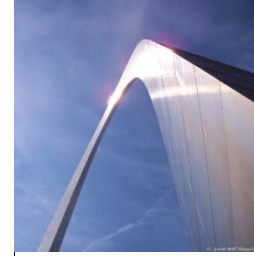


Buylines



of the Institute of Supply Management - St. Louis, Inc.

August 2009

President's Message

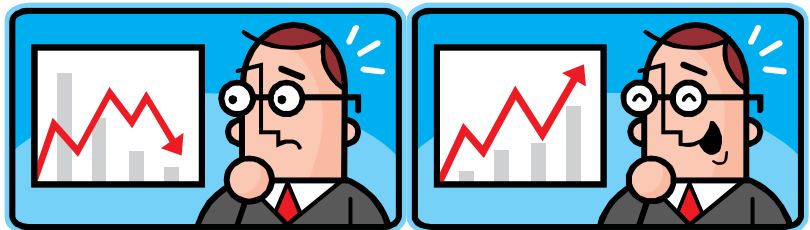
Here is my first note as your new President. I couldn't have gotten here without the very strong support and dedication of the previous and current board members. To everyone, it's been said many times, and I will reiterate and say it again, "Thank you for all you do".

Over the summer, the board continued to meet reviewing our current policies and procedures looking at ways to improve how we run ISM – St. Louis, seeking practitioners and others who can provide relevant and timely educational topics and programs, provide networking connections, career opportunities, and act as a sounding board for your ideas and suggestions.

A strong focus this year is developing, implementing, and taking advantage of technology with a new and

Continued on page 2

ECONOMY REALITY CHECK



By Patrick Williamson, C.P.M.

Well, another year is upon us and I am very pleased that Ernie Goss will be with us for our first meeting once again. So SAVE THE DATE! Ernie was well received last September and his update and insights for the coming year are not to be missed. Please join us at the Graphics Arts Building in Westport on Tuesday, September 22. I look forward to another fantastic year and hope to see all of you there!

Ernie Goss is currently the MacAllister Chair and Professor of Economics at Creighton University in Omaha, Nebraska. He received his Ph.D. in economics from the University of Tennessee in 1983. He was a visiting scholar with the Congressional Budget Office for 2003-04. In the fall of 2005, the Nebraska Attorney General appointed Goss to head a task force examining gasoline pricing in the state. He is also a past faculty research fellow with the National Aeronautics and Space Administration (NASA).

He has published over eighty research studies focusing primarily on economic forecasting and on the statistical analysis of business and economic data. His book, Changing Attitudes

Continued on page 2

President *continued from page 1*

improved website, newsletter, and of course utilizing CVent. Keith Nokes, our new Director of Technology, Melissa Orlando, our Director of Membership, Cindy Wessel, Director Marketing along with their committees, all have had a hand in bringing this to fruition.

As always, we encourage you to attend our upcoming events and welcome your ideas and suggestions to make ISM-St. Louis a more meaningful organization to you. And, of course, we would welcome your active participation in any capacity. If you would be interested in helping a committee or even joining the Board, please contact me or any Board member.

See you in September (who remembers hearing that song on the radio?).

Thank you.
Marty Rutkovitz,
President

Economy *continued from page 1*

toward Economic Reform during the Yeltsin Era was published by Praeger Press in 2003 and his book Governing Fortune: Casino Gambling in America was published by the University of Michigan Press in 2007.

He is editor of Economic Trends, an economics newsletter published three times per year. He is the past president of the Omaha Association of Business Economics, and the National Purchasing Management Association-Nebraska. He also serves on the Board of Directors of Mosaic, Inc.

To gauge regional economic conditions, Goss conducts a monthly survey of supply managers in 9 states, including Missouri, and a survey of bank CEOs in 11 states. Results from the two surveys are carried in over 100 newspapers, 20-30 radio stations and scores of other media outlets each month. Recent citations appeared in the Wall Street Journal, Business Week, Forbes, and scores of regional newspapers such as the Denver Post, the Kansas City Star and the Minneapolis Pioneer Press.

Please join us for our first meeting on Tuesday, September 22, 2009. Registration begins at 5:30 p.m. Program commences at 6:00 p.m.

Location: The Graphic Arts Communications Building

105 Progress Pkwy, Maryland Heights, MO 63043

Get Noticed and Keep Your Procurement Job



SupplyManagement.com recently ran a good article on [10 ways to get noticed](#) and lift your profile during this recession. Most are pretty obvious, but it's still a good refresher article.

1. **Cut Costs**

Even though [best-in-class procurement is about cost avoidance, not savings](#), in troubled time, cutting costs is what gets you noticed. So attack those sacred cow service categories with strategic sourcing and decision optimization, save big, and be an organizational hero.

Continued on page 3

Get Noticed *continued from page 2*

2. Engage Colleagues

The best results come from cross-functional teams who work together to identify not the best price, but the best overall value for the company when all factors are considered, and the most recognition goes to the procurement professional who can organize a team and lead them down a path to success.

3. Demonstrate SRM Skills

When times are tough, they're doubly so for your suppliers. To get the most from any supplier relationship, the relationship has to be managed. That takes a special breed of procurement professional who can work with the supplier, and not just beat them over the head demanding cost reductions.

4. Consider Cash Flow

Right now, the CFO likely only has one thing on her mind ...making the next payroll while keeping the lights on. Anything you can do to help her will make you an instant organizational hero.

5. Eliminate Risk

Chances are, your organization is currently facing more risks than any one individual can count, let alone keep track of. If you can eliminate just one major risk, you'll get noticed.

6. Innovate and Be Flexible

Smart organizations are starting to realize the same-old, same-old isn't good enough any more and that they need to innovate. This means that they're looking for innovators to lead the transformation. It could be you ...

7. Be A Leader

There are lots of followers out there. But not enough leaders to lead the transformations that will be necessary for most businesses to survive.

8. Stay Up To Speed With Training

Your company needs someone who can thrive in today's marketplace, not yesterday's.

9. Know Your Strengths

Leverage them and stick to them.

10. A Little Self Publicity Goes a Long Way

Be sure to publicize and capture your successes. A hint of modesty is good, but too much will find you lost in the crowd.

Article submitted by Rebecca Klutho, C.P.M., A.P.P.

This article was taken from "Sourcing Innovation.com" posted on 6-15-2009.

Leadership Series By Pat Greathouse

The past year we have been conducting Pre-Dinner sessions featuring the JOHN C. Maxwell's DVD Leadership series. We have had great success in each session. John C. Maxwell is a dynamic speaker. We are generally covering three laws each session. Below is a list of all of the laws and we will continue to feature these until we have them all covered. Stay Tuned for when we restart the series.....

21 IRREFUTABLE LAWS OF LEADERSHIP

1. **THE LAW OF THE LID**—Leadership determines the level of effectiveness.
2. **THE LAW OF INFLUENCE**—The true measure of leadership is influence-nothing more, nothing less.
3. **THE LAW OF PROCESS**—Leadership develops daily. Not in a day
4. **THE LAW OF NAVIGATION**—Anyone can steer the ship, but it takes a leader to chart the course.
5. **THE LAW OF E.F.HUTTON**—When the real leader speaks, people listen
6. **THE LAW OF SOLID GROUND**—Trust is the foundation of leadership.
7. **THE LAW OF RESPECT**—People naturally follow leaders stronger than themselves.
8. **THE LAW OF INTUITION**—Leaders evaluate everything through a leadership bias.
9. **THE LAW OF MAGNETISM**—Who you are is who you attract.
10. **THE LAW OF CONNECTION**—Leaders touch a heart before they ask for a hand.
11. **THE LAW OF THE INNER CIRCLE**—A leader's potential is determined by those closest to them.
12. **THE LAW OF EMPOWERMENT**—Only secure leaders give power to others.
13. **THE LAW OF REPRODUCTION**—It takes a leader to raise up a leader.
14. **THE LAW OF BUY-IN**—People buy into the leader, then the vision.
15. **THE LAW OF VICTORY**—Leaders find a way for the team to succeed.
16. **THE LAW OF THE BIG MO**—Momentum is a leader's best friend.
17. **THE LAW OF PRIORITITES**—Leaders understand that activity is not necessarily accomplishment.
18. **THE LAW OF SACRIFICE**—A leader must give up to go up.
19. **THE LAW OF TIMING**—When to lead is as important as what to do and where to go.

Continued on page 4

20. **THE LAW OF EXPLOSIVE GROWTH**—To add growth, lead followers...to multiply, lead leaders.

21. **THE LAW OF LEGACY**—A leader's lasting value is measured by succession.

ISM Extends C.P.M. Exam Registration Deadline to September 30 2009

Due to overwhelming demand, ISM has extended the Certified Purchasing Manager (C.P.M.) Exam registration deadline. Don't miss this opportunity to earn a globally recognized credential and boost your competitive edge in today's tough job market.

Since the C.P.M. Exam registration deadline on December 31, 2008, ISM has been inundated with requests from individuals for additional time to register for the C.P.M. Modules. C.P.M. Exam registrations will be accepted through **September 30, 2009**. All exams (including retakes) must be completed by December 31, 2009. *No exceptions.*

ISM encourages candidates to schedule testing as soon as possible to avoid scheduling conflicts at testing centers. Register for C.P.M. Modules by calling or ISM Customer Service at 800/888-6276, option 8, or online.

Have you signed up for the "Just in ETime Newsletter" newsletters for ISM?

Just in ETime delivers ISM and supply management related news and updates to your desktop every other week. You also receive regular updates for breaking news, such as the ISM **Report On Business®**.

Other topics include:

- *Inside Supply Management®* magazine previews
- Information on upcoming meetings, conferences, seminars and programs
- Information on Free ISM Web Seminars.
- News items of interest to supply management professionals
- Certification updates
- Web sites of interest to supply management professionals
- ISM's Term of the Day

Subscriptions to **Just in ETime** are **FREE!** At the ISM website, click on [subscribe to Just in ETime](#) to sign-up. The newsletter is a great resource for information.



Hat's Off!!!

New Certifications

Mr. Ryan Heard, CPSM, C.P.M. - Covidien
Ms. Diana Hill, C.P.M. – Metro

Please contact Cindy Wessel at 314-983-9877 or ismstl@sbcglobal.net with news about yourself or your company.

Free Presentation Offered by the National Contracts Management Association (NCMA)

06 August 2009:
“How to Negotiate Fair/Reasonable Prices in Sole Source Government/Commercial Procurements”

Boeing Building 100 Auditorium, 4:00 - 5:15pm
Speaker: Charles E. Rumbaugh, JD, CPCPM, Fellow
For more information, please visit www.stlncma.org/events.htm

Current Career Bank Postings

Position	Posted	Industry	Location	Salary	Posted by
Product Manager	Jun-09	HVAC	O'Fallon, MO	\$70K - \$90K	Nordyne

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

UPCOMING ISM SEMINARS

Below is the list of ISM seminars for the months of August 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
August 2009		
Power Negotiations: Unlock Your Powers of Influence and Persuasion #4580	August 3-5, 2009	Nashville, TN
Resisting Price Increases and Implementing Cost Improvement Initiatives: How to Make a Major Impact Into Today's Volatile Marketplace #4270	August 13-14, 2009	Nashville, TN
Legal Aspects of Supply Management: The Basics You Need to Succeed #4391	August 17-19, 2009	Minneapolis, MN
Contracting Basics: What All the Ts and Cs Mean #4485	August 20-21, 2009	Minneapolis, MN
Integrating Project Management Into Supply Management #4286	August 20-21, 2009	Chicago, IL
Reducing and Controlling Cost With Cost-Containment Strategies #4592	August 24-25, 2009	Cincinnati, OH
Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism #4530	August 26-28, 2009	Philadelphia, PA

ISM Events Calendar

Month	Date	Event	Time	Location
Jul-09	1	Board of Director Meeting	5:30	Granite City Brewery
Aug-09	tbd	Board of Director Meeting	5:30	tbd
Sep-09				
	8	Board of Director Meeting	5:30	tbd
	22	General Dinner Meeting		
		REGIONAL ECONOMIC OUTLOOK	5:30	GRAPHIC ARTS BUILDING
		SPEAKER-ERNIE GOSS		registration 5:30-6:15
		Pre-Dinner		
		New Member Orientation	5:30-6:15	
Oct-09				
	13	Board of Director Meeting	5:30	Tbd
	27	General Dinner Meeting	5:30	SPAZIO'S
		Contract Review		
		Speaker - Jim Hainey		
		Pre-Dinner		
		Maxwell DVD Series	5:30-6:15	SPAZIO'S
		Laws 10, 11, 12		
Nov-09				
	9	Board of Director Meeting	5:30	Tbd
	17	LUNCH MEETING	11:30-1:00	SPAZIO'S
		STATEMENT OF WORK Via Jeopardy		
		Speaker-Don Varner-Metlife		

OFFICERS AND DIRECTORS

July 2009 – June 2010

President

Marty Rutkovitz

Director of Marketing

Cindy Wessel, C.P.M.

President Elect

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

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