

January 2021

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

Editor: Tonia Lawson



WELCOME to our new Chapter members! We welcome you to reach out to our Chapter members at anytime. This association serves as a great networking tool and we are here to help.



14th Annual Northwest Florida Reverse Trade Show

Friday, May 7, 2021
9:00 AM – 12:00 PM
Student Union West Building
Gulf Coast State College
5230 West US Highway 98
Panama City, FL 32401



Registration is open for CGCC members and vendors. Please register ASAP so we can show the vendors the benefit of choosing our RTS over another event.

Susan Beauchene Bay District Schools	Barbara Maresca Escambia County School District
Jessica Darr Okaloosa County	Beth Parson Bay District Schools
Angela Etheridge Okaloosa County Purchasing	Lisa Perey Emerald Coast Utilities
Lyndsey Gibson Santa Rosa County BOCC	David Romero Escambia School District
Nate Hooks Okaloosa County BOCC	Brandon Scott Okaloosa Gas District
Jordan Lee Walton County BOCC	



Someone has a new name - Cindy Lambeth is now Cindy Norton. Cindy got married on November 28th.
Congratulations Cindy!



NIGP-CPP Congratulations Tonia Lawson! Tonia has completed the NIGP-CPP Exam Module B and is among the leaders to earn her NIGP-CPP certification from the Institute in 2020.

For more information regarding the NIGP-CPP certification process, visit the NIGP Website <https://www.nigp.org/certification/nigp-cpp>.

welcome

NIGP Mentorship Program: Making Connections, Sharing Advice

"In order to be a mentor, and an effective one, one must care."
 Maya Angelou



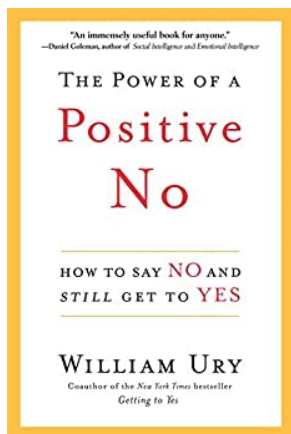
men·tor·ship — is a relationship between two people where the individual with more experience, knowledge, and connections is able to pass along what they have learned to a more junior individual within a certain field.

Mentorship can play a vital role in your career success. The NIGP Mentorship Facebook page is designed to help you by connecting junior members with more experienced practitioners who can offer tips, advice and shared experiences.

The Mentorship Group hosts monthly live virtual events that bring the community together.

Please join us on Facebook. If you have any questions, contact mentorship@nigp.org.

A GOOD READ



The Power of a Positive No: How to Say No and Still Get to Yes
 By William Ury

No is perhaps the most important and certainly the most powerful word in the language. Every day we find ourselves in situations where we need to say No—to people at work, at home, and in our communities—because No is the word we must use to protect ourselves and to stand up for

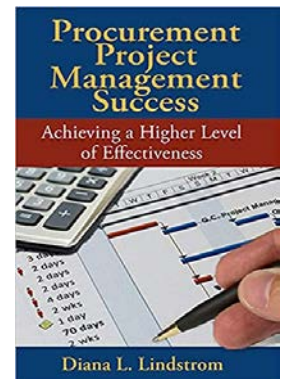
everything and everyone that matters to us.

But as we all know, the wrong No can also destroy what we most value by alienating and angering people. That's why saying No the right way is crucial. The secret to saying No without destroying relationships lies in the art of the Positive No, a proven technique that anyone can learn.

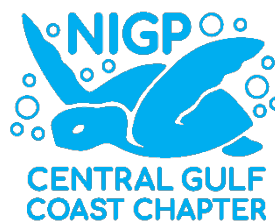
This indispensable book gives you a simple three-step method for saying a Positive No. It will show you how to assert and defend your key interests; how to make your No firm and strong; how to resist the other side's aggression and manipulation; and how to do all this while still getting to Yes. In the end, the Positive No will help you get not just to any Yes but to the right Yes, the one that truly serves your interests

Procurement Project Management Success: Achieving a Higher Level of Effectiveness

By Diana Lindstrom



Based on the author's real world experience during the course of her career in supply management, engineering, and as a project management professional, this unique guide demonstrates a practical and proven approach to using project management strategies, tools, and techniques to consistently create successful procurement practices that go beyond mere cost savings. Procurement Project Management Success integrates supply management best practices and processes with those applicable from the field of project management. It explains how to initiate, plan, manage, and complete both simple and complex procurement projects successfully. Through the use of scheduling, communication plans, risk management and other project management processes, these procurements satisfy stakeholders by setting expectations, continuously communicating status, and getting the best value for the dollar. This book shows project managers all the steps and processes used in procurement, and details for procurement professionals how adding and applying a few project management processes and techniques to their skill set can substantially improve both their company's results and their career opportunities.



The NIGP Class that we are hosting on May 6th is open for registration.

This class in an in-person meeting. If you need a

hotel room for Wednesday night, the group rate at the Sheraton does apply. See Reverse Trade Show info on our website.

GOOD QUESTION

What's the most unusual or unexpected transportation move or logistics project you've been involved in?

The multimodal logistics coordination needed to move two 180-ton locomotives from Houston to Callao, Peru, in the middle of the COVID pandemic, utilizing ship, rail, and road, is one of my greatest professional memories.

- Eduardo Rey, *Managing Director Air & Sea Logistics, DACHSER Peru*

Back-to-school Shopping usually means notebooks or gym shoes. We were contacted in late July by a bedding manufacturer to deliver 10,500 vertical-standing, in-store mattress displays for college students. In four weeks, we trucked inbound, warehoused, cross-docked, built displays, planned outbound, shipped LTL, and zone-skipped pool deliveries into 3,500 Walmart stores.

- Dave Gilbin, *VP, ODW Logistics*

Helping special-needs children through returns processing. A major medical device maker asked us to launch a special returns-processing program to repackage returned, unused glucometers for distribution to special-needs children's camps, to help teach diabetic children how to check their glucose levels. We are proud of our role in helping them stay healthy.

- Ken Bays, *VP Product Development, Inmar Intelligence*

The new Miami Dolphins stadium. Sunset's involvement in the construction of the new stadium in 2015 was the most unusual and complex. It went through so many changes over so many months, like outside vendors canceling work after raw materials were already onsite.

Sunset provided "superload" hauling of fabricated steel from St. Louis down to Miami, which was complex from start to finish for permitting, weight capacity, and tight scheduling. In this project, the supply chain was ever-changing but the deadline was not. It was gratifying to see it all come together.

- Scott Griffith, *Logistics & Project Management Supervisor, Sunset Transportation*

Harvesting crickets. We had a customer who has expertise in alternative sustainable food source and farms insects from hatch-to-harvest. They came to us looking to incubate and harvest live crickets in an AS/RS solution, and we were able to use our products to help them.

- Hasan Dandashly, *President & CEO, Dematic*

In partnership with the NYC Mayor's office, this past spring we moved 150,000+ pounds of essential PPE to warehouses throughout New York City to ensure healthcare workers had adequate stockpiles of materials to protect them while caring for patients with COVID-19. This included masks, gloves, eye protection, and ventilators.

- Lily Shen, *CEO, Transfix*

The Super Bowl. One of our customers supplies office equipment for the event, which means Ryder has not only transported equipment to several venues but also installed it. Essentially, we've helped setup the back office behind one of the biggest sporting events on the planet.

- Steve W. Martin, *SVP, Dedicated Transportation Solutions, Ryder*

Small B2Bs Do Big Business

93% of small to mid-sized B2B companies now conduct some portion of their business online, up from 90% in December 2019.

43% utilize e-commerce, and 8% increase during the same time period in 2019.

63% of B2B companies report conducting some amount of cross-border B2B trade, up from 59% in December 2019.

+8% The amount manufacturers' online B2B trade increased amid the pandemic – twice the rate of the 4% increase in all industries for the same period and tied with retail as the two industries with the most digital growth.

- ALIBABA.COM U.S. B2B Small and Medium Business Survey

New Cooperative Purchasing Organization



SourcingAlliance
AN EQUALIS COMPANY

Here's a new cooperative purchasing organization they we can take advantage of. Equalis Group believes in the power of partnership; when you work together you achieve more. Their leadership team has decades of experience within the public and private procurement environments, with specific experience in cooperative purchasing, supply chain improvement, and relationships that extend throughout the procurement channel. Equalis Groups' utilization of the lead agency model for competitively bid contracts to provide savings and a peace of mind to their members.

The funny thing about buying cooperatives – the fact that you join one seems to convey that you're not big enough, or worthy enough, on your own. Equalis looks at it differently. To them every single participant deserves the same respect, attention and, of course, benefit as everyone else.

Continue to the next page.

Your individual procurement needs deserve just as much thought and guidance. Your challenges and concerns deserve responsive, well-informed support. With Equalis Group, you'll always feel like you, your organization and your goals are as important to them as they are to you.

Membership is open to all public sector entities, including local governments, K-12 schools, higher education and state agencies.

For more information, visit www.equalisgroup.org or contact Derek Anderson, South Representative at danderson@equalisgroup.org

Supplier Spotlight



Looking to dispose your surplus assets, GovDeals is the nation's largest provider of online government surplus auctions with over 2 million surplus auctions sold since our website's launch in 2001. Our best-in-class service enables state and local government agencies to obtain the highest net auction sale prices for their surplus assets, including vehicles, heavy equipment, electronics, furniture, specialty equipment, and much more.

GovDeals provides services to government agencies allowing them to sell surplus assets via the Internet. Each agency has its own auction rules and may be subject to government ordinances. While GovDeals manage the website and software, the transactions occur directly between the buyer and the seller.

For more information, contact Stacey Kurtz, Florida Representative @ 4067.462.5955 or via email skurtz@govdeals.com.

BLACK FRIDAY WINNERS & LOSERS

Shopper trips to brick-and-mortar stores on Black Friday dropped off significantly, down 52.1% from 2019. Online sales, meanwhile, hit a new record at \$9 billion, up 21.6% from 2019. With many retailers opting to close on Thanksgiving Day, physical traffic on the holiday feel nearly 95%.

- *Sensormatic Solutions, Adobe Analytics*



+175% - that's the growth in Best Buy's Q3 digital sales, which benefited

from the retailer's online and omnichannel shopping options. Best Buy CEO Corie Barry attributes the spike in sales to the company's "unique capabilities, including our supply chain expertise."

ONE BILLION DOLLARS

The amount of money U.S. companies importing from China could be missing out on in refunds via Section 301 tariff exclusions.



The deadline is approaching for companies to collect Chinese tariff relief. With two-thirds of Chinese imported goods subject to 30 tariffs, businesses may be leaving a fortune on the table if they don't take action.

- *C.H. Robinson*