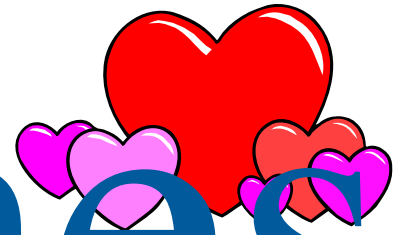


Buylines



February 2008

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

President's Message

Happy New Year!

Many of us set goals/resolutions with the start of the New Year. Your affiliate has chosen goals of revising our website and increasing affiliate membership.

We are almost complete with our first goal of redesigning our website so it offers more up-to-date information with a new design that captures visitor attention. Look for the improved website to launch by this time next month. Please visit our website often to see progress.

Additionally, our Education and Professional Development teams are busy preparing our speaker and education schedules.

Our Professional Development team has finalized our general meeting topics:

- February 26, 2008 – J. Craig Carter, Advisory Partner with KMPG-Kansas City speaks on Contract Compliance – Lead-

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Guess Who's Coming to Dinner in February?

Date: Tuesday, February 26, 2008

Time: 5:30 p.m. networking
6:00 p.m. program starts

Location: Spazio's Westport

Topic: Contract Compliance – Leading Practices

Speaker: J. Craig Carter, Advisory Partner, KMPG LLP

TOPIC DESCRIPTION: Contract Compliance – Leading Practices

Craig will discuss the elevated awareness of the risks associated with the management of third party relationships driven by the increasing interconnectivity of value chains, the growing number of these type of contractual arrangements and reviews (e.g. royalty, digital distribution, software asset management, etc.), and common elements that organizations should consider in establishing “evergreen” compliance programs to mitigate third party risk.

BIO: Craig is the Contract Compliance Services Leader for KPMG's Midwest Area Advisory practice. He has over 24 years of executive level experience in assessing enterprise risk, and implementing strategies, to strengthen the internal control environment. Craig has significant experience in: Contract Compliance (e.g. royalty, vendor and asset management reviews) / Internal Audit outsourcing, co-sourcing and transformation / Sarbanes Oxley section 404 implementation / Enterprise Risk Management / Process design and re-engineering, and ERP Controls Integration. He graduated summa cum laude from Baylor University, with degrees in English and History, and is an active member of The Institute of Internal Auditors

Please R.S.V.P. by February 22 to reserve your seat for this learning

opportunity: E-mail: ism@sbcglobal.net

Phone: (314) 646-7442



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PRESIDENT

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ing Practices.

- March 25, 2008 – Adell Smith speaks on Identity Theft Legislation.
- April 22, 2008 – Cindy Wessel presents Purchasing Performance Measurements.

(Special Note) - The April 22, 2008 meeting is a joint session with the St. Louis Minority Business Council with Joan Robinson-Berry representing the St. Louis Minority Business Council.

Our Education team has finalized all dates for the C.P.M. Review course and CPSM pilot testing. The C.P.M. Review course began on January 25th. Module 2 is scheduled for February 9, 2008, Module 3 is slated for February 23, 2008; and Module 4 will be held on March 8, 2008.

The CPSM pilot test is Friday, March 7, 2008, March 14, 2008 and March 28, 2008 at Avchem Inc.

Both the C.P.M. Review courses and CPSM pilot testing are great opportunities for members to enhance skills while obtaining professional certifications.

We are proud to present member educational opportunities. For more information on any meetings or classes, please visit our website or email us at ismstl@sbcglobal.net.

Best Regards for a Prosperous 2008

Kim Butts, C.P.M.
President – ISM – St. Louis, Inc.

2008 ISM Conference - St. Louis

May 4-7, 2008

CONFERENCE UPDATE

By Marty Rutkovitz
General Conference Chair

The General Conference Committee met with ISM staff on January 11, 2008, to review conference status, meet with Convention Center and Hotel site personnel. Discussions were positive and very informative. ISM staff was extremely pleased with coordination and plans to date.

As of January 11, 2008, we have received 150 requests to be a volunteer. The selection process has begun and notifications will be issued in the next few weeks. There is still time to register, however, and here is information that was previously communicated:

- Volunteering for the ISM International Conference is a wonderful opportunity to attend educational sessions, network with other supply chain professionals, and meet suppliers who want to work with us.

• **NO CHARGE!** That is right – volunteering includes free registration – a cost of approximately \$1200. This is a chance for you to attend a conference like this at no charge. Just consider attending without having to fill out and send in a registration form!

- Being selected as a volunteer allows you to attend the conference, various activities, meals (on day you work) as well as visiting the Exhibitor Hall.
- [Volunteering ***does not*** include airfare, taxi/transportation, or hotel room]

To register, go to:
www.ismstlouis.org,
and follow the link on the main page.

Please note by registering does not guarantee you will be selected to volunteer.



St. Louis

Welcome New Members

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

Kevin Empson, C.P.M., A.P.P.

Materials Manager
Trionics, Inc.

Keith Garber

Procurement Specialist
Holcim/US
14738 Hwy 79

David Ramsay

Procurement
Metro – Transit

HATS' OFF!!!

C.P.M. Certifications

Mr. Adam Hoy, C.P.M.
New Life C.P.M. Certification
Senior Procurement Specialist
Pfizer, Inc.

Please contact Rebecca
D. Klutho at
314-525-9522 or
ismstl@sbcglobal.net
with news about
yourself or your company.



Annual Certification News

On May 20, 1927, Charles Lindbergh took off from Roosevelt Airfield in Long Island, New York, in his *Spirit of St. Louis* airplane and made a successful touchdown almost 34 hours later at the Le Bourget Aerodrome in Paris, France. This was the first nonstop solo trans-Atlantic flight and was also the first nonstop flight from New York to Paris. Since then, the *Spirit of St. Louis* has come to represent the vision and dedication needed for great achievements. *The Spirit of St. Louis* continues today at the ISM 93rd Annual International Supply Management Conference on May 4-7, 2008 in St. Louis, where the Certified Professional in Supply Management (CPSM) qualification will officially take off.



The new CPSM reflects the transformation of the role that supply management has in meeting an organization's corporate and strategic objectives. This new focus encompasses much more than traditional purchasing and reflects a significantly enhanced body of knowledge, including the "identification, acquisition, access, positioning and management of resources and related capabilities that the organization needs or potentially needs in the attainment of its strategic objectives."

As the CPSM represents the highest degree of professional competencies in supply management, I encourage all supply management professionals to seriously consider pursuing the new CPSM qualification. Professional credentials continue to increase in importance in today's complex and competitive environment. The CPSM reflects an employee's professional credibility, including commitment to the profession and investment in professional development. The CPSM also reflects an employee's marketability and retention value in a world of frequent job changes and layoffs. As ISM debuts the new CPSM at the ISM 93rd Annual International Supply Management Conference, you need to ask yourself — "Do I have the vision and dedication to reach that higher level of competency in supply management?" Just as it was vision and dedication that enabled Charles Lindbergh to make that historical flight across the Atlantic in the *Spirit of St. Louis*, it will also be vision and dedication that enables supply management professionals to achieve the higher level of CPSM.

BEST PRACTICES— Short List of Success Factors for Strategic Sourcing

- Follow a true strategic sourcing and negotiations management process
- Gain active support from the executive team
- Speak with one voice
- Shut out attempts by suppliers to "back-door sell"
- Share objectives across the entire organization
- Permit no opting out – maximum leverage by bundling all internal requirements before going to market
- Allow no sacred cows – take a fresh look at everything

Source: Greybeard Advisors www.GreybeardAdvisors.com

Certification

The excitement of 2008 is now upon us. If you are contemplating what to do in 2008, here are some things to consider...

Top 10 List for 2008 ...

10. Don't sing the blues about your career but join us in St. Louis May 4-7 for our 93rd Annual Conference. You can listen to the blues at one of the area's renowned jazz establishments.
9. Become more socially conscious and responsible: consider building a home for a family, helping out an orphanage, starting recycling and thinking *green*.
8. Take a tour of ISM's Web site or sign up for an online course to gain more practical knowledge as well as Continuing Education Hours (CEHs).
7. Take the CPSM Exam after the ISM Annual Conference and then blow off some steam with a ride on the St. Louis Gateway Arch. The breathtaking views and innovative engineering will provide a much needed break after the exam.
6. Go back to school and teach a CPSM review class. (Learn how at the CPSM instructor training workshops). You'll be surprised at how much *you* learn when you teach.
5. Increase your frequent flyer miles by visiting all 172 ISM affiliates around the world. Be sure to take in our newest affiliate, ISM—Japan.
4. Expand your library with the new CPSM *Study Guide* and *ISM Professional Series*. Although these reference books are intended to help study for the CPSM Exam, they are valuable resources even if the exams are not in your plans.
3. Contact your local college or university and mentor a future supply management professional. Don't forget, full-time college students receive dues free membership in ISM.
2. Heat up your career and visit ISM headquarters in Tempe, Arizona. Call ahead and we'll give you a tour. Check our event calendar and register for one of our many programs in the Phoenix metro area.

Finally and most importantly ... The number one thing to do in 2008:

1. **Dare to lead by becoming one of the first to get the Certified Professional in Supply Management (CPSM) qualification.**

2008 holds many changes for ISM. The launching of the new designation — the Certified Professional in Supply Management (CPSM). You have the unique opportunity to be one of the first to earn the new Certified Professional in Supply Management (CPSM) designation from ISM by participating in the upcoming Pilot Exam. In addition to becoming one of the first to obtain this designation, you will assist in the test equating and validation process which is necessary prior to the roll-out of the computerized version at the ISM convention in May.

The St. Louis Chapter has set March 7, 14 and 28th as the test dates for the 3 modules. Testing will begin at 1:30 p.m. on each day and will be held at the Avchem facility just off McDonnell Blvd. Review/Study sessions will be held on Monday & Wednesday evenings from 6:00 to 8:30 beginning on February 4th and running through the time of the final test on March 28th.

In addition to passing all 3 modules, prospective candidates must have at least 5 years non-clerical procurement experience and a Bachelor's Degree (any field of study) from an accredited College or University. Because of the dynamic nature of our profession, ISM has decided that there will NOT be a lifetime status associated with the CPSM. In order to re-certify, members must show a minimum of 60 CEU's over a 3 year period.

To prepare for the exam, ISM is offering a CPSM study guide and 3 book professional series. Please note that the final version of these materials are not yet available, but ISM is now shipping a complimentary copy of the "draft" study guide to those who request it when ordering the materials. Questions for the "Bridge" exam are highlighted in the study guide, so this will also be the best tool available to those who currently have their C.P.M. and intend to take the Bridge exam when it is released.

Since Purchasing Professionals are always on the lookout for a great deal, you will be pleased to know that ISM is currently offering special incentives to be among the first to participate in the CPSM program. The cost to take the pilot exam is only \$50 per module, compared to \$180 each for ISM members. The cost of the study materials (including the draft guide) is only \$99. Price for the study materials will increase to \$259 after April 1, 2008. Even if you're not interested in participating in the pilot exam, why not take advantage of the discounted rate for the study materials.

Registration deadline for the pilot exam is February 22nd. For more info regarding the CPSM designation, visit ISM national web site. For more details regarding the pilot exam and study/review program administered by the St. Louis Chapter, please contact Deb Schaffer at (314) 766-3812 or by e-mail: debschaffer@mail.com.

EDUCATION COMMITTEE PROFILE By Norman A. Krumrey , C.P.M.

One of the most critical roles of ISM-STL is the education of its members. The Education Committee is in charge of this important activity.

Spelled out in the Policy manual of 11-29-06 is the role of the Director of Education and its committee members. For each and every member to grow and gain valuable insight to the role of Supply Management, excellent educational programs must be offered.

These programs are researched and developed, by this committee, into programs that best serve the membership. They may be presented at the monthly meeting, at a pre dinner session, a round table program or at a full or partial day seminar.

The ISM-St. Louis Policy manual outlines the duties of the committee. As usual the committee is designed to afford the chance for all members, to be involved in the activities of ISM in a meaningful manner. This involvement not only assists in educating all members, it gives the individual member the chance to greatly expand their relationships with other professional Supply Management people.

The Director of Education is expected to attend all General meetings and to chair a committee meeting, most of the time on a monthly basis. The Director of Education, with the help of the Board is expected to

recruit and develop members of the committee, who will carry on this work in years to come. The committee then plans the educational events for the year. This is done working closely with the Director of Professional Development. The chair then reports to the Board.

This committee also handles and establishes certification and re-certification sessions and programs. It keeps Buylines and the Website updated about future educational events. Of course the committee must establish their budget, monitor performance to the approved budget and process requests for payment with all documentation. The committee also is encouraged to prepare articles for Buylines on an assigned basis.

While this seems to be a heavy load, each committee member realizes that the continuing success of ISM-St. Louis is based on the strong leadership developed by these committees.

Are you professional enough to join this committee? If you are interested send an e-mail to ismstl@sbcglobal.net. We will discuss other committees in the near future.

Think about this challenge when you are called to serve— be ready to join a dedicated group of hard working ISM professionals who will value your ideas and effort and will help enrich your professional life.

ISM Events Calendar - Feb.-April, 2008

Month Date	Event	Time	Location
Feb. 9	CPM REVIEW Module 2 SUPPLY ENVIRONMENT	8 a.m.- 4 p.m.	Spazio's Westport 12031 Lackland Rd.
Feb. 12	ISM Board Meeting	5:30 p.m.	Alandale's 105 E. Jefferson, Kirkwood
Feb. 23	CPM REVIEW Module 3 VALUE ENHANCEMENTS STRATEGIES	8 a.m.- 4 p.m.	Spazio's Westport 12031 Lackland Rd.
Feb. 26	General Dinner Meeting; Speaker: J. Craig Carter, Advisory Partner, KMPG LLP Topic: CONTRACT COMPLIANCE – LEADING PRACTICES	5:30 p.m.	Spazio's Westport 12031 Lackland Rd.
March 8	CPM REVIEW Module 4 MANAGEMENT	8 a.m.- 4 p.m.	Spazio's Westport 12031 Lackland Rd.
March 11	ISM Board Meeting	5:30 p.m.	Alandale's 105 E. Jefferson, Kirkwood
March 25	General Dinner Meeting; Speaker: Adell Smith Topic: IDENTITY THEFT & EMPLOYER LIABILITY	5:30 p.m.	Spazio's Westport 12031 Lackland Rd.
April 8	ISM Board Meeting	5:30 p.m.	Alandale's 105 E. Jefferson, Kirkwood
April 22	Joint Meeting with SLMBC; Speaker: Joan Robinson-Berry	5:30 p.m.	Spazio's Westport 12031 Lackland Rd.

TOOLS OF THE TRADE

by: **Eugene M. Kattak, C.P.M.**

If you looked at the desks of most Supply-Chain Professionals, beyond the standard PC and phone, you are likely to find an adding machine, graphs and charts, a white board, performance metrics, goals and objectives, industry periodicals, reference books, etc. - commonly referred to as "Tools of the Trade".

Tools make us more productive and efficient enabling us to successfully achieve desirable outcomes.

For those of you that seek to advance your career development opportunities, membership in ISM-St. Louis and ISM provides you with many tools to keep your career on track. Both websites are chock-

full of examples of career enhancement avenues, such as seminars, industry statistics, "Best Practices", technology enhancements, etc.

In January of 2006, the ISM-St. Louis Board of Directors approved changes to the ISM-St. Louis website's Career Bank webpage to expand career opportunity posting activities. To encourage participation from employers, recruiters, executive search firms, agencies, etc. this service is currently offered at "No Charge". Should a chapter member be successfully placed, we trust that the employer would support our member's continued involvement in ISM-St. Louis. Access to these career opportunities is available exclusively to all

ISM-St. Louis Members in good standing as a basic benefit of membership.

During the program year 2005/2006, over 25 career opportunities were posted. Program year 2006/2007 produced over 40 career postings.

As we embark upon 2008, I encourage you to use all the tools available as a benefit of membership in both ISM-St. Louis and ISM. Should your employer have a need to recruit new or tested supply-chain professionals, encourage them to visit the ISM-St. Louis website and contact us for assistance in posting these career opportunities.

Here's to a GREAT 2008!

Current Career Bank Postings

Position	Date Posted	Industry	Location	Posted by
Mgr IT Procurement	11-Jan-08	Communications	Arkansas	Millennium Search
Pharmaceutical Sourcing Mgr	11-Jan-08	Pharmaceuticals	Michigan	Prime Recruiting Solutions
Purchaser	11-Jan-08	Industrial Conveyors	St. Louis, MO	Midwest Industrial Rubber
Supplier Account Manager	24-Dec-07	HVAC Manufacturer	O'Fallon, MO	NORDYNE
Buyer	19-Dec-07	Health Services	St. Louis, MO	Magellan Health Services, Inc.
Sourcing Manager	7-Dec-07	Healthcare Services	St. Louis, MO	Express Scripts
Director of Purchasing	20-Nov-07	Hospital	St. Louis, MO	The Sandler Group
Commodity Manager	14-Nov-07	Electronics	St. Louis, MO	Fortune Personnel Consulting

For detail on the above postings, please log in below!

To post opportunities onto the ISM-St. Louis website, please complete the Career Bank Form and submit to Eugene Kattak, C.P.M. - ISM-St. Louis Career Bank Facilitator: eugene.kattak@covidien.com

MEMBER COMPANIES

We list Member Companies web sites address on the ISM-St. Louis web site under St Louis Companies. If you do not want your company listed, please send an e-mail to Marketing@ismstlouis.org.

UPCOMING ISM SEMINARS

Below is the list of ISM seminars for the months of February and March 2008. For seminar details, please , call the ISM Customer Service Department at 800/888-6276 or 480/752-6276, extension 401, or visit the ISM Web site at www.ism.ws and select Education – Seminars, Conferences, then Seminars and then [ISM Seminar Catalog](#).

Applying Global Concepts to the International Marketplace #4419

February 7-8, 2008, San Diego, CA

Administering Contracts: From Start to Finish #4307

February 11-12, 2008, Orlando, FL

Power Negotiations: Unlock Your Powers of Influence and Persuasion #4576

February 11-13, 2008, New Orleans, LA

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism #4536

February 25-27, 2008, Orlando, FL

Contract Writing Basics: What All the Ts and Cs Mean #4492

February 28-29, 2008, Dallas, TX

Driving Down Costs Through Cost/Price Analysis #4508

February 28-29, 2008, San Diego, CA

Best Practices in Procurement #4464

March 5-7, 2008, Phoenix, AZ

Purchasing and the Law: The Basics You Need to Succeed #4385

March 10-12, 2008, New Orleans, LA

Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism #4537

March 12-14, 2008, Tampa, FL

Effective Strategies: Building Purchasing Value for Your Organization #4512

March 17-19, 2008, Atlanta, GA

Improving MRO Management #4350

March 25-26, 2008, Phoenix, AZ

Legal Considerations of Software Licensing and Other Technology-Related Agreements #4552

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Buylines

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