



Miklos Magdich, Randy Krebs and Suresh Nirody who just completed their recertification! Let's give them a **Big Hand**.

IT's ELECTION time for your board members and officers.

Look for e-mail ballot coming your way soon.



Ray Hunter has spent over 20 years in Supply Chain Management. His career includes assignments as a Group Purchasing Manager and Strategic Sourcing Manager, as well as APICS certification as a Certified Supply Chain Professional (CSCP). Ray is pursuing his CPSM and CPIM designations, and has supply chain, logistics and customer service experience. In addition, Ray has been recently recognized by the Association for Operations management for his commitment to supply chain excellence and leadership.



Ellen Feyka is the Senior Purchasing Agent for Frisch's Restaurants, Inc. and has been with her current employer for 1 year. Responsibilities include contracting services, food and products needed for each Big Boy restaurant to run their daily business. Currently, Frisch's has 120 restaurant locations throughout Ohio, Indiana and Kentucky. Previously, Ellen was the Corporate Purchasing Manager for Service Solutions Group, a national premier foodservice equipment repair company. Responsible for purchasing parts and keeping appropriate inventory levels at 9 branches throughout the United States. Ellen was employed at Service Solutions Group for 16 years. Ellen has a wonderful daughter who has a son that will be 5 this summer (and knows how to sweet talk his grandma) and is expecting her second child, a daughter, on May 18th. Ellen has volunteered for the ISM-C Board for 9 years, serving the last 8 as Secretary.



Mark Applegate began his purchasing career as a Senior Buyer in 1984 in Maineville, OH with Cincinnati Milacron Semiconductor Materials Inc. (Subsidiary of Cincinnati Milacron). In 1989 the company was sold to a Japanese firm that was later named Sumitomo Sitix Silicon until it merged with Mitsubishi Materials Corporation in 2002 to form the SUMCO Phoenix Corporation. He managed the purchase of consumable materials, MRO supplies, equipment and services to support the manufacture of electronic-grade silicon wafers for the semiconductor industry. He received a Bachelor of Science in Marketing from the University of Cincinnati and is a past president of Delta Mu Delta (National Honor Society in Business Administration). Mark is currently studying to secure his CPSM credentials.



Colleen Soppelsa is a CPSM and member of NAPM-C since 2000. She graduated from Smith College in Northampton, MA with a B.A. in English Literature and from Thunderbird School of Global Management with an MBA in International Business. She has lived and worked extensively in both Italy and Japan. She has over 12 years' experience in purchasing with the majority of that time at Toyota Motor Engineering & Manufacturing North America. She is currently in Sourcing for GE Aviation. Colleen resides in Mt. Lookout with her husband, Davide, and three cats.



Mike Lecture began his purchasing career at Escort Inc in 1997. For 10 years he was a buyer of commodities including electronic parts, PCB's, plastic components, metal stampings and MRO items. In 2007 he was promoted to Materials and Distribution Manager. He received his BS in Industrial Management from Clemson University and his MBA from the University of Houston and has served on the ISM-C board the last two years. Mike and his wife have 2 children, Nick, 17 and Samantha, 15. He is actively involved with St Teresa Boy Scout Troop 271 and Cub Scout Pack 171 in Covedale.

ISM Seminars Being Held in Cincinnati

NEW!!! Logistics and Distribution: Balancing Supply and Demand

Seminar #4370
July 16 - 17, 2012
Cincinnati, OH

Every supply chain is comprised of inbound and outbound product flows that must be managed and balanced. Logistics and distribution covers the outbound portion of the supply chain from the completion of a finished good to the end consumer's receipt of the product. The discussion includes key aspects of outbound logistics and distribution, current trends and opportunities to improve logistics strategy and operations. 14 continuing education hours

<http://www.ism.ws/education/seminardetails.cfm?ItemNumber=22113>

NEW!!! Transportation Sourcing: Strategy and Tactics

Seminar #4380
July 18 - 19, 2012
Cincinnati, OH

After cost of goods purchased, transportation is one of the largest components of product cost.

Therefore, managing transportation strategy, operations and the resulting cost is a key aspect of running an effective supply chain. Managing transportation costs begins with identifying potential carriers, selecting the most appropriate one and then negotiating with the best partners. This course shows you how to better source transportation services for better service levels and lower costs. 14 continuing education hours

<http://www.ism.ws/education/seminardetails.cfm?ItemNumber=22114>

Power Negotiations: Unlock Your Powers of Influence and Persuasion

Seminar #4579
August 6 - 8, 2012
Cincinnati, OH

Becoming an effective negotiator begins with understanding the negotiation process and how to conduct a successful negotiation. Learn a step-by-step process for preparing, planning and conducting a successful negotiation. In addition to exercises and real-world examples, this seminar provides an opportunity to practice what you've learned through developing a negotiation strategy and conducting an actual negotiation. Following the negotiation simulation, a debriefing clarifies the learning points. 21 continuing education hours

<http://www.ism.ws/education/seminardetails.cfm?ItemNumber=21820>

Free ISM Webcast - Reaching New Heights: The Dividends of Collaboration Between Finance and Procurement

Date: Thursday, May 17, 2012

Time: 2:00 PM - 3:00 PM US Eastern



► Finance has traditionally counted on — and valued — the procurement function strictly for its ability to cut costs, giving the bottom line a much-appreciated lift. But in this new report, which surveyed 263 finance executives from North America, Europe, and Asia, almost three-quarters of respondents say that the finance function at their company has grown more strategic-minded over the last three years. In this webcast, we'll delve into the survey results — as well as sharing what we've learned from our in-depth interviews with more than half a dozen senior finance executives around the globe — to tell you how procurement's changing role might help your business gain a sustainable competitive edge.

LOOKING FOR A JOB?

Did you know that ISM-C not only lists jobs, but we have a volunteer who will send you email notices when we learn of open purchasing jobs? Click on the link below to learn more

<http://www.ISM-c.org/news3.php>



WELCOME/WELCOME BACK

- March – Greg Howell, Timbertech
- April – Andreu Collell Gilbert – Sunny Delight Beverages
- Marcio DaCosta – Kroger
- ReginaKinMan – American Modern Insurance Group
- Nancy Lauer – Givaudan Flavors
- Craig Zahner – Aurora Casket



Turn Your Career Challenges Into Resume Achievements

Accomplishments are an important part of your resume. They set you apart from your competition and give potential employers a reason to consider you above others with similar qualifications. Most people, however, find it difficult to write resume achievements. What exactly constitutes an accomplishment? Simply put, an accomplishment is an example of how you solved a workplace challenge and what it meant to your employer. Everyone faces problems on the job, especially now given our difficult economic times. You can make those challenges work for you with this three-step method for turning challenges into achievements.

1. Identify significant challenges.

Think back through your career to the times when your company, team or division faced difficult situations that had a potential negative effect on bottom-line corporate issues. Start back through your earlier years of employment. Write a list and be specific about why the issue was a problem. What was at stake? Who were the stake holders? Why was the issue critical? How much of the organization was effected by the challenge? If you take a systematic approach you should be able to identify a challenge for every few years of employment.

2. What was your part in solving the problem?

Now that you have your list of workplace challenges, think back to how you helped solve them. You may have worked alone or as part of a group. Perhaps you coordinated between diverse functional groups to facilitate the solution. Be specific about the technology you used, skills involved and steps you took toward fixing the problem. Did you introduce a new procedure or create a better way of processing information? Did you use technology to streamline routine tasks? Did you train your team on a new process? Did you take on added responsibilities to insure the task was completed?

3. What was the result of your effort?

Once the challenge was met, the solution found and the issue resolved, what did it mean to your employer? What did your company get out of it? Did you save your department time? Did your solution lead to cutting costs? Were you able to identify new revenue opportunities? Did you free up time for your boss? Did you help others to work more efficiently? How many persons within the organization were effected by your work? It's nice if you can quantify your results, but don't be discouraged if you can't quantify every result in dollars. Once you have all your information at hand it's time to put it together in concise statements that sell your skills. A few guidelines to keep in mind are:

Try to keep your accomplishment statements to two lines each. Begin your statement with the result. Don't dilute the result by providing more information than necessary. Accomplishments should be included with every employment entry of your resume. For added punch, write a highlight of accomplishments section toward the top of your resume. Remember, at the time perhaps you received little thanks for your effort in solving challenges, but now is the time to get credit for your hard work. Let your resume include your achievements on the job and potential employers will be eager to learn how you can help solve their problems as well.

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Deborah Walker, Certified Career Management Coach  
Read more career tips and see sample resumes at:  
[www.AlphaAdvantage.com](http://www.AlphaAdvantage.com)  
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