



# Buylines

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Don't Forget

Please join us for the September General Meeting at Spazio's

October 26, 2010

REGISTRATION BEGINS AT 5:30 P.M. AND THE PROGRAM COMMENCES AT 6:15 P.M.

## President's Message

### Interest or No Interest?

Is it *Linked in*, *Twitter*, or *Facebook*? With today's plethora of communication tools, how can we take advantage? Many of us have no control over what and how we receive messages at work due to expanded firewall protection, spam filtering, and other internal policies. And there are similar situations for those using their personal home technology.

A key and very important focus over the next year is for your BOD to address this issue, find a way to understand and gauge members interests (or none), and provide options for consideration.

Your thoughts and feedback are welcome. Email anyone of the members of the Board or introduce yourself to one of us at an upcoming meeting or seminar to discuss.

Thank you,  
Marty Rutkovitz



## FUN EVENT



ISM STL and APICS STL are partnering to keep members up to date on additional educational opportunities and events!

APICS is sponsoring a networking event on  
Tuesday November 4<sup>th</sup> @ 6:00 PM  
APICS- St. Louis: Blues Hockey Night  
Blues vs. San Jose  
Ticket Cost \$30.00



To register go to the APICS website [www.apics-stlouis.com](http://www.apics-stlouis.com). Once on the site, go to "Plant Tours" and you will see where you can sign-up.

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

## October Speaker

Patrick Williamson, C.P.M.

On October 26, 2010 at Spazio's, we are pleased to welcome Bill McDonald to be our speaker for the evening. His presentation "OSHA Update" should be both informative and educational.

Bill McDonald was selected as the Area Director, St. Louis Area Office in November 2001. Bill has earned distinction as a Certified Safety Professional (CSP). Prior to his selection as Area Director, he served as Assistant Area Director for 3 years and as an OSHA Industrial Hygienist for 10 years. Bill also served as an Industrial Hygienist for the U.S. Air Force for 5 years prior to joining OSHA. Bill has a

B.S. in Industrial Hygiene from Central Missouri State University. Bill has been honored with many awards during his career with the Federal Government including the OSHA Leadership Award for 2005, the Secretary's Worker Protection Award for leadership in 2010 and the OSHA Region VII Leadership award in 2005, 2006, and 2007. Bill received the St. Louis Federal Executive Board Leadership award for small agencies in 2007, 2008, and 2009. Through his efforts as a strong proponent of public-private safety and

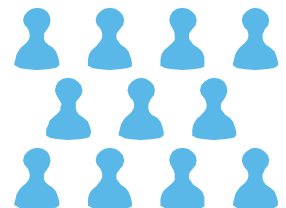


health partnerships, Bill also received the 2007 Federal Official of the Year Award from the National Association of Home Builders.

We will also have two pre-dinner meetings that evening, Procurement Toolbox Session and the continuing session by John Maxwell, The 17 Indisputable Laws of Teamwork. Come and join us for a great night of networking and education.

*Gain knowledge, confidence, respect, and increased potential for promotion when you earn professional designation of Certified Professional in Supply Management (CPSM).*

## Term of the Day...



Today's ISM Term of the Day is.... **Line Organization**

Definition: (1) Term for the core of an organization; (2) That part of an organization that focuses upon its prime task or output, e.g., purchasing, manufacturing and sales; (3) Employees who make decisions and have bottom-line responsibility.

ISM members can access the online *Members Only Glossary* which includes terms from the private, public, and various industry sectors, and from a wide variety of sources. The *Glossary* can be browsed alphabetically, or searched by keyword.

## October Updates

By Max Merz C.P.M.

Nothing special for this October column, no stories to tell. The transition of duties for the Director of Finance from Larry Jackson was completed in August.

I learned QuickBooks, entered invoices, printed checks and paid the bills; just like 1983 when I was an Accounts Payable clerk. I printed the August Financial reports and presented them to the Board of Directors at our September meeting.

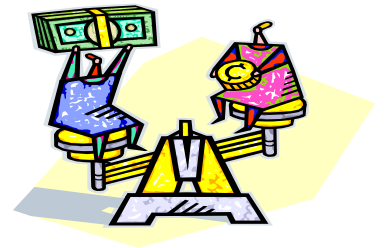
There is a tax report due this month, and I plan on

attempting it myself. In the past we have paid our CPA, but the form is now an "EZ" format and the instruction booklet is only about 40 pages.

I have one volunteer for the Finance Committee, but need at least one more. It's time to audit our books and records, and I really should not be peering into my own job. You don't have to have a financial background to help out.

Send me your questions and comments, and suggested topics.

Finance@ismstlouis.org



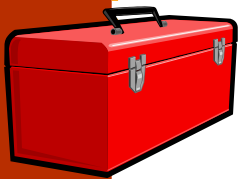
## Procurement Tool Box Sessions

By Patrick Williamson C.P.M.

The purpose of the sessions is to provide a venue for members to ask questions of other members about all things "Procurement". These could be questions on RFP's, best practices, policies and procedures, etc. We have an abundant reservoir of knowledge within our affiliate and many new and experienced members could gain valuable insights and information through these 45 minute pre-dinner sessions. Sessions are going to be moderated and we hope this will be of value to those who attend.

The first of the series will be in October. If you have a question in advance please send them to Patrick Williamson at:

[pro-d@ismstlouis.org](mailto:pro-d@ismstlouis.org)



## 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, February 10, 2011:**

ISM Satellite Seminar – “Understanding and Embedding Risk Management Concepts into Supply Practices”. Location: TBD. Time will be 8:00 am – 1:30 pm.

**Thursday, April 28, 2011:**

ISM Satellite Seminar – “Legal and Contracting Insights for Today’s Supply Professional”. Location: TBD. Time will be 8:00 am – 1:30 pm.

**Tuesday, March 22, 2011:**

CPSM Bridge Review

Course @ Spazio’s – Full Day

**Wednesday, March 23,**

**2011:** CPSM Module 1 Review Course @ Spazio’s presented by Pat Woods– Full Day

**Thursday, March 24, 2011:**

CPSM Module 2 Review Course @ Spazio’s presented by Pat Woods– Full Day

**Friday, March 25, 2011:**

CPSM Module 3 Review Course @ Spazio’s presented by Pat Woods– Full Day

**Wednesday, May 25, 2011:**

“Negotiating Beyond Deadlock” presented by Mike Babineaux full day seminar @ Spazio’s

In addition to the courses above, we will be working to put in place some joint educational opportunities with other organizations such as APICS and holding a 1 to 2 day program showing, in its entirety, the very popular Maxwell Leadership Series program from last year: “Learning the 21 Irrefutable Laws of Leadership”.

Detailed overviews, pricing and registration details on the above programs will be provided soon.



## Achievements!!!



**Congratulations to the following individuals who have achieved the following ISM Certifications over the summer:**

**Eugene Kattak – C.P.M. Lifetime Designation 8/2010**

**Clark Landon – C.P.M. Lifetime Designation 6/2010**

**Daniel Niskas – CPSM 7/2010**

**Theresa Huff – CPSM 8/2010**

**Todd Larkin – CPSM 9/2010**



## Mid-American Region: Leading Economic Slumps for Third Straight Month: Growth Outlook Down but Still Positive

By Earnest Goss Ph.D.

August survey results at a glance:

- Leading economic indicator declines to lowest level since January but remains in healthy range.
- More than one-third of supply managers expect a recession in 2011.
- Inflation, not deflation, is more of a concern. Growth push from inventory buildups is waning. The August Business Conditions Index for the Mid-America region dipped to a still healthy level, pointing to an expanding regional economy in the months ahead, according to the August Business Conditions survey of supply man-

agers in the nine-state region.

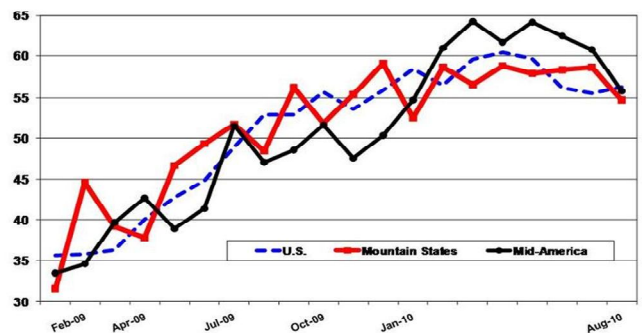
However, surveys over the past several months indicate that economic expansion will continue to weaken, and there is rising potential for a double-dip recession. The index declined to 55.8 from July's 60.8 and June's 62.5.

An index of 50.0 is considered growth neutral for the leading economic indicator. This was the ninth straight month that the index has risen above growth neutral. These results are very similar to

what we recorded coming out of the 2001 recession.

Of course, the big difference is that tax cuts were passed in 2001 and 2003. At this point in time, Americans are staring at a significant tax increase on Jan. 1, 2011. Even so, our surveys are pointing to much slower growth at this time, not a double-dip recession.

U.S., Mountain & Mid-America Economies, 2009-10  
(Above 50.0 signals growth ahead)



### What to Watch For...

By Earnest Goss Ph.D.

NEXT



Image: [Sergio Roberto Bichara-](#)

**Unemployment:** First time claims for unemployment insurance released every Thursday have become big news. Any reading above 460,000 is bearish.

**U.S. Census:** Watch monthly housing data from U.S. Census. Until the numbers look much better, the economic turnaround will be anemic.

**Employment:** On Oct. 8, the U.S. BLS will release the employment report for September. Another increase in the unemployment rate (which I expect) will not be good for incumbents running for office in November ([www.bls.gov](http://www.bls.gov)).

**Trade:** On Oct. 14, the BEA releases trade numbers for August. Another large trade deficit (above \$50 billion) will spook investors and politicians ([www.bea.gov](http://www.bea.gov)).

# Missouri—Economic Outlook

By Earnest Goss Ph.D.

For the 14th straight month, Missouri's Business Conditions Index climbed above growth neutral. However, the index from a survey of supply managers slipped to 51.6 from July's 53.8. Components of the overall index from the August survey were new orders at 51.8, production, or sales, at 51.8, delivery lead time at 56.1, inventories at 51.1, and employment at 47.3. "Outside of food processing firms, non-durable goods firms are reporting flat economic conditions. Even transportation equipment manufacturing is experiencing softer economic conditions compared to earlier in the year. I expect growth to remain positive but down from earlier in the year for the state," said Goss.

For the month of August 2010, reported September 1, 2010

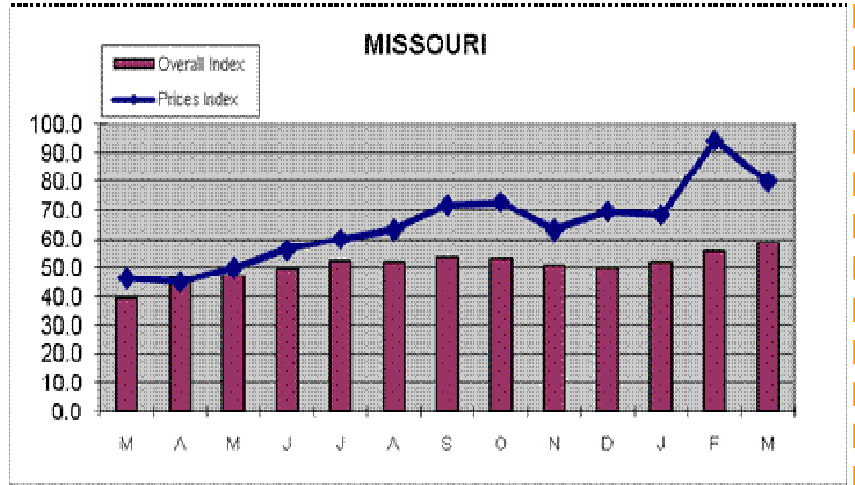


Image:  
Emiliano Spada

Goss Eggs  
(recognition for recent dumb economic moves)

**The Winner is . . .**

Shopaholic

Hewlett-Packard (HP) successfully out-bid Dell for 3Par Inc. On August 13, investors valued 3-Par at \$580 million.

Even this price was "too high" with the 3Par expected to earn its investors less than 3% next year.

This is a classic example of the "winner's curse" with HP's \$2 billion purchase weighing on the company in the years ahead.

This "mistake" will make it even more difficult for HP to recruit a promising CEO \*\*



By Earnest Goss Ph.D.



## 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](http://www.ism.ws)) sharing supply management information and best practices.

### **INTRODUCTORY SPECIAL...**

October 1st through December 31st— \$150.00 per year

After December 31st— \$200.00 per year

This rate includes your logo on the ISM-St. Louis website ([www.ismstlouis.org](http://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](mailto: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](mailto:marketing@ismstlouis.org)



**ISM-St. Louis, Inc.**

# Upcoming Seminars



*"To promote the study, development and application of procurement methods and practices."*

*Enhance your career and job performance when you enroll, at substantial member savings, in ISM St. Louis's seminars, briefings, conferences and sym-*

Below is the list of ISM seminars for the months October 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](http://www.ism.ws) and select Education — Seminars, Conferences, then Seminars and then [Public Seminars](#).

### October 2010

|   |                   |               |
|---|-------------------|---------------|
| Commodity Teams: Leveraging Value Across the Entire Organization-<br>#4440  | Oct.4 – 5, 2010   | Nashville, TN |
| Power Negotiations: Unlock Your Powers of Influence and Persuasion<br>#4572 | Oct.18-20, 2010   | Atlanta, GA   |
| Contracting Basics: What All the Ts and Cs Mean #4427                       | Oct. 21 –22, 2010 | Chicago, IL   |
| Best Practices in Procurement #4463   | Oct. 25 –27, 2010 | Phoenix, AZ   |
| Legal Negotiations #4277  | Oct. 25 –26, 2010 | Las Vegas, NV |



### Can't get away?

Take an online course at the ISM Knowledge Center. Visit [www.ism-knowledgecenter.ws](http://www.ism-knowledgecenter.ws) for a list of self-directed online courses that are available all day, every day. All you need is a computer and access to the Internet. Explore the Knowledge Center today to find classes that are available on your schedule.

### ISM Web Seminars

ISM presents numerous Web-based seminars throughout the year. Join us to learn about new trends that affect your role in supply management. Participate from any location — all you need is a computer with an Internet connection, speakers and/or headphones. Earn one (1) Continuing Education Hour (CEH) for each live Web Seminar session you attend—And, keep up with the latest developments in supply management.



## *Advanced Negotiation Strategies: Advanced Concepts and Techniques for Optimizing Value through Negotiations*

With the current downturn economy, supply professionals must step-up the identification and capitalization of opportunities to meet the organization's needs. Strong people skills and the ability to effectively negotiate are crucial requirements. This program starts with essential negotiation elements then builds rapidly to advanced strategies that will change the way you approach negotiations. Throughout, the major focus is on optimizing value through organizational supply chains. Earn 21 CEHs.

### **You will Learn:**

- How to achieve "quantum-leap," value-adding results
- How to identify and prioritize the key issues
- How to develop strategic negotiation objectives
- How to develop and implement a negotiation strategy
- Advanced negotiation tools and techniques

**Register Now for**  
**Advanced Negotiation Strategies: Advanced Concepts and Techniques**  
**for Optimizing Value through Negotiations #4447**  
**November 15 - 17, 2010 in Nashville, TN**

\*Registration fee **\$1,595\* members**, \$1,895\* nonmembers  
Save USD \$200 when you register 30 days or more prior to the program start date (not applicable to One-Day programs).

Payment must be received at the time of registration in order to qualify for the early bird discount.

For more information visit [www.ism.ws](http://www.ism.ws) or call ISM Customer Service at 800/888-6276 option 8.



## Register NOW for the 2010 ISM Services Conference

Registration is now open for the **11th Annual ISM Services Conference, December 2-3, 2010 at the Pointe Hilton Tapatio Cliffs Resort, Phoenix, AZ.** The 2009 Services Conference received one of the highest approval ratings in the ten-year life of the program. This year's event promises to be even better. Registration begins summer 2010.

[Register Now!](#)

***Built-in value. This program delivers six general sessions, six concurrent sessions and ample networking time. Highlights Include:***

- **Collaborative Relationship Development with Strategic Suppliers** - Grace Puma from United Airlines outlines how transformation and continued savings, even during the economic pinch of the past few years, has been achieved in part through collaborative relationship development with strategic supplies.
- **Comprehensive Services Procurement** - Mary Finaldi from Deloitte Services and Dan Ashton from Ariba, explore the optimization of services spend in areas such as consulting, print and marketing services.
- **Negotiating Services Contracts** - Clark Terrill from Live Nation focuses on asking the right questions during the negotiations process.
- **Suppliers Saved My Bacon** - John MacLean from American Airlines delves into the challenges American Airlines has faced in the last decade. Learn how American's suppliers helped the airline stay solvent and restructure.
- **Creative Services Sourcing at Disney: Engaged with Passion** - Steven G. Miller gives participants an inside look of how Disney professionals engage with each other and suppliers to source creative services that help "make the Disney Difference".
- **The Power of Six Sigma in Procurement** - Deborah Beavin from Humana highlights the application of six sigma in the work of procurement to drive sustainable process improvement while targeting the elimination of non-value-added work.

**Earn 10.25 Continuing Education Hours (CEHs) for your participation.**

The **ISM Services Conference** is one of the most important events of the year for supply managers in service industries. Plan now to join us in December!

Location: All sessions will be at the Pointe Hilton Tapatio Cliffs Resort, 11111 N 7th St., Phoenix, AZ. ISM will have a special room rate of \$139 single/double. The cutoff date for the ISM room rate is 11/8/2010. For reservations, call 602/866-7500.





**ISM-St. Louis Members**

- Academic: 3
- Regular: 218
- Associate: 10
- Student: 6
- Dues Free: 1
- Life: 18
- Volume: 20
- TOTAL: 276

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

Our thoughts and prayers are with the families and friends of past ISM-STL Presidents:

8/24/10 William Bohrer, President, 1987-1988

6/22/10 Al Dillingham, President, 1971-1972

**Welcome New ISM-St. Louis Members**



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

**New Regular Members:**

**Mike Clark**  
 Olin Corporation

**Sirrah T. Chalmers**  
 Brown Shoe Company



| ISM ST. LOUIS<br>Professional Development<br>2010-2011 CALENDAR                 |          |   |  |  |  |
|---|----------|---|--|--|--|
| Date  | Location | Speaker   | Topic  | Fundamental<br>Pre-Dinner 1<br>Topic           | Advanced<br>Pre-Dinner 2<br>Topic  |
| <b>October</b><br><b>10/26/2010</b><br>5:30 p.m. Pre Dinner<br>6:15 p.m. Dinner | Spazio's | Bill McDonald                                       | OSHA Update<br>Membership Vote-<br>Dues Increase                                 | Procurement<br>Toolbox<br>Sessions<br>Tony Noe | John Maxwell<br>The 17<br>Indisputable Laws<br>of Teamwork<br>Pat Greathouse |
| <b>November</b><br><b>11/30/2010</b><br>LUNCH                                   | Spazio's | Anthony Sardella<br><br>Bring your Boss<br>to Lunch | “Leveraging Social<br>Media<br>Intelligence to<br>Manage Supply<br>Chain Risk.”  |  |  |
| <b>February</b><br><b>2/22/2011</b><br>5:30 p.m. Pre Dinner<br>6:15 p.m. Dinner | Spazio's | Ernest Goss<br>(Joint Meeting<br>w/Apics & MBC)     | Economist -<br>Regional<br>Economic Outlook                                      | ISM Membership                                 | APICS Membership   |
| <b>March</b><br><b>3/22/2011</b><br>5:30 p.m. Pre Dinner<br>6:15 p.m. Dinner    | Spazio's | Pat Woods   | Supply Management<br>Month<br>TBD<br><b>Supply Manager of<br/>The Year Award</b> | Procurement<br>Toolbox<br>Sessions<br>Tony Noe | John Maxwell<br>The 17<br>Indisputable Laws<br>of Teamwork<br>Pat Greathouse |
| <b>April</b><br><b>4/19/2011</b><br>5:30 p.m. Pre Dinner<br>6:15 p.m. Dinner    | Spazio's | Stuart J.<br>Vogelsmeir                             | TBD<br><b>Election of Officers</b>   | Procurement<br>Toolbox<br>Sessions<br>Tony Noe | John Maxwell<br>The 17<br>Indisputable Laws<br>of Teamwork<br>Pat Greathouse |
| <b>May</b><br><b>5/24/2011</b><br>5:30 p.m. Pre Dinner<br>6:15 p.m. Dinner      | Spazio's | Michael Babineaux                                   | TBD<br><b>Past Presidents<br/>Installation of<br/>Officers</b>                   | Procurement<br>Toolbox<br>Sessions<br>Tony Noe | John Maxwell<br>The 17<br>Indisputable Laws<br>of Teamwork<br>Pat Greathouse |

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