule

Core Training Programs:

March

15 - Effective Leadership Skills for Supply Chain Management Professionals

<http://ismnj.org/downloads/effective_leadership.pdf>

23 - Contract Development

<http://ismnj.org/downloads/contract_development.pdf>

30 - Facilities Management & Construction Services Sourcing

<http://ismnj.org/downloads/facilities_management.pdf>

April

13 - Legal Aspects of Technology & Software Acquisition

<http://ismnj.org/downloads/legal_aspects.pdf>

17-18 - Effective Cost Reduction & Management in Purchasing

<http://ismnj.org/downloads/effective_cost_reduction.pdf>

27 - Six Sigma and Lean Tools for Purchasing and Supply Management

<http://ismnj.org/downloads/six_sigma.pdf>



January 20 & 27 - CPSM/CSM Remote Learning Bridge Prep

March 15 & 16 - CPSM/CSM Exam #1 Preparation

May 10 - CPSM/CSM Review Exam #2 Preparation

May 11 - CPSM/CSM Review Exam #3 Preparation

May 17-18 - CPSM/CSM Bridge Preparation



ISM-NJ Membership Meeting/Conference Schedule

2012

Jan 12 – Breakfast Meeting –
The Olde Mill Inn
Basking Ridge, NJ

Feb 9 – Dinner Meeting -
Doubletree Hotel, Somerset

April 12 – Breakfast
Meeting – Olde Mill Inn,
Basking Ridge

May 16 – Supplier Diversity
Night - Bridgewater Marriott

June 13 – Crystal Awards
Banquet - Sheraton Parsippany
Hotel

Certification News



Congratulations to Thalia Adams-Waingarten who recently received her CPSM Certification.



Congratulations also to Beth Canning who was awarded her CPSD certification.



Congratulations go to the follow people:

John Hanna, who received lifetime C.P.M. and A.P.P. and to Theresa Weissenborn, who recertified as a C.P.M.

ISM-NJ Webinar Schedule

January 13 - Practically Applying Sourcing Grids for Risk Management: Supplier Positioning, Portfolio Analysis, and the Perception Model

February 21 - Inciter® Rules 2010 Categories, Risks, Responsibilities and Logistics Significance

*All attendees must pre-pay for webinar

Cost: \$50 each; \$35 for groups of 4 or more; \$20 each for groups of 10 or more.

To register email at: info@ismnj.org

ISM Credentials: Which Certification Is for Me?

With the debut of the Certified in Supply Management™ (CSM™), ISM now has several professional credentials to help you reinvent your career. How do you choose the right one for you? Here is a snapshot of ISM's three professional credentials.

The Certified Professional in Supply Management® (CPSM®) and CSM™ encompass the same body of knowledge. Both credentials emphasize integrated supply management and the activities you face on a routine basis. The programs also include areas that can make your résumé stand out with their concentrations in finance, strategic sourcing and international regulations.

The CPSM® was established in 2008, and currently more than 3,700 professionals hold this designation. According to the ISM Salary Survey published in May 2011, CPSM®s earn 23 percent more than supply professionals without the credential. The CSM™ is a new credential that debuted in November 2011.

The Certified Professional in Supplier Diversity® (CPSD™) was established in 2010, and currently nearly 200 professionals hold this designation. This credential is for supply management professionals whose responsibilities include supplier diversity. Holding this credential demonstrates to your employer, your colleagues, your suppliers and even your customers that you are serious about helping your organization and diverse suppliers succeed. The CPSD™ is also supported by various diversity organizations.

| | CPSM® | CSM™ | | CPSD™ | |
|------------------------------|--|---|--|--|--|
| Education Requirement | Bachelor's degree from a regionally accredited institution or international equivalent | No degree requirement | Associate's degree from a regionally accredited institution or international equivalent | No degree requirement | Bachelor's degree from a regionally accredited institution or international equivalent |
| Experience Requirement | 3 years of full-time professional supply management experience (non-clerical, non-support) | 5 years full-time professional supply management experience (non-clerical, non-support) | 3 years of full-time, professional supply management experience (non-clerical, non-support) with an associate's degree | 5 years professional (nonclerical, nonsupport) supplier diversity or supply management experience | 3 years professional (nonclerical, non-support) supplier diversity or supply management experience |
| Testing Requirements | Pass the three CPSM® Exams or if you are a C.P.M. in good standing, pass the Bridge Exam. | Pass the three CSM™ Exams or if you are a C.P.M. in good standing, pass the Bridge Exam | Pass the three CSM™ Exams or if you are a C.P.M. in good standing, pass the Bridge Exam | Pass the CPSD™ Exam. Also must pass Exam 1 of the CPSM® or CSM™ (this requirement is waived if the candidate holds a current C.P.M. or CPSM®.) | |
| Recertification Requirements | Recertify every three years with 60 Continuing Education Hours (CEHs) | Recertify every three years with 60 Continuing Education Hours (CEHs) | | Recertify every three years with 60 Continuing Education Hours (CEHs) | |

For more information about any of these professional credentials, visit www.ism.ws/certification or call ISM Customer Service at 800/888-6276 or +1 480/752-6276, option 8.

ISM Vote on Important Issues from Your Institute

The 2012 Proxy for the Annual Meeting of Members of the Institute for Supply Management, Inc.(tm) (ISM) was mailed to you on December 5, 2011. You are being asked to vote on the election of ISM Board members. The report of the vote and other business of the organization will be made at the Annual ISM Membership Meeting to be held on Thursday, January 12, 2012, at 8:00 a.m. Mountain Standard Time ISM headquarters, 2055 E. Centennial Circle, Tempe, Arizona.

How can you register your vote?

The ballot and voting instructions was mailed to you on December 5, 2011. You have the option of voting your Proxy via the web, fax or mail; it's easy and confidential.

Vote on the WEB

- Please go to <<http://www.ism.ws/vote>> to find the link to the ballot.
- You will need your Election PIN and your ISM Member ID that will be mailed to you on December 5, 2011. You need both numbers to access the online ballot.
- Once you have logged on, follow the online voting instructions.
- * Online voting began December 5, 2011, and ends at 8:00 a.m. Mountain Standard Time (MST) on January 12, 2012.

Vote by FAX

- Mark the Proxy you received in the mail by placing an "X" in the appropriate box(es).
- Fax your completed Proxy ballot to +1 480/752-7890 by 8:00 a.m. MST, January 12, 2012.
- You must sign your ballot.

Vote by MAIL

- Mark the Proxy that you received in the mail by placing an "X" in the appropriate box(es).
- You must sign your ballot.
- Mail your Proxy ballot in the return envelope provided.

Mail to: ISM Election Processing, P.O. Box 22160, Tempe, AZ 85285-2160, USA.

Mailed Proxies must be received no later than 8:00 a.m. MST on January 12, 2012. Please allow sufficient time for delivery.

If you have any questions about your ballot or you need a replacement ballot, e-mail jkellerman@ism.ws or call 800/888-6276 or +1 480/752-6276, extension 3023.

A pamphlet containing the following information is included with your mailed Proxy and explains each issue on the Proxy.

Proposals as Outlined on Ballot

1. Election of the ISM Board of Directors

The ISM Bylaws provide that the Nominating Committee recommends a slate of individuals to serve on the ISM Board of Directors. The Bylaws further require a membership vote, either in person or by proxy, to elect the candidates proposed by the Nominating Committee.

The current Nominating Committee is comprised of four members from the Board of Directors, two ISM members selected by the Board Chair and ISM's CEO. A current Board member chairs the Nominating Committee. The Committee's goal is to recruit leaders of either gender who come from diverse economic sectors and backgrounds, and who bring individual skills to lead our

Institute. Individuals may be involved in supply management or other fields that the Nominating Committee believes will help the Institute with its mission to lead supply management. A Board member's term is four years, and begins at the Board meeting following the Annual Meeting, also to be held on January 12, 2012. Your Board unanimously recommends your vote "For" these outstanding individuals:

- a. Cecil R. House, Term: 4 years Senior Vice President – Operations Support and Chief Procurement Officer, Southern California Edison
- b. Jason Kwan, Term: 4 years Vice President, Global Strategic Planning and Chief Procurement Officer, ManPower-Group
- c. Steven G. Miller, Term: 4 years Senior Vice President, Strategic Sourcing and Procurement, The Walt Disney Company

The complete ISM Bylaws can be accessed on the ISM website at <http://www.ism.ws/about/content.cfm?ItemNumber=4735> <<http://www.ism.ws/about/content.cfm?ItemNumber=4735&navItemNumber=5465>> &navItemNumber=5465.

Remember, your Proxy ballot must be received by the Institute for Supply Management(tm) by 8:00 a.m. Mountain Standard Time on January 12, 2012.

Voting Online: Go to www.ism.ws/vote to find the link to the ballot. You will need both your Election PIN and ISM Member ID that were mailed to you on December 5, 2011. You need both numbers to access the online ballot.

Hold the Date - March 14, 2012

**SUPPLY MANAGEMENT FORUM
LOCATION: THE VILLA AT MOUNTAIN LAKES**

Association Draws 21 New Members

ISM-NJ membership continues to grow by leaps and bounds. Following are the most recent additions:

Wonder Amendzo
Student

Patricia August

Dennis Berrios
Berlex Labs

Frank Gallo
Flyte Tyme Worldwide Transportation

John Gallup
Verizon

Randi Geller
Verizon

Cristian Gonzalez
Verizon

Heidi Hemmer
Verizon

Elizabeth Hernandez
Gerda Ameristeel

Karen Jaworski
Verizon

Celine Kharouby
Forest Laboratories

Joseph Kipp, Jr.
Verizon

Sean Kolbusch
Verizon

Muse Maitland
Verizon

Rocco Musolino
ICG Commerce

Diane Neubauer
Verizon

Eric Pei
Celgene

Bhomila Persaud
Henkel

Aubrey Smith
Hill International

Joanna Santoro, CPSM
Princeton University

Henry Thompson
Community Health Center of Richmond

Welcome to the new members. Join us at the January 12, 2012, meeting

Directions to The Olde Mill Inn

- The Olde Mill Inn is located off Interstate 287, Exit 30 B. Bear right off the exit; the property is on the right just before the intersection.
- From Newark Airport: Take Route 78 West 10 miles to Exit 48-Route 24 West. Take 24 West 10 miles to Route 287 South. Take 287 south 9 miles to Exit 30B.
- From Upstate NY: Take NY Thruway South past NY State/NJ State border. Road becomes 287 South. Approximately 30 miles to Exit 30B.
- From Westchester/Tappan Zee Bridge: Route 287/87 West across the Tappan Zee Bridge. Continue west to

Exit 15 - 287 South. Approximately 40 miles to Exit 30B.

- From South Jersey: Take the NJ Turnpike North to Exit 10 OR Garden State Parkway North to Exit 127. Exit to Route 287 North. Approximately 30 miles to Exit 30B.
- From New Hope, PA (NJ/PA Border): Take Route 202 North to 287 North to Exit 30B (Total trip 40 miles).
- From West Jersey & PA (Allentown Vicinity): Take Route 78 East to Exit 29 - Route 287 North. 8 Miles to Exit 30B.
- From West Jersey & PA (Poconos Vicinity): Take Route 80 East about 30 miles to Route 287 South to Exit 30B.

- From Philadelphia: Take Route 276 East about 5 miles to NJ Turnpike North to Exit 10. Take Route 287 North about 30 miles to Exit 30B.
- From New York City and Long Island: From the George Washington Bridge take Route 80 West 27 miles to Exit 43 - 287 South. 12 miles to Exit 30B.
- From New York City/Holland Tunnel: Take the Holland Tunnel to the NJ Turnpike to Exit 14 - Route 78 West. Take Route 78 West 10 miles to Exit 48 - Route 24 West. Take 24 West 10 miles to Route 287 South; 9 miles to Exit 30B.

DCAT Week Scheduled for March

D CAT Week is one of the largest gatherings for the pharmaceutical and related industries in the world. Its unique model brings industry CEO's, presidents, global sales managers and directors of supply chain management

from around the globe for high-level meetings, strategy sessions, educational programs and networking events, including the DCAT Annual Dinner.

Date: March 12, 2012 - March 15, 2012

Location: Waldorf-Astoria Hotel & InterContinental Hotels, New York City

Contact: DCAT Office 1-800-640-3228
Website: http://www.dcat.org/Pages/week_DCATWeek.aspx