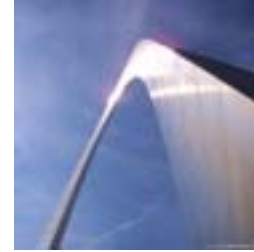


Buylines



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

March 2010

PRESIDENT'S MESSAGE

SUPPLIER DIVERSITY & SUPPLY MANAGEMENT LEADERSHIP

This month's meeting is to promote and celebrate both of these... let's just say... skill sets. I think they are skill sets because of the passion, commitment, knowledge, and many other virtues required to excel in these areas.

This month we will have a joint meeting with the Saint Louis Minority Business Council (SLMBC). Our speaker, Christina Foster, ISM Vice-President of Strategic Relations and Diversity, will provide insight into "Supplier Diversity's Impact on our Business".

We are also presenting the "Supply Manager of the Year" award to a very deserving recipient who

Continued on Page 2

Supplier Diversity Month by Christina Foster

Please join us for the March General Meeting on **March 23, 2010** at the **Spazio's**. This will be a **joint meeting** with St. Louis Minority Business Council. Registration begins at **5:30p.m.** and program commences at **6:30p.m.**

Christina Foster is currently the Vice-President –Strategic Relations and Diversity for the Institute for Supply Management (ISM)™. Developing and enhancing relationships with minority and women business, international and other supply management organizations and to become more engaged with ISM is a key focus in her role. As it relates to diversity, she focuses on recruiting minorities and women. Christina works closely with colleges and universities (including those identified as minority and women institutions) in enhancing their relationship with ISM and promoting supply management to their students and professors. She is also involved in promoting ISM's new qualification program –Certified Professional in Supply Management (CPSM) mainly focusing on international participation. This qualification is geared to be the premier designation for the supply management profession.

Her previous positions were in the area of Human Resources and Training. These positions required program development, implementation and adherence to policies.

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PRESIDENT's Message

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has contributed significantly to the advancement of the supply profession through ISM-St. Louis through distinguished service and contribution of time, effort and ability.

Please join us in welcoming our SLMBC guests while expanding our knowledge of Supplier Diversity and its role on our business. Then help us applaud the achievements of one very deserving member.

As always I will end my thoughts every month 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 serving on a committee or becoming a Board member.

Thank you.

Marty Rutkovitz, President

Process change experience includes training over 9,000 people on the topic of sexual harassment and related issues. She has consulted on a number of investigations and conducted workshops addressing cultural diversity, conflict mediation, racial and sexual harassment awareness.

Currently, Christina is the Vice-President of Operations for the Phoenix Chapter of the National Black MBA Association. She is a board member of the Arizona Employers Advisory Council, the Society of Human Resource Management, and the National Society for Hispanic MBAs. She is a Life Member of the National Association for the Advancement of Colored People and has served on other professional and community boards in various capacities.

She has her Masters in Business Administration from the University of Phoenix and her Bachelors in Public Administration from Indiana University. She also has her certification as a Senior Professional in Human Resources. We will have two Pre-Dinner Meetings in March, Continuing the Maxwell Leadership Series and a New Member Orientation. We look forward to seeing you in March.

In April we are bringing Tim Rand, Chief Information Officer for Silver Sea cruises, to speak on The Logistics Challenges Facing an International Cruise Line. Plan to attend what promises to be a great evening.

By Patrick Williamson, C.P.M.

March Pre-Dinner Meeting starts at 5:30pm:
Maxwell Leadership Series
Laws 13,14 and 15

Next Month! April Dinner Meeting
Topic: Logistics and Transportation
by Jim Rand
When: Tuesday, April 20 at 5:30 pm
Where: Spazio's



A monthly newsletter providing information about CAPS Research documents that are now available at the CAPS Research public web site (www.capsresearch.org) as well as information on benchmarking activities and other news about our programs and events. Please note that all first-time visitors need to create a user login profile to access the research documents.

Newly Published Resources at www.capsresearch.org Error! Hyperlink reference not valid.:

Benchmarking: Department of Energy/NNSA Contractors 2009 Metric Report

This report was developed specifically for a group of Department of Energy/National Nuclear Safety Administration contractors who provide services for Dept of Energy/NNSA laboratories, production facilities, closure sites, or site management. It provides information on total funding awarded through the organizations' prime contract as well as funds received through the American Reinvestment & Recovery Act (ARRA). The report also shows how ARRA funds have positively impacted the numbers of procurement employees at the contractors' locations.

- Go to www.capsresearch.org to access the benchmarking report.

Benchmarking: SnapShots - Collaborative and Independent Innovation 2010

This latest SnapShots report focuses on innovation strategies which are defined as being either 'Collaborative' (using internal ideas, but actively seeking external sources of innovation) or 'Independent' (innovation in generated internally, and intellectual property is closely guarded). Results indicate there is not a significant difference between manufacturers and non-manufacturers regarding their current innovation strategies. However, in three years time 36% of the manufacturers expect their innovation strategies to be mostly or strongly collaborative and 46% of non-manufacturers reported their innovation strategies will be mostly or strongly collaborative.

- Go to www.capsresearch.org to access the benchmarking report.

Benchmarking Opportunities:

SnapShots Benchmarking - Information sharing is one the most effective tools that companies can use to gain insight to topics or issues of general interest. CAPS Research SnapShots is proving to be a simple and straight-forward communications tool. Not only do you share in the results, you can develop your own questions for us to release to our benchmarking community.

Benchmarking surveys to be released:

- Industrial Manufacturing Industry – March 3, 2010
- Cross-Industry Standard Benchmarks - March 23, 2010

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Benchmarking Industry Advisory Committee Meetings

- Investment Recovery Association – February 21, 2010
- Pharmaceutical Industry – March 17, 2010
- Financial Services Industry – March 24, 2010
- Petroleum Industry – March 30, 2010

Do You Want To Benchmark? If the answer is 'Yes,' contact the Benchmarking team at CAPS Research to get your company added to the list of companies who will be asked to provide data for 2010 survey releases. Just send an email to metrics@capsresearch.org asking for more information about benchmarking opportunities.

Supply Chain Guru Predictions for 2010: Full Comments

Taken from Supply Chain Digest – February 2, 2010

Submitted by Melissa Orlando

Art Mesher (CEO, Descartes Systems Group)

2010 will be the first year in what I am calling the "new era of selective specialization."

Last decade we saw the proliferation of microprocessors, handheld GPS technologies and network presence.

Using Darwin's law we mapped these and defined what we saw in the last half the decade - the beginning of "the internet of things" or as I described it in 2004, "resources in motion."

As I forecast in 1997, The Y2K decade also birthed the beginnings of the software as a service (SaaS) model.

So now things can be scanned and read while in motion, and supply chain software systems are now seen as continuous versus being a onetime lifetime purchase. So using Darwin's law again and the same tools I have employed since I began charting supply chain theory in 1991, I have mapped the convergences and identified the congruence of the trends - the Ven diagram intersection of these trends.

This next spawned the convergence of business process outsourcing (BPO) models, consulting services, SaaS models and freight networks. We will enter a new era where new supply chains companies and flows will be born and engineered as these new SaaS-based BPO companies intermediate highly specialized collaborations within and between supply chains.

There are very cool, highly specialized companies emerging as we speak in reverse
continued on page 5

logistic, health care, food logistics. The SAPs, Accentures and UPSs of the world will begin to discover that the world of the "commanding generalist" has come under attack by the "subordinating specialist."

Darwin said we can't see evolution at once because it happens in too small and insignificant steps. So 2010 will be the year that it is all the same ... While it's all changing.

Dwight Klappich (Vice President, Gartner)

In the preliminary analysis of the data from the annual Gartner-SCDigest supply chain survey just completed, we find one very interesting trend: As the economy recovers, it appears that what many companies plan to do is to make investments that frankly allow them to return to growth without having to add a lot more people.

Companies are looking to increase the productivity of the people they already have. The switch is from pure cost cutting in 2009 to cost avoidance through productivity gains in 2010.

Gopikrishnan G.R. (Delivery Manager and Head, Supply Chain Management, Enterprise Solutions, Infosys Technologies)

As the lead for a practice primarily involved in technology-enabling global supply chains, my big bet for the IT dimension of supply chain management (SCM) this year would be improved customer experience, both for internal end-users and external end-customers. Supply Chains have gained prominence after the downturn, with managers broadly focusing on two aspects:

- (1) Improving efficiencies in the back-end supply chain to reduce costs
- (2) Enhancing end-customer experience by augmenting the front-end supply chain.

At the back-end, SCM continues to be plagued with cross-functional integration challenges. Within Supply Chains, this inhibits leveraging cross-functional workflows to drive broader business objectives. The roadblocks are in organization structures and lack of shared KPIs, which is why Supply Chain Event Management (SCEM), in spite of huge potential never lived up to its hype, beyond confining to alerts and monitors of individual applications.

While such cross-integration challenges remain, organizations will face continued pressure to harmonize supply chain operations within a function (e.g., procurement consolidation or enterprise-level transportation management) and squeeze out further efficiency improvements from existing deployments (e.g., spend analytics driving sourcing improvements or extending a warehouse management solution to support multiple warehouses/fulfillment models).

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Among customer-facing applications, I believe that e-commerce will continue to get priority, with businesses emphasizing improved search engine optimization, search and browse features, catalog management and hassle-free order taking. We are finally reaching an era of “true multi-channel commerce” in retail Supply Chain Chains. The three or four disparate channels retailers had nurtured in isolation are now sharing customer information, product information and importantly inventory information and fulfillment rules. Also going forward, multi-channel operations will encapsulate multi-channel integration programs. I am also eagerly watching the accelerating trend of platform or SaaS-based offerings moving from the typical back-office functions of finance, procurement, HR and so on to more core functions like Order Capture, Order Management and Transportation Management.

I also anticipate continued asset consolidation of capital investments deployed across the supply chain. Green Asset Management is certainly going to bestow brand equity vis-à-vis Corporate Social Responsibility (CSR) themes; equally importantly, there will be a business case for ensuring productivity enhancements within core supply chain functions and lowering Selling, General, and Administrative (SG&A) costs. Mobile, Fleet, IT, Operational Assets, Plants, Real Estate, etc. will all be up for consolidation with work order management integrating with upstream functions of procurement and inventory management.

The usual supply chain suspects would continue to get focus – inventory visibility, supply-demand matching and supplier collaboration, to name three. To tackle global inventory visibility, organizations are going to gun for better views into supplier, in-transit and on-hand inventories to improve fulfillment percentages and reduce holding costs. In the coming year, replenishment planning will aim to provide improved supply-demand matching by looking at broader supply picture and embracing better forecasting techniques. Supplier collaboration would prosper beyond three and four-way matching or PO portals to include improved order updates upstream in the supply chains (date changes, partial deliveries, substitutions etc done systemically). It will also provide near-real time updates until the goods reach their destination, be it a buyer distribution center or a 3PL warehouse or the end-customer.

Beyond these function-level investments, I expect to see increased tailoring of supply chains this year due to mergers and divestitures, global forays of corporations and most importantly, the shifting balance-of-power among various supply chain eco-system constituents. This would undeniably put stress on IT applications for seamless alignment with businesses needing to reconfigure themselves on a continuous basis to changing partner dynamics. New supplier-contract-item combinations on the buy-side and complex fulfillment options moving towards “buy-anywhere, return-anywhere, fulfill-from-anywhere” philosophy on the sell-side are two typical examples that would trigger rip & rewire initiatives in the supply chains and consequently, their underlying IT.

Better times beckon in 2010 – the year of recovery. Keeping these supply chain trends in view will help position companies capitalize on resurgent opportunities, cut costs, satisfy customers and drive revenue. Full article found at:

http://www.scdigest.com/ASSETS/ON_TARGET/10-02-02-1.php?cid=3186

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

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

It was good to see so many familiar faces at ISM-STL's February General Meeting. It was a joint meeting with the APICS-STL chapter. To accommodate the larger than usual turn-out because of the combined meeting, the meeting was held at the Sheraton Westport Chalet. The atmosphere, service and food were consistent with the General Meeting experience held at the usual sites.

The meeting commenced with the regular meeting activities. Both APICS-STL and ISM-STL recognized new members and members receiving professional certifications. Marty Rutkovitz, ISM-STL's Board President, reviewed the recent vote on the bylaws change proposed by ISM. The measure passed by a 75% favorable vote. This means that anyone interested in the Supply Management profession can become members of ISM. The provision also strictly prohibited the solicitation of business by any individual during meetings. Marty went on to say that, in accordance with our chapter bylaws, the ISM-STL members will need to pass a measure to accept this change at the upcoming March general meeting.

The main speaker for the meeting was Greg Tate. He provided a presentation on IT and Supply Chain. Greg has extensive background in aerospace, automotive, semiconductor and software technology which spans over 20 years. His presentation on the current and future state of IT and how this can impact Supply Chain Professionals was very insightful and well received by the crowd in attendance.

Greg first provided some statistical facts which highlighted the growing problem for IT. The generation and storage of data is growing exponentially. He said that an estimate on the combined cost of IT in the US is \$6 Trillion a year. This includes personnel, facilities, hardware, software, cabling, maintenance, etc. He went on to say that in 2006 161-terabytes of data was generated. To give perspective on this, he stated that all the words ever spoken in human history is estimated to total 5-terabytes. To illustrate how "BIG" the problem has become he said that the data generated in 2009 is estimated to be 900-terabytes.

These circumstances have given rise to a new IT market-place which Greg called "Information Plants". He said instead of companies further investing in infrastructure to manage data, the wave of the future is to outsource data storage to self-sufficient facilities containing massive storage capability which then sells this space to companies generating the data. Much like managing raw materials, components and finished goods, this new IT market-place will need professionals to manage the demand/supply relationship between data and storage space. Greg included a listing of approximately 47 occupational titles associated with IT. He then highlighted several roles that overlapped very well with the Supply Chain profession. His point was that major manufacturing continues to shrink and by "thinking outside the box" we can begin to prepare ourselves to become a valuable resource for this growing IT market-place.

Greg recognizes that the language barrier between IT and the rest of the world can be intimidating. He pointed out that in some cases, Supply Chain "speak" is foreign to other functional groups. In time and with exposure, we learn the new terminology and incorporate that terminology into our vernacular. Greg concluded with words of encouragement and optimism that if Supply Managers re-invent ourselves, we can market our skills in new and fresh ways which will enhance our value to our current employers of better prepare us when the need arises to find new horizons.

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

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.

Check us out!

*Have you seen our new website? Find out what all the buzz is all about!
We invite you to see visit us at <http://www.ismstlouis.org>*

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:

Bill Durham
ABF International

Larry Ligon
Olin Corporation

Aitor Barrio
Ameren Corp

Robert Erbs
Siemens Emerson

Joseph Pellegrino
Process Mgmt

Chris Heuer
Enterprise Holdings Inc.

Jennifer Clifton
KV Pharmaceutical

Blaine Taylor
Urban Behavioral
Healthcare Institute

Carolina Rosales
Emerson Process Mgmt

Anthony Aimonette

Dana Hill

New Volume Discount Members:

Mark England
Covidien

Hat's Off!!!

New CPM Robert McDonough

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
Purchasing Manager	Utility	St. Louis, MO
Materials Supply Manager	Value brand and store brand foods	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](http://www.ismstlouis.org) 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 March and April 2010. For seminar details, please call the ISM Customer Service Department at 800/888-6276 or 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](#).

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
April 2010		
CPSM [®] Exam Review Course #4250	April 21-23, 2010	San Diego, CA
CPSM [®] Bridge Exam Review Course #4244	April 22-23, 2010	San Diego, CA
CPSM [®] Train-the-Trainer: Review Instructor Courseware Program #4302	April 22-23, 2010	San Diego, CA
Driving Down Costs Through Cost/Price Analysis #4509	April 22-23, 2010	San Diego, CA
Legal Negotiations #4276	April 22-23, 2010	San Diego, CA
How to Develop and Manage a Supplier Diversity Program #4323	April 24, 2010	San Diego, CA

ISM Events Calendar 2009/2010				
Month	Date	Event	Time	Location

Mar-10				
	9	Board of Director Meeting	5:30	J Bucks
	23	General Dinner Meeting	5:30	SPAZIO's
		<u>JOINT MEETING WITH MINORITY BUSINESS COUNCIL</u>		
		<u>SUPPLIER DIVERSITY</u>		
		Speaker-Christina Foster, SPHR		
		VP Strategic Relations and Diversity ISM		
		<u>SUPPLY MANAGER OF THE YEAR AWARD</u>		
		Pre-Dinner		
		New Member Orientation	5:30	
		Maxwell Leadership Series Laws 13,14 and 15		
Apr-10				
	13	Board of Director Meeting	5:30	J Bucks
	20	GENERAL DINNER MEETING	5:30	SPAZIO'S
		Speaker - Tim Rand		
		Topic: Logistics and Transportation		
		Election of Officers		
		Pre-Dinner	5:30	
		Maxwell Leadership Series Laws 16,17 and 18		

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