



Points of Purchase

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

February 2012 • Vol. 7, No. 3

February Monthly Meeting

Thursday
February 9, 2012

Doubletree Hotel &
Executive Meeting Center
Somerset, New Jersey
(see page 8 for directions)

5:45 p.m. - 6:30 p.m.
Pre-Dinner Forum

Gary Pezzuti, Placement Professional
Summit Group Consultants

A Job Search Discussion

6:30 p.m. - 7:15 p.m.
Networking

7:15 p.m. - 8:45 p.m.
**Business Meeting
Dinner**

Robert Russo, CPIM
Associate Director Logistics, MTF

"Lean" Is Not a Dirty Word

Members free
Non-Members- \$45.00
(Check or cash accepted
at registration)

RSVP by February 3, 2012
Registrations will not
be accepted after February 3.

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

February Meeting Covers Job Search and Lean Methodology



ISM-NJ's monthly meeting will be held on February 9, 2012, at the Doubletree Hotel & Executive Center, Somerset, New Jersey. The evening will start off at 5:45 p.m. with the pre-dinner Forum where Gary Pezzuti, a Placement Professional with Summit Group Consultants, will present "A Job Search Discussion." Among the topics to be covered are Marketing Techniques, Resume Formats, 30-Second Elevator Speech, and Asking and Answering Questions. Anyone presently in the job market, those who will sit for their annual review as well as managers performing employee reviews will find this presentation beneficial.

We will have a brief Networking

Session from 6:30 p.m. until 7:15 p.m., followed by a Business Meeting and Dinner. The Dinner speaker is Robert Russo, Associate Director Logistics for MTF, presenting "Lean Is Not a Dirty Word." He will review his approach to continuous improvement using the Lean Methodology in a manufacturing and an office environment. You will learn the reasons why change is a requirement, not an option, for staying in business in today's business climate.

For more information or to register to attend this meeting, contact Kathy Perna at 908-431-1100 or email at info@ismnj.org.

(For information on the speakers, see page 3.)

ISM-NJ Membership Total: 641

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

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Institute for Supply Management - New Jersey, Inc.

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EXECUTIVE MESSAGE

Thalia Adams-Waingarten, CPSM, C.P.M., A.P.P. President

Groundhog's Day (2/2) is almost here, along with Lame Duck Day (2/6), Don't Cry Over Spilled Milk Day (2/11), Do a Grouch a Favor Day (2/16), Hoodie Hoo Day (2/20), and No Brainer Day (2/27). In addition to some rather peculiar observances, February has some noteworthy anniversaries:

February 2, 1653 – The Dutch colony of New Amsterdam received municipal rights, thus becoming a city on territory that is now New York City.
February 6, 1952 – Elizabeth II ascended the throne of the United Kingdom and Commonwealth countries.
February 9, 1964 – The Beatles first appeared on the Ed Sullivan Show.
February 11, 660 BCE – Emperor Jimmu founded Japan.
February 16, 1923 – English Archeologist Howard Carter unsealed the burial chamber of Tutankhamen.
February 21, 1958 – British artist Gerald Holton designed a logo for the campaign for nuclear disarmament that became more commonly known as the peace symbol.
February 22, 1997 – Scientists at the Roslin Institute in Scotland announced the birth of a cloned sheep named Dolly, seven months after the fact.
February 24, 1607 – The first full opera, L'Orfeo, was performed in Mantua (now Italy).
February 26, 1917 – New Orleans's Dixieland Jazz Band recorded "Livery Stable Blues," the first jazz single ever

recorded.

February 29, 1960 – Playboy Enterprises founder Hugh Hefner opened his first Playboy Club in Chicago, featuring the first service uniform to be registered with the United States Patent & Trademark Office.

February is also the middle of winter, so what better time to consider

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- Supply Management Forum – March 14, 2012, at The Villa at Mountain Lakes. Of special note – Norbert Ore, former ISM Report on Business Manufacturing Chair, will be the keynote speaker.
- CPSM and CSM Preparation Classes – will be available in March and May.
- CPSM and CSM exams – will be offered at Verizon, Basking Ridge, N.J., at a steeply reduced cost of \$50 per exam (\$130 savings). Please note these are pencil/paper exams.
- ISM's 97th Annual International Supply Management Conference – May 6 – 9, Baltimore, MD

Additionally, please note nomination forms for the Crystal and Beacon Awards are now available online. In other news, the Nominating Committee is now in the process of preparing the slate of officers and directors for 2012 – 2013.

Happy Valentines and Presidents Day too, I wish all of you a very pleasant and inspiring month.



BaltiMore!
Maryland | May 6-9, 2012

Meet the Membership Meeting Speakers

Forum Speaker – Gary Pezzuti is a Placement Professional with Summit Group Consultants, specializing in contingency search and interim professionals. His focus is on Operations Management including supply chain, materials management, procurement and distribution.

Pezzuti is a frequent speaker at APICS, ISM, IMA and ASQ meetings across the country. He has been a mem-

ber of the Northern Jersey Chapter of APICS since 1981, presently serves as treasurer for the Central Jersey Chapter and secretary of the West Jersey Chapter.

Dinner Speaker – Robert Russo is the Associate Director Logistics for MTF. His main focus has been in Lean Manufacturing and Continuous Improvement. He is involved in both internal and

external projects, including use of Lean and Kaisen principles for MTF operations and Continuous Improvement in time management with Carpedia College, an MTF consulting firm.

Russo is a graduate of Rutgers University. He is certified in Production and Inventory Management from APICS and vice president of education for the Central Jersey Chapter.

Membership Increases by Twelve

This month ISM-NJ has added twelve purchasing professionals to its membership. They are:

Tami Cook
PSEG

Lela Decker
PSEG

Robert Hawkins
PSEG

David Hernandez
PSEG

Joseph Ippolito
Verizon

Thomas Kawalec
PSEG

Maureen Lavin
PSEG

Joseph Mahala
PSEG

Michael O'Malley
Verizon

Lydia Park
Student

Frank Smith
PSEG

Diane Sozio
PSEG

Welcome! Please avail yourselves of the many seminars and meetings offered by ISM-NJ throughout the year.

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>

Hold the Date - March 14, 2012

SUPPLY MANAGEMENT FORUM

LOCATION: THE VILLA AT MOUNTAIN LAKES



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; Jim Kelly, CEO JVKelly Group.

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.

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DCAT Week Scheduled for Mid-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, education 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 at 1-800-640-3228
Website: <http://www.dcat.org/Pages/week_DCATWeek.aspx>



ISM-NJ Membership Meeting Schedule

2012

- 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

Future Webinar

April 20 & 27 - The 3 T's of Continuous Improvement - Terms, Tools, Techniques (2-Part Series)

Certifications Awarded to ISM-NJ Members

Congratulations to the following members on receiving certifications:

- Thalia Adams-Waingarten, CPSM, C.P.M., A.P.P.
- Nicola Collar, CPSM
- Craig Grunke, CPSM



March 15 & 16
CPSM/CSM Preparation #1

May 10
CPSM/CSM Preparation #2

May 11
CPSM/CSM Preparation #3

May 17-18
CPSM/CSM Bridge Preparation



Kudos to Beth Canning who was awarded her CPSD certification.



Congratulations go to:
John Hanna, who received lifetime C.P.M. and A.P.P.

Certification Exams Scheduled

The CPSM/CSM exams have been scheduled for the following:

Date: Saturday, March 31, 2012
Location: Verizon, One Verizon Way, Basking Ridge, New Jersey
Time: Registration – 7:00 a.m.

CPSM/CSM Exam #1 - 7:30 a.m. - 10:15 a.m.

CPSM/CSM Exam #2 - 10:30 a.m. - 1:15 p.m.

CPSM/CSM Exam #3 - 2:00 p.m. - 5:00 p.m.

REGISTRATION DEADLINE: February 10, 2012, at the close of business

E-Mail or Fax completed form to: Irene Tidrick, <mailto:itidrick@ism.ws> itidrick@ism.ws or Fax (480) 752-7890

Lunch - you may order lunch the morning of the exam (\$10-\$15); please bring cash for this, otherwise you can bring a brown bag lunch.

ISM I.D. Requirements

* One valid photo I.D. with signature that reflects the name on the sign-in roster. The candidate's I.D. MUST be one of the following:

Driver's License
Official State, Government, or National I.D.
Passport
Employee I.D.

Student I.D.
Military I.D.
Photo credit card

(No other forms of I.D. are accepted)

Some rules to follow when taking the exam:

- #2 pencils should be used on the answer sheet
- A non-programmable, silent calculator (no tape) is allowed
- Cell phones and PDAs are prohibited
- All food and water is prohibited
- Personal belongings will need to be left at the front of the room
- with the proctor
- Scratch paper should only be provided by the proctor -- and only if examinees don't have enough room to write on their exam booklets. All scratch paper will be collected at the end of the test by the proctor
- Arrive on time since all candidates need to hear the pre-exam script (read by the proctor)

Fees: The cost is \$50 per exam. (This fee must accompany registration form.)

You may register for one or all three exams.

Exam Registration Form:

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

http://ismnj.org/downloads/cpsm__csm_reg_form_ism_nj.pdf

REGISTRATION IS LIMITED TO FIRST 20 PEOPLE - SO SIGN UP NOW!

To order CPSM and CSM study materials please go to the following link:

<<http://www.ism.ws/products/results.cfm?MetaDataID=531&navItemNumber=17140>>

<http://www.ism.ws/products/results.cfm?MetaDataID=531&navItemNumber=17140>

Certified Professional in Supply Management(r) Requirements:

- Three years of full-time, professional supply management experience (non-clerical, non-support)
- A bachelor's degree from a regionally accredited college or university or international equivalent

CSM(tm) Requirements:

- Successfully pass three CSM(tm) Exams OR if you are a C.P.M. in good standing, pass the Bridge Exam (test centers located in many cities around the globe)
- Three years of full-time, professional supply management experience (non-clerical, non-support) with an associate's degree from a regionally accredited institution (or international equivalent) OR five years of full-time professional supply management experience (non-clerical, non-support)

Exam results will be emailed by May 15, 2012.



March Webinar to Cover Incoterm Rules

ISM-NJ will present its March Webinar, Incoterm(r) Rules 2010 Categories, Risks, Responsibilities and Logistics Significance, on March 16, 2012, between 2:00 p.m. and 3:00 p.m. You will earn 1 CEU hour with this informative session. The cost is:

\$50.00 ISM Members
\$60.00 Non-ISM Members
\$0.00 Student

The Incoterms(r) 2010 rules are an internationally recognized standard and are used worldwide in international and domestic contracts for the sale of goods are standards accepted worldwide.

Incoterms(r) 2010 rules provide internationally accepted definitions and rules of interpretation for most common commercial terms. They help traders avoid costly misunderstandings by clarifying the tasks, costs and risks involved in the delivery of goods from sellers to buyers. Incoterms(r) 2010 rules are recognized by UNCITRAL as the global standard for the interpretation of the most common terms in foreign trade.

In that capacity, like all standards (i.e., ISO 9002), their names do not cause any divergence. As in any standard, they are an explicit reference; therefore, the three letters of the Incoterm must be followed by the specific names of the designated places and the mention "Incoterm" to determine who

covers the logistics charges and the seller's and buyer's risks and responsibilities. Incoterms(r) 2010 define the responsibilities of buyers and sellers for the domestic and international delivery of goods and determine how costs and risks are allocated.

The speaker will be Thomas Tanel, C.P.M., Cattani Services Group.

Fees: \$50 per person (ISM Members); \$60 per person (Non-Members); \$0 (Student Members)

Group Discount: \$35 (4 - 9 attendees); \$20 (10 or more attendees)
Contact our office at info@ismnj.org to register for group discount.



Doubletree Hotel & Executive Meeting Center General Driving Instructions

From Route I-287 North Take exit 10 for Route 527 New Brunswick/Easton Ave. Follow Route 527 North to the first traffic light and make a left onto Davidson Avenue. Continue on Davidson Avenue for one half mile and make a left into Atrium Corporate Park. Follow to the front entrance of the hotel.

From Route I-287 South Take exit 10 for Route 527 Easton Ave/New Brunswick. Follow Route 527 North and bear left toward signs for Davidson Avenue. At the first traffic light make a left onto Davidson Avenue. Continue on Davidson Avenue for one half mile and make a left into Atrium Corporate Park. Follow to the front entrance of the hotel.

From the New Jersey Turnpike Take Exit 10 for Metuchen/Edison to I-287 North. Take exit 10 for Route 527 New Brunswick/Easton Ave. Follow Route 527 North to the first traffic light and make a left onto Davidson Ave. Continue on Davidson Avenue for one half mile and make a left into Atrium Corporate

Park. Follow to the front entrance of the hotel.

From the Garden State Parkway North Take Exit 127 for I-287 North. Take exit 10 for Route 527 New Brunswick/Easton Ave. Follow Route 527 North to the first traffic light and make a left onto Davidson Ave. Continue on Davidson Avenue for one half mile and make a left into Atrium Corporate Park. Follow to the front entrance of the hotel.

From the Garden State Parkway South Take exit 129 for I-287 North. Take exit 10 for Route 527 New Brunswick/Easton Ave. Follow Route 527 North to the first traffic light and make a left onto Avenue. Continue on Davidson Avenue for one half mile and make a left into Atrium Corporate Park. Follow to the front entrance of the hotel. (Optional- exit for Route 22 West to I-287 North) Take exit 10 for Route 527 New Brunswick/Easton Ave. Follow Route 527 North to the first traffic light and make a left onto Avenue. Continue on

Davidson Avenue for one half mile and make a left into Atrium Corporate Park. Follow to the front entrance of the hotel.

From Philadelphia Take the New Jersey Turnpike North to Exit 10 for Metchen/Edison to I-287 North. take exit 10 for Route 527 New Brunswick/Easton Ave. Follow Route 527 North to the first traffic light and make a left onto Davidson Ave. Continue on Davidson Avenue for one half mile and make a left into Atrium Corporate Park. Follow to the front entrance of the hotel.

From Princeton Area Take Route 202/206 North to Route 22 East to I-287 South. Take exit 10 for Route 527 New Brunswick/Easton Ave. Follow Route 527 North to the first traffic light and make a left onto Avenue. Continue on Davidson Avenue for one half mile and make a left into Atrium Corporate Park. Follow to the front entrance of the hotel.