

Buylines



May 2009

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

President's Message. . . .

"Surely there comes a time when counting the cost and paying the price aren't things to think about any more. All that matters is value - the ultimate value of what one does."

-James Hilton

Times of great challenge force us to question our thoughts and traditional ways of doing things, and to ensure value from everything we do. Our organizations need more creativity from us in meeting their objectives now than ever! In the past (and still today in many traditional environments) purchasing was simply focused on getting the lowest prices for the goods and services we were procuring.

Our objective as supply managers is to do our best to contribute to the overall good of the organization in total. Operating as Supply Managers opens up to us the possibilities to impact the organization broadly- not only by

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How We Make It Expensive for Suppliers to Sell to Us

By Patrick Williamson C.P.M.

Hope to see you at ISM St Louis general meeting on May 19, 2009 at Spazio's to hear Michael Harding, C.P.M., CPIM speak on

"How We Make It Expensive For Suppliers To Sell To Us". This promises to be a thought provoking presentation and you will not want to miss it. Come early and go to the pre-dinner meetings, continuing the Maxwell Leadership series and the speed networking session. See you there!

Michael Harding is a principal of Harding & Associates a firm specializing in Lean Purchasing, Supply Chain Management, and Materials related consulting and training.

Michael has over twenty-six years of industrial purchasing experience including positions as Director of Purchasing, Purchasing Manager, Materials Manager, Manager of International Purchasing, and Supplier Quality Manager with such companies as Digital Equipment, Texas Instruments, RCA, TRW, General Electric, and Goodyear Aerospace. He holds degrees in business, law, and a masters in Purchasing. Michael is the past president of the Northeast region of the Association for Manufacturing Excellence.

His firm works with a number of Fortune 500 and smaller companies as well to improve purchasing results and reduce inventory investment while substantially improving product quality, profit, and cash flow. His clients are located in North and South America, the Far East, and Europe.

Michael authored the books Profitable Purchasing and Service

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PRESIDENT

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lowering cost, but by having the potential to elevate the quality of our products and services, boost service to our customers, advance efficiency, reduce environmental impacts, advance the success of new products and initiatives, and enhance the quality of work life for our teammates and colleagues.

Supply Managers....

- Truly understand the “Total Cost of Ownership” by understanding the work processes and technical processes in their businesses
- Work closely with their internal customers to understand needs and assumptions
- Know when to question “scope” and specification of goods and services
- Stay current on the markets they are involved with, as well as economic and legal trends
- Understand their supplier’s current and potential capabilities, think creatively and are always looking to improve

Our speaker for our May 19 dinner meeting and our May 20 seminar is Mike Harding, an accomplished supply manager, teacher, author, and consultant. Mike has achieved great results for his organizations and clients, and will give us some fresh thoughts on “How We Make it Expensive for Suppliers to Sell to Us” and “Lean Purchasing”. We invite you to join us, progress in your Supply management journey, and learn some new tools to help your organization become more powerful and profitable!

Julie B. Wulff, C.P.M.
President@ismstlouis.org

HOW WE MAKE IT EXPENSIVE

Continued from page 1

Velocity and co-authored Purchasing. He is a contributing author to Leading Manufacturing Excellence, The Purchasing Handbook: A Guide for the Purchasing and Supply Professional, 6th edition, and The Supply Management Handbook, 7th edition. He is an editor of Target magazine. His business articles have been featured in Electronic Buyers News, InfoEdge (ISM), Target magazine, Supplier Selection & Management Report, The Distributor’s & Wholesaler’s Advisor, The National Productivity Association’s Annual Report (Singapore), Insights Magazine, and the Hospital Material Management Quarterly. He has been a guest lecturer at the Beijing Materials College and the Alfred P. Sloan School at M.I.T. Mr. Harding has conducted seminars for AME, ISM (NAPM), APICS, Clemson University, University of Wisconsin, Duquesne University, University of Dayton-Center for Competitive Change at the Senior Fellow level, the National University of Singapore, and INCOLDA (Columbia, S.A.).

Dues Notices

Membership renewal notices for 2009–10 will be sent to all current members during the first two weeks of May via email. Those of you, who wish to pay your dues by credit card, will be able to enter your card information on-line when you receive your notice. Complete instructions will be included with the renewal notice.

2009-10 DUES RATES ARE:

Regular Member Renewal	\$260
Associate Member Renewal	\$160
New Regular Member	\$285
New Associate Member	\$165

Payment is due by June 1, 2009 and is delinquent after June 30, 2009. We look forward to our members rejoining our affiliate and gaining new members. If you know someone in your company that may be interested in joining ISM – St Louis, please email their contact information to Membership@ismstlouis.org. Visit our website at www.ismstlouis.org under the membership section for more details.

For questions regarding payment, please contact
Finance@ismstlouis.org.



**institute for
 supply management**
ISM—St. Louis, Inc.

Welcome New Members

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

Regular Members: 307 Dues-Free: 3 Life: 20 Associate: 5 Student: 2 Trial: 0 Total: 337

New Members

Ms. Katie L. Beck

Purchasing
Patriot Coal Corporation
 12312 Olive Blvd.
 St. Louis, MO 63141
 Phone: 314-275-3657
 Fax: 314-275-3657
 Email: kbeck@patriotcoal.com

Ms. Angela Brown, C.P.M.

Supply Partnership Manager
Agil 1
 208 Weber Rd.
 O'Fallon, IL 62269
 Phone: 310-525-1090
 Fax: None Listed
 Email: albrown@agile1.com

Ms. Patty S. Hake

Executive Assistant
RBO Print Logistix
 2463 Schuetz Rd.
 Maryland Heights, MO 63043
 Phone: 314-432-1636
 Fax: 432-7509
 Email: mpfake@yahoo.com

Mr. Clark W. Landon, C.P.M.

Senior Buyer
Magna-Innertech
 18355 Enterprise Ave.
 Nashville, IL 62263
 Phone: 618-327-5202
 Fax: 618-327-9441
 Email: clark.landon@magna.com

Mr. Abel Loya

Buyer
Coviden
 675 McDonnell Blvd. K-1-N
 Hazelwood, MO 63011
 Phone: 314-654-5323
 Fax: 314-654-5323
 Email: abel.loya@coviden.com

Mr. Thomas W. Montgomery

Director of Purchasing
Guarantee Electrical Construction
 3405 Bent Ave.
 St. Louis, MO 63116
 Phone: 314-771-1111 Ext. 323
 Fax: 314-898-4710
 Email: tom.montgomery@geco.com

New C.P.M. Certifications

Ms. Brian Schappe, C.P.M.

Buyer
CPI Corp.

New CSCP Certifications

Mr. Thomas C. Blair, CPSM C.P.M. CSCP

Sourcing Specialist
Parker Hannifin Corp,
Sporian Valve Div.

May Pre-dinner Session: *Speed Networking*

What is "Speed Networking" you ask... sounds like Speed Dating? That's precisely the idea! In times like these we all want *and need* to network, but who has the time to do it properly. If the last sentence hits home for you, then you're in for a pleasant surprise if you attend the pre-dinner during the May St. Louis ISM General Meeting.

A pre-dinner session sponsored by the Membership Committee, from 5:30-6:00 pm on May 19th, entitled "Speed Networking" is being presented by Melissa Orlando for your networking benefit. This session will include networking activities to introduce you to faces that you probably see at the monthly ISM meetings but haven't taken the time to get to know, tips for staying connected and key take-aways to keep in mind during trying times, and will hopefully allow you to learn something new about a fellow St. Louis ISM member!



VOLUNTEERING: YOU DO COUNT

By Marty Rutkovitz,
President-Elect

I can say with complete certainty, that I speak for everyone on the Board of Directors, that YOU do count.

We see each of you that have volunteered to help on a committee, or on a specific event, as a valuable resource that can directly contribute to the achievement of our affiliate's mission and goals, not as a means of free labor.

Consider volunteering if you have not already. This association cannot survive without your participation.

Consider volunteering as a way for you to gain skills and network, and in today's economic downturn, both are extremely important. There is no cost for volunteering but perhaps a few hours a month. Yet the rewards can be both financial and personal.

Becoming involved by being a volunteer will give you ownership, authority to think, be creative, and a responsibility for results in how and where this organization goes.

Remember, you "DO" count, and we can use your help – Contact any of the Board Members to see how you can contribute toward making our organization stronger and better.

Attention C.P.M.'s ISM – St. Louis, Inc. Presents: Certified Professional in Supply Management (CPSM) Bridge Exam Preparation/Review

According to the most recent information conveyed to our members at the last ISM monthly meeting, there are only 1,000 CPSM's worldwide. Now is the time to join your fellow C.P.M.'s in preparing to take the Bridge Exam so you too can earn the CPSM designation.

**June 25 (Thurs) and June 26 (Fri) 2009
8:00 a.m. to 4:30 p.m.**

**At the Sigma-Aldrich Life Sciences Center
2909 Laclede Avenue, St Louis, MO 63103**

Don't miss out on the opportunity to save \$50 by registering prior to May 25th.

CPSM Bridge Exam Preparation/Review

Cost:

ISM-St. Louis members: \$299

Early Bird Discount: -50

*Net Cost if Paid Reg. is
Received prior to 5/25/09 \$249*

*Students are strongly advised to
purchase ISM's CPSM Study Guide,
Vol. 1 Separately

How to register for this seminar:

1. E-mail: completed registration form to ismstl@sbcglobal.net
2. Fax completed registration form" (314) 646-7442
3. Mail form to: ISM-St. Louis
P.O. Box 31673
Des Peres, Mo 63131

Price includes:

Instructor Handouts, Refreshments & Lunch for Participants

Note: ISM CPSM Study Guide will be sold to participants separately for \$55 (incl S & H)



Name _____

E-mail Add. _____

Company _____

Mailing Add. _____

City/State/Zip _____

Phone _____ Fax _____

Method of Payment:
 Check Visa/MasterCard American Express

Credit Card # _____ Exp. Date _____

Signature _____

Questions: Call Deb Schaffer at
314-766-3812 or
deb.schaffer@mail.com



ISM St. Louis and the Center for Supply Chain Management Studies (CSCMS) at St. Louis University are excited to announce a joint seminar on May 20, 2009

“LEAN PURCHASING”

Your company has made significant improvements in operations. You are now ready to expand your lean processes into the supply base, or perhaps you have begun working on Lean with your suppliers, and it is not coming together. This program can bring the profitable benefits of Lean to your organization.

You will learn:

- The elements of Lean Purchasing.
- New tools, including the cost of lead time, CPK measures and affordable prices.
- How to identify cost drivers in your system, measure and compress them.
- How to assess the impact of inventory throughout the supply chain - its causes, cost and function.
- How to reduce supplier lead times by 70-90%
- The value of supplier-managed delivery versus supplier-managed inventory.
- How to define required quality levels and their cost. As quality improves, cost comes down. Calculate the Price-of-Non-Conformance. We'll show you how.
- A seven-step supplier quality program with a big financial payback and it is easy to use.
- New financial measures. Variance accounting is a self-inflicted wound that works against business improvement. An alternative yields better results.
- Lean sourcing strategies including new contract types that work better than blankets.
- Lean MRO, Distribution, and Services management.
- How to define your Supply Chain and Critical Path Suppliers.

- New purchasing measures. Price, quality, delivery and cost reduction can be replaced by something far more powerful and profitable.

Look at results from companies who have implemented Lean Purchasing and their business results. One company reduced supplier lead times by 70 percent in sixty days. Another reduced WIP inventory by 25% while increasing throughput by 700 percent. Still another reduced manufacturing cycle time from 60 days to 5 days and sold a warehouse. We will show you how they did it. This is a new way of conducting the business of Purchasing.

7 Continuing Education hours (CEHs) will be awarded to attendees.

Our instructor will be Michael Harding, a principal of Harding & Associates, a firm specializing in Lean Purchasing, Supply Chain Management, and Materials related consulting and training. Mike has over 26 years of supply management experience with Texas Instruments, GE, RCA, TRW, and Digital Equipment. He holds degrees in law, business, and a Masters in Purchasing. He has authored three books on purchasing, and is a contributing author to The Purchasing Handbook: A Guide for the Purchasing and Supply Professional, 6th edition, and The Supply Management Handbook, 7th edition. Mr. Harding has been a purchasing and supply chain management consultant for the past 18 years with clients in Asia, North and South America, and Europe.

This seminar will be held on May 20, 2009 on the campus of Express Scripts from 8 a.m. - 5 p.m. We look forward to seeing you there!

UPCOMING ISM SEMINARS

Below is the list of ISM seminars for the month of May 2009. For seminar details, please call the ISM Customer Service Department at 800/888-6276 or 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](#).

Title	Date	Location
CPSM® Train-the-Trainer: Review Instructor Courseware Program #4300	May 1-2, 2009	Charlotte, NC
How to Develop and Manage a Supplier Diversity Program #4322	May 2, 2009	Charlotte, NC
Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism #4537	May 13-15, 2009	San Francisco, CA
Finance for the Supply Management Professional #4519	May 14-15, 2009	Las Vegas, NV
Contracting for Purchasing and Supply Management: Beyond the Basics #4423	May 18-19, 2009	Nashville, TN

PROFESSIONAL CREDENTIALS

The CPSM® Bridge Online Review Course (#3968) Is Here

Are you a C.P.M. waiting for the CPSM® Bridge Exam online review course? Your wait is over. The CPSM® Bridge Online Review Course is now available in the [ISM Knowledge Center](#).

This is the review course for current C.P.M.s with a bachelor's degree to prepare for the CPSM® Bridge Exam. This course enables candidates to assess their knowledge acquired through education and experience against the content tested in the CPSM® Bridge Exam. It is not intended for those planning to take the full CPSM® Exam.

Participants get an in-depth review and assessment of the material in the CPSM® *Study Guide* by tailoring the course to their specific study needs. This interactive course includes sample test questions, case studies and bonus supplemental content developed by subject-matter experts. This bonus content gives candidates additional study material for tasks with more questions on the exam. Get immediate feedback with this online review course to customize your personal study program.

Register today at www.ism-knowledgecenter.ws. The online review course for the full CPSM® will be available in summer 2009.

JOB CHANGES, PROMOTIONS, AWARDS

Have you changed jobs recently or received a promotion or award? ISM St. Louis wants to know about it! This information is vital in order to keep ISM St. Louis information, web site, member list, etc. current. In addition, we are commencing a new feature that will announce job changes, promotions and awards. Please notify ISM St. Louis with all the necessary information as soon as possible via ismstl@sbcglobal.net.

LEAN PURCHASING Seminar - May 20, 2009

Cost:

ISM-St. Louis member: \$199
Non-member: \$299
Non-member with 1 year membership*: \$369

How to register for this seminar:

- Members will receive an invitation via email, and you may register thru CVENT
- St. Louis University Center for Supply Chain Management Studies members contact Darla King to register: dking22@slu.edu or 314-977-3617
- E-mail: ismstl@sbcglobal.net
- Fax: 314/646-7442
- Mail: ISM-St. Louis
P.O. Box 31673
Des Peres, MO 63131-9998

Price includes:

Course related materials / On-site Luncheon

Questions:

Call Deb Schaffer at 314-766-3812 or deb.schaffer@mail.com

* includes 1 year ISM membership - must complete application

Name	
E-mail for confirmation	
Company	
Mailing address	
City/State/Zip	
Phone	Fax
<input type="checkbox"/> ISM Member <input type="checkbox"/> Non-member <input type="checkbox"/> Non-member with mem.	
Method of Payment:	
<input type="checkbox"/> Check <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> AMEX	
Credit Card #	Exp. Date
Signature	

ISM Events Calendar - May 2009

Month/Date	Event	Time	Location
May 12	Board Meeting	5:30	Greenbriar Country Club
May 19	General Meeting - Past Presidents' Night PreDinner-Leadership Video Series PreDinner-Speed Networking Topic: How We Make It Expensive for Suppliers to Sell to Us Speaker: Michael Harding	6:00 5:30 Registration @5:30 5:30	Spazio's
May 20	Seminar: "Lean Purchasing" Speaker: Michael Harding, Harding & Associates	8 a.m.- 5 p.m.	Express Scripts

Current Career Bank Postings

Position	Date Posted	Industry	Location	Posted by
Senior Buyer	Apr-09	Medical	Hazelwood, MO	bioMerieux
Strategic Sourcing Leader	Mar-09	Vending Equipment (Food/Beverage)	Bridgeton, MO	The Augmentis Group
Purchasing Manager	Feb-09	Manufacturing (Consumer Products)	South Central IL	TDM & Associates - Executive Search Firm
Purchasing Assistant (Temporary)	Feb-09	Government	Kirkwood, MO	City of Kirkwood, MO

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, CPSM, C.P.M. - ISM-St. Louis Career Bank Facilitator: eugene.kattak@covidien.com

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