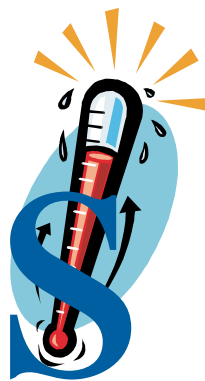


Buylines



August 2005

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

Guess Who's Coming to Dinner

By Susan Vollmer, UniGroup

Date: September 27, 2005
Location: Sheraton Clayton Plaza Hotel
Speaker: Charlie Armey,
St. Louis Rams General Manager



NAPM general meetings begin again in September and enthusiasm has been building to hear our next speaker, Charlie Armey. As general manager of the St. Louis Rams, Armey's presentation has already started attracting reservations. Please sign up early to ensure your spot by one of these methods: Phone: 314-646-7442 E-Mail: napmstl@sbcglobal.net

For current members, your dues cover the cost of this dinner meeting; however, reservations are still required. This would be a good meeting to bring a co-worker or someone who might be interested in joining NAPM. The cost for a guest is \$25 per person.

The Rams football team has begun its training for the fall schedule. Rather than driving and training three-hours away in Macomb, IL, as in previous years, the Rams are training at home.

Armey joined the Rams after the 1997 NFL draft. He oversees the Rams' college and the pro personnel departments. His career has also included six years with the New England Patriots, two years with the Green Bay Packers and two years with the Atlanta Falcons.

He authored the book, *Winning Football with the 4-3 Defense*. Besides football, he enjoys classical music and reading. He lives with his wife Audrey in Lake St. Louis. They have two daughters and three grandsons.

Armey completed a four-year tour of duty with the U.S. Navy. His educational background includes bachelor's and master's degrees from universities in North Dakota.

Armey makes numerous public appearances on behalf of the St. Louis Rams. You won't want to miss his presentation on September 27.

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A DEGREE ABOVE THE REST

By **Jim Schmitz**,
C.P.M., Director of Education

Do you have the necessary job skills to make yourself a top-notch performer for your company? If your response is, “Well, I have ‘x’ years experience”, then you may well possess the *tactical* knowledge and experience to do the job, but what about your *strategic* skills. Strategic skills are generally gained through training and education outside the workplace.

There is an excellent source of strategic education and training right here in St. Louis. Webster University offers a master of arts (M.A.) in procurement. The 36-hour program starts with an introductory course that covers the basics. Then you undertake five key courses to round out your education, plus electives offered in this major and/or from the program curricula of other majors. The coursework concludes with a capstone course that utilizes the skills mastered in the program.

I suppose some of you may be wondering, “Where does this fit into the C.P.M. certification offered by ISM?” I see no conflict between the programs—rather, they are complementary. Remember, C.P.M. certification deals with many aspects of management *besides* purchasing. And, if you have already



earned certification, you need to re-certify in five years. What better way than in getting a master of arts in procurement and acquisitions management? (Webster also offers a master of business administration with an emphasis on procurement and acquisitions management.) In addition to these, you can earn a certificate in government contracting to add specialized training.

If you have not yet earned certification, these programs at Webster can still be a valuable part of your education. You can work toward both, even working on them simultaneously. Both C.P.M. certification and a college degree deal with tactical and strategic topics. Each program is designed for a specific, targeted area of learning.

The program is offered at the Westport campus, 11885 Lackland Road, Maryland Heights, MO 63146. For more

details, contact Pat Froeckmann at 314-968-5955, ext. 3409. Tell her that you read about the master’s in procurement in “*Buylines*” and would like more information. Webster University offers five nine-week terms a year. The Fall 1 term begins in August, and Fall 2 begins on October 15.

For those of you living east of the Mississippi, you can attend the classes at Scott Air Force Base, located east of Shiloh, Illinois. You can obtain more information by calling 618-746-4747 and asking for Sue Morris or Suzanne Hutcherson.

Most programs are also available on-line. For those of you who travel, this may provide you with the opportunity you might have previously considered as impractical or impossible.

We have invited Pat Froeckmann to attend the September 27 dinner meeting for NAPM. She will have an information table where you can obtain literature and ask questions about the program. Perhaps the most important question to ask for now is: Are you a “degree above the rest”?

(Jim Schmitz, C.P.M., teaches acquisition law, pricing, and negotiation at Webster’s Scott Air Force Base campus.)

What You Missed...

By Susan Vollmer
UniGroup

Ann Richards, the former Governor of Texas, opened the international conference of the ISM held in May in San Antonio. Her motivational message focused on leadership, which she said that if she were writing a book on leadership, here are the chapters that would be included:

1. Know what you want (and be able to say it in one sentence).
2. Stay focused on success (showing up is 80% of doing it).
3. Learn that failure is OK. (Take a risk. Make a memorable speech – be funny and up front with people.)
4. Change is going to happen. (Be flexible. Work to rejuvenate and challenge the status quo.)
5. You can't separate your professional life and your personal life.

Richards's comments were inspirational and down to earth. Plus, she answered questions from the audience after the speech.

C.P.M. Review Sessions

Location: World Wide Technologies
60 Weldon Parkway
Maryland Heights, MO 63043

Dates: Monday and Thursday evenings,
Sept. 12th through Oct. 6th (eight sessions).

Time: 6:00 p.m. to 9:00 p.m. (note new times)

Cost: \$195.00 – members of NAPM - St. Louis
\$335.00 – 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

Mail/Fax/E-mail
reservations to:

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

RSVP 314-646-7442
FAX 314-646-7442
napmstl@sbcglobal.net

Reservation Deadline:
September 7, 2005

Price: \$195.00 Member
\$335.00 Non-member
(includes membership in NAPM)

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

Member of NAPM Non-member of NAPM

Method of Payment:

Check Visa MasterCard American Express

Credit Card #

Exp. Date

Signature



Welcome New Members

MEMBERSHIP SUMMARY FOR MONTH ENDING JULY 31, 2005

REGULAR: 312 **LIFE: 21**
DUES-FREE: 9 **STUDENT: 8**
ASSOCIATE: 5
TOTAL: 355

Jurgen M. Ermel
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cgregory@peabodyenergy.com

Sylvia J. Morris
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One Busch Pl
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(314) 589-7650

Mark Your Calendar

NAPM - St. Louis, Inc 2005



Our meeting schedule is:

September 27, 2005 - Charlie Armeay, Rams General Manager

October 25, 2005 - Joint Meeting NCMA: Legal Issues

November 15, 2005 - General Meeting

February 27, 2006 - Joint Meeting SLMBC

March 28, 2006 - General Meeting

April 25, 2006 - Tour Time

May 23, 2006 - Michelle Cantor, Sarbanes Oxley

**** Please RSVP for meetings to NAPM - St. Louis, phone/fax: 314-646-7442 or by email: napmstl@sbcglobal.net**

Help Wanted ANALYST/BUYER

Sunnen Products Company, a leading manufacturer and global supplier of bore sizing and engine rebuilding equipment is seeking qualified candidates for a position in our Purchasing Department for an Analyst/Buyer or Senior Buyer.

The person in this position will perform senior level procurement tasks to effectively manage the purchasing of raw materials and supplies. You will deal with outside vendors and suppliers to support Sunnen's purchasing function.

Candidates should possess at least five years purchasing experience in a manufacturing environment, with an emphasis on global sourcing. A CPIM certification is required. Candidates should also possess an in-depth knowledge of Oracle Purchasing, Discoverer and Excel software programs.

We are seeking candidates in the St. Louis Metropolitan area - relocation will not be provided for this position.

Sunnen offers an excellent benefit package with a starting salary in the range of \$46,000-\$55,000/year.

To be considered for this position, please send your resume in confidence to:

Sunnen Products Company
7910 Manchester Avenue
St. Louis, MO 63143
e-mail: kcherry@sunnen.com
fax: 314-951-2775

Sunnen is an equal employment opportunity employer.

This information also appears on the NAPM site at: <http://www.napm-stl.org>



on the web

Looking for some good Web sites to enable your supply chain work?

Check these out. Some of these require membership and subscription once you get past the home page for the site, others are free for all users.

Do you have a favorite site you use in your work to add to the list?

We would love to hear from you. E-mail those links to napmstl@sbcglobal.net, and let us know what you find helpful about the site.

Business Search Business Yellow Pages www.yp.aol.com/main.adp

Real Estate/Property Tax Information St. Louis County www.revenue.stlouisco.com/ias

This section of the St. Louis County Web site gives real estate prices paid and property tax history for properties in St. Louis County by address, owner, or subdivision.

Community Information Maps/Search Locations www.maps.google.com

Check out map and satellite views of locations determined by your search criteria (e.g., “restaurants near Ballwin, MO, 63021” or “wifi hotspots near Clayton, MO”)

WIFI hotspots www.jiwire.com

Work on the run? This site gives addresses and maps to locations where wireless Internet access is available.

St.Charles County website www.saintcharlescounty.org

This website has a wealth of information on St.Charles County, including open/closed RFPs, census data, labor data, and links to other government sites among the data available.

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