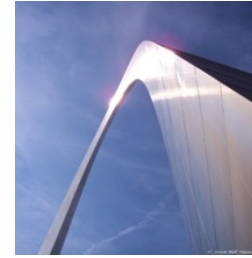


Buylines



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

April 2010

PRESIDENT'S MESSAGE

Tell Me

Next month your Board of Directors will meet to plan the upcoming year – speakers, topics, seminars, budgets, and development of networking among other affiliate related business directives.

It appears, depending on what media is relaying the information that the economy is bouncing back. This, we can only hope, means an increase in job opportunities as well as providing some relief for those employed who may be concerned about downsizing and layoffs.

From my own experience, both personally and professionally, new

Continued on Page 2

Phased Approaches For Larger Spend Analysis Projects by Scott McBride

Please join us for the May General Meeting on **May 18, 2010** at the **Spazio's**. Registration begins at **5:30p.m.** and program commences at **6:30p.m.**

As the 2009 – 2010 season winds down, we plan to present Scott McBride as our speaker for the final general meeting on May 18.

Scott McBride is the Director of Enterprise Solutions at lasta, a software and global service provider of cost effective supply management solutions. Scott currently manages the sales and deployment efforts of their Spend Analysis and eSourcing solutions. He also directs the use of these platforms within the consulting partnerships maintained by lasta. Before taking this position, Scott was a Senior Spend Analyst for Prairie Quest Consulting and a subcontractor for CGI.

The topic for the evening will be “Phased Approaches for Larger Spend Analysis Projects.” This promises to be a thought provoking and educational presentation that I am sure you will not want to miss.

This occasion will also be Past Presidents Night, where all the past presidents of our Saint Louis

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PRESIDENT's Message

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opportunities are occasionally communicated via word-of-mouth. This of course, leads to awareness through networking.

While we post job offerings on our website and here in the Buylines, we can pass these on via one-on-ones. If any member wishes to meet with me, or call me directly to discuss, I will make myself available in person or via phone. So let me know. Tell me.

On another note, it is with great regret that I announce Keith Nokes, Director of Technology, has resigned from the Board. Keith was a tremendous asset to the affiliate as he led the transition and implementation to our new website. Gary Sutton, C.P.M., a member of the Technology Committee has graciously stepped up and will fill the remaining year of the position.

As always, 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

Phased Approaches

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organization come together to re-connect and meet new friends. It is always an enjoyable evening and we look forward to seeing you all there.

We will have two pre-dinner presentations starting at 5:30pm. First, Cindy Wessel presents "Managing Virtual Teams" and second, we will have the continuing "Maxwell Leadership Series."

We look forward to seeing you all at Spazio's for a great evening.

By Patrick Williamson, C.P.M.

April Pre-Dinner

Maxwell Leadership Series
Laws 19, 20 and 21
and
Managing Virtual Teams
By Cindy Wessel

Buyers suffer worst price inflation in 18 months

By Chris Williamson (director and chief economist at Markit Economics)

Source: <http://ifpsm-ezine.org/latest-issue/may-2010/buyers-suffer-worst-price-inflation-in-18-months/>

PMI survey data for March showed that average input costs rose across manufacturing and services at the fastest rate since September 2008, driven up, in particular, by a steep increase in prices paid for inputs by manufacturers.

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Global PMI Input Prices by Sector Sources: Markit, JPMorgan

Manufacturers' input prices rose at the fastest rate since August 2008 while costs in the service sector (which include wages, salaries and rents) rose at the sharpest pace since September 2008.



Manufacturing PMI Input Prices by Nation Sources: Markit, JPMorgan, ISM



Services PMI Input Prices by Nation Sources: Markit, JPMorgan, ISM

Among the major world economies, rates of cost inflation are in most cases at their highest levels since the onset of the global recession - but are still well below pre-recession peaks.

The US saw the fastest rates of inflation for both manufacturing purchase prices and service sector costs in March. US manufacturing input price increases were the steepest since August 2008, while inflation of non-manufacturing costs hit an 18-month high. Both rates also stayed above their respective long-run averages. Although easing from recent highs, rates of cost inflation in the Chinese manufacturing and service sectors were also above the long-term trends.

The Eurozone saw cost inflation accelerate sharply to its fastest since September 2008, with rates of increase in Germany, France and Italy all the highest during that period. Input prices rose to the greatest extent for 19 and 16 months in Eurozone manufacturing and services respectively. However, while the rate of inflation in Eurozone manufacturing remained well above its long-run trend, the increase in the service sector was moderate by the historical standards of the survey. This dichotomy between manufacturing and services was also observed across the "big four" euro-area nations – Germany, France, Italy and Spain.

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trend, the increase in the service sector was moderate by the historical standards of the survey. This dichotomy between manufacturing and services was also observed across the “big four” euro-area nations – Germany, France, Italy and Spain.

The main exception globally was Japan, where overall costs declined for the sixteenth month in a row. However, even here, the rate of deflation was the weakest during this period, as service sector cost decreases eased and manufacturing input costs rose at the fastest pace since October 2008.

Although both global PMI measures of manufacturing input prices and service sector costs are still well below their pre-recession peaks, they have risen strongly from their recession lows and suggest that inflationary pressures are building. This process is occurring much earlier in the recovery than would be expected given the evidence of spare capacity in many major economies.

A clue to this increase in many prices is the lengthening of suppliers’ delivery times. A recent surge in demand for inputs by manufacturers has been caused by the rebuilding of inventories, which were slashed aggressively during the downturn. These manufacturing inventories rose globally in March for the first time since December 2006. Inventory rebuilding was already underway in a number of Asian manufacturing sectors. March saw stocks rise for the fourth month running in China, the thirteenth consecutive month in India and throughout the first quarter of 2010 in Taiwan. Latest PMI data also indicated US manufacturers added to their holdings for the first time in almost four years, with the rate of increase the sharpest since July 1984.

Suppliers also slashed their inventories during the recession, and are now struggling to meet demand from manufacturers. Moreover, in an ever-faster moving, technology-focused world, many inputs become obsolete very quickly. This means last year’s inputs may no longer be required by producers of many high-tech products. Suppliers’ production lines need to be restarted or often retooled and new staff recruited to make today’s inputs. The resulting shortages of inputs relative to surging demand in turn caused delivery times to lengthen sharply, leading to sellers’ markets and rising prices for many purchases.



Manufacturing PMI Inventories by Nation Sources: Markit, JPMorgan, ISM



Manufacturing PMI Input Prices vs. Delivery Times Sources: Markit, JPMorgan, ISM



Strategic Meetings Management – Approaches for Success

Date: Wednesday, May 26, 2010

Time: 1:00 p.m. EDT / 10:00 a.m. PDT

Don't miss this **Free, 1-hour STREAMING ONLY Web event hosted by ISM and sponsored by Maxvantage. <http://www.ism.ws/2145>**

For many organizations, meetings represents one of the largest categories of unmanaged spend. Over the past two years, the "AIG effect" has drawn significant attention to this category and the need to apply policy and manage spend to mitigate risk – both from a reputation perspective, as well as a financial and contracting perspective. Best-in-class Strategic Meetings Management Programs (SMMP) provide transparency, risk mitigation and cost reduction. The benefits of managing meetings are realized in the first year of SMMP implementation. What does it take to put a program in place? What are the keys to successful implementation and adoption?

Join us for an interactive conversation with two experts in the field – Lynn Ridzon, Director, Global Strategic Sourcing, Travel, Meetings & Events for Amgen and Dick Zeller, Vice President, Strategic Meetings Management for Maxvantage as they share their experiences and best practices to gain control over the meetings and events category.

YOU WILL LEARN:

- The key elements and goals of strategic meetings management programs and why they are important
- Best practices for program implementation and adoption
- Benefits of managing this spend category including reduced risk, cost reduction and more

Featured Speakers:

N. Lynn Ridzon, CTC

Director, Global Strategic Sourcing, Travel, Meetings & Events
Amgen, Inc.

Dick Zeller

Vice President, Strategic Meetings Management
Maxvantage

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

More Growth and Inflation for Mid-America: Job Growth Stronger for Second Quarter

By Ernie Goss Ph.D

April survey results at a glance:

- Leading economic indicator points to healthy growth in the months ahead.
- Job gains recorded for the fifth straight month.
- Inflation gauge rises to troubling level.
- Inventory levels climb for third straight month.

For Immediate Release: May 3, 2010

OMAHA, Neb. – The Business Conditions Index for the Mid-America region climbed for the fifth straight month, pointing to a growing economy in the months ahead, according to the April Business Conditions survey of supply managers and business leaders in a nine-state region.

The index, a leading economic indicator, slipped to a very healthy 61.7 from March's 64.3. An index of 50.0 is considered growth neutral. This was the fifth straight month that the index has risen above growth neutral signaling an expanding regional economy in the months ahead.

“While the financial turmoil in Europe is a clear risk to the recovery, manufacturing and value-added services sectors in the Mid-America region are experiencing very strong business activity. This leading economic activity will continue to push overall economic growth for the nine-state region higher through the third quarter of 2010. Government data shows that the region added 25,000 jobs for the first quarter of 2010. I expect job additions for the second quarter of 2010 to be somewhat stronger than the first quarter's annualized 0.8 percent,” Creighton University Economics Professor Ernie Goss said today.

For the fourth straight month, the regional employment index rose above growth neutral. The April job reading climbed to 58.4 from March's 57.9. For April, 28.4 percent of supply managers reported job gains for their firms, while only 11.6 percent indicated that their firms reduced employment from March levels.

“Despite improved hiring, I expect unemployment rates for most states in the region to remain at elevated levels as firms remain overly cautious about hiring new workers. There is just too much economic uncertainty right now for firms to hire more aggressively,” said Goss, director of Creighton's Economic Forecasting Group and the Jack A. MacAllister Chair in
continued on page 7

Regional Economics.

Rebounding prices have accompanied the regional economic expansion. The prices-paid index, which tracks the cost of raw materials and supplies, moved above growth neutral for the 11th straight month to 81.2 from 80.5 in March. “The prices-paid index has more than doubled over the past year, signaling rising price pressures at the producer level. While we have yet to experience rising inflationary pressures at the consumer level, record-low interest rates from the Federal Reserve, combined with record federal government spending deficit spending, are creating price bubbles in various commodities and will ultimately contribute to inflationary pressures at the consumer level, above the Fed’s goal of 1.75 percent to 2 percent,” said Goss.

This month supply managers were asked how much they expected prices of goods and services they buy to change in the next six months. Almost one-third, or 32 percent, anticipates price increases of more than 6 percent in the next six months. The Federal Reserve cannot continue to ignore this upward pressure on prices at the producer level. Recent Presidential appointments to the Federal Reserve Board are on the side of keeping rates low. Thus, while I think the Fed should raise rates soon, I do not expect a rate hike before the fourth quarter of this year,” said Goss.

Looking ahead six months, economic optimism, captured by the April confidence index, rose to a very strong 72.9 from March’s 70.1. “Even though employers face too much uncertainty to more aggressively hire, record low interest rates, a stabilizing job market and recent declines in the nation’s unemployment rate are supporting economic optimism of supply managers in the Mid-America region,” said Goss.

New export orders slipped to a still healthy 57.0 from March’s 61.6. The improving regional economy has also contributed to strong imports with an April index of 59.8, up from March’s 57.0. “Even as the Euro has weakened against the dollar, the dollar has depreciated in value by 7 percent against the currency of all trading partners over the past year. This decline in value is making both manufactured and agricultural goods from the U.S. more competitive abroad. For the last three months, one-third of the supply managers reported an upturn in international

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buying. Only 2 percent of the supply managers reported a cut in buying from abroad over this same time period,” said Goss.

For the third consecutive month, supply managers in the nine-state region increased their inventory levels. The April inventory index slipped to a still solid 53.2 from March’s 57.5. “After an extended period of inventory reductions for firms in the region, businesses are beginning to add to inventory levels. This growth has been a positive factor pushing the regional economy forward,” said Goss.

Other components of the April Business Conditions Index were new orders at 70.0, down from March’s 72.1; production or sales at 65.8, down from 72.2; and delivery lead time at 61.4, down from 61.8.

The Creighton Economic Forecasting Group has conducted the monthly survey of supply managers in nine states since 1994 to produce leading economic indicators of the Mid-America economy. States included in the survey are Arkansas, Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, Oklahoma and South Dakota.

The Creighton Economic Forecasting Group uses the same methodology as a national survey by the Institute for Supply Management, formerly the Purchasing Management Association, which has formally surveyed its membership since 1931 to gauge business conditions. The overall index, referred to as the Business Conditions Index, ranges between 0 and 100. An index greater than 50 indicates an expansionary economy over the course of the next three to six months.

Missouri: For a 10th straight month, Missouri’s Business Conditions Index was above growth neutral. The index from a survey of supply managers slipped to 58.4 from 58.8 in March. Components of the overall index from the April survey were new orders at 62.4, production, or sales, at 62.7, delivery lead time at 56.4, inventories at 55.5, and employment at 55.0. “In the first quarter of 2010, the state’s unemployment rate climbed slightly as the state lost more than 6,000 jobs. For the second quarter, based on surveys over the past several months, I expect the state’s unemployment rate to remain flat with job gains of more than 10,000. The state’s large durable-goods manufacturing firms will cease job losses while nondurable manufacturing firms will add jobs for the quarter,” said Goss.

For historical data and forecasts visit our website at: <http://www2.creighton.edu/business/economicoutlook/>

APICS – The Association for Operations Management Names Covidien Company of the Year

St. Louis, MO. — The St. Louis Chapter of APICS – the Association for Operations Management will be presenting Covidien, one of the chapter's most committed member companies, with its 2009-10 Company of the Year Award. Recognizing Covidien's outstanding contributions to the chapter, the award will be presented on Tuesday, May 11 at the Sheraton Hotel – Lakeside Chalet at Westport in St. Louis.

Covidien's global Pharmaceuticals business unit is headquartered in St. Louis, employing approximately 2,700 people and operating seven facilities in the St. Louis metropolitan area. Key products for the Pharmaceuticals business unit include branded and generic pharmaceutical products, primarily focused on pain management; active pharmaceutical ingredients including acetaminophen, controlled substances and drug chemicals; radiopharmaceuticals used to diagnose and treat disease; and contrast media products and related devices.

Covidien's Logistics organization is committed to creating mutually beneficial supply base partnerships. This award is in recognition of one such partnership. "Our focus on strategic sourcing enables us to create sustainable relationships for long term growth with a continued commitment to delivering innovative, quality products for positive patient outcomes" JoAnne Levy, Vice President of Logistics for the St. Louis based Pharmaceuticals business unit states. "We are honored to receive this award from APICS St. Louis. We value the educational and developmental resources that APICS offers to our entire Logistics team across all functions, ranging from planning to customer service to distribution and transportation management."

Theresa Scully, Vice President of Communications for APICS St. Louis states, "APICS and Covidien, one of APICS largest member companies, are in true partnership together. Covidien is being recognized and honored for its commitment to translating APICS knowledge and

Continued on page 10

principles into tangible benefits for its employees, customers, suppliers and shareholders.

Covidien's success in the supply chain arena sets the company apart from its competition and

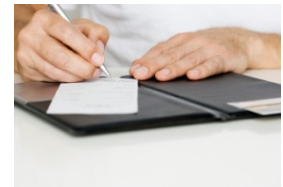
APICS is honoring their commitment, execution, and pioneering in the supply chain and

operations management areas of expertise.”

Robert Bielecki, President, APICS St. Louis presented Covidien with the Company of the Year Award for 2009-10.

New Membership Dues Invoicing Process for ISM-St. Louis

By now, members should have received an invoice from ISM National (out of Tempe, AZ) for your ISM-St. Louis membership renewal. If you haven't already received your invoice, please watch for it in the mail. This year is the first time that ISM-St. Louis has utilized the billing option available through ISM National and as with any transition, there have been a few bumps. Below are some of the initial issues that have been brought to our attention:



- Odd billing amounts – *The renewal rate for ISM-St. Louis should be \$260 total for any current **Regular** members and \$160 total for **Associate** members who has been with ISM-St. Louis since 7/1/09. If you joined ISM-St. Louis since 7/1/09 then you should receive a pro-rated bill.*
- New remittance address – *In the past, bills were processed through ISM-St. Louis and remitted back to ISM-St. Louis. Since ISM National is handling the invoicing process this year, all payments will be directed back to ISM National (Tempe, AZ address).*
- New members receiving invoices – *There have been a few instances in which members who joined ISM-St. Louis since 1/1/2010 have received an invoice. If this is the case, please contact ISM Nationals for further guidance.*

I'd like to apologize for any confusion that this new process may have caused. Should you have questions about your invoice, your first point of contact should be with ISM National customer service at 800-888-6276, extension 401 or via email at custsvc@ism.ws. As always, I am happy to assist with any issues that need additional attention. Thank you for your understanding as we work towards more efficient processes.

By Melissa L. Orlando, CPSM, C.P.M., Director of Membership Membership@ismstlouis.org

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

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

The April General Meeting was held on April 20th, which posed a schedule conflict for me. So like some of you, I too missed the meeting. That was especially unfortunate, because if you have ever cruised or know someone who has, the topic "The Logistics Challenges Facing an International Cruise Line" presented by Tim Rand provided insights into "How do they do that?" Because I wasn't able to attend, I asked my colleague, Marshall Karibian, to take notes for me to use in this article. Thanks, Marshall!

Tim provided a brief career overview of his experience with the Cruise Line Industry. Based upon the special characteristics of his former employer, one would conclude Tim worked for a luxury cruise line.

He stated that a cruise line is a Restaurant and Hotel with uniquely complex operations which rely on strong logistical and planning techniques to meet and exceed the expectations of its customers/passengers. Tim said that behind the service staff who attends to the cabins and dining rooms, there are a number of key individuals who collectively make it possible for the staff to successfully interact with the passengers. Shore Side, ship board, hotel, marine and technical staff execute a series of exchanges to make sure goods and services are placed appropriately to contribute to delivering exceptional service to passengers. Behind the staff within the supply chain are suppliers and consolidators who serve to provision the ship at key points along its route. From fine foods, international award winning wines and distilled beverages, to beer, mixers, soft-drinks and of course, those colorful umbrellas to shade your drink from the mid-day sun. This network of supply managers and suppliers are often supported by a sophisticated data management network designed to track and report consumption and facilitate restocking of provisions at the next port of call.

There are several challenges that cruise lines face: Distance, Time Zones, Languages, International Trade and Commerce Regulations, Warehousing/Storage, Shelf-life of Perishables, soft-goods and Gift Items and Trash and Waste Management. All of the supply chain activities of the cruise line are designed to happen out of the line of sight of the passenger. I'm exhausted just thinking about it and I didn't even attend the general meeting.

I don't know about you but I'm ready for a vacation! Maybe I'll check out a cruise?

I look forward to the prospect of seeing you at the May meeting!

Welcome New ISM-St. Louis Members



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

Academic: 3	Associate: 11	Dues-Free: 6	Full: 5	Life: 18
Regular: 257	Student: 5	Volume: 11	Total: 316	

New Regular Members:

Amanda Durell

Centocor Biologics

Helena Hartwein

Paul Heslin

KV Pharmaceutical

Leonard Lawson

Edward McCabe

Marrisha McFoulon

Metro - Transit

Rafael Salvosa

Emerson Tool Co.

Tiffany Sauer

Crane Valve N. America

Michael Shearer

Ameren Services Co.

Jeffrey Sullivan

Covidien

Jill Sylte

Sensient Colors, Inc.

Cherie Vancleve

KV Pharmaceutical

Erin Vaughn

Ralcorp Holding, Inc.

ISM and CIPS Cement Reciprocal Agreement Partnership to promote professional credentials in North America and the U.K.

TEMPE, Ariz. (April 8, 2010) — The world's two largest and leading purchasing and supply management organizations are joining forces to offer professional credentials in North America and the United Kingdom. A new agreement between Institute for Supply Management™ (ISM) and The Chartered Institute of Purchasing & Supply (CIPS) sets forth reciprocity between the two organizations allowing professionals to apply for the respective professional credentials.

Both ISM and CIPS are individual membership organizations which between them have more than 150,000 members and individuals holding their professional credentials. The new agreement will allow CIPS members in the U.K. holding the MCIPS designation to apply for and receive the CPSM® credential from ISM. Similar reciprocal conditions are also in place that provide pathways for professionals in North America holding the CPSM® credential to apply for and receive the MCIPS designation from CIPS.

“Reciprocity around professional credentials creates immediate benefits to both our organizations’ members,” says ISM CEO Paul Novak, CPSM, C.P.M. “Professionals working toward a professional designation have increased opportunities and greater access to two world-renowned credentials.”

David Noble, CEO, CIPS said: “This is a major step forward for the procurement profession as we continue to see an increasing demand from global organizations for procurement professionals highly qualified to a common standard across their operations. This agreement will allow members

Continued on page 11

of both CIPS and ISM to have transportable professional recognition in the U.K. and North America, and will serve to further enhance the profession's standing and credibility as a truly international discipline."

This initiative will provide a platform for future development of a universally recognized international standard in purchasing and supply management, supporting the continued promotion of global recognition for the profession.

Both CPSM® and MCIPS enjoy high regard among professionals in the public and private sectors across the globe. Both institutes are leading members of the International Federation of Purchasing and Supply Management (IFPSM), a union of 43 national and regional purchasing associations worldwide.

Current Career Bank Postings		
Position	Industry	Location
Contract Administrator	Technology	St. Louis, MO
Purchasing Mgt Team Member, Supply Chain Symphony	Healthcare	St. Louis, MO
Strategic Sourcing Manager - Commodities	Food	St. Louis, MO
Strategic Sourcing Manager - Packaging	Food	St. Louis, MO
Mgr Product and Inventory Control	Public Transit	St. Louis, MO
Specialist, Procurement Sr.	Specialty Chemicals	St. Louis, MO
Strategic Sourcing Specialist - Packaging	Food	St. Louis, MO
Supply Chain Manager	Defense	St. Louis, MO
Sr Procurement Sourcing Manager	Healthcare	St. Louis, MO

For 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 Seminars

Below is the list of ISM seminars for the months of June and July 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](#).

June 2010		
Legal Aspects of Supply Management: The Basics You Need to Succeed #4386	June 7-9, 2010	Las Vegas, NV
Contracting Basics: What All the Ts and Cs Mean #4491	June 10-11, 2010	Las Vegas, NV
Principles of Effective Inventory Management #4337	June 17-18, 2010	San Francisco, CA
Reducing and Controlling Costs With Cost-Containment Strategies #4593	June 24-25, 2010	Minneapolis, MN
Integrating Project Management Into Supply Management #4287	June 28-29, 2010	Nashville, TN
July 2010		
Advanced Negotiation Strategies: Advanced Concepts and Techniques for Optimizing Value Through Negotiations #4446	July 12-14, 2010	Chicago, IL
Legal Aspects of Supply Management: The Basics You Need to Succeed #4387	July 19-21, 2010	Cincinnati, OH
Supplier Relationship Management for Collaboration, Impact and Business Success #4328	July 21-23, 2010	Nashville, TN
Strategic Services Procurement: Applying Strategic Sourcing Principles to the Procurement of Services #4456	July 26-27, 2010	Philadelphia, PA
Contracting for Purchasing and Supply Management: Beyond the Basics #4426	July 29-30, 2010	Minneapolis, MN

ISM Events Calendar 2009/2010

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

OFFICERS AND DIRECTORS

July 2009 – June 2010

President

Marty Rutkovitz

President@ismstlouis.org

President Elect

Rebecca Klutho, C.P.M., A.P.P.

PresidentElect@ismstlouis.org

Vice President

Larry Jackson, CPSM, C.P.M.

Vicepresident@ismstlouis.org

Secretary

Pat Greathouse

Secretary@ismstlouis.org

Director of Finance

Larry Jackson, CPSM, C.P.M.

Finance@ismstlouis.org

Director Education

Dan O'Connell, CPSM, C.P.M.

Education@ismstlouis.org

Director of Membership

Melissa Orlando, CPSM, C.P.M.

Membership@ismstlouis.org

Director of Professional Development

Patrick Williamson, C.P.M.

Pro-D@ismstlouis.org

Director of Marketing

Cindy Wessel, C.P.M.

Marketing@ismstlouis.org

Director of Technology

Gary Sutton, C.P.M.

technology@ismstlouis.org

ISM St. Louis P.O. Box 31673 Des Peres, MO 63131-9998

Phone and Fax: (314)646-7442

Visit us at: <http://www.ismstlouis.org>

Buylines editor and layout design: Cindy Wessel, C.P.M.