



August 2019

<https://www.cgccnigp.org/>

Newsletter Editor: Tonia Lawson

Did you know:

Per The National Association of State Directors of Pupil Transportation Services, every day 83,944 vehicles illegally pass school buses with extended stop paddles. That adds up to more than 15 million violations every school year.



15% of consumer products listed on U.S. online ordering services are out of stock when it comes to fulfilling them, nearly double the rate of out of stocks in stores.
Grocery Manufacturers Association

E-Commerce Continues to Click

In 2018:

- Online spending with U.S. merchants: \$517.36 Billion, Up 15% from 2017
- Total retail sales: \$3.6 Trillion, Up 3.9% year over year
- E-commerce share of retail market: 14.3% Total Sales, Up 12.95 from 2017
- E-commerce sales represented 519% of Retail Sales Growth, The largest share of growth since 2008, when e-commerce accounted for 63.8% of all sales growth.

Source: Internet Retailer

Walmart is set to open a new consolidation center in Colton, California, in July 2019. The distribution center, which is expected to create more than 600 full-time jobs for the area by 2021, streamlines the replenishment process for suppliers to improve stock availability.



P-Card Management Best Practices



- Train employees well. Then train them again.
- Take control. After all, control is a major benefit of implementing a P-Card program management.
- Have a fair, but clear policy.
- Audit.
- Have a trusted P-Card management partner.
- Use receipt management software.
- Be knowledgeable of those transactions allowed on the card and what is not allowed.
- Know your spend limits.
- Understand the reconciliation dates and deadlines.
- Obtain acceptable receipts and supporting documentation for review.
- Acknowledge that the Procurement Card Returns and Incentive policy inhibits personal gain.

To learn more about PCard Management, visit NAPCA @ <https://www.napcp.org/>



New Members Are Joining

WELCOME
new Chapter
member!

- **Michael Mullen, Sr. Purchasing Agent for Broward County Board of County Commissioners**



The new 2019-2020 school year starts back this month. Watch for kids at bus stops.



TRUMP SIGNS EXECUTIVE ORDER TO PROTECT FREE SPEECH ON COLLEGE CAMPUSES

President Donald Trump has signed an executive order directing U.S. colleges to protect free speech on their campuses or risk losing federal research funding.

The Associated Press reports that the order says federal agencies should ensure that any higher education institution receiving research grants agrees to promote free speech and the exchange of ideas, and to follow federal rules guiding free expression.

“Even as universities have received billions and billions of dollars from taxpayers, many have become increasingly hostile to free speech and to the First Amendment,” Trump says. “These universities have tried to restrict free thought, impose total conformity and shut down the voices of great young Americans.”

For more, visit <http://bit.ly/Trump-campus-free-speech-order>.

Procurement Dictionary Terms

As To Form - Documents and agreements that are approved by an attorney for legal sufficiency prior to their execution while not commenting on the business merits of their contents.

Enabling Legislation - An enacted law that provides authority to an official or entity.

Hurdle Rate - Also referred to as “minimum cost differential,” it is a predetermined amount of cost savings that must be achieved before a change in service delivery (e.g., moving from government service delivery to outsourcing) is considered warranted.

Monopsony - A market in which there is only one buyer.

Six Sigma - Six Sigma is a problem-solving methodology that helps enhance business and organizational operations. It can also be defined in a number of other ways: a quality level of 3.4 defects per million opportunities, a rate of improvement of 70 percent or better, a data-driven, problem-solving methodology of Define-Measure-Analyze-Improve-Control, and an initiative taken on by organizations to create bottom-line breakthrough change. (Gygi, Williams, & Covey, 2012)

Supplier relationship management (SRM) - is the discipline of strategically planning for, and managing, all interactions with third party organizations that supply goods and/or services to an organization in order to maximize the value of those interactions.



Protect Your Space with Sneak Detection

Your access control, made more secure.

That’s the Detex effect. Our tailgate detection solution allows you to control entry with sleek, unobtrusive hardware that’s a fraction of the cost of turnstile cages, mantraps and other setups, or it can be used to enhance those solutions. Ours is a failsafe one-ID-per-entry system that even detects when your people hold the door for colleagues. One scan, one person, no exceptions.

For more, visit <http://www.detex.com/sneak-detection>

WELCOME TO TACO HELL

An unhappy Taco Bell customer in Slidell, Louisiana, called the cops with a supply chain complaint: The restaurant ran out “of both hard and soft taco shells.” “While this is truly a travesty, the police can’t do anything about this,” the Slidell Police Department posted on Facebook. We can only hope the supply chain department got it together before Taco Tuesday.



FedEx Tests Last-Mile Robot



For retailers, it's a race to the finish line to solve the crucial last mile of delivery. FedEx hopes to help its retail partners win that race.

- The expediter is teaming up with DEKA Development & Research to test a robot to handle home deliveries for retail partners ranging from Walmart to Pizza Hut.
- The robots are battery-powered and outfitted with cameras and software to help them avoid obstacles as they roam sidewalks and roadways.
- FedEx will work with its retail partners to determine if autonomous delivery is the most cost-efficient solution for the last mile, which accounts for at least 50 percent of total delivery costs.



3M, a global manufacturing and technology company, aims to source 100 percent of its energy needs from renewable electricity in all its facilities around the world, beginning with its St. Paul, Minnesota, headquarters (pictures). Along with converting operations to wind and solar power, the company produces solutions for customers that improve the reliability and efficiency of renewable energy.



Words of Wisdom: Find a Mentor

Seek knowledge from experienced individuals and network. Absorb as much knowledge as possible. Many aspects of the logistics/ supply chain industry are learned with experience.

Brian Garza
Logistics Freight Manager
Mikmac Logistics

Find mentors who will champion your leadership development; know who the experts are in every functional area of your company and within your supply chain and involve yourself in ways you can learn from them. Don't be afraid to ask questions; network inside and outside your company.

Robin Siekerman
VP Marketing & Customer Service
The Shippers Group

Lean on an experienced mentor to get you to your goals faster. Many baby boomers are retiring and looking to pass the torch. These veterans can put things in perspective helping you achieve milestones.

Sean Mueller
Director, Business Development & Solutions
Symbia Logistics



UPS Gets In the Bike Lane

Some companies are thinking outside the distribution center when working to delivery products to customers quickly. For



instance, electric bikes now power some of UPS's brown delivery vehicles. In the United States, UPS has launched eBike programs in Pittsburg and Seattle; worldwide, about 30 programs are up and running, says Kristen Petrella, a UPS sustainability spokesperson. Trailers and containers loaded with packages are attached to the pedal-assisted eBikes, which travel sidewalks and bike lanes. Each eBike can hold up to 40 packages.

To start their journeys, the eBike containers are attached to traditional UPS delivery trucks and then dropped off in a city center. Cyclists secure a container to their eBike, make deliveries, return the container when done, and attach the next container with packages ready for delivery. The same guarantees regarding package delivery apply whether packages are delivered via a cargo eBike or delivery truck.

"We're finding interest for projects like this in cities across the country," Petrella says.

Upcoming Event:

The Central Florida Chapter of NIGP invites you to our **2019 FALL WORKSHOP - "A.G.E. of Procurement Trends"** on **Friday, September 27, 2019** for **4.5 contact hours**.

1. **Keynote Speaker** ~ Tammy Rimes, Author of Drink Fine Wine. . . Ride Fine Horses - Leading the Life of Your Dreams, **"Ethics: Black & White OR Shades of Grey"**
2. Chris Castro, LEED GA, CPB, Director, Office of Sustainability & Resilience, City of Orlando, **"Green Work Projects and Initiatives, and Procurement's Role"**
3. Valencia N. Poitier, Esq. with Cole, Scott, & Kissane, P.A., Orlando, FL, **"ADA Compliant Websites"**

For additional information on presenters and purchasing topics, [2019-fall-workshop-flier.pdf](#))

5 SIMPLE WAYS TO MAKE YOUR FACILITY GREENER

By now you've likely heard of countless ways to make your building more sustainable. But there's something timeless about getting back to basics, and it could be exactly what you need to engage even more tenants on the best practices for being greener. Here are five simple steps you can take.

1. **Create clearer signage.** The US Environmental Protection Agency (EPA) recommends creating clear signage on each of your recycling, composting and trash bins. An up-to-date list of what is and isn't recyclable can encourage greater participation. Improved signage also ensures that students, faculty and staff aren't overlooking the green features of your building.
2. **Share your successes.** Did you replace old light bulbs with LEDs in the parking lot? Maybe you just achieved a major sustainability accolade. Either way, no success is too small to share. It reminds your students, faculty and staff of your commitment to sustainability and encourages them to keep up the good work.
3. **Locate a nearby food bank.** In an effort to reduce your waste, the EPA recommends donating to a local food bank. Many will pick up food donations free of charge, saving you storage and disposal costs. Feeding American, a nationwide network of more than 200 food banks, sponsors a food bank locator. Find one near you at bit.ly/2Hvh1j1.
4. **Keep things fun.** To improve engagement from your occupants, the EPA recommends creating challenges, hosting zero-waste lunches and recognizing people who go above and beyond.
5. **Use the resources that are out there.** Online toolkits are available for you to brush up on the latest case studies, up-to-date recycling initiatives and composting programs, sign-making features, guidelines and much more. Organizations like Keep American Beautiful and the U.S. Composting Council sponsor these resources.

Everything you love about Amazon for your business.

For every type of business and every size organization. Accounts are free. Put our solutions to work for your business.

Business-only price savings

- Business-only prices on millions of items
- Quantity discounts
- Easy price comparison

Business Prime

- Fast FREE flexible delivery options
- Enhanced purchasing policy controls
- Advanced analytics dashboards
- Starting at \$179 per year for up to 3 users



Multi-user accounts

- Approval workflows
- Purchasing analytics
- Create custom groups to match your organization

Pay the way you want

- Corporate Purchasing cards
- Amazon.com Corporate Credit
- Tax-exempt purchasing for qualifying organizations

Find what you need

- Hundreds of millions of products on Amazon
- Business-only products
- Purchasing-system integration

For more information, visit:

<https://www.amazon.com/b2b/info/amazon-business?layout=landing>



straight to Amazon to do it.

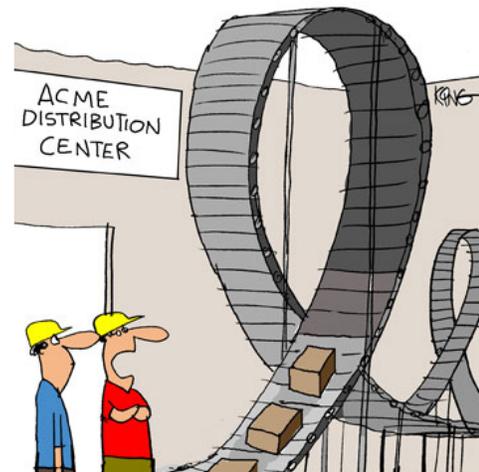
When consumers are ready to buy a specific product, nearly three-quarters of them – 74 percent – go



Congratulations to Dedria Lunderman for receiving her Certified Green Purchasing Professional (CGPP) certification from American Purchasing Society.



For more information about this certification and other certifications from American Purchasing Society, please visit <https://www.american-purchasing.com/certification>.



"It was someone from corporate's idea to improve our inventory turns."