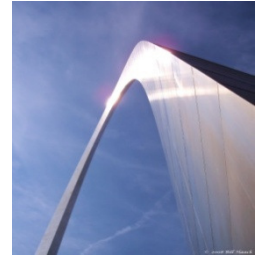


Buylines



of the Institute for Supply Management - St. Louis, Inc.

April 2010

PRESIDENT'S MESSAGE

BENEFITS of ISM MEMBERSHIP

I recently spoke with a member whose management asked this person to justify their continuing support of employee membership in ISM-St. Louis.

Besides the two major purposes of education and networking, I would like to share with you three equally important benefits: Recognition, Opportunity, and Confidence.

Recognition in being active in your profession speaks volumes to coworkers, colleagues, customers and others with whom you interact every day.

Continued on Page 2

Logistics Challenges Facing an International Cruise Line by Tim Rand

Please join us for the April General Meeting on **April 20, 2010** at the **Spazio's**. Registration begins at **5:30p.m.** and program commences at **6:30p.m.**

Tim Rand is an IT strategist that has successfully built high performance teams over his career. Most recently as Chief Information Officer for Silversea cruises, he and his team won the "Best Use of Technology" award from the South Florida Business Journal. He quickly builds credibility with other operating groups through a keen understanding of the broad range of operating activities from reservations to logistics to property management to accounting and sales support. Having worked extensively in hospitality and healthcare, he brings to any firm a strong hospitality sense of how you treat your customers, just as he brings the rigor and accuracy required by healthcare. Through international work experience throughout Europe, Asia and South America, Tim has developed an ability to motivate teams across the range of cultural and business differences around the globe. He led the technical efforts for the refitting of the Silversea Prince Albert II, the first cruise ship to have a fully converged network (Voice/Data/Video all on a common IP platform). Tim previously worked as Chief Information Officer for Adam's Mark Hotels.

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PRESIDENT's Message

continued. from page 1

Opportunity here means the ability to access other supply management peers, education, research, standards of excellence, influence building, and information from the largest purchasing and supply management library around.

Confidence results from knowing that you are part of the oldest and largest professional supply management organization in the world, with more than 40,000 members in 80+ countries around the globe.

As always, I conclude with this: We ENCOURAGE you to attend upcoming events; we WELCOME your ideas and suggestions to make us a more meaningful organization; we NEED your active participation in any capacity, particularly on a committee or even joining the Board.

Thank you.
Marty Rutkovitz
President

He holds a BA in Computer Science from St. Andrews College.

We will also have two pre-dinner meetings starting at 5:30 p.m. We will be continuing the Maxwell leadership series and Bob Bielecki will present on Supplier Ratings from a Supply Chain Perspective.

Our final presenter this year on May 18th will be Scott McBride. He will speak on Phased Approaches for Larger Spend Analysis Projects. This is also Past Presidents Night and we will be installing the New Officers for the Board. Don't miss out on what promises to be a great evening. See you at Spazio's.

By Patrick Williamson, C.P.M.

April Pre-Dinner

Maxwell Leadership Series
Laws 13,14 and 15
and
Bob Bielecki on
Supplier Ratings from a Supply Chain
Perspective

Next Month! May Dinner Meeting

**Topic: Phased Approaches for Larger Spend Analysis Projects
by Scott McBride**

When: Tuesday, May 18 at 5:30 pm

Where: Spazio's

2010/2011 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 20, 2010 general meeting:

- Director of Education - Dan O'Connell, CPSM, C.P.M.
- Director of Finance - Max Merz III C.P.M.
- Vice President - Larry Jackson, CPSM, C.P.M.
- President Elect - Rebecca Klutho, C.P.M.
- President - Marty Rutkovitz

ISM STL Awards

“Supply Manager of the Year Award”

Each year the Institute for Supply Management (ISM) St. Louis, awards’ a “St. Louis Supply Manager of the Year Award” to an individual who’s persistence and efforts have aided in the advancement of ISM - St. Louis. ISM - St. Louis is dependent on the volunteerism of our members and their leadership.



The board of ISM - St. Louis recognizes how critical it is that we have members willing to take on “running the operations”, the projects and events of our organization.

Our volunteers give selflessly of their time to set up our meetings, write our newsletter articles, set up seminars, give and coordinate C.P.M./CPSM reviews, attend board meetings, do accounting, get the taxes done, keep the Bylaws current, update the website, work with employees’ on the career board.....and the list goes on.

The last couple of years have been very challenging to all of us. Our jobs are more demanding now than ever. Many of us have taken on additional roles and responsibilities at work. The bar keeps getting set higher and higher every year. There’s no doubt about it - we are all very busy. This highlights the importance of volunteers who are challenged at work but still make time for their volunteer efforts.

There was one person in particular who not only used their skills as procurement professional but spent a lot of time and perseverance to assist ISM - St Louis to reach a

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Supply Manager...continued from page 3

new level of service to the organization. Some examples are:

- Initiative – learning the CVent Tool & utilizing it more for additional functions.
- Creativity – looking for new solutions and always ready to help
- Teacher – hosting pre-dinners
- Leadership - pivotal part of the initial team that led the build out to laying the strong foundation for ISM – St. Louis Technology team going forth
- Action-oriented - organized, directed and lead committees

And while executing all these endeavors, our nominee also took the time to receive her CPSM®. As you all know, the CPSM® is the credential that surpasses the demands of the international marketplace with multi-faceted skills in areas such as supplier relationship management, commodity management, risk and compliance issues and social responsibility.

Our nominee has been in the supply management field for several years and has been involved in ISM - St. Louis for over 2 years as a board member. Her discipline helped bring ISM - St Louis where it stands today. Her leadership, both in thought and action has been an inspiration to everyone who has worked with her.

Thank you for your tremendous contributions to ISM-St. Louis. We congratulate you and wish you the best as you embark on your next exciting adventure. Your achievement is an example to us all.

Please help me congratulate **MELISSA ORLANDO, CPSM, C.P.M.**, as **ISM-ST.LOUIS SUPPLY MANAGER OF THE YEAR.**

ISM Revised By-Laws by Rebecca Klutho

On January 14, 2010, the ISM membership approved the modification of ISM's Regular membership criteria to allow any person interested in the supply management field to be a Regular member of an Affiliated Association, provided that person does not solicit business on behalf of such person or his or her employer during meetings of any ISM activity. This modification removes the current restriction on persons who are primarily engaged in sales activity.

Please be aware that the ISM Board strongly advocates and stresses the continued restriction on using ISM Membership as a method of active solicitation or sales.

Regular Members shall be defined as follows: A person shall be eligible to be a Regular member of the Association who satisfies the eligibility requirements of a Regular member of an

Continued on Page 5

Affiliated Association as defined in the bylaws of the Institute for Supply Management, Inc™ (ISM), as amended from time to time. Regular members of this Association shall have the right to cast one vote on all questions which require a vote of the Regular members of this Association other than those Regular members who, pursuant to the ISM Bylaws, as amended from time to time, do not have voting rights.

Changes and revisions were submitted to ISM for review and approved. In accordance with Article 3 Section 1, Amendment, notification is hereby provided to our membership.

Ratification of the amended By-laws, was requested & approved during the March 23, 2010 meeting.

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

By Eugene Kattak, CPSM, C.P.M., Career Bank Facilitator

The March General Meeting was held jointly with SLMBC (St. Louis Minority Business Council). ISM-St. Louis and SLMBC has been holding joint meetings for approximately 5 years now. Although traditionally held in February, the decision was made to move the meeting to March to coincide with Supply Management Month. What better time to discuss Supplier Diversity programs than Supply Management Month?

The meeting commenced with ISM-St. Louis' recognition of new members. Then attending ISM-St. Louis members voted to accept the recent Bylaws change affecting membership at ISM International. To close out the business portion of the meeting, ISM-St. Louis announced the recipient of the Supply Manager of the Year award, **Melissa Orlando, CPSM, C.P.M.** Kudos and congratulations on a well deserved award for her contributions to ISM-STL.

The guest speaker for the meeting was **Christina Foster, SPHR**, VP Strategic Relations and Diversity with ISM. Christina provided an overview of her recent activities and reminded attendees of upcoming Professional Development events. Christina advised that ISM is working aggressively with several centers of higher education to establish a Supply Management degree program designed to both prepare the next generation of supply management professionals and advance the development of supply management leaders. Christina advised that ISM is expanding activities within Russia and China as these countries represent emerging regions.

Christina then spoke to the current business climate. She acknowledged that supplier and employee rationalization continues to trend throughout the marketplace. The global economy is slowly improving. Did I mention she said "slowly"? So how does that affect Supplier Diversity Programs? Admittedly, the pressures to meet the day-to-day business needs may shift the focus away from Diversity programs. However, Diversity programs have a place within all organizations because "Diversity programs make good business sense".

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What you missed ... *continued from page 5*

What is a diverse supplier? Diverse suppliers can be categorized as follows: MBE - Minority-owned Business Enterprise; WBE - Women-owned Business Enterprise; VO - Veteran-owned; HUB - Hub Zone Business; SDBE - Small Disadvantaged Business Enterprise. Christina cited McDonalds, IBM and Xerox who were recently recognized as leaders in Supplier Diversity programs. She said McDonalds channels a significant amount of spend through Diverse Suppliers. They serve as an example of how to intertwine a Supplier Diversity program into a comprehensive Supply Management Strategy to advance the success of the organization.

Christine said that companies typically fall within 1 of 3 stages. Stage 1 is "Get started". Stage 2 is "identify opportunities, measure and track progress". Stage 3 is "demonstrate a program's contribution to innovating the organization". Whose job is it? Christina said it's everyone's job, but it is crucial that Leadership embrace Supplier Diversity Programs in order to infuse cultural transformation into supply management strategies.

Christina announced that Supplier Diversity is so highly regarded as a value proposition that ISM will be rolling out a Supplier Diversity Certification program. Individuals will need to acquire their CPSM designation and then can further their credentials by obtaining their Supplier Diversity certification. Christina concluded her presentation with a reference to the fact that Missouri has over 120K and the St. Louis area has 4700 Diverse Suppliers. She encouraged attendees to contact SLMBC and other organizations who can assist in bringing customers and diverse suppliers together.

Christina's presentation was followed by a lively Q&A session.

Sorry you missed the meeting. Perhaps we will see you in April?



The St. Louis Gateway Chapter of the NCMA (National Contract Management Association) will present a seminar on "The 100 Worst Mistakes in Government Contracting."

Location: The Boeing Company, Building 110

Date: Tuesday, April 13, 2010

Duration: 8:00 am – 4:30 pm,

Check-In: Begins at 7:30 am

For questions, please contact Rick Anzelone of NCMA, St Louis Gateway Chapter, at (314) 553-4757

SURVEY: RISK MANAGEMENT IN THE SUPPLY CHAIN

To our members:

ISM – St. Louis has developed a strong relationship with the St. Louis University Center for Supply Chain Management Studies (CSCMS). We participate as a member of the CSCMS Steering Committee and as part of our mission statement support educational efforts to design, develop and conduct new academic programs that enhance the understanding of Professor of Supply Chain Management and Director of the Center of Supply Chain Management Studies at St. Louis University. Dr. Kwon is requesting our support in responding to an on-line survey of Risk Management in Supply Chain Operations. This survey was developed to explore an issue of top concern in supply chain execution. It takes just a few minutes to complete the survey.

The objective of this survey is to study the nature of risk that you and your organizations face in operating supply chain management and formulate appropriate mitigating strategies. Although risk poses a serious threat to supply chain operations, very little is known how to assess such threat and prepare mitigation strategies. This study attempts to assess the sources of such threats and formulate a comprehensive mitigation plan.

The survey is geared primarily to companies that operate their own supply chain, and therefore it may not apply to some of our membership. However, if you have been involved in supply chain operations and believe your comments can add value to this research project, then I encourage you to participate.

This is a voluntary, confidential, and secure survey. Respondent names and identities will remain anonymous. Results of the survey will be provided to ISM-St. Louis for publication.

We have listed the **survey link** on www.ismstlouis.org home web page on left hand side under Calendar/Events.

Thank you,
Marty Rutkovitz
President



ISM Chicago - Free Lunchtime Learning Webinar: Developing a Category Strategy, Presented by Bravo Solution Account Manager David Kass

ISM Chicago - Lunchtime Learning Webinar: Developing a Category Strategy
Presented by Bravo Solution Account Manager David Kass
Wed, Apr 7, 2010 from 12:00 PM - 1:00 PM

Register for this event at www.ism-chicago.org

Free to the first 30 registrants (1.00 Hour Continuing Education Credit "CEH"):

Establishing a sound sourcing approach for addressing your category is essential to the success of each sourcing project. Is yours a category where a simple auction will suffice, or does it call for a more robust approach? Who are your key stakeholders, and how will you address their priorities? What are the price and non-price factors you'll need to consider? How will you invite the right set of suppliers to balance price competition with consistency of product?

Join BravoSolution Account Manager David Kass to learn more about how to develop a category strategy that will produce maximum results for your category sourcing effort.

Technical details will be sent to registrants prior to webinar.

No cost but limited to the first 30 registrants.

Welcome New ISM-St. Louis Members

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

Academic: 3
Regular: 241

Associate: 11
Student: 5

Dues-Free: 6
Volume: 9

Full: 5
Total: 298

Life: 18



New Regular Members:

Douglas Distelrah

Emerson Process Mgmt

Randy Rowe

Ingersoll Rand

William Llyod

National Instruments

Andrew Gonzales

Nooter Construction

Ching-Gwo Ho

Ameriwood Industries

Dan Myer

Nestle Purina

Tina Schreiber

Express Scripts, Inc.

Hat's Off!!!

New CPSM

Deborah Randolph of Watlow Electric



Please contact Cindy Wessel at 314-983-9877 or ismstl@sbcglobal.net with news about yourself or your company.

Current Career Bank Postings

Position	Industry	Location
Contract Administrator	Technology	St. Louis, MO
Purchasing Mgt Team Member, Supply Chain Symphony	Healthcare	St. Louis, MO
Central Regional Supplier Manager	Energy - Utilities - Gas - Electric	St. Louis, MO
Materials Supply Manager	Food	St. Louis, MO
Specialist, Procurement Sr.	Biotechnology / Chemical	St. Louis, MO
Sr. Buyer	Healthcare	St. Louis, MO
Senior Commodity Manager - Energy	Paper and Packaging	Longview, Wa
Sr Contract Manager	Healthcare	St. Louis, MO
Sr. Procurement Sourcing Manager	Healthcare	St. Louis, MO

For more [listing and details](#) on the above postings, go to www.ismstlouis.org

To post opportunities onto the ISM-St. Louis website, please complete the Career Bank Form and submit 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!

UPCOMING ISM SEMINARS

Below is the list of ISM seminars for the months of April and May 2010. 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](#).

April 2010		
CPSM [®] Exam Review Course #4250	April 21-23	San Diego, CA
CPSM [®] Bridge Exam Review Course #4244	April 22-23	San Diego, CA
CPSM [®] Train-the-Trainer: Review Instructor Courseware Program #4302	April 22-23	San Diego, CA
Driving Down Costs Through Cost/Price Analysis #4509	April 22-23	San Diego, CA
Legal Negotiations #4276	April 22-23	San Diego, CA
How to Develop and Manage a Supplier Diversity Program #4323	April 24	San Diego, CA
May 2010		
Administering Contracts: From Start to Finish #4306	May 10-11	Chicago, IL
Finance for the Supply Management Professional #4515	May 12-14	Minneapolis, MN
Best Practices in Procurement #4462	May 17-19	San Francisco, CA
Power Negotiations: Unlock Your Powers of Influence and Persuasion #4570	May 19-21	Tampa, FL
Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism #4522	May 24-26	Baltimore, MD

ISM Events Calendar 2009/2010

<u>Month</u>	<u>Date</u>	<u>Event</u>	<u>Time</u>	<u>Location</u>
Apr-10				
	13	Board of Director Meeting	5:30	J Bucks
	20	GENERAL DINNER MEETING Speaker - Tim Rand Topic: Logistics and Transportation *Election of Officers* Pre-Dinner	5:30	SPAZIO'S
			5:30-6:15	
May-10				
	11	Board of Director Meeting	5:30	SPAZIO'S
	18	Speaker – Scott McBride TOPIC- Phased Approaches For Larger Spend Analysis Projects Pre-Dinner Seminars <u>Maxwell Leadership Series</u> Laws 19,20 and 21 <u>Managing Virtual Teams</u> Past Presidents Night Installation of Officers	5:30 5:30 5:30-6:15 5:30-6:15	SPAZIO'S SPAZIO'S Cindy Wessel

OFFICERS AND DIRECTORS July 2009 – June 2010

<p>President Marty Rutkovitz President@ismstlouis.org</p> <p>President Elect Rebecca Klutho, C.P.M., A.P.P. PresidentElect@ismstlouis.org</p> <p>Vice President Larry Jackson, CPSM, C.P.M. Vicepresident@ismstlouis.org</p> <p>Secretary Pat Greathouse Secretary@ismstlouis.org</p> <p>Director of Finance Larry Jackson, CPSM, C.P.M. Finance@ismstlouis.org</p>	<p>Director Education Dan O'Connell, CPSM, C.P.M. Education@ismstlouis.org</p> <p>Director of Membership Melissa Orlando, CPSM, C.P.M. Membership@ismstlouis.org</p> <p>Director of Professional Development Patrick Williamson, C.P.M. Pro-D@ismstlouis.org</p> <p>Director of Marketing Cindy Wessel, C.P.M. Marketing@ismstlouis.org</p> <p>Director of Technology Keith Nokes technology@ismstlouis.org</p>
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