



**institute for
supply management**
ISM—San Diego, Inc.

Buy-Line

Q4 2011

News for the San Diego Supply Professional

DECEMBER 2011

ISM MEMBERSHIP
34,053

MEMBERS'
QUARTERLY
NEWSLETTER
VOL. 1, No. 4

EDITOR AND DESIGN
CARMEN MICHAELSEN

SUPPORT
ISM-SD BOD

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Buy-Line.

**SUPPLY
MANAGEMENT
MONTH**

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MARCH IS SUPPLY MANAGEMENT MONTH!

SHARING THE VALUE OF SUPPLY MANAGEMENT

IN ORDER TO RAISE AWARENESS AT A
WORLDWIDE LEVEL, EACH MARCH, ISM
ENCOURAGES MEMBERS TO CELEBRATE.

MARCH IS OUR MONTH TO GAIN RECOGNITION AND
COMMUNICATE THE VALUE OF OUR PROFESSION TO THE
PUBLIC AND WITHIN OUR ORGANIZATIONS.

THIS SPECIAL MONTH RECOGNIZES THE VITAL
ROLE OF SUPPLY MANAGEMENT PROFESSIONALS
IN THE EFFECTIVENESS OF ALL BUSINESSES.

WE ENCOURAGE YOUR EFFORTS TO DRAW ATTENTION TO THE
IMPORTANT FIELD OF SUPPLY MANAGEMENT.

ATTEND ISM-SD'S MARCH PROFESSIONAL DEVELOPMENT
MEETING AND INVITE YOUR MANAGER. IF THEY ALREADY
ATTEND, INVITE THEIR MANAGER.



CHANGE YOUR
VOICEMAIL GREETING:
AFTER YOUR STANDARD
GREETING, ADD: "HAVE A
GREAT DAY AND A GREAT
SUPPLY MANAGEMENT
MONTH."



ADD THE 2012 LOGO TO
YOUR E-MAIL SIGNATURE AND
ENCOURAGE COLLEAGUES TO
DO THE SAME

supply march management month 2012

DISCOUNTED CPSM®/CSM™ EXAMS

IN CELEBRATION OF SUPPLY MANAGEMENT MONTH,
ISM-SD IS OFFERING ONSITE, DISCOUNTED
PAPER AND PENCIL CPSM®/CSM™ EXAMS

START STUDYING NOW

EXAM 1: MARCH 3 – EXAM 2: MARCH 17 – EXAM 3: MARCH 31

THE BRIDGE EXAM IS NOT PART OF THIS OFFER

EXAM SCORE RESULTS WILL BE SENT DIRECTLY TO CANDIDATES BY MID-MAY
REGISTRATION ENDS FEBRUARY 10, 2012

CONTACT PAM MURRAY, ISM-SD DIRECTOR OF CERTIFICATION, PAMMURRAY@ISMSD.ORG IF YOU ARE
INTERESTED IN TAKING ADVANTAGE OF THIS GREAT OFFER

WHICH CERTIFICATION IS FOR YOU?

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.

	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)	

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. CONTACT CARMEN MICHAELSEN ISM-SD PRESIDENT, CARMENM@ISMSD.ORG IF YOU ARE INTERESTED IN CPSD REVIEW SESSIONS.

CERTIFIED PROFESSIONALS

	3,975
	172

97TH ANNUAL INTERNATIONAL SUPPLY MANAGEMENT CONFERENCE



ISM-SD'S SEMINAR SERIES RESUMES IN THE SPRING

APRIL 21, 2012 8:00 AM - 12:00 PM

UNDERSTANDING & EMBEDDING RISK MGMT CONCEPTS INTO SUPPLY MGMT

MAY 19, 2012 8:00 AM - 12:00 PM

BUYING TRAVEL, ENERGY & OTHER SERVICES

JUNE 16, 2012 8:00 AM - 12:00 PM

FINANCE FOR THE SUPPLY PROFESSIONAL

REGISTER AT WWW.ISMSD.ORG

CPSM® AND CSM™ EXAM PREP SEMINARS

OFFERED BY ISM SAN DIEGO AND PRESENTED BY MERLE ROBERTS, CPSM, C.P.M.

LEVERAGE YOUR KNOWLEDGE & EXPERIENCE WITH THE CPSM® OR CSM™ AND SET YOURSELF APART FROM THE COMPETITION.

CPSM®/ CSM™ EXAM 1	CPSM®/ CSM™ EXAM 2	CPSM®/ CSM™ EXAM 3
1/11/2012	2/29/2012	5/2/2012
1/18/2012	3/7/2012	5/9/2012
1/25/2012	3/14/2012	5/16/2012

EACH PREP SEMINAR WILL INCLUDE TWELVE (12) HOURS OF CLASS TIME. ALL SESSIONS WILL BE DELIVERED ON WEDNESDAY EVENINGS, 5:00PM TO 9:00PM (4 HOURS), ONE SESSION PER WEEK OVER THREE CONSECUTIVE WEEKS.

EACH PREP SEMINAR INCLUDES AN OVERVIEW OF THE CPSM® AND CSM™ PROCESS, LECTURE AND DISCUSSION OF THE STUDY MATERIALS, TIPS AND TECHNIQUES FOR IMPROVING EXAM TAKING PERFORMANCE AND SAMPLE QUESTION REVIEW AND DISCUSSION.

LOCATION: SAN DIEGO GAS & ELECTRIC

ISM-SD MEMBER PRICE:

\$555 COST FOR EACH PREPARATION SEMINAR PER PARTICIPANT

\$520 SINGLE ORGANIZATION REGISTRATION - 2 PARTICIPANTS IN THE SAME REGISTRATION TRANSACTION.

\$485 SINGLE ORGANIZATION REGISTRATION – 3+ PARTICIPANTS IN THE SAME REGISTRATION TRANSACTION.

NON MEMBERS CONTACT DANA PEARCE, ISM-SD DIRECTOR OF MEMBERSHIP, dpearce@ismsd.org.

FOR MORE INFORMATION, VISIT OUR WEB-SITE WWW.ISMSD.ORG

**ISM-SAN DIEGO
GRATEFULLY ACKNOWLEDGES
BAY SHEET METAL INC.**
LICENSE NUMBER #636651
FOR THEIR SPONSORSHIP

←—————→

BECOME AN ISM-SD CORPORATE SPONSOR

REACH OVER 220 LOCAL SUPPLY CHAIN PROFESSIONALS WHO ARE DECISION MAKERS FOR THEIR ORGANIZATIONS.
RECEIVE RECOGNITION ON THE ISM-SD WEBSITE, WHICH BOASTS OVER 28,000 HITS MONTHLY.
CONTACT CYNTHIA TIRADO, ISM-SD DIRECTOR OF CORPORATE SPONSORSHIP, CTIRADO@ISMSD.ORG

**ISM-SAN DIEGO PROFESSIONAL
DEVELOPMENT MEETING
FEBRUARY 8, 2012
5:30 P.M. – 8:00 P.M.
OCEANSIDE ALE WORKS
PLANT TOUR AND LOGISTICS PRESENTATION**

1800 ORD WAY, OCEANSIDE, CA. 92056

APPLICATION FORMS FOR ISM PROFESSIONAL CREDENTIALS WERE UPDATED IN NOVEMBER 2011. TO ACCESS THE REVISED FORMS, GO TO WWW.ISM.WS AND SELECT PROFESSIONAL CREDENTIALS, CERTIFICATION FORMS. CANDIDATES SHOULD NOW BE USING THE NEW FORMS.

C.P.M.s – YOU MAY HAVE UP TO 12 COLLEGE CREDITS

EVEN IF YOU HAVE NEVER SET FOOT ON A COLLEGE CAMPUS OR TAKEN AN ONLINE COLLEGE COURSE, YOU MAY HAVE COLLEGE CREDIT FOR UP TO 12 UNDERGRADUATE CREDITS. MANY COLLEGES AND UNIVERSITIES GRANT UP TO 12 UNDERGRADUATE CREDITS FOR YOUR C.P.M. EXAM SCORES. IF YOU HAVE THOUGHT ABOUT GOING BACK TO SCHOOL, THIS IS A GREAT STARTING POINT TO PURSUE YOUR BACHELOR'S DEGREE. SEE MORE INFORMATION ON COLLEGE CREDIT.

PROTECT YOURSELF FROM INTERNET COUNTERFEITERS. WHILE MANY DISPLAY ISM LOGOS OR TRADEMARKS, OFTEN THEIR PRODUCTS AND PROGRAMS ARE ILLEGALLY DUPLICATED OR OF INFERIOR QUALITY. RESEARCH ANY WEBSITE OFFERING ISM PRODUCTS OR SERVICES BEFORE MAKING A PURCHASE.



SEAN DECKER: NEW ISM-SD DIRECTOR OF CAREER DEVELOPMENT

SEAN DECKER, CPM, HAS BEEN APPOINTED DIRECTOR OF CAREER DEVELOPMENT. SEAN IS AN EXECUTIVE MANAGEMENT PROFESSIONAL WITH 15 YEARS OF EXPERIENCE DIRECTING MULTIMILLION DOLLAR BUSINESS OPERATIONS AND IS CURRENTLY VICE PRESIDENT & CO-FOUNDER OF BAY SHEET METAL INC. HE RECEIVED HIS B.S. IN BUSINESS MANAGEMENT FROM SDSU AND AN MBA FROM CSU SAN MARCOS. AS DIRECTOR OF CAREER DEVELOPMENT, SEAN WILL WORK TO SERVICE THE CAREER NEEDS OF THE SUPPLY MANAGEMENT COMMUNITY AT LARGE. PLEASE CONGRATULATE HIM AND THANK HIM FOR VOLUNTEERING HIS TIME AND TALENT.

FOR MORE INFORMATION ON JOINING THE ISM-SD LEADERSHIP TEAM, CONTACT CARMEN MICHAELSEN ISM-SD PRESIDENT, CARMENM@ISMSD.ORG

**ISM-SD CURRENTLY HAS AN OPEN
POSITION FOR DIRECTOR OF PROGRAMS**

INSTITUTE FOR SUPPLY MANAGEMENT - SAN DIEGO

OFFICERS	
PRESIDENT	CARMEN MICHAELSEN, CPSD, CFPM, C.P.M.
VICE PRESIDENT / DIRECTOR OF COMMUNICATIONS	DAVID W. FRENCH, C.P.M., CFPM
SECRETARY	DARIAL CLARK, CPSM
TREASURER	THOMAS PROUSE
DIRECTORS	
DIRECTOR OF MARKETING & MEMBERSHIP	DANA PEARCE
DIRECTOR OF CERTIFICATION	PAM MURRAY, C.P.M., CPHS, A.P.P.
DIRECTOR OF LIFE SCIENCES	ILENE TAT-TONG CPSM, C.P.M.
DIRECTOR OF CAREER DEVELOPMENT & CORPORATE SPONSORSHIP	CYNTHIA TIRADO
DIRECTOR OF COLLEGIATE OUTREACH	LAUREN LUKENS
DIRECTOR OF PROFESSIONAL DEVELOPMENT	MARK VELASCO, MSCM, MCIPS, CPSM
DIRECTOR OF EVENTS	MARK MALTER
DIRECTOR OF CAREER DEVELOPMENT	SEAN DECKER, C.P.M
SUPPORT	
BUSINESS MANAGER	JENNIFER ADAJAR, C.P.M.
WEB MASTER	ARTE N. HANSON

ISM SAN DIEGO MISSION STATEMENT:

**DELIVER HIGH QUALITY EDUCATIONAL PRODUCTS AND SERVICES
MAKING ISM-SD A RESPECTED RESOURCE AND FORUM FOR LEARNING
AND PROFESSIONAL GROWTH WITHIN
SAN DIEGO'S SUPPLY CHAIN MANAGEMENT COMMUNITY.**

ISM SAN DIEGO FUNDAMENTAL VALUES

- MEMBERSHIP FULFILLMENT •
- CONTINUOUS LEARNING •
- ETHICAL BEHAVIOR • TEAM FOCUS •
- DIVERSITY •

ISM SAN DIEGO VISION STATEMENT

ENHANCE LOCAL SUPPLY CHAIN MANAGEMENT ORGANIZATIONS BY ENABLING THEIR PROFESSIONALS TO ATTAIN THEIR FULL POTENTIAL.