

Buylines

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**Don't
Forget**

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

September 28, 2010

**REGISTRATION BE-
GINS AT 5:30 P.M.
AND THE PROGRAM
COMMENCES AT
6:15 P.M.**

President's Message

What's on the Agenda...

Over the summer break, our new Director of Education, Andy Singer, along with Patrick Williamson our Director of Professional Development, worked together to initiate and bring us a terrific set of speakers, topics, and seminar content starting in September.

Also, in the ongoing effort to enhance our partnership with our APICS peers, President-Elect Rebecca Klutho, is co-leading a joint effort with APICS Board members to develop and bring, networking and education opportunities to our collective membership.

Look for information regarding all of the above in this, and future issues of Buylines, on our ISM-St.Louis LinkedIn group, as well as on our website: www.ismstlouis.org.

Thank you.

Marty Rutkovitz,
President



Congratulations!

Eugene M. Kattak

On your

LIFETIME C.P.M. CERTIFICATION

Notice of Proposed Dues Increase

Each year, your Board of Directors must go through the process of planning educational and professional development activities for the upcoming year and allocating the limited resources available such that we can provide growth opportunities for our members. This process has become increasingly difficult in recent years as our costs have escalated while revenues have declined.

For example, we review our food and facilities costs yearly, to ensure that we are getting the best value for our commitment to the facility. These costs, previously in the \$20 to \$25 per person range, are now \$30-\$35 and to this point have been absorbed without passing on to the membership.

In order to allow us to continue providing the quality of networking, educational, and member resources you expect from ISM – St Louis, it is necessary to increase member dues. Of this increase, a portion will cover dues and processing fee increases from ISM. The balance will be used to fund affiliate operations.

Membership dues were last adjusted in 2003. The ISM-St. Louis Board of Directors is recommending an increase of \$35/year effective January 1, 2011 for new members, and May 30, 2011 for current members.

Per our By-Laws, any dues increase, as well as the referenced Section of the By-Laws (see page 18), must be approved by a majority of the membership at a general meeting. This vote will take place at the October general dinner meeting.

If you have any questions about your membership please feel free to contact us at any time.

Thank you,
Your Affiliate Board of Directors

September Speaker By Patrick Williamson C.P.M.

As the New Year begins and the first general meeting on September 28, 2010 approaches we look forward to Scott McBride as our September speaker.

Scott McBride is the Director of Enterprise Solutions at lasta and currently manages the sales and deployment efforts of lasta's Spend Analysis and eSourcing solutions. lasta is a software and global service provider of cost effective Supply Management solutions He also directs the use of these platforms within the consulting partnerships maintained by

lasta. Prior to working at lasta, Scott was a Senior Spend Analyst for Prairie Quest Consulting and a subcontractor for CGI.

Scott's 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.

Come and join all your old friends and meet some new ones. It is always an enjoyable

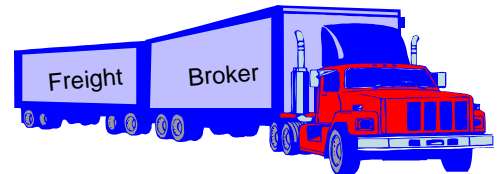
evening and we look forward to seeing you all there.

We will have two pre-dinner presentations, New Member Orientation and the new DVD Teamwork Series, the 17 Indisputable Laws of Teamwork by John Maxwell. Registration starts at 5:30pm.

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

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..... Freight Broker

Definition: An intermediary who, for a fee, brings a shipper and transportation provider together. A broker may also provide additional services to the purchaser. The broker has no ownership of the goods being sold. Payment and credit transactions remain the responsibility of the buyer and seller..

A different Term of the Day is posted on the ISM Home Page (www.ism.ws) each day—seven days a week. The Term of the Day is taken from the ISM Glossary of Key Supply Management Terms.

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.

Reinvest in Supplier Relationships

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

How can Procurement manage critical supplier relationships to ensure a high and consistent level of service to business partners?

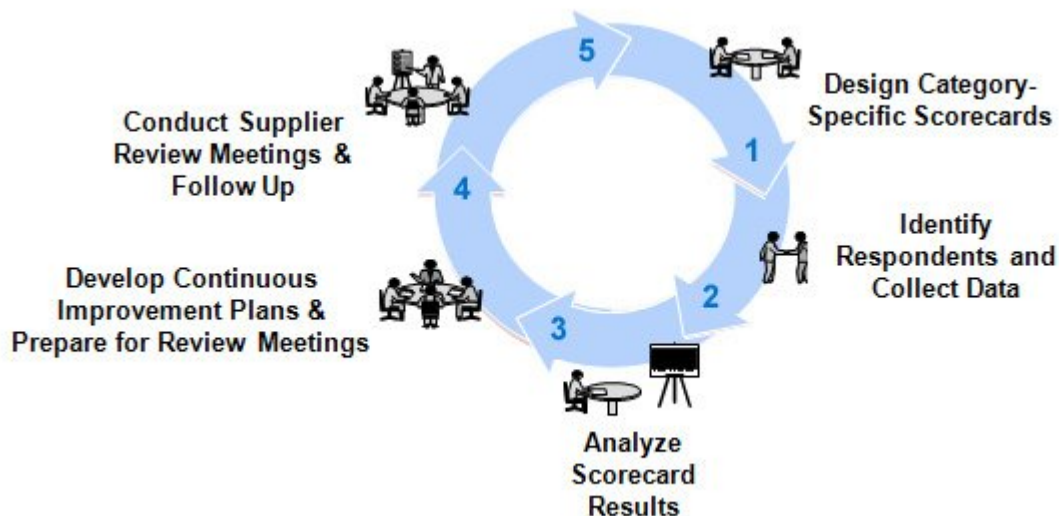
Supplier Management/Relationships

Supplier performance standards have been on the decline for the last couple of years and vendors have been slow to follow through on their promises to delight customers. Most organizations seized the opportunity in 2009 to renegotiate contracts and drive lower prices. This opportunistic posture has led suppliers to perceive some customers as less profitable than before. Moreover, suppliers have made difficult tradeoffs in order to stay afloat which can result in declining service levels.

Failure to effectively manage suppliers leads to leakage of the value created through sourcing. Without rigorous management, 75% of sourcing savings can disappear within 18 months.

What Do the Best Companies Do?

Use a formal measurement program to proactively identify which critical suppliers are exhibiting declining service levels. Conduct Supplier Review meetings along with the line of business customers. Communication is the key!



Footnote: Procurement Strategy Council

Landed Cost

By Max Merz, C.P.M.



“The total accumulation of costs for an imported item, including purchase price plus freight, handling, duties, customs clearance and storage to a designated point.”

This is a story I enjoy telling. Ten years ago I was working for a small chemical company. We needed a custom bottle, so I started working with my major supplier. My boss, the company president, was not pleased with the estimated mold costs and decided that he could do better. We had a sister facility in Thailand that quoted a mold price that was only 10% that of my best source, and slightly lower bottle costs. I warned that everything had not been considered, but was told

to place an order through the Thailand branch.

Here’s what happened. East-bound Pacific Ocean freight was 2.5 times westbound cost, about \$0.20/bottle compared to domestic freight costs of approximately \$0.015 each.

Container loads were 40K bottles, truckloads 60k. Duty was 12%. Insurance was billed. The Thailand plant used their broker, and made Port of L.A. the destination point instead of our St. Louis Plant, so the first load had some storage charges. We were billed those Thai brokerage charges.

There were customs charges, of course. There was a currency exchange fee to pay the

Thailand plant in Baht. When all of the extra charges were added, the cost of the bottle from Thailand was nearly double the domestic, but we did save \$20,000 on the molds! (I was not second-guessed again!)

In this global economy, collecting and analyzing all of the costs that could be incurred becomes especially important when comparing foreign and domestic suppliers, or suppliers from different parts of the globe. Talk to your Logistics department or customs broker to assure that you have every piece of the equation.

Gaining Leverage in Sole Source Negotiations

Date: Wednesday, September 8, 2010

Time: 3:00 PM Eastern Daylight Time (2:00 PM Central Daylight, 1:00 PM Mountain Daylight, 12:00 PM Pacific Daylight)

Duration: One (1) Hour; Continuing Education Credit will be given to those who register and attend

Presenter: Marty Latz, Founder and CEO of Expert Negotiator (negotiation planning and management software), and author of “Gain the Edge! Negotiating to Get What You Want”

The presentation will discuss how to create leverage for your organization in sole source negotiations. Both novice and expert negotiators often struggle when faced with limited options for acquiring a product or service. We will review the major challenges, define strategic negotiation alternatives, and discuss practical ways to gain leverage when confronted with the dreaded sole source situation.

This will be a streaming-only presentation. You will listen to the presentation through your computer, using either the speakers or a headset. You will be able to ask questions by typing them in the appropriate field during the presentation.

To register for this event, please use [this link](#) to provide us with your name and e-mail address. A day or two before the event, you will be sent an e-mail with instructions for accessing the Web seminar. Please note that you will not receive an automatic confirmation e-mail after you register.

SAVE THE DATE!



Coming Soon.....

By Andy Singer C.P.M.

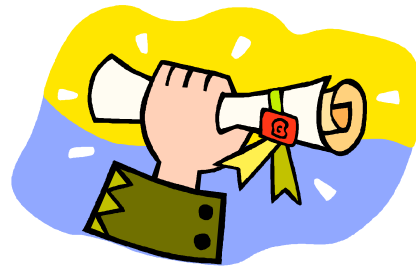
Certified Professional in Supplier Diversity (CPSD). ISM announces a new professional designation for supply management professionals whose responsibilities include supplier diversity. This designation also delivers added value to business leaders and other team leaders who participate in the development of diverse supplier initiatives within the organization.

What is the new designation? The CPSD (Certified Professional in Supplier Diversity) is a professional designation for supply professionals who demonstrate knowledge, skills and expertise in supplier diversity. CPSD is also for business professionals with responsibility for strategic diversity initiatives. This professional designation demonstrates to your employer, your colleagues, your suppliers and even your customers that you are serious about helping your organization and diverse suppliers succeed.

Why should you pursue this designation? Successful organizations maintain an edge, especially in this competitive marketplace. The value of supplier diversity is that it gives your organization a distinction that shows your commitment to diversity through strong relationships with your suppliers and all stakeholders. A solid supplier diversity program creates opportunities to partner with innovative or otherwise untapped resources and markets. Additionally, having the CPSD designation is instant recognition that you and your organization are on the right track.

What are the requirements for the CPSD?

- Successfully pass Exam 1 of the Certified Professional in Supply Management® (CPSM®).
- Successfully pass the CPSD exam.
- 3 years of experience with a Bachelor's Degree from a regionally accredited college or university or international equivalent OR 5 years of experience without a Bachelor's Degree.



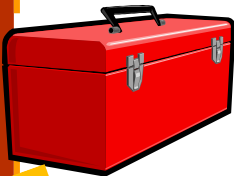
Procurement Tool Box Sessions

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 will moderated and I hope this will be of value to all that 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



Mid-American Region: Economic Confidence Plummets

Leading Economic Indicator Declines Again:

By Earnest Goss Ph.D.

July survey results at a glance:

- Leading economic indicator declines but still at a healthy level.
- For the remainder of 2010, one-third of supply managers expect new hiring, while 13 percent anticipate layoffs.
- Business confidence declines to lowest level since February 2009. Inflation gauge dips again. The July 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 monthly Business Conditions survey of supply managers in the nine-state region.

Surveys over the past several months indicate a continuation of the eco-

nomie recovery, albeit at a slower pace. The index dipped to 60.8 from 62.5 in June and 64.2 in May. An index of 50.0 is considered growth neutral for the leading economic indicator. This was the eighth straight month that the index was above growth neutral.

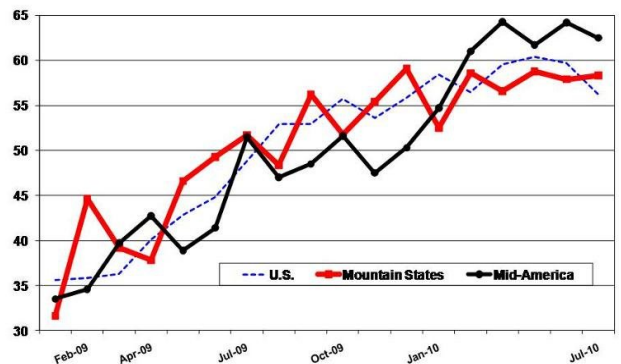
Surveys also indicate that the economic recovery, which has been underway since last fall, will continue but at a weaker rate.

I am concerned about some of the elements of our July survey. For example, while the new orders index remained above growth neutral, it took its biggest one month tumble in more than 10 years. For

a seventh straight month, the regional employment index climbed above growth neutral. The July job reading advanced to 58.8 from June's 58.3.

This month supply managers were asked whether their firms would be hiring in the next six months. Only 13% of respondents expect layoffs while one-third anticipate new hiring for the rest of the year. This is a significant improvement from November 2009 and January 2010 when 41% and 24%, respectively, expected layoffs in the subsequent six-month period.

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



What to Watch For...

By Earnest Goss Ph.D.

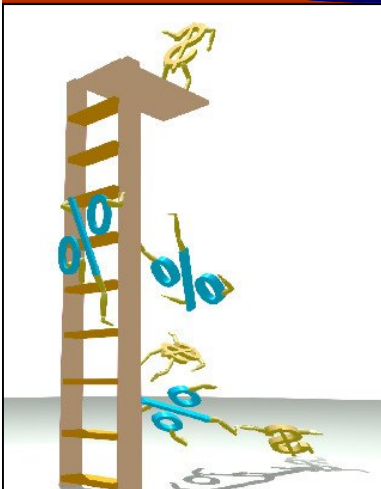


Image: Sergio Roberto

GDP: Believe it or not, revised GDP estimates released on August 27 will be closely watched. The first estimates showed tepid growth. Any significant downward revision due to large trade deficits could panic markets and politicians (www.bea.gov).

Supply Manager Survey: Watch closely Creighton's monthly survey of supply managers (www.outlook-economic.com) and the national survey of supply managers (www.ism.ws) released on September 1. Any significant decreases in the overall index will be bearish. A drop to below 50.0 would be viewed very, very, very negatively.

Employment: On Sept. 3, the U.S. BLS will release the employment report for August. Politicians running for office in November will be crossing their fingers for job growth of more than 100,000 and unemployment at 9.5%. (www.bls.gov).

Trade: On Sept. 9, the BEA releases trade numbers for July. Another large trade deficit (above \$50 billion) will spook investors and politicians (www.bea.gov).

Missouri—Economic Outlook

By Earnest Goss Ph.D.

For the 13th straight month, Missouri's Business Conditions Index remained above growth neutral. However, the July index from a survey of supply managers slipped to 53.8 from June's 58.5. Components of the overall index from the July survey were new orders at 53.7, production, or sales, at 56.4, delivery lead time at 53.8, inventories at 52.2, and employment at 52.8. "For the first half of 2010, Missouri's unemployment rate declined by one half of a percentage point and the state added almost 11,000 jobs. Based on our survey results, I expect the jobless rate to change very little in the second half of 2010, even as Missouri doubles its rate of job growth," said Goss.

For the month of July 2010, reported Au-

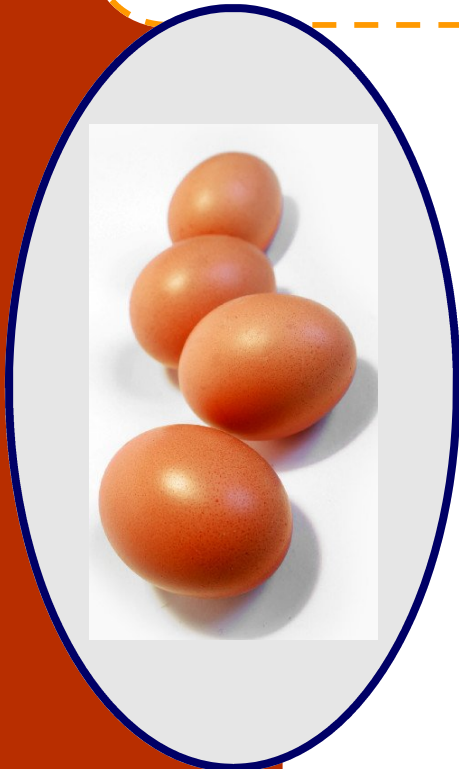
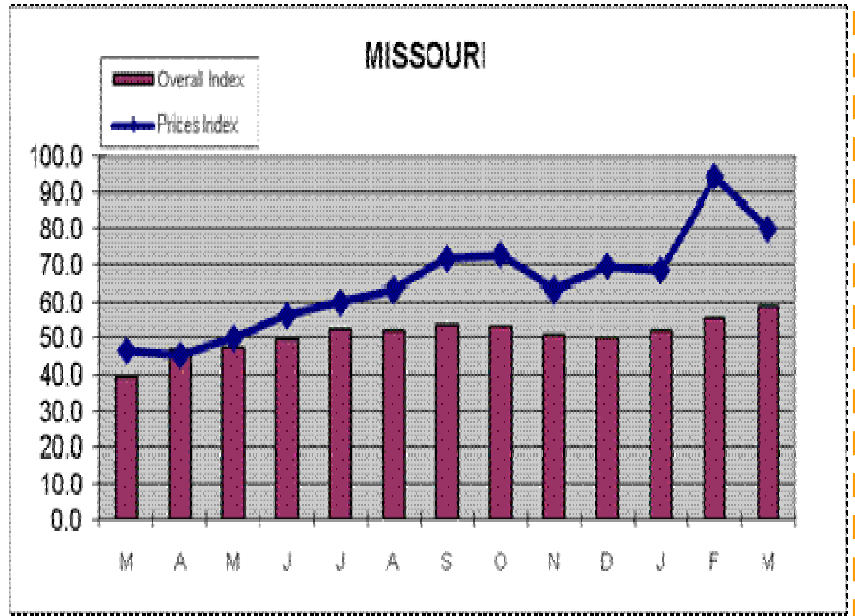


Image: [Emiliano Spada](#)

Goss Eggs
(recognition for recent dumb economic moves)

The Winners are . . .

The August bailout of state and local government over spenders with passage of the \$26 billion STIMULUS package.
*

The exits of GM's CEO Whiteacre and HP's Hurd. Both companies will suffer from their departures
**



By Earnest Goss Ph.D.

"So Why Should We Hire You?"

by Deborah Walker, Certified Career Management Coach



If you are currently in a job search chances are you've been asked that question already.

Undoubtedly, it is the most feared interview question, but one of the most common. It pays to be ready to answer it. It helps to understand that the question is an invitation for you to sell yourself. This is a good thing. No one is going to hire you until they have been sold on you. This is your chance to state your value to the prospective employer. The best way to answer this question is to prepare for it like a sales person.

There are three steps to selling yourself with confidence.

1. Know your product "YOU." Every successful salesperson knows their product inside and out. They understand the benefits of each product feature. In like manner, you must be able to articulate your transferable skills. First, take inventory of your skills. Make sure the skills you focus on are in demand for the position you seek. Next, take stock of the times of crisis when you've used those skills to solve problems. Finally, ask yourself what your employer got out of your successes on the job. Did you save time or money, increase revenue, im-

prove service or increase productivity? Your success stories carry more weight when you can quantify the results. These success stories make up your selling points.

2. Know the challenges of the position.

Before you can tell them why they should hire you, you must understand their current challenges. After all, you couldn't sell a car unless you knew understood how it was to be used. Until you know what challenges go with the position you won't know which of your selling points to talk about. To learn about their challenges you must ask them.

In the beginning of the interview ask your interviewer, "What challenges do you see as most significant for this position in the first six months?" Take careful note of his/her response. You will learn the "hot button" issues that you must sell you.

3. Match your skills to their challenges.

Here is where you get to sell yourself. Once you understand the critical skills they need for the job you simply share with

them your success stories of when you have faced similar problems and how you solved them. Be sure to include the all-important benefit your company received. Start off your value statements with phrases like: "I found a significant savings opportunity when..."

"My team gained efficiency when I discovered how to..."

"My boss achieved his quarterly objective when I..."

Remember, even if you don't get asked "why should we hire you" it is the underlying question and the point of the whole interview. Job interviews are your chance to sell your skills, talents and expertise. Before your next interview practice good salesmanship and prepare to sell yourself like a pro.



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,

Below is the list of ISM seminars for the months September 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](#).

September 2010

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism - # 4524	Sept. 20-23,2010	Cincinnati, OH
Legal Aspects of Supply Management: The Basics You Need to Succeed- # 4388	Sept 29-Oct 1, 2010	Nashville, TN
Contracting for Purchasing and Supply Management: Beyond the Basics #4427	Sept 29-Oct 1, 2010	Philadelphia, PA



Can't get away?

Take an online course at the ISM Knowledge Center. Visit 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.



Legal Aspects of Supply Management: The Basics you Need to Succeed

Why do supply management professionals need to know about the law? Understanding the law will enable you to avoid misunderstandings and maintain productive relationships. Leave this seminar knowing your rights, responsibilities and obligations so you can protect yourself and your organization. Earn 21 CEHs.

You will Learn:

- How to conduct business legally with suppliers and customers
- Key laws that affect your role as a supply management professional
- Your legal and ethical obligations and liabilities
- Which transactions are governed by what law
- How to identify issues that require professional legal advice
- How to form binding contracts
- The legal impact of the use of electronic communications

Register now for

Legal Aspects of Supply Management: The Basics You Need to Succeed #4388

September 29 - October 1, 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 more information call ISM Customer Service at 800/888-6276, option 8, or visit us online at www.ism.ws.

Commodity Teams: Leveraging Value Across the Entire Organization

This advanced seminar covers the organization and goals of value focused commodity teams. Learn effective team-building, participation skills and ways to measure and report value delivered. This program is critical for supply managers who may become members of a commodity team initiative in their organization. Please bring a calculator. Earn 14 CEHs.

You will Learn:

- How to form an effective commodity team for the purchase of goods and/or services
- How successful commodity teams function
- How to measure team success
- How to effectively communicate value delivered

Register now for

Commodity Teams: Leveraging Value Across the Entire Organization #4440

October 4-5, 2010 in Nashville, TN

Registration fee **\$1,395* members**, \$1,695* nonmembers

For more information visit www.ism.ws or call ISM Customer Service at 800/888-6276 option 8.

* 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.



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: 9
- Student: 8
- Dues Free: 4
- Life: 18
- Volume: 20
- TOTAL: 280

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

Are you Linked In?

Watch for your invite to join the ISM-St. Louis LinkedIn group.

ISM-St. Louis has a LinkedIn group and we'd like to use this more proactively for regular updates, discussions, postings, etc. In order to make this successful, we're going to be sending each current member an invitation to join this group.

For those that are not current users of LinkedIn (and those who need a refresher) . . . LinkedIn is free to use and contains a network of more than 40 million registered users in 200 countries, representing 170 industries. Executives from all Fortune 500 companies are LinkedIn members. LinkedIn is considered by many, as the online standard for professional networking.

Welcome New ISM-St. Louis Members



New Regular Members:

Dawn Huang
SDH Solutions

Keith LaLonde

Brian Zeig, C.P.M.
Express Scripts Inc.

Barbara Crowder
Planes Companies

New Student Members:

Bill Birmingham
Lindenwood University



Hi I o my name is

NEW
MEMBER

Barbara Binder Crowder, CRP, GMS
Director, Business Development
Planes Companies



ISM-St. Louis: What does Planes Companies do?

Barbara: Planes Companies, a United Van Lines agency, with nearly 90 years of service excellence, is a nationally recognized leader in the relocation and transportation industry, offering comprehensive services including household, commercial and logistics, on local, national and international levels.

ISM-St. Louis: What do you do at Planes Companies?

Barbara: Business and Account development, and program management. I have expertise in researching, developing, planning, and delivering strategic solutions to corporate clients.

ISM-St. Louis: What is your degree in and where did you receive it?

Barbara: B.S. Business Management, Marketing from Maryville University, St. Louis, MO

ISM-St. Louis: What industries have you been in and how did you get to where you are today professionally?

Barbara: In 1983, I began my career in the financial services industry specializing in corporate relocation mortgage programs from 1983 – 2001. In 2001, I left my professional career to be a stay-at-home mother. In 2006, I resumed my career in the transportation/logistic industries and continue to work with multi-national corporations across the country. My certification in the ERC[®], CRP[™] and GMS[™] provide unique insights and experience into the industry's standards and best practices. I look forward to gaining new and additional perspectives by being an active member in ISM.

ISM-St. Louis: What is your life like outside of work?

Barbara: I'm married to Greg Crowder. We have two children – son, Cole 9 and daughter, Avery 8 and our 11+ year old, 115lb golden retriever, Leo. My hobbies include travel, cooking, decorating, and family. I enjoy watching our kids play in various sports leagues - currently, Chesterfield Bears Football and Twin Oaks Volleyball.

Hi I o my name is

NEW
MEMBER

Bill Birmingham
Full time student
Lindenwood University,
Belleville IL Campus



ISM-St. Louis: Tell us about being a student at Lindenwood.

Bill: I am currently a full time student enrolled in day and evening classes at Lindenwood University's Belleville, IL campus. I'm on schedule to graduate with my Bachelors in Business Administration in June of 2011. Current GPA is 4.0. After graduation, long term plans include continuing on at WashU or Webster University to complete a Masters in Supply Chain Management.

ISM-St. Louis: What industries have you been in and how did you come about joining ISM-St. Louis?

Bill: My procurement experience started in 1992 with Dazor Manufacturing (Task Lighting Manufacturer) here in St. Louis, MO. My career continued to progress and escalate with experience garnered from Tomco (Fuel & Emissions Auto Aftermarket), Comdisco (Disaster Recovery), and Fleishman-Hillard (Marketing & Public Relations), prior to becoming a business owner myself in 2001. Once my Bachelor degree has been completed, I look forward to finding gainful employment once again within the procurement profession.

ISM-St. Louis: What is your life like outside of work?

Bill: I have never been married, and I'm in no hurry. When I find the 'right' one, she and I will both know it. I currently have a male Standard Schnauzer who is approximately 15 years old. I rescued him from the Columbia, MO Humane Society about 4 years ago.

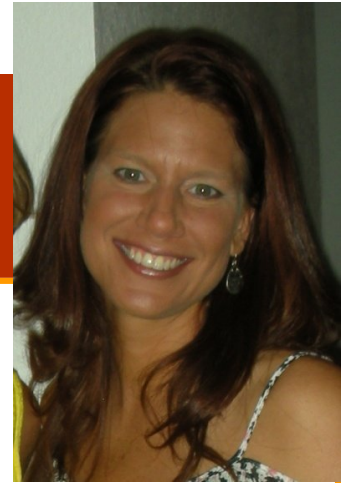
ISM-St. Louis: What is one thing that is unusual / interesting about you or that others wouldn't suspect of you?

Bill: I drag race and play online games

Hi I o my name is

NEW
MEMBER

Dawn Huang
Owner
SDH Solutions LLC



ISM-St. Louis: What does SDH Solutions LLC do?

Dawn: SDH Solutions is a consulting firm that works with any level within the supply chain to provide procurement, sales and operational support within the packaging industry or for companies purchasing packaging products. We also help companies utilize more sustainable packaging by introducing the latest "green" packaging products and options available in the industry.

ISM-St. Louis: What do you do at SDH Solutions?

Dawn: A big part of my time is spent on networking and staying on top of all of the latest developments in the industry- particularly in regards to sustainable packaging. To show value to a client I utilize my industry contacts and knowledge to help them find a solution that makes sense for their supply chain and that is in line with their company's goal or objectives. By analyzing the whole supply chain and looking at more measurements than just price (like total cost of ownership for example), I can help clients reduce cost. For distributors, by developing vendor relationships and building mutually beneficial programs (including the supporting marketing tools and sales program for the field) I can help clients increase revenue and market share. I can consult on any size projects from an individual RFQ to a large scale vendor management program. I have experience dealing with RFQs, cost saving initiatives and performance dashboards.

ISM-St. Louis: What is your degree in and where did you receive it?

Dawn: I received my B.A. in Business Administration from Lindenwood University, and my MBA from Webster University. I am currently pursuing certification as a Senior Certified Sustainability Professional.

ISM-St. Louis: What industries have you been in and how did you get to where you are today professionally?

Dawn: I have been in the packaging industry for over 15 years. I started my career in Customer Service for Unisource when they first opened their regional service center in St. Louis. I've been in outside sales, operations, procurement and sourcing within the packaging industry. This spring I resigned from my current position as National Sourcing Manager for Crown Packaging to pursue my own consulting business focused on Supply Chain Management and Procurement (with an emphasis on sustainability.) I started this company because I believed there was a better way for companies to interact with their suppliers than the one sided, price driven, transactional relationships we are often seeing in our profession.

ISM-St. Louis: What is your life like outside of work?

Dawn: I'm married with three children total: two teenagers at home and one graduated from SLU and is on their own. We have one Cat (who does not claim to be part of the family) and a dog that rules the house, our lives, and our neighborhood!

**ISM ST. Louis
Professional; Development
2010 –2011 Calendar**

Date	Location	Speaker	Topic	Pre-Dinner 1 Speaker	Pre-Dinner 2 Speaker	Advanced Pre-Dinner 2 Topic
September 9/28/2010 6:15 p.m.	Spazio's	Scott McBride	Phased approaches for Larger Spend Analysis Projects	Director of Membership	Pat Greathouse	John Maxwell The 17 Indisputable Laws of Teamwork
October 10/26/2010 6:15 p.m.	Spazio's	Bill McDonald	OSHA Update		Pat Greathouse	John Maxwell The 17 Indisputable Laws of Teamwork
November 11/30/2010 LUNCH	Spazio's	Anthony Sardella	TBD			
February 2/22/2011	Spazio's	Ernie Goss Joint Meeting w/APICS & MBC	Economist: Regional Economic Outlook	Director of Membership	APICS	APICS Membership
March 3/22/2011	Spazio's	TBD	Supply Management Month Supply Manager of the Year Award		Pat Greathouse	John Maxwell The 17 Indisputable Laws of Teamwork
April 4/19/2011	Spazio's	Stuart J. Vogelsmeir	TBD Election of Officers	Director of Membership	Pat Greathouse	John Maxwell The 17 Indisputable Laws of Teamwork
May 5/24/2011 .	Spazio's	Michael Babineaux	TBD Past Presidents Installation of Officers		Pat Greathouse	John Maxwell The 17 Indisputable Laws of Teamwork



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Proposed By Law Change

ARTICLE VIII - Dues

SECTION 1A. A Regular member shall pay an initiation fee of \$5.00 in addition to the administrative fee charged by the ISM to new members.

SECTION 1B. An associate member shall pay a \$5.00 initiation fee.

SECTION 1C. All of the above fees are to be paid within 30 days of notification of election to membership.

SECTION 2A. Dues of regular members shall be determined by the Board of Directors with any changes to be approved by a majority vote of members present at a general meeting. New regular member dues are to be paid within 30 days of notification of election to membership. Dues will then be pro-rated on an annual basis and are payable on July June 1st of each year or as authorized by the Board of Directors.

SECTION 2B. Dues of non-resident regular members shall be determined by the Board of Directors with any changes to be approved by a majority vote of members present at a general meeting. New regular non-resident dues are to be paid within 30 days of notification of election to membership. Dues will then be prorated on an annual basis and are payable on July June 1st of each year or as authorized by the board of directors. For any dinner meetings, seminars, or other functions requiring a fee attended by a non-resident member, they will be charged for the dinner accordingly.

SECTION 2C. Dues of associate members shall be determined by the Board of Directors with any changes to be approved by a majority vote of members present at a general meeting. New associate member dues are to be paid within 30 days of notification of election to membership. Dues will then be pro-rated on an annual basis and are payable on July June 1st of each year or as authorized by the Board of Directors.

SECTION 2D. Life members will not pay annual dues. For any dinner meetings, seminars, or other functions requiring a fee attended by a life member, they will charged for the dinner accordingly.

SECTION 3. Should a member's dues be thirty (30) days overdue, a second notice shall be sent by the Association ISM, after which, if not paid within thirty (30) days thereafter, the member shall be dropped be from membership and so reported at the next meeting of the board of directors.

SECTION 4. A person with a full-time appointment as a teacher, research specialist, department head, director or dean of a college, university or other academic institution whose academic responsibilities include purchasing management, materials management or other related fields or other related fields or subjects shall be a dues free regular member. For any dinner meetings, seminars, or other functions requiring a fee attended by a member in this category, they will charged accordingly.

SECTION 5. Nonpayment of Dues: A member of the Association whose dues are sixty (60) days in arrears may be expelled from membership in the Association and ISM upon notice by the Association ISM to such member, such expulsion to be effective upon the date of such notice. A member expelled from membership for nonpayment of dues may be reinstated upon full payment of all delinquent dues (plus payment of an administrative fee or similar other charge which may be required from time to time by the Association ISM) .