



ISM St. Louis

DECEMBER 2010/  
JANUARY 2011

# Buylines

**Next General Meeting**  
**February 22, 2011**  
**Spazio's**  
**5:30 pm Pre Dinner**  
**6:15 pm Dinner**

## President's Message

### **Help Wanted –Step Right Up!**

Have a desire to influence others? Feel like you can make a difference? Not sure how much time you can invest or where to start? Think you may not be qualified?

Let us help by saying that you have started by reading this.

Step 1 is to be a member of ISM.

Step 2 is deciding if any of the 1<sup>st</sup> paragraph adjectives fit you.

Step 3 would be to determine your interest level in say...."I have some ideas on where our profession is going and want to help in selecting relevant and timely topics and speakers to our members" ..... or...."I've seen really unique marketing tools for other

professional associations and perhaps it can be applied to our website or Buylines".....or..... I often get asked about ISM, are there education or networking events available, and I am not always sure I have all the answers to what we do so could I get more involved in working with members or help attracting new members?"...of course the answer to all is yes. The Professional Development Committee, Marketing Committee, and the Membership Committee, all have a need for you. Time involved is really up to you but typi-



cally a couple hours a month at most.

Step 4 is the easiest part which is to contact myself or any BOD to discuss.

Thank you.  
Marty Rutkovitz,  
President

## Officers and Directors

**President**  
**Marty Rutkovitz**  
**President@ismstlouis.org**

**President Elect**  
**Rebecca Klutho, C.P.M., A.P.P.**  
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**Director of Marketing**  
**Cindy Wessel, C.P.M.**  
**Marketing@ismstlouis.org**

## Achievements!!!



**Congratulations !!!!!**

**Jamie Macke— CPSM October 2010**  
**Daniel Neskas—Lifetime C.P.M. November 2010**

## Want a great opportunity to network? “ A Joint Meeting with APICS and SLMBC”

by Patrick Williamson, C.P.M.

On February 22, 2011, at the Spazio's catering facility we are pleased to bring back Ernie Goss as our featured speaker. In past meetings he has brought lively and thought provoking messages to us and I am sure this year will be no exception. Registration begins at 5:00 p.m. and we will have 2 pre-dinner presentations (overviews on the benefits of both APICS and ISM membership) starting at 5:30 p.m. We will be joined by APICS and the Saint Louis Minority Business Council (SLMBC). The evening promises to be a great opportunity to network and meet colleagues. See you there!

Ernie Goss is currently the McAllister Chair and Professor of Economics at Creighton University in Omaha, Nebraska. He received his Ph.D. in economics from the University of Tennessee in 1983. He was a visiting scholar with the Congressional Budget Office for 2003-04. In the fall of 2005, the Nebraska Attorney General appointed Goss to head a task force examining gasoline pricing in the state. He is also a past faculty research fellow with the National Aeronautics and Space administration (NASA).

He has published over eighty research studies focusing primarily on economic forecasting and on the statistical analysis of business and economic data. His book, *Changing Attitudes toward Economic Reform during the Yeltsin Era* was published by Praeger Press in 2003 and his book *Governing Fortune: Casino Gambling in America* was published by the University of Michigan Press in 2007.

Ernie is the editor of *Economic Trends*, an economics newsletter published three times per year. He is the past president of the Omaha Association of Business Economics, and the National Purchasing Management Association-Nebraska. He also serves on the Board of Directors of Mosaic, Inc.

To gauge regional economic conditions, Goss conducts a monthly survey of supply managers in 9 states, including Missouri, and a survey of bank CEOs in 11 states. Results from the two surveys are carried in over 100 newspapers, 20-30 radio stations and scores of other media outlets each month. Recent citations appeared in the *Wall Street Journal*, *Business Week*, *Forbes*, and scores of regional newspapers such as the *Denver Post*, the *Kansas City Star* and the *Minneapolis Pioneer*.

Once again we hope to see you at the meeting!

## What you missed at the October ISM-St Louis General Meeting...

Submitted by Melissa Orlando, CPSM, C.P.M. for Eugene Kattak, C.P.M.

The second general meeting of the program year was focused on safety. Bill McDonald, Area Director, St. Louis Area Office of Occupational Safety and Health Administration (OSHA) gave us an enriching insight into the world of safety. His OSHA update included information about changes from Washington DC, accompanied by local and national safety statistics. You may wonder how OSHA affects Supply

Chain, since we generally think of OSHA being in the construction industry – but it hits home more than you may think. Each time we have facility updates, we need to consider OSHA guidelines and regulations. Are our contractors following the proper practices? OSHA plays a big role in keeping the workforce safe in the manufacturing sector, but did you know that there are OSHA practices for the office too? Bill spoke to workplace safety in the office and how OSHA is getting

more involved in ergonomics. I bet most of us didn't even know that OSHA has identified hazards and ergonomic controls for computer workstations! Bill spoke to examples of challenges in today's cost-conscious economy and how safety needs to remain a top priority for companies and employees to keep in mind. You missed a great meeting, if you weren't there for Bill's knowledge packed presentation!

## What you missed at the November ISM-St Louis General Meeting...

by: Eugene Kattak, C.P.M

The November ISM-STL General meeting themed "Bring Your Boss to Lunch" serves to recognize those Supply Management Leaders who support their staff's professional development through membership in ISM-STL. This meeting is typically well attended, as was the case this year. Since time is more precious during normal work hours, there was no "Pre-luncheon" training sessions scheduled. President Elect, Rebecca Klutho called the meeting to order. Andy Singer, Director of Education, reviewed the educational events scheduled through the first half of 2011. Along with the very popular Maxwell Series, Andy has arranged for 2 Satellite Seminars, a Negotiating Presentation and CPSM Review Sessions. Check out the ISM-STL website ([www.ismstlouis.org](http://www.ismstlouis.org)) for more details or to register for these sessions. Andy also recognized Dan Niskas for earning his Lifetime C.P.M. designation. Congratulations, Dan!

Next, Director of Professional Development, Patrick Williamson, introduced our speaker, Anthony M. Sardella. Mr. Sardella is CEO and founder of evlove24, LLC and an adjunct Professor of Business at the Olin School of Business at Washington University, Saint Louis, MO. Mr. Sardella has a long and distinguished record of accomplishments, too extensive for me to include in this article. Suffice it to say, those in attendance were listening to a leading authority on the impact of Social Media. Kudos to Patrick for arranging this presentation!

The Luncheon's topic was "Leveraging Social Media Intelligence to Manage Supply Chain Risk". Frankly, I was skeptical as to how some blogger or a tween-ager or retiree could present a risk to the supply-chain. Mr. Sardella introduced the topic by stating that a Social Media has led to a transformation in Supply Chain Risk Management by identifying the potential risks. He presented survey data from **Business Executives** which showed, in the next 5 years, a shift in their expectations of the Supply Management Organization from the current focus on Reducing Costs and Inventory and Improving Quality to a future focus on Improving Customer Service, Bringing New Products to Market and Reducing Risk. Anthony, demonstrated how the main challenge with using Social Media to enhance Supply Chain is through understanding "What's Important?", "How it impacts a SWOT Analysis?" and "What affect does it have on Strategy Development?". Mr. Sardella cautioned that Social Media growth has been exponential and the pitfall is that without capturing all the data, analysis is incomplete and flawed which may lead to uninformed decisions.

Mr. Sardella referenced a case involving a mattress manufacturer. He showed how Social Media postings can be plotted as "Negative", "Neutral" and "Positive" on an axis where feedback volume and brand reputation was quantified. He said that his firm evlove24 has developed complex algorithms to assess a value to credibility, awareness and influence of Social Media postings. What was fascinating was that this can be done for competitors as well as one's own products. He said that he is working with **"top academic scientists"** to develop more complex methodologies for analyzing the data.

If you're like me, you're still asking "But how does this relate to Supply Chain Risk?" To demonstrate the power of Social Media and it's impact upon the Supply Chain, Anthony presented 2 case studies. The first was with Palm Oil. Several years back, his client wanted to capture market share by riding the wave of negative sentiment attributed to "Trans Fats" which was driving most food and confection companies to reformulate away from "Trans Fats" to "healthier" alternatives. What they discovered was that Social Media chatter conveyed the perception which incorrectly linked Palm Oil with "Trans Fats". This data gave Mr. Sardella's client the opportunity to address this perception. At the same time, Social Media raised the issue of Palm Oil sourced from Africa. Apparently, producers in Africa included a red dye additive to the Palm Oil. This additive was listed as a carcinogen in Europe, where most of the African Palm Oil was used. Mr. Sardella's client's Palm Oil had no such additive and was sourced from Malaysia. Knowing this, allowed this Palm Oil producer to capture market share by presenting their product as the "safe" alternative.

The other case study Mr. Sardella presented to illustrate how Social Media can impact and improve Supply Chain Risk was a major Fast Food Chain. He indicated that the Consumer Sentiment Index - a product of the Social Media Data Analysis - revealed that supply disruptions due to Quality has a much larger impact upon this Fast Food Chain than on the Beef and Poultry Industries. Thus, this empowered this Fast Food Chain to alter their supply strategy to mitigate the risk such negative events have upon their operations. This Fast Food Chain looked at many factors and based on the data from Social Media was able to assess a value to these risk factors and then develop strategies for mitigating the risks. For example, Childhood Obesity was a high ranking factor. What company wants to be associated with that societal attribute? So what resulted was more healthy "kid's meal" options.

In the end, Anthony expressed that Social Media can be used as "Early Warning Fingerprints" to Supply Chain Risks. Unfortunately, as the proliferation of Social Media expands, the early warning timeline continues to compress. Whereas, in 2004, Social Media postings would predict the occurrence of significant issues in 4 years, by 2006 that timeline was reduced to 2 years. Today, **dending on the type of issue, the timeline could be as short as 3 months** advanced notice. If you work in a highly regulated industry, like I do, **this short window of advanced notice** is insufficient time to source, evaluate, qualify and approve an new supplier.

Mr. Sardella could have gone on for hours and, judging from the response in the room, there would have been many, like me, who would have stayed to listen. By the end of Anthony's presentation, I realized I was looking at the future and the future has arrived!

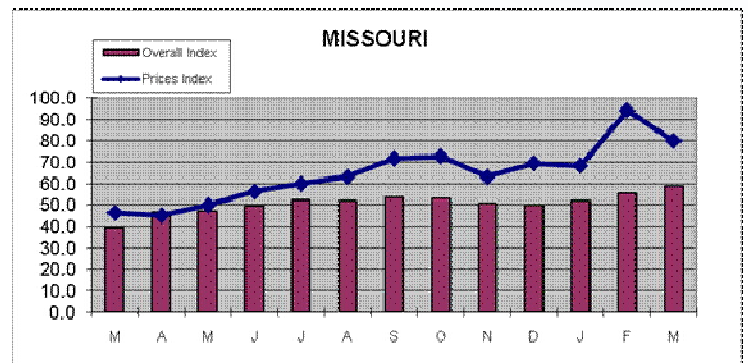
# Economic Outlook....

By Ernest Goss, Ph.D.

**For the month of October 2010, reported November 1, 2010**

**Missouri:** For the 16th straight month, Missouri's Business Conditions Index was above growth neutral. The index slipped to 52.2 from 52.9 in September. Components of the overall index from the October survey were new orders at 48.1, production, or sales at 50.5, delivery lead time at 59.0, inventories at 53.4, and em-

ployment at 50.3. "After gaining more than 7,000 jobs between December 2009 and May 2010, Missouri lost more than 12,000 jobs between May and September. Our surveys of supply managers in the state show no signs of any significant upturn in hiring in the near term," said Goss.



## What to Watch For....

By Ernest Goss, Ph.D.



**Jobs:** On Dec. 3, the U.S. BLS will release the employment report for November. A slight decrease in the unemployment rate and positive job growth will be bullish (I expect it to be bullish).

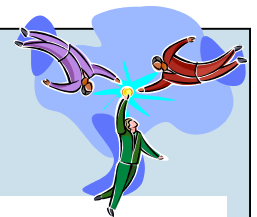
**10-Year U.S. Treasury:** The major bearish signal is the yield for 10-year U.S. Treasuries ([finance.yahoo.com](http://finance.yahoo.com)); yields above 3.0% indicate inflation fears are much "hotter."

**Consumer Price Index:** On Nov. 17, the BLS releases the consumer price index for September. While I don't expect it, an increase in the core inflation gauge for the month greater than 0.2% would be bearish and put the Fed between a "rock and a hard place."

**Congress:** Between Nov. 15 and Dec. 3, Congress will pass and the President will extend the Bush tax cuts. This will give a positive jolt to the economy and the market.

## Opportunities....

By Ernest Goss, Ph.D.



### Sales Up from 2009

U.S. retail and food services sales for September increased by 0.06% from the previous month, and 7.3% above September 2009.

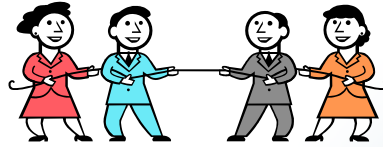
### Jobs Added

There was encouraging news on the economic front, as the Labor Department reported that employers added 151,000 jobs in October, the first net gain in five months. The unemployment rate remained at 9.6%.

### Manufacturing Up

U.S. Manufacturers expanded their business at a faster pace in October compared to the prior month. The institute of Supply Management said its index of factory activity rose to 56.9% in October from 54.4% in September.

# Term of the Day.....



## ORGANIZATIONAL CONFLICT OF INTEREST

Situations in which divergent behaviors are undertaken by members of different organizations that may lead others to question the integrity of their actions.



### October Meeting Unused Meal Report

*Total RSVP's—78*

*Total Attended—54*

*Guarantee to Spazio's—64*

*Total Cost of Unused Meals to the affiliate -*

*\$320.50*

### November Meeting Unused Meal Report

*Total RSVP's—91*

*Total Attended—76*

*Guarantee to Spazio's—77*

*Total Cost of Unused Meals to the affiliate -*

*\$32.50*



## Current Career Bank Postings

Position	Industry	Location	Salary Range	Posted	Posted by
Purchasing Manager, Packaging	Consumer Products	Indiana	\$75 - 110K	Dec 2010	Dunwoody Group
Strategic Commodity Manager	Manufacturing	Atlanta, GA	\$80 - 100K	Dec 2010	Bryant Bureau
Materials Manager	Manufacturing	Tennessee	\$70 - 85K	Dec 2010	Bryant Bureau
Materials Manager	Manufacturing	North Carolina	\$70 - 85K	Dec 2010	Bryant Bureau

For details on the above postings, go to [www.ismstlouis.org](http://www.ismstlouis.org)!

To post opportunities onto the ISM-St. Louis website, please complete the Career Bank Form and submit to: [jobpostings@ismstlouis.org](mailto: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!**

# Mark your Calendars !

By Andy Singer C.P.M.



For the 2010 – 2011 ISM membership year, we have some terrific educational programs for you to participate in.

Scheduled so far are the following:

## **Thursday, January 20, 2011:**

Maxwell Leadership Series (Session #1) 1st 1/2. Location: Sunnen. Time will be from 1:00 pm to 5:00 pm. Member Price: \$30.00\* (check in begins at 12:45 pm)

## **Thursday, January 27, 2011:**

Maxwell Leadership Series (Session #2) 2nd 1/2. Location: Sunnen. Time will be from 1:00 pm to 5:00 pm. Member Price: \$30.00\* (check in begins at 12:45 pm)

\* Member Price for both sessions: \$50. Non-Member Price: \$70

## **Thursday, February 10, 2011:**

ISM Satellite Seminar – “Understanding and Embedding Risk Management Concepts into Supply Practices”. Location: UMSL J.C. Penny Conference Center Room #126. Time will be 8:00 am – 1:30 pm. Member Price: \$60 / Non-Member price: \$80

## **CPSM Review (multiple options) Presented by Pat Woods of Supply Chain Education(SCE).**

### **Tuesday, March 22, 2011:**

CPSM Bridge Review Course @ Spazio's – Full Day (8-4) Member Price: \$150 / Non-Member Price: \$200 (Breakfast and Lunch provided)

### **Wednesday, March 23,**

**2011:** CPSM Module 1 Review Course @ Spazio's presented by Pat Woods. Full Day (8-4) Member Price: \$150.

### **Thursday, March 24, 2011:**

CPSM Module 2 Review Course @ Spazio's presented by Pat Woods– Full Day (8-4) Member Price: \$150.

### **Friday, March 25, 2011:**

CPSM Module 3 Review Course @ Spazio's presented by Pat Woods. Full Day (8-4) Member Price: \$150.

### **\*\*CPSM Full Review (3 Days)**

**Member Price: \$450 / Non-Member Price: \$600**

### **Thursday, April 28, 2011:**

ISM Satellite Seminar – “Legal and Contracting Insights for Today's Supply Professional”. Location: UMSL J.C. Penny Conference Center Room#126. Time will be 8:00 am – 1:30 pm. Member Price: \$60 / Non-Member Price: \$80.

### **Wednesday, May 25, 2011:**

“Negotiating Beyond Deadlock” presented by Mike Babineaux full day seminar @ Spazio's (Breakfast and Lunch provided) Member Price: \$200 / Non-Member Price: \$250.

In addition to the courses above, we will be working to put in place some joint educational opportunities with other organizations such as APICS.

All participants must pre-register for these sessions @

[www.ismstlouis.org](http://www.ismstlouis.org)

or via response to a Cvent invitation notice (as you receive them). Please email any questions you may have to:

[education@ismstlouis.org](mailto:education@ismstlouis.org)

**John C. Maxwell "Learning the 21 Irrefutable Laws of Leadership"**  
**ISM St. Louis Member Price: \$50 for both Sessions (Non-Member Price: \$70)**

**Thursday, January 20, 2011:** Maxwell Leadership Series Session #1: 1:00 pm – 5:00 pm  
**Thursday, January 27, 2011:** Maxwell Leadership Series Session #2: 1:00 pm – 5:00 pm

**Event Location**  
**Sunnen**  
**7910 Manchester Road**  
**St. Louis, MO 63143**

By Andy Singer C.P.M.

Our membership has asked for the opportunity to view an encore presentation of the popular pre-dinner training series from the last couple of years: "Learning the 21 Irrefutable Laws of Leadership" from John Maxwell. We will present the DVD series in two 4-hour sessions and participants will each receive an official participant guide book to help take notes, reinforce the messages of the series and serve as a helpful reference guide. Approach this course with the knowledge that, upon completion, you will be more fully equipped to affect change through influence.

**Course Description**

Soar beyond the mundane. You can become a better leader. You can help your team members become better leaders. The result is more motivated, better equipped, more productive, and more efficient players within your organization. Developing leaders is the main component for long-term success and growth in business today. Only with capable leadership do organizations achieve their potential.

John C. Maxwell understands the need for strong capable leaders. With *Learning the 21 Irrefutable Laws of Leadership* John helps you to train you and your team on how to become better,

more productive leaders. Participants will discover the 21 laws that make leadership work successfully and learn valuable techniques that will help you to improve your ability in that area.

By incorporating these laws into your life, you are certain to transform the quality of your leadership immeasurably. As you develop your people in the area of leadership, you will begin to see a positive impact on your whole organization.

*Please register quickly for this popular session. Late registrations (after January 9, 2011) will miss the ordering deadline for us to provide you with an official copy of this course's Participant Guide.*

## Upcoming Seminars

This is the list of ISM seminars for the month of December 2010 and January 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](http://www.ism.ws) and select

Education — Seminars, Conferences, then Seminars and then [Public Seminars](#).

**Dec-10**

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism # 4525	Dec. 6-8, 2010	San Diego, CA
Performance-Based Statements of Work (SOW): Maximize Supplier Performance #4667	Dec. 9-10, 2010	Tampa, FL

**Jan-11**

Contracting Basics: What all the T's and C's Mean #4494	Jan. 20-21, 2011	San Francisco, CA
Legal Aspects of Supply Management: The Basics you need to Succeed #4389	Jan. 24-26, 2011	Tampa, FL
Effective Strategies: Building Purchasing Value for Your Organization #4510	Jan. 26-28, 2011	Las Vegas, NV

# 96<sup>th</sup> Annual ISM International Supply Management Conference Registration

## May 15-18, 2011—Orlando, FL

[Register Now](#) for the 96<sup>th</sup> Annual ISM International Supply Management Conference

Mark your calendar for ISM's 96<sup>th</sup> Annual Conference. For nearly 100 years ISM has delivered the essentials for a strong supply management career. Our 96th conference year is no exception and includes a schedule with learning tracks that focus on what you need to know for you and your organization to be successful.

Workshop sessions are currently in development but register now for the best discount. (You can select your workshops later.) Early registrants have priority when choosing from our popular mega-sessions which cover finance, project management, contracting, business practices and negotiations.

**Look for these learning tracks or create a customized path to cover your needs:**

- Best Practices in Supply Management
- Developing and Leading Impactful Supply Chain Organizations
- Headwinds
- Logistics
- Services Procurement
- Manufacturing
- Risk Management
- Supplier Development and Relationship Management
- Talent Management



**Register by December 31, 2010 for the best discount.**

Member Registration Fees		
<b>Best Value</b>	Register by: 12/31/10	\$979
<b>Early Bird</b>	Register by: 2/15/11	\$1079
<b>Regular</b>	Register by: 4/15/11	\$1279
<b>Late</b>	Register by: 5/2/11	\$1349
Nonmember Registration Fees		
<b>Best Value</b>	Register by: 12/31/10	\$1229
<b>Early Bird</b>	Register by: 2/15/11	\$1329
<b>Regular</b>	Register by: 4/15/11	\$1629
<b>Late</b>	Register by: 5/2/11	\$1699

### Hotel Information

**Gaylord Palms Resort & Convention Center**  
6000 W Osceola Parkway  
Kissimmee, FL 34746  
407/586-4000

Reservations Center – 407/586-2000

<http://ism.ws/2478>

Group Code – A-ISM11

Rate: \$229 **inclusive of Resort Fee**

Cut-off: April 11, 2011

### Resort Fee Includes:

- Wireless Internet access in guestrooms, atriums and poolside
- Daily newspaper
- Bottled water (2) replenished daily
- Use of Relâche Spa Fitness Center
- Transportation to/from Disney theme parks
- Local phone calls (up to 20 minutes)



## Certified Professional in Supplier Diversity™ (CPSD™)

Coming Soon....

Certified **Professional in Supplier Diversity™ (CPSD™)**. ISM announces a new professional designation for supply management professionals whose responsibilities include supplier diversity. This designation also delivers added value to business leaders and other team leaders who participate in the development of diverse supplier initiatives within the organization.

### What is the new designation?

The CPSD™ (Certified Professional in Supplier Diversity™) is a professional designation for supply professionals who demonstrate knowledge, skills and expertise in supplier diversity. CPSD™ is also for business professionals with responsibility for strategic diversity initiatives. This professional designation demonstrates to your employer, your colleagues, your suppliers and even your customers that you are serious about helping your organization and diverse suppliers succeed.

### Why should you pursue this designation?

Successful organizations maintain an edge, especially in this competitive marketplace. The value of supplier diversity is that it gives your organization a distinction that shows your commitment to diversity through strong relationships with your suppliers and all stakeholders. A solid supplier diversity program creates opportunities to partner with innovative or otherwise untapped resources and markets. Additionally, having the CPSD™ designation is instant recognition that you and your organization are on the right track.

### What are the requirements for the CPSD™?

- Successfully pass the CPSD™ exam.
- Successfully pass Exam 1 of the Certified Professional in Supply Management® (CPSM®). This requirement is waived if the candidate holds a current C.P.M. or CPSM. See [CPSD™ Exam Specification](#)
- Minimum of five years professional (non-clerical, non-support) supplier diversity or supply management experience (does not need to be full time), **OR** three years of professional (non-clerical, non-support) supplier diversity or supply management experience IF the candidate has a bachelor's degree from a regionally accredited college or university.

### Stand out among your peers when you earn the CPSD™.

#### CPSD™ Content (See [CPSD™ Exam Specification](#)):

#### CPSD™ Exam (120 questions - 2 hours allowed):

- Policies and Planning
- Sourcing/Supplier Development
- Finance/Budgeting
- Metrics/Oversight
- Training and Development

#### Advocacy/Marketing/Outreach

#### CPSM Exam 1 (165 questions - 2 hours 45 minutes allowed):

- Contracting and Negotiations
- Cost and Finance
- International
- Social Responsibility
- Sourcing
- Supplier Relationship Management



Exam fees: **USD \$180 per exam ISM members** / USD \$265 per exam nonmembers



# WELCOME NEW ISM-St. LOUIS MEMBERS



Academic : 4  
Associate: 10  
Dues Free: 3  
Life: 18  
Student: 6  
Regular: 220  
Volume: 20

ISM–St. Louis Welcomes our recent new members. Thank You for your participation

Total: 281

## New Regular Members:

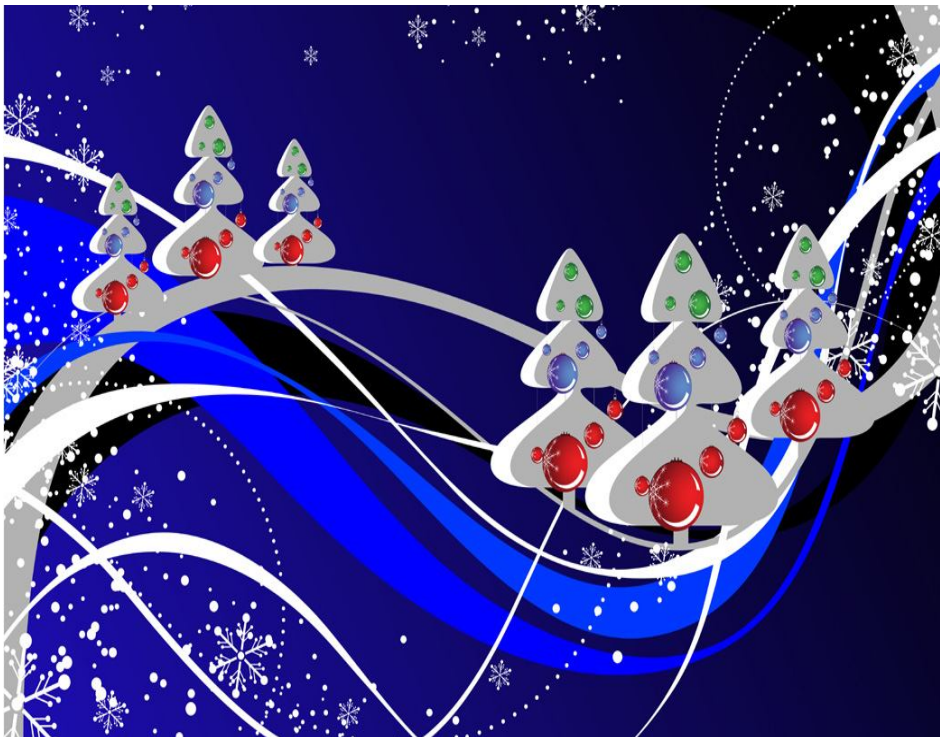
**ISM ST. LOUIS**

**Gary Alexander, C.P.M.**

**Lois Menius**

KV Pharmaceutical

P.O. Box 31673  
St. Louis, MO 63131  
Phone: 314-646-7442  
Fax: 314-646-7442



*Wishing you a  
Safe and Happy  
Holiday Season!*

*Your Board of Directors*

*Marty Rutkovitz*

*Rebecca Klutho*

*Larry Jackson*

*Pat Greathouse*

*Max Merz*

*Andrew Singer*

*Melissa Orlando*

*Patrick Williamson*

*Cindy Wessel*



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>
<b>February</b>					
<b>2/22/2011</b> 5:30 p.m. Pre Dinner 6:15 p.m. Dinner	<b>Spazio's</b>	<b>Ernest Goss</b> (Joint Meeting w/Apics & MBC)	<b>Economist Regional Economic Outlook</b>	<b>ISM Membership</b>	<b>APICS Membership</b>
<b>March</b>					
<b>3/22/2011</b> 5:30 p.m. Pre Dinner 6:15 p.m. Dinner	<b>Spazio's</b>	<b>Pat Woods</b>	<b>Supply Management Month</b>  <b>Understanding &amp;Implementing Five Global Best Prac- tices in Supply Man- agement</b>  <b>Supply Manager of The Year Award</b>	<b>Procurement Toolbox Sessions</b>	<b>John Maxwell</b>  <b>The 17 Indisputable Laws of Teamwork</b>
<b>April</b>					
<b>4/19/2011</b> 5:30 p.m. Pre Dinner 6:15 p.m. Dinner	<b>Spazio's</b>	<b>Stuart J. Vogelsmeir</b>	<b>TBD</b>  <b>Election of Officers</b>	<b>Procurement Toolbox Sessions</b>	<b>John Maxwell</b>  <b>The 17 Indisputable Laws of Teamwork</b>
<b>May</b>					
<b>5/24/2011</b> 5:30 p.m. Pre Dinner 6:15 p.m. Dinner	<b>Spazio's</b>	<b>Michael Babineaux</b>	<b>Leading Teams (A lot like herding Cats)</b>  <b>Past Presidents Installation of Officers</b>	<b>Procurement  Toolbox Sessions</b>	<b>John Maxwell</b>  <b>The 17 Indisputable Laws of Teamwork</b>

