

Buylines

March 2009

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

President's Message

Supply Management:

*Maximizing Opportunity.
Minimizing Risks.*

March is Supply Management month- a month that we aim to educate, celebrate and promote the profession of supply management. This is a great time to improve understanding of what supply management does (and what you do!) no matter your job title or role in your organization! How many of you have management or co-workers in your company who still believe that what you do is a "back office function"?

Supply managers' capabilities and responsibilities have seen unprecedented growth in scope and importance, and have become increasingly integrated with supply networks and information technology. We've seen the transition of a function that used to be primarily transaction-based and tactical to a function that is

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Join us in March!

In March we are fortunate to present an excellent speaker from ISM Tempe, Deborah A. Webber, CPSM, C.P.M. She will be speaking on "What is New at ISM," as well as discussing ISM programs new and old. We look forward to an informative presentation. Join us at Spazio's on March 24, 2009 for networking and a great presenter.



**institute for
supply management**



ISM 2009 Board of Directors

Deborah A. Webber, CPSM, C.P.M.

**Senior Vice President and Corporate Treasurer
Institute for Supply Management™**

Deborah (Debbie) Webber, CPSM, C.P.M., is senior vice president and corporate treasurer for Institute for Supply Management™ (ISM). ISM is a \$20 million organization that exists to educate, develop and lead supply management. As senior vice president, Webber is responsible for the day-to-day operations of the institute, which include communications, customer service, accounting, information systems/technology and the Web site, purchasing/contracting, human resources, affiliate support and meeting planning. As corporate treasurer, she is a member of the ISM Board of Directors and is the senior staff assigned to strategic planning.

Webber received her Bachelor of Science degree in business, computer information systems from Arizona State University and her MBA from the University of Phoenix. In addition to her qualification as a Certified Professional in Supply Management (CPSM), she is also a Certified Purchasing Manager (C.P.M.). Other organizations she is involved with include the Learning Resources Network (LERN), from which she has received the Certified Program Planner (CPP) designation, and the American Society of Association Executives (ASAE).

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PRESIDENT

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process-oriented and strategic.

- Take some time this month to highlight within your organization what supply management does....
- What strategic planning is supply management involved with?
- What are you doing in these uncertain economic times to ensure supply and plan for

future supply for your organization?

- What has supply management done to manage crisis and minimize supply risk for the future?
- What new processes affecting inventory, logistics, supplier relationships, product management, etc. have been revised with the aid of supply management?
- How have you personally

saved your organization money?

- What key relationships does supply management manage?
- What has supply management done to enable your business to grow?

Thank you for all you do to make your organizations strong and to strengthen the profession of supply management!

Julie B. Wulff, C.P.M.

President@ismstlouis.org

ISM AFFILIATE EXCELLENCE AWARD

By Marty Rutkovitz, President-Elect

I recently had the honor of providing ISM the documentation on behalf of ISM-St. Louis for this prestigious award. The submittal included results for our Affiliate involvement, participation, and promotion in various categories including core competencies.

What are core competencies?

They are the necessary activities/components of your affiliate under the categories of *affiliate operations, education, membership, communication and marketing* that must be in place to operate effectively and maintain existence. All core competencies must be met to be eligible for an *Affiliate Excellence Award*.

What exactly is this award and what does it mean for our affiliate?

The **Affiliate Excellence Awards** program was established to recognize those affiliates that demonstrate excellence in their professional operations, educational offerings and recruitment, training and retention efforts, while at the same time communicating the value and prestige of the Institute for Supply Management™ and the supply management profession. The annual program and basis of selection have been established to assure that all affiliates have the same opportunity to reach this distinction, whether the organization is small, medium or large.

Each year, the selection includes the *Affiliate*

Excellence designation for those affiliates that have met and/or surpassed the core competencies and an *Affiliate of the Year* designation for the affiliate that has gone well above the surpassed core competencies.

Recipients of the *Affiliate Excellence Award* receive:

- Recognition at the Annual International Supply Management Conference, including announcement at the Volunteer Recognition Banquet.
- Presentation at the Leadership Training Workshop of a certificate indicating the affiliate surpassed the core competencies for that year.
- Authority to use the special logo (to be provided in electronic form) on all affiliate correspondence, programs, etc. signifying such excellence.
- In addition to the items above, the *Affiliate of the Year* recipient can choose either \$2,500 ISM credit to be used by the affiliate to send someone to the Annual International Supply Management Conference to receive the *Affiliate of the Year Award*, participate in any ISM seminars and/or programs, **or** acquire ISM educational products for the affiliate up to the \$2,500 limit. (Recipients have one year from the date of award notification to use award.)

The review process has begun and we hope to hear from ISM by very soon if our Affiliate was selected.

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: 2 Trial: 0 Total: 335

New Members

Mr. Edward A. Rhein (Reinstatement)

Manager, Purchasing
Patriot Coal Corp.
 5 Teakwood Dr.
 Belleville, IL 62221
 Phone: 314-275-3607
 Fax: 314-275-3657
 Email: erhein@patriotcoal.com

Ms. Laura Rice

Procurement Analyst
Aesculap Inc.
 615 Lambert Pointe
 Hazelwood, Mo 63042
 Phone: 314-707-0900
 Fax: None Listed
 Email: laura.rice@aesculap.com

New Volume Discount Members

Mr. Randolph M. Rowe

VP Global Supply Chain
Ingersoll Rand
 12999 St. Charles Rock Rd.
 Bridgeton, MO 63044
 Phone: 314-298-6506
 Fax: None Listed
 Email: randy.rowe@irco.com

Mr. Matthew A. Theissen

Sourcing Specialist
 Company name not listed
 432 Louis St.
 Washington, MO 63090
 Phone: 636-239-7811 Ext. 324
 Fax: None Listed
 Email: matthew.theissen@parker.com

New Student Members

Ms. Carolyn Riddle

Student
 1616 Scholbert Dr.
 Swansea, IL 62226
 Phone: 618-332-3060
 Fax: None Listed
 Email: carolynriddle69@aol.com

New C.P.M. Certifications

Mr. Dan Noble, C.P.M.

Purchasing
Royal Canin USA

Ms. Christie Smith, C.P.M.

Buyer
Berlin Packaging

Renewed C.P.M. Certifications

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

Materials Manager
Trionics, Inc.

New Life C.P.M. Certifications

Mr. Timothy Sims, C.P.M.

Purchasing Agent
Coviden

Just a Friendly Reminder from Your Board!

Why is it important to cancel (if you must) your RSVP for dinner meetings in plenty of time? –ISM St Louis must provide a guaranteed count of people for dinner to the facility for each meeting, typically at least 72 hours before the function. If for example, we guarantee 60 to show up for dinner and only 55 attend, we would have to pay the per person cost for every dinner (approximately \$150 in this case) for people who RSVP but did not attend. This has caused the chapter to spend money for dinners that we get absolutely no benefit from.

We truly want everyone to attend and do understand that emergencies or unexpected commitments do crop up; we just need the time to adjust the number to be as close to the actual count as possible. Please provide us at least 72 hours notice if at all possible if you are not able to attend a dinner meeting. Your help would be greatly appreciated with this situation. Help us be the best stewards of the chapter's money and benefits all. Thank you

Supply Management

Maximizing Opportunities. Managing Risk.

March is Supply Management Month!!

Each year in March, Institute for Supply Management™ (ISM) demonstrates its commitment to lead supply management by encouraging month-long celebrations and awareness activities showcasing the importance of the profession. Supply Management Month is a time of year when professionals around the world — regardless of job title, organizational role or even membership status in ISM — can play an important role in celebrating and promoting supply management.

Supply managers' capabilities and responsibilities have seen unprecedented growth in importance in recent years. Never before have supply managers been asked to do so much and take on as much responsibility as they do now. Supply Management Month is a perfect time to celebrate ... and educate others about who we are and what we do.

What is Supply Management?

Supply Management: Maximizing Opportunities, Managing Risk.

Supply management professionals control trillions of dollars.

Every organization - whether manufacturing or service, large or small - employs at least one person who is involved in supply management activities.

The position title(s) may not include the words "supply management," but supply management processes and activities must exist for an organization to survive.

Institute for Supply Management™ (ISM) defines supply management as the identification, acquisition, access, positioning and management of resources and related capabilities the organization needs or potentially needs in the attainment of its strategic objectives.

Supply management activities include:

- [Purchasing/procurement](#)
- [Contract development and administration](#)
- Negotiations
- Transportation and [logistics](#)
- Physical distribution and warehousing
- [Inventory control](#) and management
- Strategic planning / [sourcing](#)
- Product / service development
- Manufacturing

Supply Management Month

March 2009

A supply management professional provides leadership by aligning resources to define and satisfy diverse internal and external customer needs through the acquisition and ongoing management of materials and services.



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SUPPLY MANAGEMENT *Continued from page 4*

- Problem solving
- Relationship management
- Supplier evaluation
- Economic forecasting
- Materials management

In a large organization, there may be several thousand supply management employees working on various projects and reporting to a senior level supply management professional.

In smaller organizations, there may be only one person handling several supply management functions.

Supply management has grown from a tactical function of purchasing/procurement into a key strategic role within organizations. Supply management now:

- Improves the bottomline
- Acts as an information source
- Increases efficiency and productivity
- Improves competitive position and customer satisfaction
- Impacts the organization's image and social policy
- Trains the organization's future leaders

Supply management exists to explore business opportunities and implement supply strategies that deliver the most value possible to the organization, its suppliers and customers.


Because strategic supply management is key to gathering market intelligence and developing cost reduction processes, the organization benefits the most when the top supply management professional is a member of the organization's senior management team. In this leadership role, supply management professionals must be knowledgeable and understand all areas of the business in order to develop strategies consistent with the organization's goals and successful business procedures.


With the increasing technology and demand for global operations, supply management is often involved in finding sources for products and/or services from international suppliers. An understanding of global business concepts is increasingly important for those in the profession.

Supply management activities directly impact an organization's profitability and operational success.

Supply Management Month
March 2009

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Current Career Bank Postings

Position	Date Posted	Industry	Location	Posted by
Purchasing Manager	Feb-09	Manufacturing (Consumer Products)	South Central IL	TDM & Associates - Executive Search Firm
Assistant Director of Purchasing	Feb-09	Government	Kirkwood, MO	City of Kirkwood, MO
Purchasing Assistant (Temporary)	Feb-09	Government	Kirkwood, MO	City of Kirkwood, MO
Director of Strategic Procurement	Feb-09	Manufacturing	St. Louis, MO	Professional Staffing of St. Louis
Senior Procurement Specialist	Jan-09	Banking	St. Louis, MO	Federal Reserve Bank of St. Louis

For detail 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

Build Your Credibility

Not only can you increase your chances of success in 2009, but you can also increase your credibility as well. It *doesn't take much to undermine your credibility in the workplace — and more often than not, you won't even realize you're doing it.* But not only can you make a number of quick and easy changes to re-establish your credibility, you can also take pride in the fact that these quick and easy changes will build your credibility as well.



- **Think, don't Feel**

Decision making should center on facts and trade-offs, not emotion. Think, don't feel.

- **Sit at the Table**

Otherwise, you'll never be viewed as an equal.

- **Don't Apologize for Everything**

If you did what you thought was right for the company and did your best, you have nothing to apologize for. And you definitely shouldn't apologize for meaningless minutia. Font too small? Chart too busy? Who Cares!

- **Don't Be the Hired Help**

There's being helpful and supportive ... and then there's being the maid or the administrative assistant. If that's your job — great. But if it's not, think twice about always volunteering for the meaningless minutia.

- **Attack the Issue, Not the Person**

If you disagree with something, do your best to identify the issue or the behavior without labeling an individual or group as responsible for it. State that the reports are useless, not that the creators are careless or haphazard, for example. And remember that even sometimes the smartest person will have the dumbest idea you ever heard. (And sometimes even on purpose ... because we know that if we can't come up with anything good, it's often the worst idea that we can contrive that will inspire you to come up with something that is truly great.)

- **Use unequivocal language.**

No one likes a coward. And definitely don't use language that leaves others with the impression there is a choice when there really isn't. If your

current supplier is inept, don't say "we should consider whether we want to change suppliers", say "we need to change suppliers now".

- **Keep Your Inside Voice Inside**

Although it's constructive to identify all of the risks associated with a various course of action before you make a decision, once you make a decision, don't constantly fret about it. All you'll do is wear everyone down.

- **If You Must Be Late, Don't Be Disruptive**

Don't add to the disruption of being late by offering an explanation, and definitely don't ask to be brought up to speed. If your boss really needs to know why you're late, wait until after the meeting and have the conversation offline.

- **Avoid Filler Words, Phrases, and D'Oh!**

Useless words such as "so," "you know," "anyway," "um" and "er" that contribute no meaningful information will cause your audience to tune out, or, even worse, break out their "filler-word bingo" cards. Either way, the most you'll be is amusement.

- **If You Don't Know, Ask.**

No one knows everything, and no one with more than two active brain cells would expect you to. So don't be afraid to ask once in a while ... after all, the best way to be taken seriously is to ask some good, well thought out questions.

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JOB CHANGES, PROMOTIONS, AWARDS

Have you changed jobs recently or received a promotion or award? ISM St. Louis wants to know about it! This information is vital in order to keep ISM St. Louis information, web site, member list, etc. current. In addition, we are commencing a new feature that will announce job changes, promotions and awards. Please notify ISM St. Louis with all the necessary information as soon as possible via ismstl@sbcglobal.net.

Save the Date...MAY 20, 2009

ISM St. Louis and the Center for Supply Chain Management Studies (CSCMS) at St. Louis University are excited to announce a joint seminar

“Lean Purchasing & Strategic Sourcing”

Participants will learn:

- **How Lean can be applied to Purchasing and Sourcing functions**
- **How to calculate “Total Landed Cost” for more accurate purchasing decisions**
- **About supplier measurement, development and engagement for continuous improvement**
- **The impact of reducing lead times**
- **How leveling the flow of materials will result in inventory and cost reduction**

Our instructor will be Mr. Derek Browning, Lean Deployment Executive for LeanCor LLC. Headquartered in Florence, KY, LeanCor delivers Third Party Logistics and Supply Chain Management services to organizations embracing lean, six sigma, and operational excellence principles.

Derek is currently responsible for the deployment of lean and six sigma practices within LeanCor’s network of customers as they embrace business excellence principles. Derek’s industry experience includes work leading lean supply chain assessments, kaizen events, supplier kanban programs, lean logistics network designs, and multiple distribution center and warehousing projects. He has worked with a wide array of companies including Abbott Laboratories, ABRA Auto Body & Glass, American Express, Carl Zeiss Vision, Caterpillar, Hilti, Maytag/Whirlpool, Mitsubishi Caterpillar Forklift of America, Polaris Industries, Pratt Corporation, Saint-Gobain Abrasives, Standard Furniture, State Farm, Steelcase, and Stoneridge.

Watch upcoming newsletters and email for more information...but mark your calendar now for May 20!

UPCOMING ISM SEMINARS

Below is the list of ISM seminars for the month of March 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
Driving Down Costs Through Cost/Price Analysis #4507	March 2-3, 2009	Dallas, TX
Contracting for Purchasing and Supply Management: Beyond the Basics #4422	March 9-10, 2009	Orlando, FL
Administering Contracts: From Start to Finish #4309	March 16-17, 2009	Las Vegas, NV
Improving MRO Management #4350	March 16-17, 2009	Tempe, AZ
Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism #4536	March 23-25, 2009	Las Vegas, NV
Legal Considerations of Software Licensing and Other Technology-Related Agreements #4554	March 30-31, 2009	Las Vegas, NV

ISM Events Calendar - March - May 2009

Month/Date	Event	Time	Location
March 10	Board Meeting	5:30	Greenbriar Country Club
March 24	General Meeting Subject: What's New at ISM Speaker: Deb Webber ISM, Tempe, AZ PreDinner-Leadership Video Series PreDinner-The Economy and Its Impact on Supply Chain Career Prospects-Eugene Kattak	6:00 5:30 Registration @5:30 5:30	Spazio's
April 14	Board Meeting	5:30	Greenbriar Country Club
April 28	General Meeting Subject: Green Topic: Ameren UE Energy Efficiency Programs Speaker: Pat Justis - Ameren UE PreDinner-Leadership Video Series PreDinner-CVENT Presentation - Melissa Orlando	6:00 5:30 Registration @5:30 5:30	Spazio's
May 12	Board Meeting	5:30	Greenbriar Country Club
May 19	General Meeting - Past Presidents' Night Subject: Lean Strategies for Managing Supplier Relationships Speaker: Mr. Derek Browning, LeanCor LLC PreDinner-Leadership Video Series PreDinner-Freight Brokering	6:00 5:30 Registration @5:30 5:30	Spazio's
May 20	Seminar: "Lean Purchasing and Strategic Sourcing" Speaker: Mr. Derek Browning, LeanCor LLC	TBD	SLU

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July 2008 - June 2009

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