



**institute for
supply management**

ISM—St. Louis, Inc.

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Next General Meeting
April 19, 2011

Spazio's

5:30 pm Pre Dinner
6:15 pm Dinner

Buylines

ISM St. Louis

April 2011

President's Message



UPCOMING ELECTIONS

In accordance with Bylaws Section V1 "Elections" this confirms the timeline requirement to provide a proposed Board of Directors for 2011-2012 to the general membership thirty (30) days prior to the annual meeting in April.

The proposed Board of Directors for 2011-2012 fiscal year appears in this issue of Buylines, as well as on the ISM-St. Louis LinkedIn Group. A membership vote, by those members in attendance, will be held at the April

General Meeting. The installation of the new Board will take place at the May meeting.

This is an extremely important process and having you in attendance to cast your vote at the April meeting will be greatly appreciated.

Thank you,
Marty Rutkovitz
President
ISM-St. Louis
president@ismstlouis.org

2011/2012 ISM-STL Board of Director Nominees

In accordance with ISM-St. Louis Bylaws, the following names were presented at the March general meeting, and will be voted on by membership in attendance at the April 19, 2011 general meeting:

- ◆ President: Rebecca Klutho C.P.M., A.P.P
- ◆ President- Elect: Larry Jackson CPSM., C.P.M.
- ◆ Vice President: Andrew Singer C.P.M.
- ◆ Director of Professional Development: Dwayne Yount C.P.M., MBA
- ◆ Director of Marketing: Rhonda Shurtleff
- ◆ Director of Membership: Tom Blair CPSM, C.P.M., CPSC
- ◆ Director of Technology: William Lloyd C.P.M. CPIM
- ◆ Secretary: Patricia Greathouse

April ISM General Meeting

By **Patrick C. Williamson C.P.M.**



On April 19, 2011 at Spazio's we are pleased to bring Stuart J. Vogelsmeier "presenting "Legal Issues Related to Purchasing and Purchasing Contracts"- Stuart J. Vogelsmeier, a partner in the law firm of Lashly & Baer, P.C., who represents a health care group purchasing organization and institutional clients across industries in purchasing and licensing activities, will discuss some of the common legal issues associated with purchasing decisions including, requests for proposals, basic contracting terms, and termination of problematic purchasing arrangements."

Stuart J. Vogelsmeier is a business lawyer and represents health care providers, owner-operated businesses and individuals in Missouri, Illinois and throughout the Midwest. He practices health law, corporate law and estate planning. Mr. Vogelsmeier has been involved in

every phase of the life of business. This includes dealing with structuring businesses, buying and selling businesses, providing regulatory advice, negotiating contracts and leases, structuring joint ventures, as well as providing planning advice to business owners. Health care providers rely on his advice for operating issues such as Medicare compliance, the Stark law, fraud and abuse, group purchasing, joint ventures, tax-exemption compliance, and reimbursement and ancillary services.

He counsels health care providers and business owners on licensure, information systems, risk management, liability protection and zoning, and real estate matters. He also provides business succession planning, estate planning, and asset preservation advice to professionals, business owners and individuals.

Stu earned his J.D. from Washington University School of Law.

We will be having two pre-dinner meetings, continuing the Maxwell Leadership Series and the Procurement Toolbox Sessions. Registration and pre-dinners begin at 5:30p.m. and the main meeting at 6:15 p.m. We hope to see you all there!

What you missed at the March ISM-STL General Meeting !

By Eugene Kattak C.P.M.

In addition to St. Patrick's Day and the arrival of Spring, March also is Supply Management month. Hopefully, this month, your organizations take a moment to recognize the contributions you and your supply management colleagues make toward meeting key corporate objectives.

As usual, Marty Rutkovitz, ISM-STL's President brought the meeting to order by welcoming the speaker, guests and attendees. Rebecca Klutho, President Elect, then took the podium to announce a Spring Seminar offered by APICS-STL at the Westport Lake Chalet in April. She encouraged attendees to check into this event. After Rebecca, Andy Singer, Director of Education, took the microphone and referenced several achievements by members to secure their certifications. He spoke too quickly for me to capture the specifics but the Newsletter typically has a dedicated section to recognize member achievements. Kudos to all! Andy then announced that on May 25th there will be a Seminar on "Deadlock Breaking Negotiations". He added that this is a very popular topic based upon the number of individuals currently registered to attend this session. Go to the ISM-STL website for more details. Andy closed his presentation with a review of the nominees for the 2011/2012 BOD. The election will be held at the April General Meeting. There are several volunteers who will be relinquishing their current BODs positions and I want to thank them for their service to this organization. The 2011/2012 slate of BODs also has several new names and I want to wish them success as they seek to contribute to the advancement ISM-STL.

Pat Williamson, Director of Pro-D, then introduced the evening's speaker, Pat Woods. Pat is an active member in ISM-Dallas and is currently Past President of that chapter. Pat is also the founder of Supply Chain Education. Pat's career has afforded him the opportunity to be both an educator and a supply chain professional. Pat was in town to lead a week-long slate of seminars and instructional events. On Monday, Pat taught Fundamentals of Purchasing. On Tuesday, Pat taught a CPSM Bridge Exam review course. On Wednesday through Friday, Pat led review sessions for the CPSM Exam (Exams 1, 2 & 3). The General Meeting Topic that Pat presented was "Understanding and Implementing 5 Global Best Practices in Supply Management".

Pat started with a review of the definition of Supply Management. It was apparent that Pat values the research and data analysis conducted by ISM as he made frequent reference to ISM based research. Pat indicated that there are a number of "Best Practices" in Supply Management and given a week's time he might be able to cover most of them. In the limits of the General Meeting, he selected to present the following 5: Six Sigma, Total Cost Modeling, Optimize Inventory Investment, Greening Supply Chain and 21st Century Talent Pool.

Relative to Six Sigma in Supply Management, Pat used several examples to illustrate the difference between 99% "Good" and 99.9999% "Better". He then reviewed the four key roles (Sponsor, Leader, Champion and Core Team) and the process (DMAIC) Define, Measure, Analyze, Improve and Control. Although Six Sigma grew out of the Manufacturing Environment, the concepts and tools (Cause and Effect Matrix, Fishbone Diagrams, etc) can apply to Business Processes. Pat concluded his overview of Six Sigma with the statement that "You don't ever graduate from the school of Continuous Improvement because there is always something that can be improved!"

Regarding Total Cost Modeling or Total Cost of Ownership, Pat explained the 3 phases (Pre-acquisition, Acquisition and Post Acquisition). He explained there are several Cost Types and Cost Drivers. Again, please refer to the ISM-STL website for a copy of Pat's presentation. He said by understanding the cost contributors one can more objectively gauge the result of a negotiation and determine if a "good" deal was reached.

Pat then moved the presentation to Optimizing Inventory Investment. He cited an example where an aircraft parts supplier was holding millions of dollars in spare parts to a 1970's jetliner. The excuse for carrying this inventory was "you never know when someone may call and need a part for that plane. However, Pat showed the cost of capital for carrying all that inventory and over time, it was costing more than the parts were worth. He said that companies struggle with striking a balance between prompt customer service and asset management optimization. He touched upon concepts such as J-I-T (just in time), Consignment and VMI (Vendor Managed Inventory). It wasn't necessary to delve deeply into these areas since the room was filled with Supply Management professionals. The take-away from this phase of the presentation was that Inventory Investment and the management thereof is receiving greater attention from Senior Management and Key Decision-makers at most companies these days. This understanding is fundamental to a supply management professional.

Concerning Greening the Supply Chain, the current nomenclature is "Sustainability". Essentially, the concept is leaving things as you found it for the benefit of others that follow. This is both an environmental and social responsibility. Initially, this was about "clean up your mess". Now it's about thinking of alternative ways which may avoid the creation of the "mess" in the first place. This topic is one that stirs up much debate. There's the "hard" cost to be Green and the "soft" cost if we don't go Green. Case in point is the hard cost to use renewable energy as opposed to the soft cost of pollution caused by continue using fossil fuels. This is not going to go away! Green is here to stay!

Finally, Pat indicated that the skill-sets valued by companies and needed by supply management professionals has evolved. Pat showed how the top 9 skills today are expected to change in the future. The message to all was remain current and informed on the trends and best practices and continually seek development opportunities.

Although Spazio provided a very tasty meal, Pat left us with a plateful of "Food for Thought".

I hope you find this summary helpful and I look forward to the prospect of seeing you at the April General Meeting.



2011 St. Louis Supply Manager of the Year Award

By Melissa Orlando, CPSM, C.P.M.

ISM-St Louis is currently accepting nominations for the 2011 St. Louis Supply Manager of the Year Award.

Nominations may be submitted until **April 19, 2011.**

The St. Louis Supply Manager of the Year Award is presented annually to an individual whose persistent efforts have aided the advancement of supply management through ISM-St. Louis.

This award is given to an individual who contributes significantly to the advancement of the supply chain profession through ISM-St. Louis by distinguished service and contribution of time, effort and ability.

Those chosen for the award have also assisted and guided members of the supply management profession in their endeavors.

The St Louis Supply Manager of the Year Award will be presented at the May General Meeting on Tuesday, May 24, 2011.

If you wish to nominate someone who has performed distinguished service for the cause and advancement of supply management as an innovator, community leader, mentor and teacher, please contact Melissa Orlando at

Membership@ismstlouis.org



Achievements !

Congratulations to Lizbeth Schubert and David Schwind for earning their Lifetime C.P.M. in March!

Congratulations to the following members who recently earned their CPSM:
 Kyle Kohlberg, Michael Shearer, Judy Goestenors, Marko Oroz,
 and Douglas Sparr!

February Financial Report

By Max Merz, C.P.M., Director of Finance

In the future, a short financial statement will be included in each issue.

Income Statement

	<u>Month</u>	<u>Year</u>
Total Income	\$5,494	\$15,076
Total Expenses	\$ 380	\$14,828
Net Income	\$5,114	\$ 248

We're right on budget for the year. February was profitable because of deposits for March seminars, and March should be the opposite as we incur expenses for those seminars.

Balance Sheet

Assets

Checking	\$ 55,779
Investments	\$ 99,209
Total	\$154,988
Equity	\$154,988

Investments consist of a Money Market account with a balance of approximately \$25,000 and seven CD's, each valued in excess of \$10,000 and maturing at six month intervals. Three new CD's were just purchased in March. A list of individual investments and their values will be provided in the next report.

Please send questions and other topic suggestions to: Finance@ismstlouis.org

Procurement Tool Box Sessions

By Patrick Williamson C.P.M.

The purpose of the sessions is to provide a venue for members to ask questions of other members about all things "Procurement". These could be questions on RFP's, best practices, policies and procedures, etc. We have an abundant reservoir of knowledge within our affiliate and many new and experienced members could gain valuable insights and information through these 45 minute pre-dinner sessions. Sessions are going to be moderated and we hope this will be of value to those who attend.

If you have a question in advance please send them to Patrick Williamson at:

pro-d@ismstlouis.org





Six Ways to Be More Influential

By Rebecca D. Klutho C.P.M., A.P.P.

1. UNDERSTAND WHAT YOU WANT TO ACCOMPLISH

Influential people are better than most at articulating their goals - whether it be in a meeting, a conversation or an email. This is because they have spent time understanding and refining what it is they want to accomplish. They can explain what achievement of their goals will mean and focus on the most pertinent points and guide others through the set of logical steps they feel are most useful.

2. SEEK SUPPORT BEFORE ACTING

The best influencers are good networkers. They are not necessarily the best communicators but they maintain their relationships with people most likely to affect their careers.

3. EMPATHIZE

Influential people make use of two important observations: people respond better if they are treated like human beings. It is easy to lose the human perspective. It pays to spend part of your preparation for a meeting with senior management on understanding their personal goals and adjusting your presentation accordingly. Second when presenting to senior management, they don't have to buy it, you have to sell it. Link everything you say to why it will benefit them and add energy and enthusiasm.

4. HELP PEOPLE "FEEL" THE PROBLEM

Tell a good story - good influencers understand that if they can't help people feel the extent of the problem, then they will never make any progress with the solution.

5. STAY ABOVE POLITICS BUT DON'T IGNORE IT.

Effective listeners always enlist in the support of their boss, and are careful not to overstep the mark.

6. ENSURE PEOPLE TAKE ACTION

Always make sure there are follow-up steps to any conversation. Always seek positive assent from people that you should move forward with something or, get them to commit to a set of actions that will help you advance your goals

Term of the Day...

ACCREDITED PURCHASING PRACTITIONER

The Institute for Supply Management™ (ISM) created the Accredited Purchasing Practitioner program in 1996 to promote purchasing professionalism among entry-level buyers as well as persons outside of the purchasing/supply management function with full or partial procurement responsibilities. The A.P.P. designation is awarded upon fulfillment of specified requirements: (1) completion of the A.P.P. examination; and (2) two years of work experience, or one year of work experience plus an associate's degree. Experience must include purchasing/supply management responsibility that is professional (rather than clerical) in scope and it can be a secondary part of the applicant's job responsibilities. Reaccreditation is required every five years. Those who are eligible can use the A.P.P. as a step toward earning their C.P.M. designation. Since February 28, 2005, ISM has no longer accepted any new A.P.P. Exam registrations. Those individuals who registered prior to March 1, 2005 will have up to one year to take their A.P.P. Exams. After February 28, 2005, candidates may still register for C.P.M. Exam Modules 1 and 2, which they can use to apply for the A.P.P. If they are interested in securing A.P.P. Original/Original Lifetime accreditation, they will need to apply by February 28, 2007. Individuals already holding the A.P.P. designation may still apply for reaccreditation.

From the Desk of Ernie Goss, Ph.D.:



Many Corporations Oppose Corporate Tax Cuts

Despite a corporate tax rate of 35 percent, U.S. corporations paid an average tax rate of only 26.5 percent the year before the recession. But even this statistic overstates the U.S. corporate tax burden for many.

For example, the Wall Street Journal recently reported that Whirlpool Corporation paid no federal income taxes on its \$18 billion in sales and \$619 million in earnings for 2010. They accomplished this feat by taking advantage of production tax credits ranging from \$75 per dishwasher to \$200 per refrigerator. Thus, Whirlpool was able to stockpile more than \$500 billion in tax credits for making "energy efficient" appliances. Not only did Whirlpool pay no taxes last year, they will carry unused tax credits forward so that they will pay no taxes until many of the overly generous politicians have "left the scene of the crime."

To take additional advantage of U.S. taxpayers and investors, Whirlpool has placed the unused portion of the tax credit on their financial state-

ments as an asset. Thus, any cut in corporate income tax rates will result in a reduction of Whirlpool's assets and net worth since it will lower the value of the tax credit. But Whirlpool is hardly alone in this entirely legal activity.

For 2010, GE paid a corporate tax rate of less than 9 percent on its \$12.2 billion in profits after it took advantage of federal tax credits designed to promote laudable and potentially dubious social goals. IRS data indicate that 493 U.S. corporations with more than \$100 million of 2007 profits claimed an average tax credit of more than \$148 million.

To eliminate this unequal and inefficient tax treatment, Congress should cut corporate tax rates for all, and eliminate the credits for the few. However, I am not optimistic that this will be achieved since favored corporations, lobbyists and politicians derive significant benefits from the status quo.

Opportunities

U.S. Economy Growing & Unemployment at Lowest

The U.S. economy grew at roughly 3% in the fourth quarter of 2010, the stock market is in the midst of a massive two-year rally and the unemployment rate is at its lowest level since April 2009.

Indexes Up

The national ISM index and our regional ISM index both rose for March. In fact the national leading economic indicator climbed to its highest level in 7 years.

More Jobs

The nation's unemployment rate dipped to 8.9% for February while the nation added 192,000 jobs. If this trend continues, "break out the Champagne."

Threats

China Trade Deficit Up

The U.S. trade deficit with China in 2010 rose to a record \$273.1 billion, up from about \$226.9 billion in 2009.

Homes Values Down

Home values in 25 major metro markets declined to their lowest level since 2003. As a result, approximately 23 percent of U.S. homeowners have a home mortgage that is greater than the value of the home.

February Largest Mo. Deficit

The Congressional Budget Office predicts a federal budget deficit of \$223 billion for February, 2011, the largest monthly budget deficit ever recorded.

First Time Claims Unemployment Up

First time claims for unemployment insurance rose by 26,000 last week.



Deadlock Breaking Negotiations Seminar

(Moving from Confrontation to Collaboration, even after they've said No!)

Wednesday, May 25, 2011 8:00 AM - 4:00 PM

Submitted by: Andy Singer C.P.M.

Where: Spazio Westport, 12031 Lackland Road, St. Louis, MO 63146

RSVP Date: Thursday, May 19, 2011

Seminar Summary

There are two different views of or approaches to negotiating. One view holds that negotiating is what we do to defend our solutions or positions, prove we are right, and win. When we take this view, then strategies and techniques for making our opening demands, positioning ourselves, and trading concessions are very important to us.

The other view of negotiating holds that negotiating is what we do to meet both mutual and differing needs, and create mutual understanding and acceptance so that both sides walk away satisfied. When we take this view, knowing how to recognize our own and others' needs and directing a conversation to create mutual understanding and acceptance are very important to us.

This program explains how to accomplish the second view by leading people who are attached to the first view (wanting to be right and to win) into the second view (wanting to meet the needs of both parties).

Tools or Concepts:

- Learn four typical causes that bring negotiations to a point of confrontation
- Learn four techniques to move negotiations to a point of collaboration
- Learn counters to tactics that are designed to put negotiators at a disadvantage

Workshop Outline:

- Understanding of Negotiations and Deadlocks – How we define what we're doing makes a difference
- Negotiation Flow Analysis – Entrance, Exploration, Give & Take and Closing
- Discussion of Deadlock Causes & Breakers – Four typical causes of deadlocks and strategies to move the negotiation along

Breakfast and Lunch will be provided.

ISM - St. Louis Member Fee \$200.00

Non-Member Fee \$250.00

Registration Info:

ISM St. Louis Members: Login and sign up today at www.ismstlouis.org .

Non-Members: Please register using the following link: <http://guest.cvent.com/d/2dqbk/1Q> .

If you have any questions, please send an email to: education@ismstlouis.org .



ISM-St. Louis Member Get A Member Program

The goal of this program is to increase the ISM-St. Louis membership counts through involvement of current members.

Overview

As ISM-St. Louis expands its membership, your toolkit of supply chain contacts, resources, experience database, and knowledge also expands. With each new member, our organization expands in supply chain depth and breadth. Because of this, we've devised a way for you to help yourself and fellow members expand their toolkits and for you to gain rewards at the same time . . . thus let me introduce the ISM-St. Louis Member Get A Member program.

Program Details

We'd like for you to help ISM-St. Louis grow its membership and as a thank you, we're going to reward you for those efforts. For every three (3) new members that you recruit (the new member must sign up for a one-year paid membership) between now and June 30, 2011 we'll allow you to choose a thank you gift of your choice from the selection on the left.

Thank You Gifts

- Four (4) passes to the St. Louis City Museum
- "Zoo Goer" St. Louis Zoo Membership
- Golf certificate to Crystal Springs Quarry
- "Garden Member" Missouri Botanical Gardens Membership
- One (1) hour massage from Massage Envy
- Wine Tasting Party
- Subscription to a monthly magazine (*restrictions apply*)

Get Started Now!

To begin participation in this program, send us the name of your first recruit and we'll keep track of your progress towards your thank you gift. Email us at Membership@ismstlouis.org

Thank You,
ISM-St. Louis Director of Membership

The Warning Signs of Career Disaster

By Deborah Walker,
Certified Career Management Coach

Many of us have recurring dreams. Mine is that I'm driving down the freeway and can't read the road signs until I've missed an important exit. Fortunately, it's just a dream. But many people have trouble reading signs—not road signs, but career warning signs.

A career warning sign is any change that indicates possible career disaster. While warning signs may vary according to employment situations, there are three basic warning signs to look for.

Warning Sign #1: Sales are down in your company.

While not everyone in an organization is involved with sales, all jobs are affected by sales levels. When revenues decrease, profits are held steady by cutting costs, which often means cutting jobs. Protect yourself by paying attention to your company's sales.

While not all employees are privy to sales numbers, there are ways of finding pertinent financial information. Public companies must publish financial statements. And employees of non-public companies can also read the signs of declining sales, like:

- Work load decline
- Boss suddenly concerned about small costs, like pens and copy paper
- Sales manager was fired or sales department reorganized

Alert employees are sensitive to such indicators. They keep their resume updated at all times and cultivate a growing professional network for potential future job leads.

Warning Sign #2: Management changes.

Any management change has the potential to damage your corporate position. Be watchful during:

- Mergers and acquisitions
- Successive short-term management (e.g., three bosses in two years)
- Retirement or replacement of senior management

Wise employees listen closely to new-management rhetoric. Is he making dramatic promises? Does he have a reputation as a job cutter? The first announcement of new management is the time to prepare your resume and cautiously explore outside options.

Warning Sign #3: You've lost favor with your boss.

While "gut feelings" are often the first warning, some objective indicators are:

- A less-than-exemplary performance review
- No performance-based salary increase
- Smaller than expected year-end bonus
- Your input is not requested at planning meetings
- Your suggestions are ignored

If you sense your position on the corporate totem pole is falling, trust your gut. When jobs are at stake, yours will be one of the first sacrificed. Prepare your new career plan.

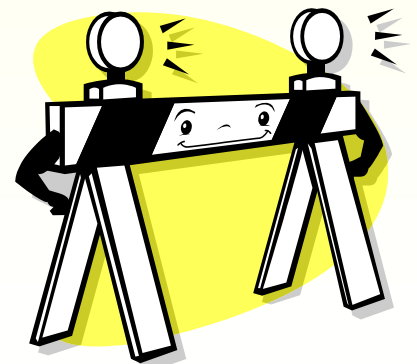
These warning signs may seem obvious, but they are often ignored by those who fear change. Rather than take action, they lean on false hope that loyalty to the employer will pay off in the end.

Those who practice career management never confuse company loyalty with aversion to change. When career warning signs appear on the horizon, read the signs clearly so that you're ready for the next exit with a strong resume, career plan, and interview skills.

Deborah Walker,
Certified Career Management Coach

Read more career tips and see sample resumes at:

www.AlphaAdvantage.com
email: Deb@Alphaadvantage.com





We're Looking for Corporate Sponsors!

As an organization of supply chain professionals in the St. Louis metropolitan area with approximately 300 professional members and over 160 companies represented. By becoming a Corporate Sponsor, your company will gain exposure to supply management decision makers and provide them easy access to your website. ISM-St. Louis is part of a network of over 40,000 members of the Institute of Supply Management (www.ism.ws) sharing supply management information and best practices.

\$200.00 per year

This rate includes your logo on the ISM-St. Louis website (www.ismstlouis.org) sponsor page with a hyperlink to your website. It also includes your company logo on a special sponsor page in our monthly newsletter the : Buylines!

Advertising space is on a first-come, first served basis. ISM-St. Louis reserves the right of placement based on space limitations.

Corporate Sponsor is responsible for submitting advertisement via electronic file.

So how do you become a Corporate Sponsor?

Interested persons or companies should contact J. Mark Bean by email at corporatesponsor@ismstlouis.org or by calling 314-646-7442. Fax: 314-646-7442. You may also contact the ISM-St. Louis Marketing Director at marketing@ismstlouis.org

ISM-St. Louis, Inc.



Career Bank Spotlight !



For details on this posting, go to www.ismstlouis.org!

Reckitt Benckiser, St. Peters, MO,
has an immediate opening for a
"Materials Planner"

To post opportunities onto the ISM-St. Louis website,
send a full job
description along with contact information to:

jobpostings@ismstlouis.org

Note: If your firm is currently seeking Supply Management professionals, please encourage the use of ISM-St. Louis' Career Bank! It's a **FREE** service and can target approximately 300 Supply Management professionals in the immediate area!

ISM Member Benefits



eSide Supply Management is a bimonthly e-publication for up-and-coming supply management professionals. It offers tons of information you can use on the job, often immediately — career advice, research results, international business tips, social responsibility updates and more.

Purchasing & Supply Sourcing Guide



Easy-to-use tools and data to prepare for negotiations and strike better deals. ISM members are entitled to a 60-day trial membership, and savings if they decide to join.



Inside Supply Management® is the authoritative resource for supply management executives, focusing on leadership strategies and trends

Upcoming Seminars

This is the list of ISM seminars for the month of April 2011. For seminar details, please call the ISM Customer Service Department at 800/888-6276 or +1 480/752-6276, option 8, or visit the ISM Web site at www.ism.ws and select Education — Seminars, Conferences, then Seminars and then [Public Seminars](#).

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism # 4527	April 4 - 6, 2011	Atlanta, GA
Finance Week 2011: Fundamentals through Advanced Concepts # 4518	April 4 - 8, 2011	San Diego, CA
Legal Aspects of Supply Management: The Basics You Need to Succeed # 4390	April 11 - 13, 2011	San Francisco, CA
Fundamentals of Inventory Management (formerly Principles of Effective Inventory Man-	April 14 - 15, 2011	Tampa, FL
Contracting for Purchasing and Supply Management: Beyond the Basics #4503	April 18 - 19, 2011	Dallas, TX

Can't get away?

Take an online course at the ISM Knowledge Center. Visit www.ism-knowledgecenter.ws for a list of self-directed online courses that are available all day, every day. All you need is a computer and access to the Internet. Explore the Knowledge Center today to find classes that are available on your schedule.



ISM Web Seminars

ISM presents numerous Web-based seminars throughout the year. Join us to learn about new trends that affect your role in supply management. Participate from any location — all you need is a computer with an Internet connection, speakers and/or headphones. Earn one (1) Continuing Education Hour (CEH) for each live Web Seminar session you attend—And, keep up with the latest developments in supply management

96th Annual ISM International Supply Management Conference Registration

May 15-18, 2011—Orlando, FL

As the first and the most respected supply management institute in the world, the Institute for Supply Management™ (ISM) is pleased to present the 96th Annual International Supply Management Conference and Educational Exhibit. Join us this year as we travel to Orlando, for four days of supply management professional development, training and networking.

Attend the Conference and meet the best and the brightest in supply management. Workshop presenters represent successful practitioners and experts in the field. This is your chance to find out what works, who is best-in-class and how you can gain a competitive advantage.



Sidney Johnson, CPSM
Vice President, Global Supply Management
Delphi Corporation

Opening Session
Sunday, May 15
2:00 p.m.-3:15 p.m.



Anthony S. Nieves, C.P.M., CFPM
Chair
ISM Non-Manufacturing Business Survey Committee

Business Survey/Economic Outlook Presentation
Tuesday, May 17
7:45 a.m.-10:00 a.m.



Daniel Burrus
Technology Futurist and Business Strategist

Luncheon
Monday, May 16
12:00 p.m.-1:30 p.m.



Norbert J. Ore, CPSM, C.P.M.
Chair
ISM Manufacturing Business Survey Committee

Business Survey/Economic Outlook Presentation
Tuesday, May 17
7:45 a.m.-10:00 a.m.



William Dunkelberg, Ph.D.
Professor, Economics
Temple University

Business Survey/Economic Outlook Presentation
Tuesday, May 17
7:45 a.m.-10:00 a.m.



Arianna Huffington
Co-Founder and Editor-in-Chief
The Huffington Post

Closing Brunch
Wednesday, May 18
10:15 a.m.-11:30 a.m.



David Hensley, Ph.D.
Executive Director and Global Economics Coordinator, Economic Research Department
J.P. Morgan

Business Survey/Economic Outlook Presentation
Tuesday, May 17
7:45 a.m.-10:00 a.m.



April 15, 2011	Save US\$70 when you register by this date.
April 20, 2011	CPSM® or CPSD™ Exam registration deadline — Space is limited. Be sure to register early.
May 2, 2011	ISM begins mailing the Conference badges. Use the Express line when you bring your badge with you to Orlando.
May 12, 2011	Pre-Conference Seminars begin.
May 15, 2011	Conference begins.
May 18, 2011	Conference closes.

Register online:
www.apics-stlouis.com
 Email:
reservations@apics-stlouis.com
 Call: 636-695-4103

R.A. (Bob) Stahl
 Biographical Sketch

Bob Stahl has spent the last 30 plus years as a practitioner and coach developing leading edge processes for manufacturing, logistics, and supply chain management. He is a teacher, writer, and S&OP Coach with an extremely strong record of success. Bob has worked with many of the world's leading corporations and has coauthored six books – including Sales & Operations Planning – The How To Handbook, 3rd Edition, and Sales & Operations Planning – The Executives' Guide. Three of his books are used in the APICS certification program. He is S&OP Editor for the Foresight Journal of the IIF (International Institute of Forecasters) and writes a quarterly column on S&OP. He also heads up the consulting practice for TF Wallace & Company.



EXECUTIVE S&OP: HOW TO IMPLEMENT APRIL 13, 2011

The evolution of Executive S&OP over the last twenty or thirty years has made it one of the most leveraged things a company can do. Although its technology has gotten simpler and better, the implementation remains a tough job. This is because it involves changing the way things are done. It's not doing what you do better, but rather doing something different to be better.

This one-day workshop will present and discuss the low cost, low risk, high impact, quick results path to success that Bob Stahl has developed to successfully implement Executive S&OP every time if followed faithfully.

Bob's book, Sales & Operations Planning—The How To Handbook, 3rd Edition, will be the foundation for this workshop and will be handed out to all attendees.

Seminar Outline:

- ◆ What is Authentic Executive S&OP?
- ◆ What are the benefits?
- ◆ What's top management's role?
- ◆ How does it work with examples?
- ◆ How to get started with implementation
- ◆ Successful Implementation Path:
- ◆ Low Cost, Low Risk, High Impact, & Quick Results
- ◆ Implementation roles & responsibilities
- ◆ Open questions & answers

7:45-8:15 Registration

8:00-8:15 Chapter remarks, Intro and hand out material

8:15-12:00 Morning Session

12:00-1:00 Lunch

1:00-4:00 Afternoon Session

4:00-4:30 Q&A

Cost is \$295 for non members. \$195 for APICS St. Louis Chapter members (Includes continental breakfast, lunch, seminar workbook and text book)
 10% Discount for 3 or more registrants from the same company.

Registration information at top of page.

Location: Sheraton Westport — Plaza Tower



Welcome New ISM-St. Louis Members

ISM-St. Louis welcomes our recent new members.
Thank you for your participation

New Regular Members:

Stephen Tranchilla

Lonza Bufford, Jr

Ameren Services Co.

Paul Kenney

Ameren Services Co.

Academic : 4
Associate: 10
Dues Free: 3
Life: 18
Student: 8
Regular: 226
Volume: 17

Total: 284

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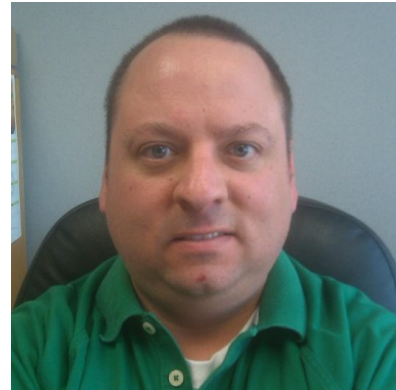
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<http://www.ameren.com/>

Hello my name is

Steve Tranchilla
Supply Chain Specialist
sanofi-aventis



ISM-St. Louis: Tell us more about sanofi-aventis?

Steve: Sanofi-aventis is one of the largest pharmaceutical companies in the world, known for products such as Plavix, Ambien, and Allegra. Our site is a packaging operation, we package pharmaceuticals and devices for trade, retail, and samples for several regions and markets. We specialize in packaging bottles, blisters, and secondary packaging.

ISM-St. Louis: What do you do at sanofi-aventis?

Steve: I handle all of the purchasing for our site, both direct packaging materials and indirect spend. I also manage our business with 3rd party customers and partners such as GlaxoSmithKline and Bristol-Myers Squibb.

ISM-St. Louis: What is your degree in and where did you receive it?

Steve: I have a BS from the University of Missouri – Columbia in Consumer Economics, and an MBA from the Olin Business School at Washington University. I am also a certified Six Sigma Greenbelt and am in the process of attaining by CPSM designation.

ISM-St. Louis: What industries have you been in and how did you get to where you are today professionally?

Steve: I have worked in purchasing for several industries including a steel tube manufacturer (Excaliber), and HVAC valve manufacturer (Emerson Climate Technologies), a news and IT services company (Reuters), and a pharmaceutical company (sanofi-aventis).

ISM-St. Louis: What is your life like outside of work?

Steve: I am married with two children (a 3 year old boy and 1 year old girl) with a third child due in October. In the very little free time I can get I love to golf and go boating, fishing, and hang out at the Lake of the Ozarks.

ISM-St. Louis: If you were to provide “Words of Wisdom” . . . a piece of purchasing/procurement advice for others, what would it be?

Steve: EVERYTHING is negotiable.

ISM-St. Louis: What is one thing that is unusual / interesting about you or that others wouldn't suspect of you?

Steve: In my 33 years, I have lived in 15 different houses / apartments in 4 different cities in the US, and I am NOT from a military family.

Hello my name is



Paul Kenney
Strategic Sourcing Analyst
Ameren Corporation

ISM-St. Louis: Tell us more about Ameren?

Paul: Ameren is a Fortune 500 energy company serving customers in Missouri and Illinois with electricity and natural gas.

ISM-St. Louis: What do you do at Ameren?

Paul: My current responsibilities include leading large-dollar sourcing projects for capital equipment and services at our generation facilities in Missouri and Illinois.

ISM-St. Louis: What is your degree in and where did you receive it?

Paul: I received my B.S. in Business Administration with an Economics concentration from St. Louis University in 2004. I am currently pursuing my M.B.A. at SLU with an expected graduation in the spring of 2012.

ISM-St. Louis: What industries have you been in and how did you get to where you are today professionally?

Paul: I have four years of experience as an Acquisitions Officer in the Air Force at Los Angeles AFB in El Segundo, CA. During that time I was responsible for the evaluation, negotiation and management of missile defense contracts for a Government satellite program. I led a cross functional team of engineers, contract specialists and budget analysts that managed and executed contract objectives. I left active duty as a Captain in September 2008.

ISM-St. Louis: What is your life like outside of work?

Paul: I'm married and enjoy skiing, biking, traveling, and Cardinals baseball.

ISM ST. LOUIS					
Professional Development					
2010-2011 CALENDAR					
<u>Date</u>	<u>Location</u>	<u>Speaker</u>	<u>Topic</u>	<u>Fundamental Pre-Dinner 1 Topic</u>	<u>Advanced Pre-Dinner 2 Topic</u>
April 4/19/2011 5:30 p.m. Pre Dinner 6:15 p.m. Dinner	Spazio's	Stuart J. Vogelsmeir	Legal Issues Related to Purchasing and Purchasing Contracts Election of Officers	Procurement Toolbox Sessions	John Maxwell The 17 Indisputable Laws of Teamwork
May 5/24/2011 6:15 p.m. Dinner	Spazio's	Michael Babineaux	Supply Manager of the Year Award Leading Teams (A lot like herding Cats) Past Presidents Installation of Officers	Procurement Toolbox Sessions	John Maxwell The 17 Indisputable Laws of Teamwork
