



June / July 2011

BUYLINES

Officers / Directors

President

Rebecca Klutho, C.P.M., A.P.P.
President@ismstlouis.org

President Elect

Larry Jackson, CPSM, C.P.M.
PresidentElect@ismstlouis.org

Vice President

Andrew Singer C.P.M.
Vicepresident@ismstlouis.org

Secretary

Pat Greathouse
Secretary@ismstlouis.org

Director of Finance

Max Merz, C.P.M., CPSM, CPP
Finance@ismstlouis.org

Director of Education

Dawn Huang
Education@ismstlouis.org

Director of Membership

Tom Blair CPSM, C.P.M., CSCP, ITIL v3, CSSGB
Membership@ismstlouis.org

Director of Professional Development

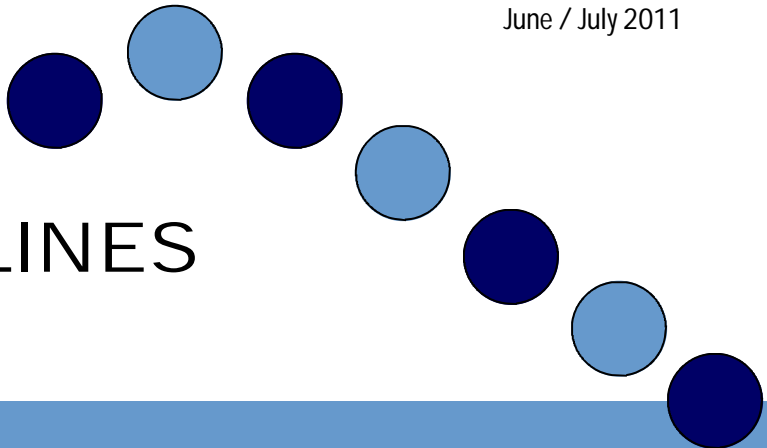
Dwayne Yount, C.P.M.
Pro-D@ismstlouis.org

Director of Technology

William (Bill) Lloyd
Technology@ismstlouis.org

Director of Marketing

Rhonda Shurtleff
Marketing@ismstlouis.org



President's Message

As I begin my new role as ISM St Louis President, I can't tell you how honored I am to have the opportunity to lead this great organization. I have the good fortune of succeeding Marty Rutkovitz who has been a great leader and has left a solid growth platform on which to continue building.

As we move forward, our mission remains: to provide local and national leadership in

supply chain management, particularly in the areas of education and standards of excellence. Through various resources and committees, we provide opportunities for growth and professional skills and knowledge. We further encourage public understanding of supply chain management concepts and educate leaders in the business community.

Clearly, we have a lot of work to do to reach

our aspirations this year, but I know we are up to the challenge. I feel such a tremendous sense of pride in what we do and in the positive impact that our organization makes. And, I'm excited about our future and the incredible journey that we are about to embark on together.

Rebecca D. Klutho
President
ISM-St. Louis, Inc.

Next General Meeting is September 27, 2011



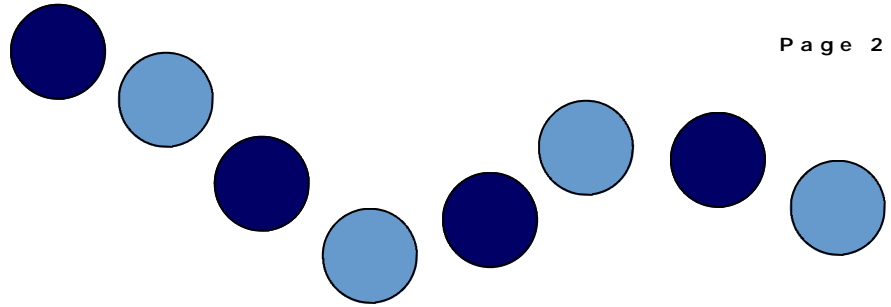
Enjoy
the Summer!





**institute for
supply management**

ISM—St. Louis, Inc.



VISION STATEMENT

ISM— St. Louis, Inc is recognized as the leader in the St. Louis Metropolitan Business Community in maintaining standards of excellence on all matters affecting supply management professionals.

MISSION STATEMENT

ISM-St. Louis Inc, provides local and national leadership in supply management, particularly in the areas of education and standards of excellence. Through various resources' and committees, we provide opportunities for growth and professional skills and knowledge. We further encourage public understanding of supply management concepts and educate leaders in the business community.

GUIDING PRINCIPLES

- ISM— St. Louis, Inc. promotes the study, development and application of supply management methods and practices.
- We act with integrity in all we do, among ourselves, and with our partners and suppliers.
- We cultivate a community of support, sharing and balance.
- We foster the highest standards of ethical behavior.

ISM-St. Louis is proud to announce the Board of Directors for the upcoming 2011-2012 fiscal year.

President:

Rebecca Klutho C.P.M. a Sr. Global Strategic Sourcing Manager with Metropolitan Life Insurance Company (MetLife). During her 14 year tenure she has held various positions within the Vendor Management/Sourcing arena at MetLife. She has worked in various fields such as aerospace, engineering, consulting and professional services. Rebecca has previously worked for such companies as McDonnell Douglas, Internal Revenue Service and the Army Corps of Engineers. Rebecca holds a MBA in Business & Technology from Webster University and a B.S. in Business Administration from SIU Edwardsville. Rebecca holds a Lifetime C.P.M. Rebecca and her husband Ted reside in Crestwood, Missouri.

President Elect:

Larry Jackson, CPSM, C.P.M. is Vice President – Procurement, Materials Management, and Supplier Diversity at Bi-State Development Agency (Metro). Prior to joining Metro, Larry held various procurement and supply chain management positions at Schroeder & Tremayne and Peabody Energy Company. Larry also serves as Vice President of the Board of Directors of the Association for Construction Careers, Education, and Support Services (ACCESS), an organization that promotes construction industry workforce and M/W/DBE development to advance economic growth in the St Louis region. Larry graduated from Western Kentucky University with a B.S. in Accounting. Larry received his CPSM in 2008 and holds a Lifetime C.P.M. designation. Larry and his wife Donna reside in Oakville and they have three children.

Vice President:

Andrew Singer, C.P.M. most recently was the Director of Non-Trade Procurement and Support Services at Brown Shoe Company, Inc. in Clayton, MO. Prior to this position, Andy has lived on the West coast, the East coast and now the Midwest in such positions as Director of Stores for Famous Footwear, Senior Merchandising Manager for Bloomingdale's, Chief Operating Officer at Norstan Apparel Shops, Inc., President of Global Management Resources, Inc., Director of Operations and Purchasing at Urban Brands / Petrie Retail, Inc., Director of Regional Operations at Broadway Department Stores / Macy's West, Inc. and an Operations / Human Resources Director at Robinsons-May Department Stores, Inc. Andy holds a Lifetime C.P.M. from ISM. He, his wife ToniAnn and his daughter Elizabeth currently reside in Des Peres, Missouri

Director of Membership:

Tom Blair, CPSM, C.P.M., CSCP, ITIL v3, CSSGB most recently was Senior Buyer at LaBarge Products, Inc. Currently in job search, Tom was previously a raw materials Buyer for nearly 20 years total in automotive Tier I (Magna International) and oem at Mitsubishi Motor Manufacturing of America. Tom is also on the Board of APICS St. Louis as VP Communications. Tom has a BSBA from SIUE and an MSA from Central Michigan University. Tom and his wife Peggy reside in Trenton, IL with a son, daughter-in-law and 2 grandsons in Glen Carbon, IL and daughter and son-in-law in Oregon City, OR.

2011-2012

Board
Of
Directors

Director of Education:

Dawn Huang is an independent consultant with SDH Solutions. Her main areas are cost saving projects and supply chain management, with a focus on industrial packaging. Dawn has previously worked for packaging companies such as Crown Packaging, Unisource and Smurfit Stone. Dawn holds a MBA from Webster University and a B.S. in Business Administration from Lindenwood. Dawn is currently working on her CPSM. She and her husband Simon reside in Columbia, Illinois and have three children.

Director of Marketing:

Rhonda Shurtleff has held the position of Purchasing Agent/Manager with Kasco Corporation for the last year. Prior to joining Kasco, Rhonda held Purchasing Manager positions at both Bakers Footwear Group, Inc. and Unisource Worldwide. Rhonda graduated from The University of Missouri St. Louis with a B.S. in Business Administration. She began her career in Purchasing in the Georgia Army National Guard in 1987. Rhonda and her husband Mark reside in Ballwin, Missouri.

Director of Pro-D:

Dwayne Yount, C.P.M. is a Cotton Transportation/Distribution Requirements Planner at Monsanto Company. Dwayne has significant production and logistics experience, having joined Monsanto in 2001 as a member of the Manufacturing Distribution Department in Luling, LA. He joined the Manufacturing Procurement Organization in 2003 where he held procurement roles first in Luling, LA and later in Muscatine, IA. Dwayne joined Global Sourcing and Procurement in St. Louis in July of 2006 and has held various positions there before moving to Supply Chain Manager role in late 2008. He holds a Bachelor of Business Administration degree from the University of Houston and will graduate with his MBA from Webster University in July 2011. Prior to joining Monsanto, Dwayne held management roles at UPS in Houston, Texas and Eagle Global Logistics in New Orleans, Louisiana and Little Rock, Arkansas.

Director of Finance:

Max Merz, C.P.M., CPSM, CPP was last employed as Packaging Material Buyer at KV Pharmaceutical. Prior to that, he was Materials Manager and Cost Accountant at Trebla Chemical Company for 20 years. Max began his working career at Granite City Steel as a Journeyman Blacksmith. He holds an AS in Accounting from Sanford-Brown Business College and a BS in Liberal Studies from Southern Illinois University at Edwardsville. Max is also Treasurer of Institute of Packaging Professionals, Missouri Gateway Chapter and is a Certified Packaging Professional through the same organization. Max and his wife, Barb, reside in Mitchell, IL.

Secretary:

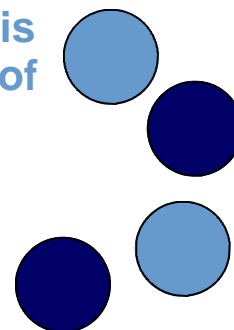
Pat Greathouse has been a member of ISM since 1988. She has served in various positions on the Public Relations Committee and later on the International Committee. She is currently been serving as the ISM St Louis Secretary since 2007. Pat also is a member of the PRO D Committee. Pat is Purchasing Manager at Sunnen Products Company.

Director of Technology:

William (Bill) Lloyd is a Supply Chain and Procurement professional, now working as a Buyer at Sunnen Products. His expertise and energy is with projects and processes for driving costs, efficiencies, and improvements, is international in focus, and lived in Hungary for a prior technology-manufacturing employer. Graduated with BS degree in Supply Chain Management from Arizona State University, earned C.P.M. and APICS CPIM certifications, and is currently pursuing Six Sigma Green Belt and PMP certifications. William moved to St. Charles from Austin, TX in 2010 with his wife.



2010 ISM-St. Louis Supply Manager of the Year Award



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 contributions. 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.

ISM-St. Louis is dependent on the volunteerism of our members and the leadership that they bring to the organization. The Board of Directors recognize how critical it is that our members take key roles in running the organization and making day-to-day operations turnkey, so that the general membership can benefit. Our volunteers give their time selflessly to the many efforts necessary to set up our general meetings, write our newsletter articles and publish them, set up educational seminars, attend board meetings, maintain our finances, keeping our policies up to day, keep up with our technology tools . . . and the list goes on.

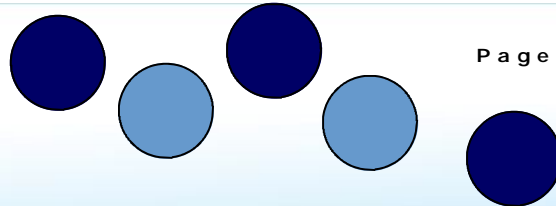
As I'm sure everyone in this room can attest, the economy has forced each of us to wear more hats than ever before as our jobs demand more time and effort with the additional responsibilities handed to us as budgets have been cut. There's no doubt about it - we are all very busy! It is important to highlight these points, because this only raises the bar for our outstanding volunteers. Our volunteers are more challenged with their time, but still make ISM-St. Louis a priority so that all of you can benefit from their efforts.

Now that I've laid the foundation for the amount of efforts it takes to keep this organization running and the struggle to find volunteers that will work to serve our members, I want to take the next couple of moments to speak specifically about one of our outstanding volunteers. This year's St. Louis Supply Manager of the Year recipient has exemplified the true definition of "raising the bar". They are a great asset to their employer and have also spent countless hours behind the scenes making ISM-St. Louis a stronger organization. The 2010 St. Louis Supply Manager of the Year recipient is Patrick Williamson.

You probably know Patrick as the "guy from the zoo", but the Board of Directors know Patrick as the one who has managed the facilitation of every general meeting for the past several years. This is no small feat, as there are countless hours that go into the planning and preparation: determining topics that will be of interest and benefit to our members, securing the meeting place, the meeting rooms, the speaker, coordinating the meals, managing all of the event activities related to our meetings (at let me tell you – that alone is worthy of this award) and I'm sure I've left out a handful of things. In addition to these activities, Patrick has been a volunteer at the ISM Annual International Supply Management Conference & Educational Exhibit since 2008 and this year was no exception – he was an active member of the conference committee. He is a trusted and devoted employee to the Saint Louis Zoo and is been with them for 14 years and his responsibilities there include managing the procurement and distribution of services and many other products needs to keep the zoo from "going to the apes". During our meetings, Patrick is the smiling face and always sees the silver lining that keep many of the other Board members going after long days at the office – he's good for a bit of zoo humor as well. He is extremely dependable and is very detailed in his work – both at the Zoo and for ISM-St. Louis. Patrick earned his C.P.M. in 2006 and continues to represent the supply chain industry well.

Patrick is willing to provide a helping hand and is a joy to work with. His positive attitude and enthusiasm are contagious! His work ethic and efforts are top notch and have definitely raised the bar. He is truly an asset to have on the team. I've enjoyed working side by side with Patrick over my term on the Board. He has been an inspiration to me and I can't thank him enough personally for all of the words of wisdom and knowledge that he has shared with me. On behalf of our entire membership, thank you Patrick 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 Patrick on the well deserved title of ISM-St. Louis' 2010 St. Louis Supply Manager of the Year!



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*)



**You only have until June 30th
to participate and
choose your Thank you gift!**

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

Have a desire to influence others?
Feel like you can make a difference?

We are looking for members who are interested in helping our organization and our profession advance.

Contact any Board of Director to discuss!

Wanted



Volunteers

- *Membership Committee*

Director of Membership
Tom Blair
Membership@ismstlouis.org

- *Professional Development Committee*

Director of Professional Development
Dwayne Yount, C.P.M.
Pro-D@ismstlouis.org

- *Marketing Committee*

Director of Marketing
Rhonda Shurtleff
Marketing@ismstlouis.org

- *Technology Committee*

Director of Technology
William (Bill) Lloyd
Technology@ismstlouis.org

- *Education Committee*

Director of Education
Dawn Huang
Education@ismstlouis.org

Suggestions ? Idea's ?

Don't hesitate to let your Board of Directors know !





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



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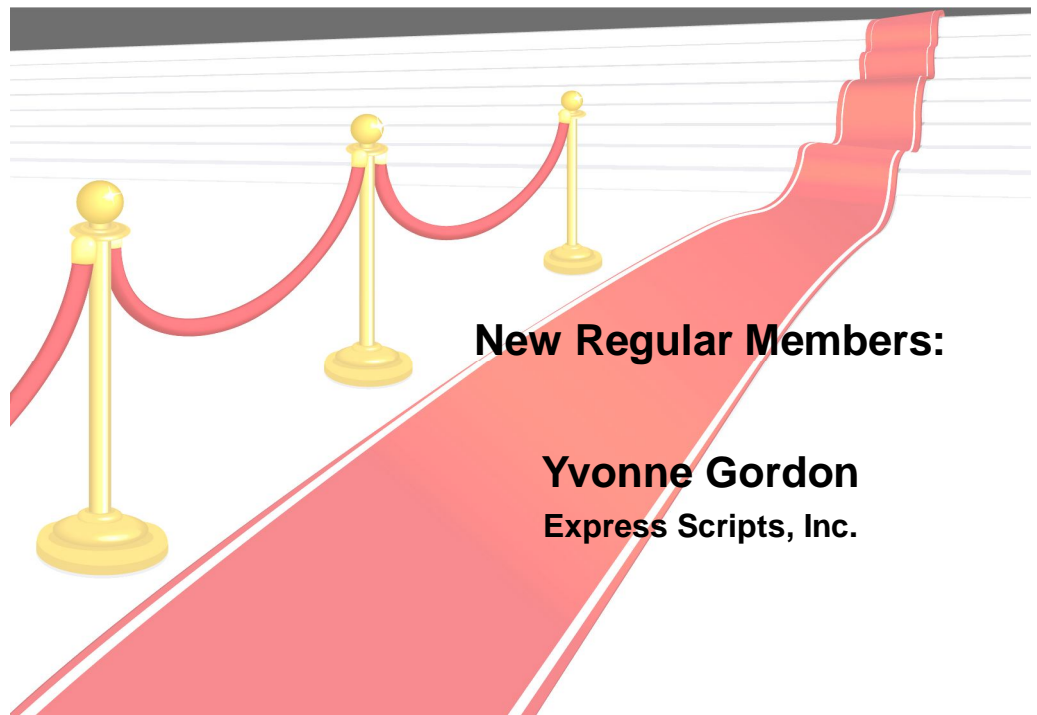
ISM St. Louis

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

Welcome New ISM-St. Louis Members

ISM-St. Louis welcomes our recent new members.

Thank you for your participation



New Regular Members:

Yvonne Gordon
Express Scripts, Inc.

Corporate Sponsors



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