



Buylines

ISM — ST. LOUIS, INC.

AUGUST 2010

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Don't Forget

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

September 28, 2010

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

Introducing our New Director of Finance.....MAX MERZ, C.P.M.

Little did I know just a few months ago that volunteering for an ISM committee would lead to being elected Director of Finance and a member of the Board of Directors. I officially took over duties from Larry Jackson on July 1, and have now been present at three Board meetings. I look forward to serving you.

I think you will find my background interesting. I have an Associate's degree in Accounting from Sanford-Brown Business College and a BS in Liberal Studies from SIU-Edwardsville. I started at SIU in 1973 as a chemistry major, and finished up in 2003.

My professional career includes only three full-time employers: KV Pharmaceuti-

cal as Packaging Material Buyer, Trebla Chemical Company as Materials Manager and National Steel Corporation as Blacksmith. I have certifications from ISM, IoPP and US Department of Labor. All of which makes me the only Certified Purchasing Manager, Certified Packaging Professional, Journeyman Blacksmith Director of Finance in the world!

Future articles will look to the financial side of purchasing: general accounting knowledge, costs, analyses, audits, monetary exchange. I hope to adapt specific topics from accounting texts and the CPSM Study Guide.

Volunteers are needed for the Financial Committee (yes, the same one that got me into this). No specific duties here, but I am looking at backup, and perhaps, line of succession. A separate Audit Committee is also needed. No specific financial training is required to help on either committee.



If you're interested in volunteering, please contact Max Merz at Finance@ismstlouis.org

Annual Membership Dues

For the past several years, your Board of Directors has kept annual dues stable while absorbing cost increases from ISM, credit card processing, meeting venues, etc. by aggressively controlling costs. In order to keep a balanced budget in future years and continue to provide the level of service the local membership expects, an increase in annual dues will be required next fiscal year. We will keep you informed as we progress with this analysis. If you have any comments or suggestions please email me at

Finance@ismstlouis.org.

Larry Jackson, CPSM, C.P.M.

September Speaker By Patrick Williamson C.P.M.

As the New Year begins and the first general meeting on September 28, 2010 approaches we wish to present 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 and registration starting 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..... CORE COMPETENCE

Definition: The attributes, talents and products that form the central identity of an organization.

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.

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?

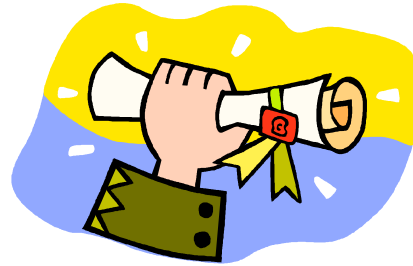
The CPSD (Certified Professional in Supplier Diversity) is a professional designation for supply professionals who demonstrate knowledge, skills and expertise in supplier diversity. CPSD is also for business professionals with responsibility for strategic diversity initiatives. This professional designation 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.



Current Career Bank Postings

Position	Industry	Location	Posted by
Merchandise Manager	Retail	St. Louis, MO	Weekends Only

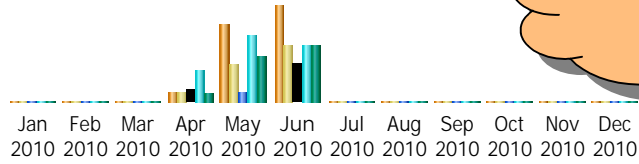
For details on the above postings, go to www.ismstlouis.org!

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!

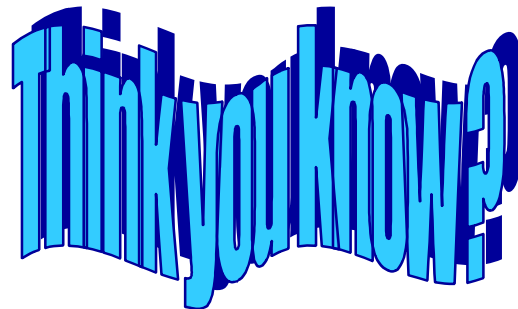


ISM St Louis Website Statistics



Month	Unique visitors	Number of visits	Pages	Hits
Apr 2010	134	157	1002	4069
May 2010	307	413	3098	10453
Jun 2010	366	553	3361	14863

Can you guess the #1 Key phrase searched for on ISMSt Louis Website ?????



Find Rhonda Shurtleff at the September 26th general meetingtell her your guess....You could win a:

\$ 5.00

Starbucks Gift Card



Drawing will take place during the dessert course

Look for a hint somewhere in the Buylines

Upcoming Seminars



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

Hint: Supplier _____ Management

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

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

August 2010

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism - # 4523	August 2 – 4, 2010	Minneapolis, MN
Integrating Purchasing, Logistics and Inventory with Suppliers – #4261	August 4-6, 2010	Las Vegas, NV
Capital Equipment Purchasing: Big Risk, Big Dollars, and Big Results – #4482	August 9-10, 2010	Nashville, TN
Contracting Basics: What All the Ts and Cs Mean - #4492	August 12-13, 2010	San Diego, CA
Power Negotiations: Unlock Your Powers of Influence and Persuasion - #4571	August 16-18, 2010	Chicago, IL
Resisting Price Increases and Implementing Cost Improvement Initiatives: How to Make a Major Impact into Today's Volatile Marketplace - #4273	August 23-24, 2010	Minneapolis, MN



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 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 Indisput- able Laws of Teamwork
October 10/26/2010 6:15 p.m.	Spazio's	Bill McDonald	OSHA Update		Pat Greathouse	John Maxwell The 17 Indisput- able 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 Indisput- able 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 Indisput- able Laws of Teamwork
May 5/24/2011 .	Spazio's	Michael Babineaux	TBD Past Presidents Installation of Officers		Pat Greathouse	John Maxwell The 17 Indisput- able Laws of Teamwork



Certified Professional in Supply Management® (CPSM®): Basics, Benefits and Beyond

Please Note: This **Free Streaming Only** web seminar is 60 minutes in length.

Date: Thursday, August 12, 2010
Time: 1:00 PM (EDT) | 10:00 AM (PDT)

Find out all the details of the Certified Professional in Supply Management® (CPSM®) and CPSM® Bridge program. You'll get a breakdown of the requirements and a brief overview of the various study aids. But the best part of this ISM Sponsored Web Seminar is you'll get tips from recent CPSM®s — Brenda Dizer-Coe, CPSM, C.P.M., Materials Operations Systems/TMG — Senior Program Manager, Intel, and Vijay Kasi, Phd, CPSM, Sourcing Associate, A.T. Kearney. These CPSM®s give you real-world tips on preparing for the CPSM® Exams and CPSM® Bridge Exam. They also share their personal success stories on how the CPSM® has strengthened their careers. Have your questions about the CPSM® ready, there will be time reserved for Q & A. This seminar focuses on:

- An overview of ISM's Certified Professional In Supply Management® (CPSM®) program and the requirements
- How to study while saving time and money
- How the CPSM® designation can help you transform your career
-

Featured Speakers:



Karen P. Collins, CPSM, C.P.M., A.P.P., Manager, Professional Credentials, Institute for Supply Management™

As manager of Professional Credentials, Karen oversees the direction and administration of all professional credential programs offered by ISM. Prior to joining ISM in 2001, Karen held positions of purchasing supervisor, purchasing manager and materials manager in both service and manufacturing organizations. She has been a member of NAPM-AZ since 1995.



Brenda Dizer-Coe, CPSM, C.P.M., Materials Operations Systems/TMG — Senior Program Manager, Intel

With more than 25 years of professional experience, Brenda oversees the support in development, delivery and implementation of new B2B processes for Intel's global supply base. She is also Supplier Collaboration Business Lead of their Materials Management System. Prior to joining Intel in 2004, Brenda worked for Nike where she managed their Supplier Diversity initiatives and was a member of their Global Corporate Procurement Management team. She has a MBA in Management, a BBA in Marketing, and is also a U.S. Army veteran. An ISM member since 1996, Brenda was recently nominated to a five-year term on ISM's Professional Credentials and Diversity Committees.



Vijay Kasi, Phd, CPSM, Sourcing Associate, A.T. Kearney

Vijay recently joined A.T. Kearney as a sourcing associate. Prior to joining A.T. Kearney, Vijay previously worked for Georgia Pacific where he worked as a strategic sourcing manager responsible for poly and paper packaging within the direct materials group. Vijay has a doctoral degree in business administration from Georgia State University and a master's degree in engineering from Georgia Tech. He has been an ISM member since 2007.

Moderator:

Mike Shirra, Senior Associate, Marketing, Institute for Supply Management™

Mike Shirra oversees ISM's marketing of Public and Online seminar programs and promotions for ISM events and conferences.



ISM-St. Louis Members

Academic: 4
 Regular: 220
 Associate: 9
 Student: 8
 Dues Free: 4
 Life: 18
 Volume: 21
 TOTAL: 280

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Phone: 314-646-7442

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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:

Jane Rozycki, CPSM
 Centocor Biologics, LLC

Terry Lyles
 Metro Transit

New Student Member:

Charles Westemeyer
 St. Louis University

