

Buylines



March 2006

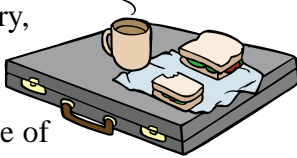
of the National Association of Purchasing Management – St. Louis, Inc.

What You Missed—

Bring Your Boss To Lunch

By Susan Vollmer, UniGroup

In January, members enjoyed a different type of meeting, which revolved around the theme “Bring Your Boss To Lunch” and was held downtown at the Noonday Club, located in the Metropolitan Square Building. Bill Wilkerson, a long-time radio broadcaster in the St. Louis area, introduced himself as his own boss.



In May 2004, Wilkerson started and became president of MPS Worldwide, a company that procures and distributes medical equipment, supplies and services. The idea came to him after he had hip replacement surgery at Barnes Hospital West. He received his medical bill, which had a long list of items that were used during his procedure.

“I thought, ‘I wonder where they are buying all of this stuff

Guess Who’s Coming to Dinner

By Gary M. Sutton, C.P.M.

Date: Tuesday, March 28, 2006

Time: 5:30 p.m. pre-dinner
6:15 p.m. program starts

Location: Sheraton Clayton Plaza Hotel

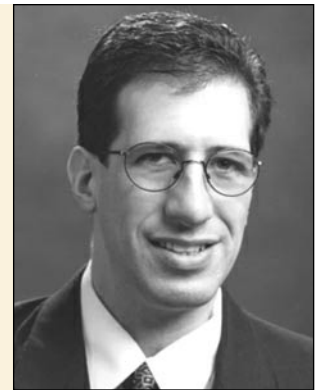
Speaker: Mitch Millstein CFPIM, C.P.M., CQM, CQE

Mitch Millstein is the president of Supply Velocity, Inc. and is certified by APICS, NAPM/ISM, and ASQ. He holds an engineering degree from Rutgers University and a master’s degree from Washington University.

His past experience includes management jobs in production, materials management, project engineering and marketing. Mitch is one of only 2,400 individuals worldwide certified by APICS at the “Fellow Level” in production and inventory management.

Mitch will be speaking on the topic “Lean Supply.”

(Registration form on page 2)



from,” Wilkerson said. To help start his business, he has worked with the staff at Midwest Medical, who has taken him on as a protégé.

Wilkerson thanks his good fortune at starting this business and having something to fall back on. He and several of his colleagues

were let go before Christmas from a radio station in the Metro East, who decided to change formats and explore the shock-jock personalities.

His first job in radio remains his favorite. “The first 27 years I was in Camelot,” Wilkerson said,

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C.P.M. Review Sessions Page 6



WILKERSON

Continued from p. 1

referring to the time he worked at KMOX. He worked with many broadcasting legends, including Jack Buck, Mike Shannon, Dan Kelly, Bob Costas and Dan Dierdorf.

Originally from Memphis, Wilkerson earned a degree in advertising from Southern Illinois University School of Journalism. While working full time at the college radio station and part time selling suits at J. C. Penney Company, he was contacted by KMOX for an interview. His negotiation skills began early. When offered a job, he wanted to know if KMOX could match what he earned by selling suits. It turns out that KMOX could do even better.

For five years, he worked in the news department. One day, Jack Buck walked by and asked, "Do you know anything about football?" He replied, "I played a little bit." He was thrown into sports reporting – sink or swim. Wilkerson said he had no fears after working at KMOX. He was constantly given new challenges and the opportunities to see them through.

Wilkerson embraces the changes in life with his no fear attitude, thus ensuring he'll always come out on top.

HATS OFF!!!

AWARD – BUSINESS SCHOOL ALUMNI ASSOCIATION

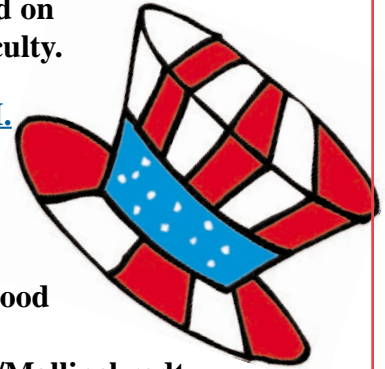
The faculty of the John Cook School of Business at St. Louis University will receive an award on March 11 to recognize its outstanding faculty.

LIFETIME RECERTIFICATION C.P.M.

**Gary Sutton, C.P.M.,
Cauttrel Enterprises Inc.**

RECERTIFICATIONS C.P.M.

**Kim Butts, C.P.M., CPPB, City of Kirkwood
Kay Givens, C.P.M., Des Peres Hospital
Eugene Kattak, C.P.M., Tyco Healthcare/Mallinckrodt**



RECERTIFICATION A.P.P.

Ardith Angelbeck, Correctional Medical Services (CMS)

Please contact Susan Vollmer at 636-349-7387
or susan_vollmer@unigroupinc.com with your news.

Register Now For March Meeting

Speaker: Mitch Millstein
President, Supply Velocity

Date: Tuesday,
March 28, 2006

Time: 5:30 p.m. networking/
pre-dinner event
6:15 p.m. program starts

Location: Sheraton Clayton
Plaza Hotel
7730 Bonhomme Ave.

Cost: NAPM members –
no charge
Guest – \$25 per person

Register by:
Phone: 314-646-7442
E-mail: napmstl@sbcglobal.net

Name of attendee

E-mail

Company

Mailing Address

City/State/Zip

Phone Fax

Method of Payment:
 Check Visa/MasterCard American Express

Credit Card # Exp. Date

Signature

(Please complete, and keep this registration page as your receipt.)



Slate of Officers and Directors

PRESIDENT - KAY GIVENS, C.P.M.

Kay Givens, C.P.M., is the director of material services for Des Peres Hospital. She has been in her position for more than five years. Kay has worked on the management level in the healthcare material resource management field for over 20 years. She holds a bachelor's degree in business administration from Webster University and an associate's degree in management from Meramec Community College. Kay has been an active member of NAPM – St. Louis since 1997. She held the office of director of membership for three years and is currently serving as president-elect. She received the “Purchasing Manager of the Year” Award in 2005 from NAPM – St. Louis.

PRESIDENT-ELECT - KIMBERLY BUTTS, C.P.M., CPPB

Kim Butts is the director of purchasing for the City of Kirkwood. She has been in this position for over four years. Kim has worked in supply management in various fields such as aerodynamics, retail, quality assurance and city government. She holds a bachelor's degree in business administration. Kim has been a member since 2000 and held the office of marketing director for the past three years. Currently, she serves as vice president and director of marketing.

VICE PRESIDENT - JULIE B. WULFF

Julie Wulff is founder of Supplywise LLC, a consulting firm focused on assisting clients with strategic sourcing and supply chain management initiatives. Prior to her consulting work, Julie was employed with Procter & Gamble for 20 years. With P&G, she served as a process engineer and development engineer, production manager, process reliability manager, quality assurance manager and spent the last seven years as senior purchasing manager and supplier development manager. Julie has a bachelor's degree in chemical engineering from the University of Missouri-Columbia and a master's degree from the University of Missouri- St. Louis. She recently complet-

ed an advanced certification in supply chain management at St. Louis University. Julie currently serves as the director of the Professional Development Committee and has been a member of that committee since 2003.

DIRECTOR OF FINANCE - ARDITH M. ANGELBECK, A.P.P.

Ardith Angelbeck is a senior purchasing agent for Correctional Medical Services (CMS), a managed health-care company that operates the medical units for prisons and jails. She has been with CMS for over 15 years in various roles and is now responsible for all procurement functions for this company. Ardith has been an active member with NAPM-St. Louis for more than six years and now serves as the current director of finance.

DIRECTOR OF MARKETING - SUSAN VOLLMER

Susan Vollmer serves as manager of corporate business for UniGroup Worldwide UTS, located in Fenton, MO. In her role, she works with international agreements and also conducts training certification for the Registered International Mover program through the American Moving and Storage Association. She has worked for 19 years in transportation for the UniGroup companies, which includes United Van Lines and Mayflower Transit. She currently volunteers on the Marketing Committee and works with our chapter's newsletter “Buylines.” She has a bachelor of journalism degree in magazine from the University of Missouri at Columbia.

DIRECTOR OF MEMBERSHIP - EUGENE KATTAK, C.P.M.

Eugene Kattak is a senior purchasing agent for Tyco Healthcare's Mallinckrodt Division, a major manufacturer of pharmaceuticals and medical imaging products. Eugene is responsible for providing strategic procurement support in new product development

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Slate of Officers and Directors *Continued from page 3*

and supply-chain management matters. Eugene has been a purchasing professional since 1992 and received his C.P.M. in 2000. He successfully recertified in 2005. Eugene has been employed by Tyco Healthcare since 2000. He and his wife moved to St. Louis from New Jersey in 2004 and transferred into NAPM-St Louis from NAPM-NJ. Shortly thereafter, Eugene was appointed director of membership to fill a vacancy in that position. Over the past year, Eugene has guided the Membership Committee's Job Bank Enhancement Project.

DIRECTOR OF EDUCATION - DON SANTE

Don Sante is a product manager for Tubular Steel Inc. located in Creve Coeur, MO. He has been in his current position for eight years where he coordinates both marketing initiatives and inventory selection nationwide. Don holds a bachelor's degree in business administration from the University of Iowa. He

has been on the Professional Development Committee for the past year.

DIRECTOR OF PROFESSIONAL DEVELOPMENT- SHANNON MCFARLAND, C.P.M., CPIM

Shannon McFarland is a buyer / planner for Worldwide Technologies, located in Maryland Heights, MO. Shannon has worked in supply chain management for 10 years and has worked for companies such as Rubbermaid, BECS Technologies and Ameriwood before starting at Worldwide Technologies in 2004. Shannon has a bachelor's degree in business administration from Lindenwood University as well as a master's degree in international business from Lindenwood University. Shannon has been a C.P.M. since 2004, as well as recently earning his CPIM from the American Production and Inventory Control Society. This is Shannon's first NAPM board position. He served on the Marketing Committee for two years.

Welcome New Members

Total NAPM- St. Louis membership is at 347 persons.

NAPM-St. Louis welcomes our recent new members. We are delighted to have each and every one of you join our chapter. Thank you for your participation.

Mrs. Li-Wen H. Jaroch

Express Scripts, Inc.

Mr. Mark R. McBride

Mississippi Lime Company

Mr. Brian K. Montgomery

Ameren

Ms. Carla R. Sparks

Oilind Safety

ANNOUNCEMENT:

New Interim Director of Education

By Jeanne Karasek, President

After many years of dedicated service to NAPM-St. Louis, Jim Schmitz is resigning as director of education. Jim has served the board for many years in different capacities.

Even though, Jim is retiring from the board, he will be teaching C.P.M. review sessions this Spring.

The election of officers and directors is in April with the new terms beginning in June. Gary Sutton, C.P.M., will serve as interim director of education until the new board members begin their positions in June.

Gary works as the purchasing manager for Cauttrell Enterprises in St. Louis, MO.

The board wishes Jim an enjoyable retirement and appreciates Gary's assistance during the interim period.

SEMINAR ON:

“Creating A Performance Measurement Culture”

DATE: Wednesday, March 29, 2006
TIME: 8:00 a.m. — 4:30 p.m.
LOCATION: Doubletree Hotel at Westport
 1973 Craigshire; St. Louis, MO 63146
SPEAKER: Mitch Millstein, President of Supply Velocity
REGISTRATION FEE: \$225 for members, \$325 for non-members,
 \$395 for non-members with membership.

**** Registration Deadline — March 14, 2006 ****



Most organizations have a strategic plan. However, implementation of the strategic plan seems elusive, and most of the organization does not know it exists. Mid-level management is too busy fighting fires to make quantum leaps in performance. The result is an organization that falls short of its potential. Aligning performance measures provides a context for cooperation and decision-making. By fostering trust, integrity and a seamless flow of service, alignment works to remove many boundaries that exist in business today.

Participants will:

- turn “balanced scorecards” into “performance scorecards”
- learn how to link strategy to all company activities
- create performance measures that are realistic and trackable

Registration fee includes continental breakfast, morning and afternoon breaks, lunch, and program materials. **(Seminar may be cancelled if minimum registration is not met.)**

Creating A Performance Measurement Culture

Mail/Fax/E-mail
reservations to:
NAPM-St. Louis
P.O. Box 31673
Des Peres, MO 63131-9998

Phone: 314-646-7442

Fax: 314-646-7442

Email:

napmstl@sbcglobal.net

**Reservation Deadline:
March 14, 2006**



Name of attendee

E-mail

Company

Mailing Address

City/State/Zip

Phone

Fax

Method of Payment:

Check Visa/MasterCard American Express

Credit Card #

Exp. Date

Signature

Please check one:

- Regular/associate
Member price \$225
- Non-member
reservation including
one-year membership
\$395
- Non-member
reservation \$325

**Price includes all
materials, continental
breakfast, two coffee
breaks and lunch.**

(Please complete, and keep this registration page as your receipt.)

C.P.M. Review Sessions

- Location:** World Wide Technologies
60 Weldon Parkway
Maryland Heights, MO 63043
- Dates:** Monday, April 17, 2006 – Orientation Session
Monday and Thursday evenings,
April 24th through May 18th (eight sessions).
- Time:** 6:00 p.m. to 9:00 p.m.
- Cost:** \$325.00 – members of NAPM - St. Louis
\$495.00 – non-members of NAPM - St. Louis
(includes membership in NAPM - St. Louis)
- Instructor:** Jim Schmitz, C.P.M., A.P.P.
- Questions:** Jim Schmitz at 636-532-2225 or
jim_schmitz@sbcglobal.net

C.P.M. Review Training Sessions

Cost: NAPM members: \$325
Non-members: \$495

- Member
 Non-member

Register by Phone:
314-646-7442

Email:
napmstl@sbcglobal.net

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

Price includes:
Study Guide, 7th Ed.;
Diagnostic Kit, Vol. 2;
and handouts prepared by
Jim Schmitz



Name	_____
E-mail Add.	_____
Company	_____
Mailing Add.	_____
City/State/Zip	_____
Phone	Fax
<input type="checkbox"/> Member of NAPM <input type="checkbox"/> Non-member of NAPM	
Method of Payment: <input type="checkbox"/> Check <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> American Express	
Credit Card #	Exp. Date
Signature	

C.P.M. — Going, Going, But Not Gone

By Jim Schmitz,
C.P.M., A.P.P.

By now you have probably heard that ISM plans to discontinue issuing new C.P.M. certifications in the future – sometime in 2008. The exact date has not been finalized. ISM will continue to offer recertification for C.P.M.'s after the program is discontinued.

Information from ISM points to a certification that will require more formal education and higher levels of competencies than the C.P.M. A four-year degree will be required for the new certification.

ISM is researching ways to transition those who have earned C.P.M. to the new certification. No announcement has been made about how they plan to do this. ISM does say that the C.P.M. certification will “continue to be a globally recognized designation within the supply management profession.”

Why has ISM decided to develop a new program? On the ISM Web-site, it states that, “The new qualification will address the realities of supply management workplace complexities including globalization, greater use of technology

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NAPM Events Calendar March - April 2006

Month	Date	Event (* denotes included in dues)	Time	Location	Contact
Mar.	16-17	SLU CSCMS Adv. Certificate Program: "Strategic Outsourcing and Suppliers Relationship Management"	8:00 a.m.- 5:00 p.m.	St.Louis University	Dr. Kwon, SLU
	28*	Pre-dinner Educational Event: "Beyond the Low Bid: Savings and Cost Avoidance" Julie Wulff	5:30 p.m.	Sheraton Clayton Plaza	Julie Wulff
	28*	Pre-dinner Educational Event: "PERT and CPM planning tools" Jim Schmitz	5:30 p.m.	Sheraton Clayton Plaza	Jim Schmitz
	28*	General Meeting Speaker: Mitch Millstein "Lean Supply" Executive Night, Volunteer Recognition, Purchaser of the Year Award	6:15 p.m.	Sheraton Clayton Plaza	Gary Sutton
	29	Seminar: Speaker: Mitch Millstein Topic: "Strategy Deployment through Performance Measurement- Creating a Performance Measurement Culture"	8:00 a.m.- 5:00 p.m.	Doubletree Hotel Westport	Gary Sutton
Apr.	20-21	SLU CSCMS Adv. Certificate Program: "Managing Transportation and Warehousing Operations"	8:00 a.m.- 5:00 p.m.	St.Louis University	Dr. Kwon, SLU
	25*	Tour Time Location: UniGroup Inc.	5:30 p.m.	UniGroup Inc.	Don Sante

CPM – GOING, GOING, BUT NOT GONE

Continued from page 6

and expanded competencies that supply management professionals

employ to drive value in their organizations."

They go on to say, "Supply management professionals must understand that ISM's new qualification will include the entire curriculum of the C.P.M. purchasing focus, plus an equal share of other major disciplines within supply management – strategic

sourcing, contract management, negotiations and much more."

In other words, go ahead and prepare for the C.P.M. exams. The knowledge and information will be useful in earning the new certification. We look forward to seeing many of you in future C.P.M. exam preparation programs.

OFFICERS AND DIRECTORS 2006

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President-Elect

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Des Peres Hospital

Vice President

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Interim Director of Education

Gary Sutton, C.P.M.

Director of Finance

Ardith Angelbeck, A.P.P.

Correctional Medical Services

Director of Marketing

Kimberly Butts, C.P.M., CPPB

City of Kirkwood

Director of Prof. Development

Julie Wulff

Supplywise LLC

Director of Membership

Eugene Kattak, C.P.M.

Tyco Healthcare

Buylines

of the National Association of Purchasing Management – St. Louis, Inc.

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