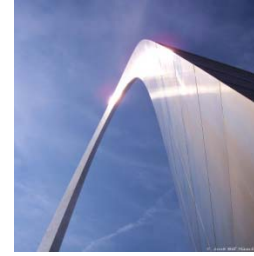


Buylines



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

September 2009

President's Message

What can we do for you?

As we launch into our regular meeting schedule following the summer break, I want to let you know of some ideas that have been suggested to the BOD. Some are from Board members and others from the General Membership. As you can see, they are interesting, can provide value, and in some cases, be advantageous to you personally. They can be provided through our new and improved website, this newsletter, monthly meetings, and other communication tools soon to be available.

- Career Corner of some form, forum, format, that perhaps local industry experts can provide insight, comments, tips, etc., be helpful?
- Committee Spotlight describing one of the many committees doing work to support the Affiliate that you

continued on page 2

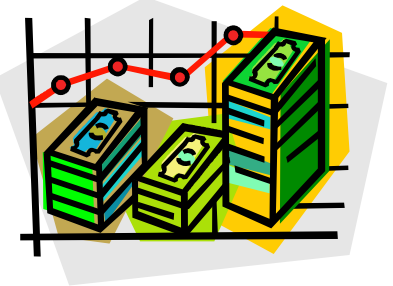
ECONOMY REALITY CHECK

By Patrick Williamson, C.P.M.

Please join us for our first meeting on **Tuesday, September 22**, at **The Graphic Arts Communications Building**, 105 Progress Pkwy, Maryland Heights, MO 63043.

Registration begins at 5:30 p.m.

Program commences at 6 p.m.



Ernie Goss will be with us for our first meeting once again. He was well received last September and his update and insights for the coming year are not to be missed.

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 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.

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President

continued from page 1

find interesting and would like to participate in?

- Member spotlight?

Can you picture yourself and a brief (for some of you that would be difficult I know) summary of an

accomplishment, award, etc?

- Local economic or other indexes relating to our profession?

- How about other local educational supply chain and procurement group info?

- What about utilizing LinkedIn to post information, issues for review and comment, questions, etc., regarding affiliate business, operations, and this membership? (see Page 5)

Let me know what you think. I welcome your feedback, questions, or additional suggestions. My email as well as the other Board member info is located at the end of the newsletter.

Thank you.

Marty Rutkovitz

President

Economy *continued from page 1*

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.

We hope to see you all on September 22!

Pre-Dinner meetings continue with the Maxwell Leadership Series and a discussion on the ISM St. Louis Career Bank.

Next Up! For our October General Meeting

Topic: Contract Review

Speaker: Jim Haining, CPSM, C.P.M.

When: Oct. 27, 2009

When: Spazio's

Lucky 13 Savvy Networking Secrets

By Susan RoAne, Author of The Secrets of Savvy Networking, How To Work a Room® and Face To Face: How To Reclaim The Personal Touch in A Digital World.

1. **Shift your attitude.** Networking is merely helping others; it's a lifestyle and it's reciprocal. It's the way the world works and always has.

2. **Assess Your Network.** Know who you know. Get paper and pencil and write their names.

Continued on page 3

Networking Secrets

Continued from page 2

Don't forget people in your daily lives: the cleaners, hairstylist, favorite waiter, auto mechanic, accountant, dentist and barista. When we limit ourselves to people with "titles" of importance, we forget the people we know who KNOW us and have access to others who would want to help us.

3. **Hang out with people of all generations and diverse backgrounds who are good at what they do.** They will be wonderful, if not informal, mentors. **ASK** for what you need; **OFFER** your help to others.
4. **Establish a pre-need network.** If you only show up at professional association business events, chambers of commerce and community organizations when you are in transition, that is a **huge mistake**.
5. **Create and maintain visibility.** Be seen and be known. "Work" every room. When those invitations or conference brochures or monthly meeting announcements arrive, do what the people who create their own "luck" do. Say YES, to face to face events even when you want to say NO. It's one of the EIGHT TRAITS of people who turn serendipity into their success.
6. **Be a matchmaker.** Introduce and help people connect with those who can do business with each other. That is the skill of the influential and powerful.
7. **Stay in touch with people** when you need nothing from them Stay in touch online, in social networks (facebook, linkedin) as well as in person....face to face.
8. **Keep people in the loop.** Let people who refer you business, ideas or job leads KNOW how the process is progressing.
9. **Make small talk.** While the snobs and socially inept look down their noses at small talk , the savvy networker know that it leads to BIG TALK and that the art of conversation is how we establish common bonds. Schmooze and win!
10. **MIND YOUR MANNERS.** Being gracious, treating people with respect and acknowledging their contributions and help form the core of savvy networking behavior.
11. **"Turn-about is fairplay":** support, assist and mentor others.
12. **FOLLOW-UP is essential** to create a supportive network that becomes your safety net.

Susan RoAne is an in-demand keynote speaker and the bestselling author of How To Work A Room® which launched an industry. She is the undisputed original networking authority who also wrote the landmark book: The Secrets of Savvy Networking and Face To Face: How To Reclaim The Personal Touch in A Digital World among others. For additional articles visit <http://www.susanroane.com/free.html>

ISM St. Louis Presents a Seminar on:

Finance for the Supply Management Professional

Presented by Build It Backwards – Daniel Feiman



WHEN: September 29 - 30, 2009 from 8 a.m. to 5 p.m.
WHERE: Express Scripts, Inc. – Headquarters II Building

WHAT YOU WILL LEARN

- A proven set of decision-making tools and financial techniques
- To use these techniques to communicate purchasing's contributions
- How to effectively evaluate suppliers' financial status
- How to apply modern financial practices to purchasing
- How to build a convincing case study for decision making

PROGRAM OBJECTIVES

- To learn what is important in financial statements
- How to identify potential financial misstatements
- Using the Cash Flow Statement effectively
- The "Red-Flags" of financial statement fraud
- Use ratios for quick analysis
- Capital analysis tools to include: NPV, IRR, MIRR, PI, XNPV & XIRR
- Total Cost of Ownership secrets & analytical tool
- Use Excel® and an analytical tool.

This seminar count for 14 CEU's.

Cost: \$399.00 per person. Review materials and lunch will be provided.

New registration forms to come to you in the next couple of weeks.

Contact Dan O'Connell for further questions: education@ismstlouis.org

Seating is limited so Sign Up Today!!!

SAVE THE DATE!!! Upcoming October Seminar by Jim Haining

"Contracting for Services and Developing an Effective Scope of Work"

Date: Wednesday, October 28, 2009 from 8:00 a.m. to 12:00 p.m.

Lunch will NOT be provided. Please email Dan O'Connell for questions at education@ismstlouis.org

ISM National Webinars:

Periodically ISM National will host a FREE Webinar. You can participate on line. They are really informative. In one hour they have a panel cover a chosen topic in our profession. Some of these topics have been:

Spend Visibility's Role — Proving Savings to Finance Bridging the Divide

Strategic Sourcing Stimulus Plan: Leveraging Meetings Related Spend for Dramatic Costs Savings

Five Plus Five: Two CPOs Offer Their Five Best Ideas for Driving Cost Savings

These Webinars count for 1 CEU. Scheduling is sent out with the Just E-Time newsletters. 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

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Are You LinkedIn?

Since Networking is crucial, especially in these times, ISM-St. Louis has created an ISM-St. Louis **LinkedIn** Group. If you don't have a LinkedIn account, it's free – sign up today to take advantage of a great professional networking tool (www.linkedin.com). Your active participation in the ISM-St. Louis LinkedIn Group is appreciated and will make it more meaningful for everyone!

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 at www.ism.ws.

CPSM Review:

Many of you have been asking about a CPSM Review class. At this time, we are looking for an instructor for a CPSM review class. We will announce any review classes as soon as we have them.

If you are interested in starting a CPSM Study group, please contact Dan O'Connell at Education@ismstlouis.org

Current Career Bank Postings

To view details of the postings below, please visit our website at www.ismstlouis.org

<u>POSITION</u>	<u>POSTED</u>	<u>INDUSTRY</u>	<u>LOCATION</u>	<u>SALARY</u>	<u>POSTED BY</u>
Contract Officer	Aug-09	Public Transit	St. Louis, MO	Not Specified	Metro
Lead Buyer	Jul-09	Medical Manufacturing	Hazelwood, MO	Not Specified	bioMerieux

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 at jobposting@ismstlouis.org

UPCOMING ISM SEMINARS

Below is the list of ISM seminars for the months of September and October 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
September 2009		
CPSM [®] Bridge Exam Review Course #4243	September 14-15, 2009	Baltimore, MD
Administering Contracts: From Start to Finish #4305	September 17-18, 2009	Philadelphia, PA
Best Practices in Procurement #4460	September 21-23, 2009	Chicago, IL
Commodity Teams: Leveraging Value Across the Entire Organization #4444	September 28-29, 2009	Tampa, FL
Power Negotiations: Unlock Your Powers of Influence and Persuasion #4583	Sept. 30-Oct. 2, 2009	Dallas, TX
October 2009		
NEW! Legal Negotiations #4275	October 8-9, 2009	Tempe, AZ
Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism #4538	October 14-16, 2009	Las Vegas, NV
Contracting Basics: What All the Ts and Cs Mean #4488	October 19-20, 2009	Nashville, TN
Advanced Negotiation Strategies: Advanced Concepts and Techniques for Optimizing Value Through Negotiations #4449	October 19-21, 2009	Atlanta, GA
CPSM [®] Exam Review Course #4251	October 26-28, 2009	Atlanta, GA

ISM Events Calendar

Month	Date	Event	Time	Location
Sep-09				
	22	General Dinner Meeting <u>REGIONAL ECONOMIC OUTLOOK</u> <u>SPEAKER-ERNIE GOSS</u> <u>Pre-Dinner</u>	5:30	GRAPHIC ARTS BUILDING registration 5:30-6:15
	29-30	New Member Orientation <u>SEMINAR</u> <u>FINANCE FOR THE SUPPLY</u> <u>MANAGEMENT PROFESSIONAL</u>	5:30-6:15 8-5	GRAPHIC ARTS BUILDING EXPRESS SCRIPTS, Inc
Oct-09				
	13	<u>Board of Director Meeting</u>	5:30	Granite City Brewery
	27	<u>General Dinner Meeting</u> <u>Contracts</u> <u>SPEAKER-Jim Haining</u> <u>Pre-Dinner</u> <u>Maxwell DVD Series Laws 10, 11, 12</u>	5:30 5:30-6:15	SPAZIO'S SPAZIO'S
	28	<u>SEMINAR</u> <u>CONTRACTING FOR SERVICES AND</u> <u>DEVELOPING AN EFFECTIVE SCOPE</u> <u>OF WORK</u> <u>SPEAKER: JIM HAINING</u>	8- 12	details to follow

OFFICERS AND DIRECTORS

July 2009 – June 2010

President

Marty Rutkovitz
President@ismstlouis.org

President Elect

Rebecca Klutho, C.P.M., A.P.P.
PresidentElect@ismstlouis.org

Vice President

Larry Jackson, CPSM, C.P.M.
Vicepresident@ismstlouis.org

Secretary

Pat Greathouse
Secretary@ismstlouis.org

Director of Finance

Larry Jackson, CPSM, C.P.M.
Finance@ismstlouis.org

Director Education

Dan O'Connell, CPSM, C.P.M.
Education@ismstlouis.org

Director of Membership

Melissa Orlando, C.P.M.
Membership@ismstlouis.org

Director of Professional Development

Patrick Williamson, C.P.M.
Pro-D@ismstlouis.org

Director of Marketing

Cindy Wessel, C.P.M.
Marketing@ismstlouis.org

Director of Technology

Keith Nokes
technology@ismstlouis.org

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

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

Buylines editor and layout design: Cindy Wessel, C.P.M.

Phone and Fax: (314)646-7442

email: generalemail@ismstlouis.org