



## Competitive Edge - Monthly E-Newsletter Volume XXXV-III

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## President's Message

### Keith Hines

The holidays are around the corner and the end of the year is rapidly approaching. Many of us are in a race to meet our year end goals. During this time of year, we also hear a lot about strategy and planning. While we often discuss the end results, we don't hear as much about the activity and effort it takes to meet our objectivity. The question I would like to address is: What does it take to move the needle? Processes can make our efforts more efficient. Systems can reduce the amount of time it takes to crunch data and improve accuracy. Leadership can provide direction and vision. However, the real difference is execution at the staff level.

As leaders, if we want to achieve our goals and improve the performance of our department, we should look at our staff. Do we really know the strengths and weaknesses of our staff, and have we accessed our personal skillset? If you would like to have your staff on a level playing field with consistent knowledge across all levels within your organization, you should consider ISM certification.

I can think of no better tool for the procurement professional. Take a look at our catalog and join the discussion at our next ISM-New York meeting.



Regards,  
Keith Hines

## November Membership Meeting

**Wednesday, November 19, 2014**  
**8:15 am - 10:00 am**  
*Citi*  
**388 Greenwich Street**  
**Tribeca Rooms, 3rd Floor**  
**New York, NY 10013**

**"The Drivers, Benefits and Challenges of Sustainable Procurement"**  
presented by  
**Toby Simpson**  
**Project Manager, EcoVadis**

## Director of Sustainability & Social Responsibility

### Issac Fang

As a supply chain professional, can you say you truly understand Sustainable Procurement? If you were tasked suddenly at your organization to talk about or even start building a Sustainable Procurement program, would you know where to begin? Fortunately, we have you covered. Just attend this month's Membership Meeting where our featured speaker and fellow ISM-New York member Toby Simpson, of EcoVadis, takes you through all you need to know and more.



It is becoming more mainstream to integrate a Sustainable Procurement program into every organization, from small to large. Knowing the critical steps necessary to ensure success can mean more than just attaining corporate goals. It can mean a new area of expertise that all supply chain professionals will be expected to know.

This November's meeting will bring some important elements on how to measure what your organizations Sustainability



The meeting will focusing on the drivers pushing companies to implement Sustainable Procurement, the benefits associated with such programs and the challenges facing organizations who are creating Sustainable Procurement programs.

Presenters Bio:

**Toby Simpson** has been with EcoVadis Inc. since 2013. As part of their Global Program Management team he is based in New York City is responsible for ensuring success of the roll-out of EcoVadis solution within several Fortune 500 accounts (Pharma, Telco, Food). Prior to EcoVadis, Toby managed a portfolio of residential energy efficiency and water conservation programs throughout New York City.

**Agenda** - (time is an approximate)  
8:15 A.M. - Registration, Networking, Breakfast  
8:45 A.M. - Program to begin  
9:45 A.M. - Q&A

This meeting is included for all dues paying ISM-New York members. The non-member guest fee for this meeting is \$45.

[Register Now](#)

Procurement is, and what you may need to do to get your program to where it needs to be. With expectations rising on how corporations are mitigating greenhouse gas emissions, knowing where your organization's Sustainable Procurement program ranks and what you may need to get the program where it needs to be is essential. Don't miss out on this timely discussion and the opportunity to hear from an accomplished professional in this area.

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## Supplier Diversity Committee Meeting

November 18, 2014

The next Supplier Diversity Committee meeting has been announced. Hosted by our members at Guardian Life Insurance will be on Tuesday November 18, 2014 at 9:30 AM

[Learn More & Register](#)

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## Award Applications Now Available

**The J.H. Leonard Award** is given to an ISM-New York member who has rendered distinguished service to the Association in one or more of the following areas:

- Participation in scheduled meetings, forums or other activities of the Association;
- Service to the Board of Directors or a committee;
- Contributions to Competitive Edge;
- Other contributions to the growth, development or professional stature of the profession and ISM-New York.

[Click here to download a copy of the application.](#) The submission deadline is April 1, 2015 for the committee's consideration.

**The Davis-Kassa Scholarship** is named after former Executive Directors of ISM-New York who served with distinction: Robert Davis, who served from 1957 to 1978 and Abate and Waka Kassa, who served from 1981 to 2000.

This scholarship recognizes the scholastic achievements of a full-time college student who is the child of an ISM-New York member. Criteria to apply:

- 24 credits (undergraduate or graduate) at an accredited college or university

## Call for Presentations

32nd Annual Conference -  
March 18, 2015

ISM-New York invites supply management professionals to submit ideas for presenting at the 32nd Annual ISM-New York Conference.



This Conference takes place at the New York Executive Conference Center on March 18, 2015 from 9 AM to 4PM.

[Click here to download a Submission Form.](#) Proposals must be completed and submitted to ISM-New York's Conference Committee by 5PM (EST) December 1, 2014.

Any questions please feel free to email [Teresa Harper](#), chair of Annual Conference Committee and ISM-New York Director of Member Events.

Want to register for the conference and save \$25 - Special Early Bird rate expires 12/31/14 - [Click Here For Registration Form](#)

- GPA of a 3.0 (cumulative)
- Completed application with references.

[Click here to download a copy of the application.](#) The submission deadline is March 6, 2015 for the committee's consideration.



ISM-New York supports the Urban Assembly School for Global Commerce; a NYC Public School. The Urban Assembly School is now in its second year and it's program provides the education of supply chain operations to it students. It is our great pleasure to announce their Fall Freight Night Networking and Fundraiser.

Thursday, **November 13, 2014** from 7:00 PM to 10:00 PM at the The Young Professional Board Container Terminal  
155 Rivington St  
New York, NY 10002

[Click here for more information or to register.](#) Use special discount code "**TeamGlobal**" and click the Malcolm McLean option and get 2 tickets for the price of 1 at \$55.

## Upcoming Professional Development & Certification Review

[Click the title for more information - Click here to download a Registration Form](#)

[CPSD™ Exam Review Seminar - 12/11/14](#)

[Contract Development and Administration - 1/15/15](#)

[Cost Analysis Concepts - 1/22/15](#)