

Buylines



May 2008

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

President's Message

Greetings St. Louis Members:

As our fiscal year ends on June 30, 2008, many exciting events are still happening in our affiliate.

At our April 22, 2008 General Meeting we held our annual election and installed our officers and directors for the upcoming year. We welcome Larry Jackson and Deb Schaffer as our new finance director and education director, respectively. Their terms are July 1, 2008 through June 30, 2010.

We also welcome Rebecca Klutho as our new vice president. Rebecca's term as vice president runs from July 1, 2008 through June 30, 2009. Rebecca is assuming a dual role as she continues as marketing director.

We anticipate another successful year for the 2008-2009

Continued on page 2



St. Louis

2008 ISM CONFERENCE

May 4- 7, 2008

America's Center, St. Louis, Mo.

inside...

26 Things to See and Do In St. Louis	Page 3
Put a Spring Into Your Career	Page 4
Gain Recognition for Your Organization	Page 5

PRESIDENT

Continued from page 1

board which consists of:

Julie Wulff, C.P.M. – *President*

Marty Rutkovitz – *Pres. – Elect*

Rebecca Klutho, C.P.M. – *Vice President and Marketing Director*

Larry Jackson, C.P.M. – *Finance Director*

Pat Greathouse – *Secretary*

Dwayne Yount, C.P.M. – *Director of Membership*

Deb Schaffer, C.P.M. – *Director of Education*

Tony Noe, C.P.M. – *Professional Development Director*

Congratulations to all!

Another great event we are all anticipating is the ISM 93rd International Conference held in St.

Louis. This conference is a once in a lifetime opportunity for the St. Louis affiliate to shine.

Special thanks to all our great members who are generously providing their time and effort as volunteers. We recognize what a great value this is to our members and hope that volunteering a couple days while enjoying the entire conference is something you will enjoy and find highly valuable and rewarding.

Lastly our next General Meeting will be September 23, 2008. We are also attempting to arrange a breakfast, luncheon, dinner or after-work networking event after the Conference so we can network and share Conference experiences.

For those of you who are volunteering, I look forward to working with and seeing you at the Conference!

Best Regards,

Kim Butts, C.P.M.

President, ISM - St. Louis



With more than 2,700 registrations, the Institute for Supply Management™ Certified Professional in Supply Management (CPSM) Pilot Exam program has been an overwhelming success. The CPSM Pilot Exam Testing Program has paved the way for the successful launch of the CPSM.

Participants in the Pilot Testing Program included individuals from 56 affiliates and represented more than 30 companies in the United States and internationally. Pilot testing, a standard practice when introducing a new qualification, ensures exams will be both reliable and credible.

“The CPSM marks a new and important era in having a qualification in the supply management profession,” says ISM CEO Paul Novak, C.P.M. “Individuals who obtain this qualification will have demonstrated that they possess the knowledge to carry out their work using the highest standards of skills and knowledge.”

The CPSM represents the highest degree of professional competencies, containing the most comprehensive body of knowledge in supply management, and is designed to lead the profession by emphasizing the main components of supply management. Endorsed by business leaders and thought-leaders across the globe, the knowledge, skills and abilities represented in the CPSM will enable professionals to excel in 21 st-century strategic supply management.

CPSM Exam and Bridge Exam testing kicked-off in May 2008 at the 93rd Annual International Supply Management Conference and Educational Exhibit here in St. Louis during the first week of May 2008. The Bridge Exam is a single exam for C.P.M.s in good standing who wish to earn the CPSM designation.

For additional information on the CPSM program and to sign up for CPSM e-mail updates, log on to www.ism.ws/certification and select Certified Professional in Supply Management (CPSM) Program.

Special thanks go out to Deb Schaffer and Dan O’Connell C.P.M. for their commitment and enthusiasm in coordinating the local ISM –St. Louis CPSM pilot program. With over 20 participants it was a great success.

Watch future issues of Buylines for additional information on CPSM review classes.

2008 ISM Conference - St. Louis: May 4-7, 2008

Plan Your Visit

26 Things to See and Do in Saint Louis



There's so much to see and do in St. Louis, here are just 25 of the hundreds of ways you can explore St. Louis for yourself:

1. Ride 630 feet high over the Mississippi River to the top of the Gateway Arch.
2. Follow the footsteps of explorers Lewis & Clark at historic attractions across St. Louis.
3. Explore Forest Park's lakes, paths and attractions. The park is newly restored to its original glory after a \$90 million facelift.
4. Drive Old Route 66. The Mother Road makes some of its most fascinating stops in St. Louis.
5. See St. Louis' world-class free attractions, including the Art Museum, Zoo, Science Center and Missouri History Museum.
6. Marvel at one of the world's top gardens—the Missouri Botanical Garden.
7. Free your inner child at the Magic House, City Museum and other kid-friendly attractions.
8. Visit an ancient Indian civilization at Cahokia Mounds.
9. Cheer for the St. Louis Cardinals, one of the most successful teams in baseball history, or take a seat for exciting Rams football and Blues hockey games.
10. Count the mosaics at the stunning Cathedral Basilica of Saint Louis.
11. Flirt with Lady Luck on one of the area's five glittering riverboat casinos.
12. The Blues were born here. Take a seat in one of the live music clubs to find out how good feelin' bad can be.
13. Hit the road at the Museum of Transportation, Gateway International Raceway and other automotive attractions.
14. Visit the heart of St. Louis—our friendly and charming neighborhoods.
15. Take a Gateway Art Tour at the Saint Louis Art Museum, Laumeier Sculpture Park, the Contemporary Art Museum and the Pulitzer Foundation for the Arts.
17. Discover the past at the Old Courthouse, the Black World History Museum and Faust Historic Village.
18. Tour the home of the world's largest brewer at the Anheuser-Busch Brewery.
19. Dine in style. There are more than a thousand one-of-a-kind restaurants waiting for your reservation in St. Louis.
20. Fill an extra suitcase during a shopping trip through major malls and antique and collectible stores.
21. Attend one of St. Louis' fascinating fairs or festivals.
22. Get spacey! Board a space station at the Science Center's Space Sciences Center or take part in activities similar to those performed by real NASA astronauts at the Challenger Learning Center.
23. Thrill yourself on the world-class rollercoasters and rides at Six Flags St. Louis.
24. Play Scott Joplin's ragtime tunes at the composer's restored historic home.
25. Talk to the animals at Grant's Farm, Purina Farms, the Wild Canid Survival Center, the World Bird Sanctuary and, of course, the St. Louis Zoo.
26. Cruise the mighty Mississippi on a paddlewheel riverboat.

Put a “Spring” into Your Career

**By: Eugene M. Kattak, C.P.M.
Career Bank Facilitator
ISM-St. Louis**

As the weather begins to turn, the days grow longer and plants awaken from their Winter slumber, many of us begin our annual “Rites of Spring” which includes nurturing the growth of the shrubs, trees, flowers and gardens which adorn our homes. For those of us “Weekend Warriors”, these efforts at the beginning of the season pay off throughout the Spring, Summer and into the Fall by beautifying our homes with color, shade and the local wild-life.

“So what does that have to do with Supply-management, you ask?”

My point is this, “How much time have you spent to nurture your career?”

All the leading journals indicate that our profession is becoming increasingly vital to the future success of the organizations within which we work. Just as technological advances have contributed to process efficiencies, we too must keep pace with the changing business climate to remain valued contributors to the businesses we support.

Now is a great time to conduct a skills assessment to confirm that you have kept pace with the evolution within the Supply-management profession.

Recently, 22 of your fellow ISM-STL colleagues participated in the CPSM Pilot Test Program.

They made a commitment to upgrading their status within the profession by pursuing this new certification program. Recognizing, the CPSM Testing requires a significant commitment, you may want to start with becoming more familiar with a specific area within Supply-management that is outside your current zone of responsibility. If you’re a C.P.M., you may want to review the study materials you may have acquired in preparation for taking that certification test to see what information you currently use and

which processes are less familiar to you.

Both the ISM and ISM-STL websites are excellent resources to turn to once you decide to get started.

Just as experts within Health-care recommend, a balanced diet, exercise, proper hydration and sufficient rest are essential elements to a healthy body and mind; I encourage you to invest in the time necessary to nurture a vibrant career.

“Happy Spring!”

HATS OFF!!!

Congratulations to **Susan Vollmer**, Manager of Contracts Administration, at UniGroup Worldwide UTS. In March, she gave a presentation at Stanford University in Stanford, Calif., about her book “Legends, Leaders, Legacies.” She was also interviewed by Gary Shapiro for his “From The Bookshelf,” a radio program and podcast carried on Central Coast Public Radio, KUSP 88.9 FM in Santa Cruz, Calif. A link to the podcast and a copy of the Stanford presentation can be found at her Web site — www.susanv.com.

C.P.M. Certifications

ISM-St. Louis extends congratulations to members receiving their C.P.M. Certifications

New C.P.M. Certifications

Mr. Rober Maul, C.P.M. American Water

Mr. Randall C. Shucart, C.P.M. ICL Performance Products LP

New Life C.P.M. Certifications

Mr. Dana Currier, C.P.M. Bunge

Please contact Rebecca D. Klutho at 314-525-9522 or ismstl@sbcglobal.net with news about yourself or your company.



Gain Recognition For Your Organization For Its Social Responsibility Efforts

What is your organization doing to be socially responsible? Do you have a supplier and/or

Welcome New Members

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

Mr. Thomas J. Crank, C.P.M.

US Bank

Miss Jessica M. Crawford

Monsanto Co.

Ms. Julianne Heins

Ameren Services Co.

Mr. Joe A. Kelley

Pretium Packaging

Mr. Les Norman

Mrs. Penny L. Grant

Covidien

Mr. Jason E. Eschenbrenner

Nortek, Inc.

Ms. Diana Isaacs

Com-Pac

Mr. Keith H. Nokes

Edward Jones

workforce diversity program? Does your organization support the community financially or through employee volunteer efforts? Does your organization have a code of ethics? Is your organization instituting processes to protect the environment or promote health and safety?

The ISM *Principles of Social Responsibility* encompass seven areas — community, diversity, environment, ethics, financial responsibility, human rights and safety. Since the launch of the ISM Social Responsibility initiative four years ago, a growing number of organizations have told us that various elements of the ISM *Principles of Social Responsibility*

are embedded in their own policies and procedures, and have signed on to support the initiative.

Organizations that have notified us that they foster social responsibility are recognized in a special area of the ISM Web site at www.ism.ws/SR/Supporters.cfm. By clicking on the logos for any of these organizations, you can view their Web pages to see examples of how they are practicing social responsibility.

To gain recognition for your organization's social responsibility efforts and add your organization to this ever-growing list, we invite you to complete the online Fostering Form at

www.ism.ws/SR/FosteringForm.cfm.

REMINDERS

5th Annual Black Executive Supply Management Summit

March 5-7, 2008, Hilton Washington DC/Silver Spring, Silver Spring, Maryland [Register Now!](#)

19th Annual North American Research/Teaching Symposium on Purchasing and Supply Chain Management

March 27-29, 2008, Embassy Suites Phoenix-Tempe, Tempe, Arizona [Register Now!](#)

93rd Annual International Supply Management Conference and Educational Exhibit

May 4-7, 2008, St. Louis, Missouri [Register Now!](#)

Hospitality Supply Management Forum Spring Conference

May 14-16, 2008, Hilton Chicago Hotel, Downtown Chicago, Illinois [Register Now!](#)

UPCOMING ISM SEMINARS

For seminar details, please call the ISM Customer Service Department at 800/888-6276 or 480/752-6276, extension 401, or visit the ISM Web site at www.ism.ws and select Education — Seminars, Conferences, then Seminars.

ISM Events Calendar - May, 2008

Month Date	Event	Time	Location
May 1	Manufacturing ISM Report on Business available		
May 4	CPSM Introductory Price Period begins		
May 5	Non Manufacturing ISM Report on Business available		
May 6	ISM Semi-annual Economic Forecast		
May 4-7	ISM INTERNATIONAL CONFERENCE IN ST. LOUIS		America's Center
May 13	ISM Board Meeting	5:30 p.m.	Alandale's 105 E. Jefferson, Kirkwood
May 27	General Meeting Cancelled		

Volunteering with ISM-St. Louis

PROFESSIONAL DEVELOPMENT COMMITTEE By Norman A. Krumrey , C.P.M.

Today we look at the functions and importance of the Professional Development Committee. This Committee is one of the important educational committees of the ISM St. Louis organization.

The committee establishes programs that lead to the professional development of the entire organization and it obtains ISM National office approval of its programs and awards "Certification Service Points" to individual participants.

Again we go to the ISM Policy manual to review the functions of the Pro-D committee.

The committee chair is appointed by the President and confirmed by the Board. The chair recruits committee members from the general membership. The chair also provides guidance and direction to the members, to assure committee success and continuity from year to year.

Duties of the committee members are;

- Recruit an adequate number of members
- Prepare a committee budget and monitor adherence
- Develop Professional Educational Programs for the General meetings and for the pre-dinner educational seminars.
- Coordinate the all arrangements with the speakers.
- Provide Program attendees with Evaluation capabilities.
- Award certificates far attendance at programs.
- Develop informative articles on Professional

Development for ISM St. Louis BuyLines.

All members recognize the importance of Professional Development in their careers and look to this committee to provide meaningful programs. The ISM St. Louis Board attempts to help the committees to be efficient as possible and usually recruits board members from the committees..

Are you ready to help ISM St. Louis by volunteering for the Professional Development Committee or have topics of interest you would like to be covered at a dinner meeting or seminar? Tony Noe, C.P.M. is the chairman and can be reached at 314-683-2635, or scpro@gmail.com. He will be glad to hear from you.

CPSM Preparation Question

Please place the following phases of team building in their proper order:

- I Adjourning
 - II Norming
 - III Performing
 - IV Storming
- a) IV, III, I, II
 - b) II, III, IV, I
 - c) III, II, IV, I
 - d) IV, II, III, I

See page 6 for answer.

Current Career Bank Postings

Position	Date Posted	Industry	Location	Posted by
Assistant Dir. of Purchasing	Mar-08	Municipal Gov't	Kirkwood, MO	City of Kirkwood
Senior Buyer	Mar-08	Lighting	St. Louis, MO	Code 3
Sr Purchasing Agent	Feb-08	Healthcare	Hazelwood, MO	Covidien
Sr Logistics Manager	Feb-08	OEM Consumer Food Products	St. Louis, MO	Green Research
Sourcing Manager	Feb-08	Healthcare Services	St. Louis, MO	Express Scripts
Sr Procurement Specialist	Feb-08	Lifesciences	St. Louis, MO	Sigma-Aldrich

For detail 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 Eugene Kattak, C.P.M. - ISM-St. Louis Career Bank Facilitator: eugene.kattak@covidien.com

CPSM Preparation Question Answer

The correct answer is:

d). The phases of team building are forming, storming (IV), norming (II), performing (III), and adjourning (I).

MEMBER COMPANIES

We list Member Companies web sites address on the ISM-St. Louis web site under St Louis Companies. If you do not want your company listed, please send an e-mail to Marketing@ismstlouis.org.

OFFICERS AND DIRECTORS

July 2007 - June 2008

President

Kimberly Butts, C.P.M., CPPB

President-Elect

Julie B. Wulff, C.P.M.

Vice President

Marty Rutkovitz

Director of Education

Don Sante

Director of Finance

Ardith M. Angelbeck, A.P.P.

Director of Marketing

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

Director of Membership

Dwayne Yount, C.P.M.

Director of Prof. Development

Tony Noe, C.P.M., CIRM

Secretary

Pat Greathouse

Buylines

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

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

Phone & Fax: (314) 646-7442 ismstl@sbcglobal.net

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

Buylines Editor: Rebecca D. Klutho, C.P.M., A.P.P.

Layout Design: P.M. Graphics, Inc.