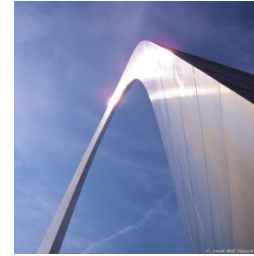


Buylines



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

FEB 2010

PRESIDENT'S MESSAGE

HAPPY NEW YEAR

My wish is for all of us to be healthy physically, mentally, financially, and professionally.

The New Year brings a continued focus seeking practitioners and others who can provide relevant and timely educational topics and programs; provide networking connections; career opportunities, and act as a sounding board for your ideas and suggestions.

Our new website is up and running, and while a few edits are still in the works, we feel it is a great tool for you to utilize.

I will end my thoughts every month with this: We encourage you to attend our upcoming events and

Continued on Page 2

Effective Information Technology in the Supply Chain by Greg Tate

Please join us for the February General Meeting on **February 16, 2010** at the **Sheraton Chalet at Westport Plaza**. This will be a **joint meeting** with APICS. Registration begins at **5:30p.m.** and program commences at **6:30p.m.**

Effective IT use is a dynamic goal that continually requires re-balancing to incorporate business dynamics, new enabling technology and interested pursuit of individuals to improve business competitiveness. Talk will provide perspectives on this topic drawn from experience and research to build audience understanding and a deeper background on the subject which will enable the audience to better understand the most current technical trends that impact Supply Chain Management.

Greg Tate is a APICS/ PMP professional for 20 years, with experience in aerospace, automotive, semiconductor and software technology projects. Currently, he is serving global companies in IT infrastructure implementation projects as senior project manager with EMC Global Services.

Continued on page 2



PRESIDENT's Message

continued. from page 1

and welcome your ideas and suggestions to make ISM-St. Louis a more meaningful organization. We welcome your active participation in any capacity, particularly in helping a committee, or even joining the Board.

Thank you.

Marty Rutkovitz,
President

He is a Certified Supply Chain Professional [CSCP], Project Management Professional [PMP], and Storage Technologist [EMCPA]. Current professional volunteer activities include St. Louis APICS chapter and Metro St. Louis PMI.

Greg has BS in Business and Psychology from SE Missouri State, holds 2 Certificates of Graduate Studies in Computer Science from Washington University and earned his MBA from St. Louis University. His other specialties include: Program office/project management work financial modeling tools, Google Applications and Google Ad words Advertising, Oracle EBS Applications, Product Lifecycle Management Systems, Product Data Management Systems, and Enterprise Planning Systems.

This should be an informative and worthwhile opportunity for education and networking. We look forward to seeing you on February 16, 2010.

By Patrick Williamson, C.P.M.

Next Up! March Dinner Meeting

Topic: Joint Meeting with Minority Business Council -Supplier Diversity

Speaker: Christina Foster,SPHR

ISM Vice-President Strategic Relations and Diversity

When: Tuesday, March 23, 5:30 pm

Where: Spazio's

Pre-Dinner Meetings:

Room 1-A

Overview of APICS Membership

Room 2-A

Overview of ISM Membership.

Supply Manager of the Year Award

Institute for Supply Management (ISM) St Louis, is currently accepting nominations for the St. Louis Supply Manager of the Year Award. Nominations may be submitted until February 15, 2010. 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 the individual who contributes significantly to the advancement of the supply profession through ISM St. Louis through 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 winner will be honored at the May General Meeting on Tuesday, March 23, 2010.

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 Rebecca Klutho PresidentElect@ismstlouis.org.

ISM Satellite Seminars

Throughout the year ISM offers satellite seminars. However, they are broadcasts with C-band technology. Many affiliates, including St. Louis, cannot secure a location with C-band satellite capabilities. ISM has changed these broadcasts to newer KU-band digital format.

We are looking for anyone who has this KU-band capability and would be willing to host some of these educational events. If you can help out the affiliate please contact me at education@ismstlouis.org.

Thank you!
Dan O'Connell, CPSM, C.P.M.



ISM members vote to allow salespeople

Bylaw change enacted removing restriction against salespeople as members

Dave Hannon -- Purchasing, 1/25/2010 11:43:01 AM

Where do you stand?

What do you think? Is this a positive move for ISM or are you against it? Want to find out where others stand? Post a comment or start a discussion with other purchasing pros today on PurchasingBizconnect.com.

Members of the Institute for Supply Management have voted to approve a bylaw change that will no longer restrict salespeople from being members.

As [outlined on the ISM web site](#), under the new bylaws, "Membership in ISM is open to any person interested in the supply management field." The concerns of supplier salespeople overtly promoting or selling at ISM meetings was addressed in the bylaws by maintaining a clause that says members cannot "solicit business on behalf of such person or his or her employer during meetings of any ISM activity."

The vote was conducted from December 3 to January 14. ISM spokesperson Jean McHale tells [Purchasing.com](#), a total of **3,401 members** voted far surpassing the 1,000 required for the quorum. Of those that voted, **2,535 voted for the change (74.66%), 802 voted against (23.62%)** and 58 abstained.

In October, [McHale told Purchasing.com](#) the move is not as dramatic a step away from its roots as some may think. "ISM has not limited its membership to purchasing/procurement titles for some time," she said. "ISM already considers anyone interested in the field of supply management to be eligible for membership."

Check us out!

Our new website is up and running! Expect to see a new format, a different lay-out and some cool pictures of St. Louis. All content has been updated except for the membership database. Stay tuned while we continue to work on this!

Interested in Participating as a Board Member?"

Nominations and recommendations are being accepted by Kim Butts, Board of Directors' Advisor, for next year's ISM-St. Louis Board. Term begins June 1, 2010. Please contact Kim at buttskr@kirkwoodmo.org for more information regarding openings.



Hackett Group 2010 Key Issues Study: Results and Analysis

Christopher Sawchuk, procurement practice leader from Hackett Group, will lead the interactive discussion and unveil the eye-opening results.

Date: Wednesday, February 17, 2010

Time: 2:00 p.m. EST / 11:00 a.m. PST

Don't miss this Free, 1-hour STREAMING ONLY Web event hosted by ISM and sponsored by Ariba.



<http://www.ism.ws/1851>

What are the key issues facing Procurement organizations in 2010? What are the top concerns for your CPO and CFO? And how best can organizations address these issues and concerns in today's environment? This interactive webinar will feature the results of Hackett Group's recent 2010 Key Issues study. Key topics that will be discussed include: enterprise plans for budgets/staffing; plans for globalizing processes - including Procurement processes; and Procurement and Finance re-alignment. The discussion will also highlight how to successfully create and measure realized savings in broader value streams such as supplier collaboration, risk, and innovation.

- See how your procurement plans compare to that of your peers.
- Hear Hackett Group's advice on measuring procurement value.
- Understand how you can do more with less – agility being key – in this new state of normal.

Attendance of the live session of this Web Seminar qualifies for one CEH credit at ISM.



ISM 2nd Annual Women Executive Supply Management Summit February 3-4, 2010 Omni San Diego Hotel

ISM is pleased to announce the economic keynote speaker, Marvin Clark, Monsoon Wealth Management. Join us for this timely presentation:

Economic Update

Are we really on the other side of the recession? Get an economic snapshot and gain valuable insights to integrate into strategic solutions for your organization.

Other sessions include:

Manage Your Organization's Risk While Staging for Recovery

Fuel the Recovery, Fuel the Change: Effective Leadership Makes It Happen

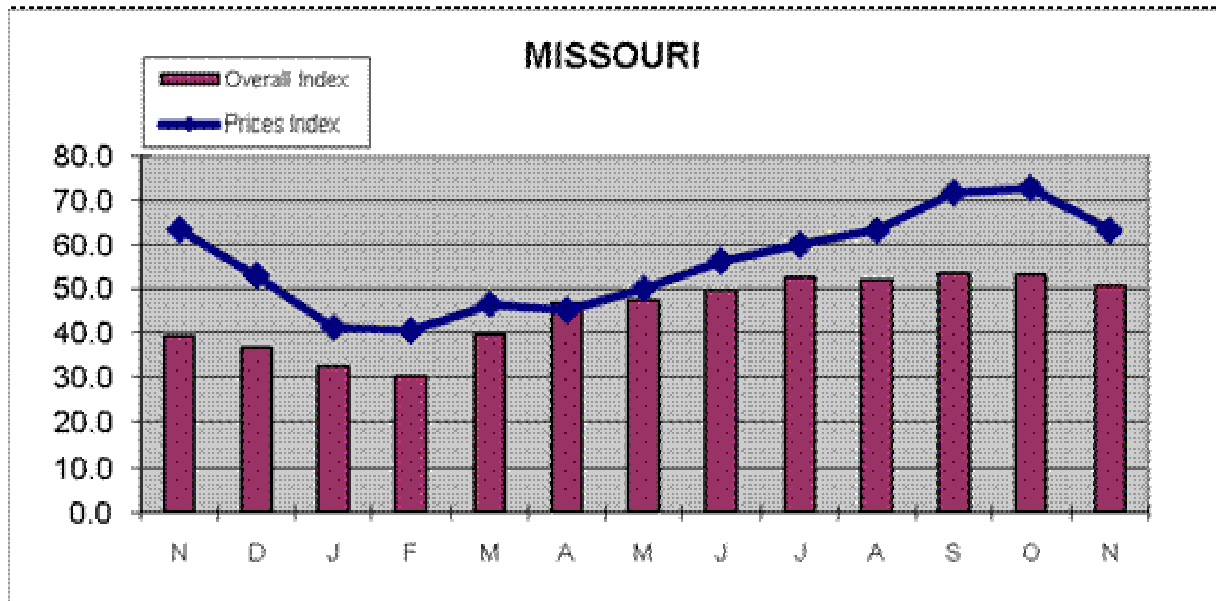
Developing Your Personal/Professional Recovery Plan

Look for networking sessions and presentations that offer insight into building a successful career in supply management. This program gives equal time to organizational strategies and your professional goals.

For complete program information visit <http://www.ism.ws/education/content.cfm?ItemNumber=19828>

Missouri Economic Outlook

Mid-American Economy



For the month of December 2009, reported January 4, 2010

For the sixth consecutive month, Missouri's Business Conditions Index was above growth neutral. Even so, the index slipped to 50.1 from November's 50.6.

Components of the overall index from the December survey were new orders at 51.6, production, or sales, at 52.9, delivery lead time at 52.2, inventories at 45.3, and employment at 48.5. "Over the past decade, Missouri lost almost 112,000, or 30 percent, of its manufacturing employment. Most losses were due to productivity growth of more than 28 percent over the decade. While I expect the state to grow overall jobs by 0.3 percent in the first half of 2010, manufacturing job growth will be nil as producers grow output via productivity gains," said Goss.

Oil Stocks Down

Oil prices tumbled Wednesday, weighed down by a drop in stock prices, a stronger dollar and signs that China's energy needs might not be as robust as predicted earlier.

Energy Prices Drop

Inflation pressures at the wholesale level eased in December as a drop in energy prices offset a big jump in food costs.

*Ernest Goss, Ph.D. · Economic Outlook Center
Creighton University · 2500 California Plaza · Omaha NE · 68178
Email: ernieg@creighton.edu*

Hat's Off!!!



New CPM and CPSM Certifications

Mike Engelken, C.P.M. – St. Louis Zoo
Kimberly Butts, CPSM – City of Kirkwood
Penny Grant, CPSM - Covidien
Melissa Orlando, CPSM – Express Script

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

Please Cancel... Just a Friendly Reminder from your Board of Directors!

Sometimes life throws a curve ball at your best laid plans. That is why we are asking that you ***please cancel*** your reservation to the dinner meetings should one of them come your way. Why is it important to cancel your RSVP for dinner meetings? Our agreement with the event facility requires that we provide a guaranteed headcount 72 hours prior to each meeting. This usually means by Friday before a Tuesday night General Meeting.

Based on your confirmed reservations received through CVent, we provide a guaranteed headcount to the facility. If, for example, we guarantee 60 people but only 45 show up, we are still responsible for paying for 60. At a cost of \$35 per person, you can easily calculate how much our affiliate loses on no-shows.

We truly wish everyone can attend the general meetings. However, we understand that emergencies or unexpected events do crop up. We just need time to adjust the guaranteed headcount to so that we don't incur unnecessary expenses. If you must, please cancel at least 72 hours – usually the Friday prior to the general meeting. We would greatly appreciate your cooperation in this situation. Help us be the best stewards of ISM St. Louis' finances so that we all may benefit.

Thank you for your continued support!

UPCOMING ISM SEMINARS

Below is the list of ISM seminars for the months of February and March 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](#).

February 2010		
Best Practices in Procurement #4461	February 10-12, 2010	Dallas, TX
Resisting Price Increases and Implementing Cost Improvement Initiatives: How to Make a Major Impact Into Today's Volatile Marketplace #4272	February 15-16, 2010	Tampa, FL
Advanced Negotiation Strategies: Advanced Concepts and Techniques for Optimizing Value Through Negotiations #4445	February 17-19, 2010	San Diego, CA
Legal Considerations of Software Licensing and Other Technology-Related Agreements #4550	February 22-23, 2010	Tempe, AZ
March 2010		
Legal Aspects of Supply Management: The Basics You Need to Succeed #4385	March 1-3, 2010	San Diego, CA
Contracting for Purchasing and Supply Management: Beyond the Basics #4425	March 8-9, 2010	San Francisco, CA
Contracting Basics: What All the Ts and Cs Mean #4490	March 11-12, 2010	Tempe, AZ
Improving MRO Management #4351	March 15-16, 2010	Tempe, AZ
Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism #4521	March 22-24, 2010	Tampa, FL

ISM Events Calendar 2009/2010

Month	Date	Event	Time	Location
Feb-10				
	9	Board of Director Meeting	5:30	SPAZIO's
	16	<u>General Dinner Meeting</u>	5:30	SHERATON CHALET WESTPORT
		<u>JOINT MEETING WITH APICS</u> <u>I T and the SUPPLY CHAIN</u> <u>SPEAKER-Greg Tate</u>		
		<u>Pre-Dinner</u> <u>Apics Membership Overview</u> <u>ISM Membership Overview</u>	5:30- 6:15	
Mar-10				
	9	Board of Director Meeting	5:30	tbd
	23	General Dinner Meeting	5:30	SPAZIO's
		<u>JOINT MEETING WITH MINORITY</u> <u>BUSINESS COUNCIL</u> <u>SUPPLIER DIVERSITY</u> <u>Speaker-Christina Foster, SPHR</u> <u>VP Strategic Relations and Diversity ISM</u>		
		<u>SUPPLY MANAGER OF THE YEAR</u> <u>AWARD</u> <u>Pre-Dinner</u>		
		<u>New Member Orientation</u> <u>Maxwell Leadership Series</u>	5:30- 6:15	
		<u>Laws 13,14 and 15</u>		
Apr-10				
	13	Board of Director Meeting	5:30	tbd
	20	GENERAL DINNER MEETING Speaker - Proposed Tim Rand Topic: Logistics and Transportation *Election of Officers*	5:30	SPAZIO'S
		<u>Pre-Dinner</u> <u>Maxwell Leadership Series</u> Laws 16,17,18	5:30- 6:15	

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