

# Buylines



February 2009

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

## President's Message . . . .

*“Uncertainty and mystery are energies of life. Don't let them scare you unduly, for they keep boredom at bay and spark creativity.”*

R. I. Fitzhenry

The good news- most of us at this moment in history do not find ourselves bored! The uncertainty of the economy and volatility of markets has made many of our work lives probably more complex, and has highlighted for us how quickly our business and personal lives can be transformed. No matter our current circumstances today, we need to think about not just remaining employed, but remaining employable! Although there sometimes seem to be tendencies for people who are laid off or at risk for losing their job to pull back from their involvement in outside organizations, I would contend it's a great time to get more involved. How does ISM

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## Join us in February!

Join ISM St. Louis and the Saint Louis Minority Business Council for dinner at our February General Meeting on 2/24/2009 in the ballroom at Spazio's for an informative and instructive presentation from **Patricia Hanes C.P.M.** Her topic will be **“Developing Strategic Suppliers for the Future.”**

Pat Hanes is a consistent supporter of minority business development as shown by her thirty plus years of involvement with the many organizations she supports that promote minority business.

Prior to accepting the position of Regional Director for MBDA Ms. Hanes managed International Truck and Engine Corporation's Supplier Diversity Department. Under her leadership International's program excelled; achieving more than \$2 billion dollars in purchases with minority and women owned companies.

Ms. Hanes is immediate Past Chairman of the Board of Directors for Chicago Minority Business Development Council; she was a member of the Executive Committee of the National Minority Business Council for four years and maintains working relationships with several M/WBE business development councils. She served as Honorary Co-Chair of the Chicago Regional Med Week Committee and sat on the Advisory Committee for the Chicago Minority Business Opportunity Committee (MBOC).

Pat has earned numerous awards and recognitions for her work in minority business development. In 2003 she was awarded Minority Business Advocate of the year at both the regional and national level by the U. S. Department of Commerce Minority Business Development Agency. In 2005 The Indiana Regional Minority Business Development



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## PRESIDENT

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help our members remain not just employed, but employable?

- **ISM helps members build skills**- through local and national seminars, the annual conference, research tools on the ISM website and certification programs. Skills and certification may be the key to maintaining or getting that next position!
- **ISM gives members networking opportunities**....and sometimes it's not just "what" you know, but "who knows" what you know! It's been said that up to 80% of positions are never posted, but filled through personal referrals. Getting to know members in your local affiliate can be resources for you in your work, as well as provide support and friendships through your career no matter where you work.
- **ISM gives members career resources**, including the ISM St. Louis job bank that Eugene Kattak has enthusiastically championed for the last couple years! More and more employ-

ers are posting jobs on our website ([www.ismstlouis.org](http://www.ismstlouis.org)), and this benefit is only available to ISM St. Louis members. The ISM Tempe ([www.ism.ws](http://www.ism.ws)) website also offers a job posting website, as well as a free resume review service and other articles, websites, and tips for those seeking new positions or improving their career prospects through further education.

Best wishes for a productive and prosperous 2009 and I hope to see you at our February 24 joint meeting with the St. Louis Minority Business Council at Spazio's Westport. Take advantage of this tremendous opportunity to truly get to know some of the quality diverse suppliers in our region and learn more about promoting diversity in your supply chain.

**Julie B. Wulff, C.P.M.**  
[President@ismstlouis.org](mailto:President@ismstlouis.org)

## JOIN US IN FEBRUARY

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Council and Diversity Inc. recognized Pat for excellence in supplier diversity. Pat was also awarded Supplier Diversity Manager of the Year by the Wisconsin Minority Business Development Council in 2005. In 2006 Pat was awarded the "Lifetime Achievement Award for Minority Business Development" by MBDA, Midwest Region. MS. Hanes was recently recognized in "Who's Who in Black Chicago".

In addition her advocacy efforts won International Truck and Engine Corporation the "Success Award" from the Minority Business Committee of the Chicago Minority Business Development Council.

Pat's accomplishments have been chronicled in the media including, Minority Business News USA, Women and Minorities in Business, The Chicago Defender, The Chicago Tribune and many more.

She earned her BA in Business Administration from DePaul University, graduating with honors. She also holds the lifetime Certified Purchasing Managers title from the Institute for Supply Management.

## ISM Events Calendar - February - March 2009

Month/Date	Event	Time	Location
January	<b>No General Meeting</b>		
February 3	<b>Marketing Committee Meeting</b>	5:30	TBD
February 24	<b>General Meeting</b> "Developing Strategic Suppliers for the Future" Speaker: Patricia Hanes C.P.M.	5:30	Spazio's Westport
March 3	<b>Marketing Committee Meeting</b>	5:30	TBD
March 10	<b>Board Meeting</b>	5:30	TBD
March 24	<b>General Meeting</b>	5:30	Spazio's Westport

# Welcome New Members

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

Regular Members: 302 Dues-Free: 2 Life: 20 Associate: 5 Student: 4 Trial: 3 Total: 336

## New Members

### Ms. Helen Anderson

Senior Director  
**Helen Anderson**  
 8382 El Dorado  
 Kalamazoo, MI 49009  
 Phone: 636-244-0060  
 Fax: None Listed  
 Email: [chemcajun@sbscglobal.net](mailto:chemcajun@sbscglobal.net)

### 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](mailto:albrown@agile1.com)

### Mr. Dan Noble

Purchasing  
**Royal Canin USA**  
 1052 Point Hill Ct.  
 Wentzville, MO 63386  
 Phone: None Listed  
 Fax: None Listed  
 Email: [dan.noble@royalcanin.us](mailto:dan.noble@royalcanin.us)

### Mr. Yuri Azov

Purchasing Manager  
 10448 Willowdale Dr.  
 St. Louis, MO 63124  
 Phone: None Listed  
 Fax: None Listed  
 Email: [y.azov@sbcglobal.net](mailto:y.azov@sbcglobal.net)

### Mr. Sekhar Prabhakar

Business Development/Consultant  
**Cedge Software Consultants**  
 Two City Place, Suite #200  
 Creve Coeur, MO. 63141  
 Phone: 314-812-2730  
 Fax: 314-812-2505  
 Email: [sekhar@cedgecorp.com](mailto:sekhar@cedgecorp.com)

## New Life C.P.M. Certifications

### Ms. Anthony Wright

Lead Buyer  
**Biomerieux, Inc.**

## SUPPLIER DIVERSITY

by Marty Rutkovitz, President-Elect

I wanted to promote next month's joint meeting with the Saint Louis Minority Business Council with this message: Doing business with M/WBE suppliers and embracing diversity is smart business for us all, especially in today's economic landscape. Each of us lives and works in a diverse environment. Each of us is diverse in ourselves.

As we prepare to meet next month, let's consider the value of supplier diversity:

- It is done for good business reasons, not because it is the right thing, or a good thing.
- The minority population is the fastest growing segment of society (1 out of 3 folks are minority).
- Adds competition to our supply chain.
- Demonstrates commitment to communities in which companies operate.
- Sends a powerful message to current workforce and to those being recruited.
- Advances market penetration.
- We are spending dollars with companies that are our customers or potential customers.
- Support of minority and women owned businesses are key to economic recovery because they generate new jobs, have demonstrated innovation, flexibility, quality, and can provide cost savings.
- Many corporate members of diversity advocacy organizations are also members of ISM showing the partnership of Procurement and Supplier Diversity professionals.

Giving opportunity to M/WBE's is a goal and practice that we should all embrace. Toni Brown, Manager, Monsanto Office of Supplier Diversity, had this to say, "We recognize the value in spending money with M/WBE's to demonstrate our commitment to the communities in which we do business."

## PROPOSED RECOGNITION/AWARD PROGRAM

As an organization dependent on the volunteerism of our members and leadership, the board of ISM St. Louis recognizes how critical it is that we have members willing to take on running the operations and the projects and events of our organization. Our volunteers give selflessly of their time to set up our meetings, write our newsletter articles, set up seminars, give and coordinate C.P.M./C.P.S.M. reviews, attend board meetings, do accounting, get the taxes done, keep the Bylaws current, update the website, work with employees on the career board.....and the list goes on.

In recognition of all the time and effort our volunteers give to ISM St. Louis organization and to encourage volunteerism in the future, we are proposing a new policy. Our intent is for the program to recognize significant contributions individuals have made to ISM St. Louis, encourage membership and participation in ISM St. Louis events, to administer the program as simply as possible, and to encourage future volunteers to participate in leading projects or activities or as future board members leading the affiliate.

Normally affiliate policies and policy changes are determined by the Board of Directors, and only bylaws changes are voted on by the general membership. In this case, however, the recognition/award policy would apply to both membership and to the board members, and the board would like to avoid any potential conflict of interests that may arise from this proposed policy.

We have budgeted for these awards for this fiscal year, but because it is a proposed policy and not a bylaw, we would not be required to budget for these every year or to award them every year. The budgeting and awards would be at the discretion of the board each year. The budget this year for general membership awards would be up to \$3600 and the budget for leadership volunteer awards would be up to \$2340.

In the next month, we will send an email ballot for your vote on this policy. In the meantime, we are publishing the proposed wording of the policy and welcome your questions and comments on administration of this policy.

### PROPOSED POLICY WORDING:

“In recognition of volunteer contributions to the success of ISM St. Louis, volunteer awards to general members and to members in leadership roles may be awarded.

Awardees may be given the choice of attending a seminar given by ISM St. Louis in the next 12 months free of charge or having their regular membership dues paid for the next fiscal year (up to \$300).

#### 1) General Membership Volunteer Awards

Board members shall nominate members at the monthly board meeting who have contributed greatly to the success of ISM St. Louis through their efforts and talents in supporting and leading ISM St. Louis events, programs, and initiatives. The board shall choose up to 1 volunteer per month to recognize as an outstanding volunteer, to a maximum of 12 awardees per year. The board is not required to recognize a volunteer with an award every month, but shall do so at their discretion. General Membership Volunteer Awards will be announced at the next general membership meeting.

#### 2) Leadership Volunteer Awards

Board members shall be eligible for Leadership awards after one year of service on the board, successfully meeting the requirements of their leadership role, including but not limited to: board meeting attendance and participation, general meeting attendance, active leadership of a committee where appropriate, contribution to the newsletter and scorecard, meeting finance obligations, and in general leading ISM St. Louis to continue to improve our ability to meet the Mission and Vision of ISM St. Louis.

The President, Immediate Past President and Advisors shall comprise the Leadership Award committee and determine Board leadership awards. (The Immediate Past President and other Advisors only will evaluate the President in determining if they qualify for a leadership award). They shall notify awardees and the Director of Finance confidentially by June 1 if the Board member is eligible for an award for the upcoming year. The Leadership Award committee may choose to recognize all current board members in a given year, but should use their discretion in evaluating board members against the criteria to determine awards.”

**Julie B. Wulff, C.P.M.**  
[President@ismstlouis.org](mailto:President@ismstlouis.org)

# A BRAND NEW YEAR AND A CHANCE FOR NEW BEGINNINGS

**By Patrick Williamson, C.P.M.**

The New Year is here – 2009! It is a great time to be thinking about making those New Year's business resolutions. We often make resolutions to guide our personal lives, but what about your professional lives? There are many goals you can set for 2009 to better your professional world. 2009 is a pivotal year for America. For the most part, change is good, and when you strive for positive changes, all the better. We are right in the middle of unprecedented changes going on all around us. Whether we agree with these changes or not, we can take this opportunity right now to commit to making changes that we think

will enhance our professional lives, further our careers or make an impact in our society and economy.

Seek out advice and support. With a challenging year up ahead, it is important that you build a "support system" that will help you focus, clarify, and actualize your business goals. This support could come from coaches, mentors, hired professional consultants, or other small business owners. For starters, you can check out the general meetings here at ISM St Louis and the ISM website.

Let's talk about Networking & Building Relationships. I cannot stress the importance of networking and how to network within our

industry however what we really need to work on is building upon the relationships we establish. How many times have you gone to a networking event and forgot to follow up with people you meet? Or perhaps you follow up once, and then never speak with that person again? This year, vow to build upon the relationships you establish. Whether it's through ISM meetings, email or the good old fashion telephone, it's nice to check in with acquaintances and strengthen your business relationships. It could lead to a business partnership!

Make 2009 a successful year for your professional lives, and see the results to come!

## Lean & Green U·P·D·A·T·E

**LEAN TOOLKIT** – Did you know that the U.S. EPA offers a lean toolkit that addresses lean thinking in green initiatives? And it's VERY useful! You can save your company valuable resources with little effort. Check it out. [www.epa.gov/lean/toolkit/](http://www.epa.gov/lean/toolkit/)

**NEW: LEAN AND GREEN NEWSLETTER** – Former Industry Week's New Media Editor, Tonya Vinas, will publish a new, complimentary e-newsletter aimed at the emerging "Lean and Green" movement. Subscribe today and don't miss the first issue. [www.leanandgreennews.com](http://www.leanandgreennews.com)

## UPCOMING ISM SEMINARS

Below is the list of ISM seminars for the month of February 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](http://www.ism.ws) and select Education – Seminars, Conferences, and then Seminars and then [Public Seminars](#).

**CPSM® Bridge Exam Review – #4241**

February 2-3, 2009, Phoenix, AZ

**Advanced Negotiation Strategies: Advanced Concepts and Techniques for Optimizing Value Through Negotiations #4447**

February 2-4, 2009, Orlando, FL

**Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism #4531**

February 9-11, 2009, Atlanta, GA

**Legal Aspects of Supply Management: The Basics You Need to Succeed #4392**

February 23-25, 2009, Las Vegas, NV

**Contracting Basics: What All the Ts and Cs Mean #4486**

February 26-27, 2009, Las Vegas, NV

## Current Career Bank Postings

Position	Date Posted	Industry	Location	Posted by
Senior Procurement Specialist	Jan-09	Banking	St. Louis, MO	Federal Reserve Bank of St. Louis
Indirect/MRO Supply-chain Mgr.	Nov-08	Chemicals & Plastics	St. Louis, MO	Lakewood Professional Recruiters

**For detail on the above postings, go to [www.ismstlouis.org](http://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](mailto:eugene.kattak@covidien.com)**

## UPCOMING EVENTS

### Women Executive Supply Management Summit

February 5-6, 2009 Marriott San Antonio River Center - San Antonio, Texas

Exhibitor/Sponsorship Opportunities **Register Now!**

### 6th Annual Black Executive Supply Management Summit

March 25-27, 2009 Orlando, Florida

Exhibitor/Sponsorship Opportunities **Register Now!**

### 94th Annual ISM International Supply Management Conference and Educational Exhibit

May 3-6, 2009 Charlotte, North Carolina

Exhibitor/Sponsorship Opportunities **Register Now!**

### Hospitality Supply Management Forum 2009 Conference

May 13-15, 2009 Chicago, Illinois

Exhibitor/Sponsorship Opportunities **Details Coming Soon!**

#### OFFICERS AND DIRECTORS

July 2008 - June 2009

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# Buylines

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Layout Design: P.M. Graphics, Inc.