

# Buylines



April 2008

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

## President's Message . . . . .

### Greetings ISM – St. Louis Members:

Welcome to Spring!

Spring is the eternal season of renewal and growth. With each day, we see evidence of Spring in the greening of the Earth's landscape.

It is this time of the year when you put away your coats and sweaters to begin new activities. Maybe you are dusting off your golf clubs or doing a little Spring cleaning?

This is also a great time for renewing and growing your professional skills as a supply management professional. Hopefully, you are taking advantage of ISM – St. Louis' C.P.M. and CPSM review sessions and are ready to obtain certifications.

The ISM 93rd International Conference provides the perfect platform to continue the renewal process with fantastic educational

*Continued on page 2*

## Guess Who's Coming to Dinner

Is your organization implementing Lean or considering a lean strategy? We invite you to join us as Karen Broyles, Director of Operations for Sunnen Products Company shares her insights with us on "The Impacts of Lean on the Supply Chain" at the April 22 general meeting.

Karen is Director of Operations at Sunnen Products Company. Karen has an Engineering degree from the University of Missouri-Rolla and her Masters of Business Administration degree from Washington University. Karen is a CPIM through APICS, and has been in significant management roles for over 25 years. Karen is currently leading the implementation of Lean Manufacturing in the St. Louis operation of the Sunnen Products Company.

Register now for the last general dinner meeting this program year! We look forward to seeing you there!

**When:** Tuesday, April 22  
Networking begins 5:30pm      Dinner begins 6:15pm

**Where:** Spazios Westport

RSVP to ISM St.Louis by email to [ismstl@sbcglobal.net](mailto:ismstl@sbcglobal.net) or call 314-646-7442.

### 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](http://www.GreybeardAdvisors.com)

## inside...

ISM Seminars . . . . .	Page 2
Dues Notices . . . . .	Page 3
ISM-St. Louis Slate of Officers . . . . .	Page 4

## PRESIDENT

*Continued from page 1*

experiences in your home city.

Just in time for the conference, the marketing committee has evolved our website to a more visually compelling and content rich website. If you have not checked it out recently, please go to [www.ismstlouis.org](http://www.ismstlouis.org) to see the enhanced site.

Spring is the time of year for renewal and growth, please consider renewing your membership with the affiliate, attending the ISM conference in May, and taking the new CPSM bridge or test during the conference.

Regards,

**Kim Butts, C.P.M.**

**President, ISM - St. Louis**

## 2008 ISM Conference - St. Louis

May 4-7, 2008

### IT'S ONLY A MATTER OF WEEKS NOW!

Communications with those selected as volunteers is in full swing. Planning the logistics, scheduling, and all the other activities are going in earnest. I can truly say that doing something like this can and will only be successful by the time, effort, and dedication put forth by the Conference Committee. They are the ones that are making it happen!

Information regarding the conference, the area, and other information can be found on our website, [www.ismstlouis.org](http://www.ismstlouis.org). Additionally, look for a Frequently Asked Questions (FAQ) link, in the near future.

Finally, let me also give thanks to YOU, all the local members who volunteered. For it is you who will be the face of our affiliate, our employers, and of course, St. Louis, to all of the attendees coming here from around the US and the world.

**Marty Rutkovitz**

General Conference Chair

## ISM Seminars

### It's not too late...

...to sign up for the diverse continuing education seminars being presented as part of the ISM - International Supply Management Conference here in St. Louis next month.

ISM is offering nine seminars ranging from topics such as "Finance for the Supply Management Professional" to "Psychology of Influencing and Negotiation" over a five day period starting later this month.

- **The People Side of Global Competency Skills for World-Class Supply Management**
- **Psychology of Influencing and Negotiation**
- **The Power of Leadership and Business Planning in Supply Management**
- **Finance for the Supply Management Professional**
- **Supply Market Intelligence: Integration for Optimization**
- **Advanced Negotiation Strategies: Advanced Concepts and Techniques for Optimizing Value through Negotiations**
- **Legal Aspects of Supply Management: The Basics You Need to Succeed**
- **CPSM Train the Trainer: Review Instructor Courseware Program (Free!)**
- **How to Develop and Manage a Supplier Diversity Program**

To take advantage of these one, two, and three Supply Chain educational seminars, go to the ISM web link at: <http://www.ism.ws/education/SeminarSearch.cfm?theSort=3>



## Welcome New Members

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

**Ms. Carla M. Behme**

Leonards Metal Inc.

**Mr. Sean D. Mattingly**

LMI Aerospace Inc.

**Ms. Kathleen R. Shetly**

Avchem

**Mr. Chris Carlson**

Bunzi Distribution

**Ms. Lorinda K. Phelps**

LMI Aerospace Inc.

**Mr. Steve F. Stoner**

World Wide Technology

**Mr. John Christisen**

Star Manufacturing

**Mrs. Elizabeth Reich**

Monsanto

**Ms. Angela L. Wood**

LMI Aerospace Inc.

**Ms. Jennifer J. Eckelman**

LMI Aerospace Inc.

**Mr. Curtis L. Rippee**

LMI Aerospace Inc.

**Mr. Thomas Zatkulak**

Bunzi Distribution

**Mr. Michael J. Grohskopf**

LMI Aerospace Inc.

**Miss Anna E. Hardecke**

Monsanto

**Ms. Debra Lajeunesse**

Leonards Metal Inc.

**Mrs. Diane Wright, CPPB**

Metro – Transit

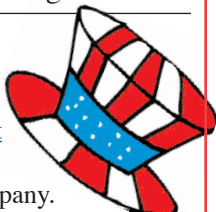
### HATS OFF!!!

#### C.P.M. Certifications

ISM-St. Louis extends congratulations to members receiving their C.P.M. Certification

**Mr. Michael B. Sisk**  
IS – Purchasing Manager

Please contact  
Rebecca D. Klutho  
at 314-525-9522 or  
[ismstl@sbcglobal.net](mailto:ismstl@sbcglobal.net)  
with news about  
yourself or your company.



## Dues Notices

Watch your email for the 2008-09 Dues Renewal Invoice that will be coming sometime during the last two weeks of April.

#### CURRENT DUES RATES ARE:

Regular Member Renewal .....	\$260
Associate Member Renewal .....	\$160
Full Member Renewal (Includes 1 seminar) .....	\$395
New Regular Member .....	\$285
New Associate Member .....	\$165
New Full Member (Includes 1 seminar) .....	\$415

Payment is due by June 1, 2008 and is delinquent after June 30, 2008.

We look forward to our members rejoining our affiliate and gaining new members. If you know someone in your company that may be interested in joining ISM – St. Louis please email their contact information to [ismstl@sbcglobal.net](mailto:ismstl@sbcglobal.net). Visit our website at [www.ismstlouis.org](http://www.ismstlouis.org) under the membership section for more details.



**institute for  
supply management**  
**ISM—St. Louis, Inc.**

---

**ISM-St. Louis is proud to announce its slate of Board Members for the 2008-09 Board of Directors.**

---

**PRESIDENT: Julie Wulff, C.P.M.**

Julie Wulff is founder of Supplywise LLC, a consulting firm focused on assisting clients with strategic sourcing and supply chain management initiatives. Prior to her consulting work, Julie was employed with Procter & Gamble for 20 years. With P&G, she services as a process engineer and development engineer, production manager, process reliability manager, quality assurance manager and spent the last seven years as senior purchasing manager and supplier development manager. Julie has a bachelor's degree in chemical engineering from the University of Missouri-Columbia and a master's degree from the University of Missouri-St. Louis. Julie currently serves as President-Elect for ISM – St. Louis and is the Program Chair for this year's ISM International Conference in St. Louis.

**PRESIDENT-ELECT: Marty Rutkovitz**

Marty Rutkovitz has been a member of ISM since 1989 and is a Strategic Sourcing Manager with Monsanto Co. He relocated to Saint Louis in 2006 from Orlando, Florida, where he was employed by the Walt Disney Co. as a Senior Sourcing Specialist in the Disney Global Sourcing and Procurement Group. He also served in various Board positions with the ISM-Central Florida affiliate. Marty is currently Vice-President of ISM-St. Louis, and recently was Director of Professional Development. He is the General Conference Chair for this year's ISM International Conference in Saint Louis, is a member of the ISM Leadership Training Committee, and the ISM Conference Leadership Committee. Marty holds a B.A. in Management from Webster University and with his wife Paula live in Ladue.

**Vice President: Rebecca Klutho, C.P.M.**

Rebecca Klutho is a Global Strategic Sourcing Manager with Metropolitan Life Insurance Company (MetLife). During her 12 year tenure she has held various positions within MetLife including Team Leader, Commodity Expert and Procurement Specialist, all within the supply management arena. She has worked in supply management in various fields such as aerospace, engineering and consulting services. Rebecca has previously worked for such companies as McDonnell Douglas, Internal Revenue Service and the Army Corps of Engineers. Rebecca holds a MBA in Business & Technology from Webster University and a B.S. in Business Administration from SIU Edwardsville. Rebecca has been a member since 2000 and is a Lifetime C.P.M. Rebecca has previously held positions of Director of Professional Development and Director of Marketing within ISM St. Louis. Rebecca and her husband Ted reside in Crestwood, Missouri.

**Director of Education: Debra Schaffer, C.P.M.**

With more than 20 years of Procurement experience, Deb's professional procurement career began as a Senior Contract Specialist/Negotiator in a civilian capacity for the U.S. Navy. Deb served as a Sr. Procurement Specialist at Sigma-Aldrich, Inc., and has also held positions as a Procurement Specialist, Purchasing Manager and the Manager of Material Control at Glenayre Technologies, Inc. an electronics manufacturing firm located in Quincy, IL. She holds a Bachelor of Science degree from Quincy University in Business Management graduating Summa Cum Laude. Deb was active in the IL-IA-MO chapter of ISM and joined the St. Louis ISM chapter when she and her husband moved to the area. She owned and managed her own Atlanta Bread Company restaurant in Quincy, IL for 5 years. Deb received her original C.P.M. from NAPM in 1996. She renewed her C.P.M. designation in February of 2008. Deb is currently leading the project for the Pilot CPSM exam for the St. Louis Chapter of ISM

**Director of Finance: Larry Jackson, C.P.M.**

Larry Jackson, C.P.M. has held the position of VP - Procurement and Materials Management at Metro for the past 2 1/2 years. Prior to joining Metro, Larry held various purchasing and supply chain management positions at Schroeder & Tremayne and Peabody Energy Company over the past 25 years. Larry graduated from Western Kentucky University with a B.S. in Accounting. Larry and his wife Donna reside in Oakville and they have three children.

**Elections will be held at the general meeting on April 22, 2007. Please plan to attend.**

---

## ISM Events Calendar - April-May, 2008

Month Date	Event	Time	Location
April 8	ISM Board Meeting	5:30 p.m.	Alandale's 105 E. Jefferson, Kirkwood
April 18	Late registration begins for the 93rd ISM annual Conference St. Louis		
April 22	Pre-Dinner - Conference Volunteers Training	5:30p.m.	Spazio's Westport
April 22	General Meeting- IMPACTS OF LEAN ON THE SUPPLY CHAIN Karen Broyles - Director of Operations - Sunnen Products Co.	6:15 p.m.	Spazio's Westport 12031 Lackland Rd.
May 4-7	ISM INTERNATIONAL CONFERENCE IN ST. LOUIS		America's Center
May 13	ISM Board Meeting	5:30 p.m.	Alandale's 105 E. Jefferson, Kirkwood
May 27	General Meeting Cancelled		

### Volunteering with ISM-St. Louis

## MARKETING COMMITTEE PROFILE By Norman A. Krumrey , C.P.M.

The Marketing committee is the media arm of the organization. The chair is appointed by the President and approved by the Executive Board. It recruits its members from the ISM membership at large.

The Marketing committee is responsible for developing and releasing Education, Professional Development and/or other important ISM-St. Louis information to the media outlets in St. Louis. Some of the media outlets most frequently used are the St. Louis Business Journal, the St. Louis Post Dispatch and the ISM publication—BuyLines. BuyLines is published monthly for the members of ISM St. Louis. The Marketing committee members assists the editor

by writing or preparing timely announcement articles for this publication.

This committee also works with the Web Master and reviews the Web Site to assure ISM members it contains up to date, accurate information.

Of course this committee also adheres to the policies of ISM, prepares budgets and monitors expenses to stay within the approved limits of their budget. Members are recruited by the committee chair and serve for the coming year.

Think about it. Would you like to serve on this creative committee? To get started - Email Rebecca Klutho, CPM, APP at [marketing@ismstlouis.org](mailto:marketing@ismstlouis.org).

## CPSM Preparation Question

A supply management professional orders paint from a supplier and specifies that the paint must dry tack-free in four hours, and hard dry in 12 hours.

These specifications are examples of

- A. engineering specifications
- B. performance specifications
- C. restrictive specifications
- D. technical specifications

See page 6 for answer.

### REMEMBER:

Please keep your company name, address, phone number and e-mail address current with ISM-St. Louis. Our *Buylines* newsletter, e-mail messages and other communications go direct to your e-mail. Without correct e-mail, you will miss information on organization activities.

Please visit our Web site at [www.ismstlouis.org](http://www.ismstlouis.org) to look up your member information or simply e-mail us with any corrections at [ismstl@sbcglobal.net](mailto:ismstl@sbcglobal.net).

## Current Career Bank Postings

Position	Date Posted	Industry	Location	Posted by
Sr Purchasing Agent	Feb-08	Healthcare	Hazelwood, MO	Covidien
Sr Logistics Manager	Feb-08	OEM Consumer Food Products	St. Louis, MO	Green Research
Sourcing Manager	Feb-08	Healthcare Services	St. Louis, MO	Express Scripts
Sr Procurement Specialist	Feb-08	Lifesciences	St. Louis, MO	Sigma-Aldrich
Sr Purchasing Agent/Supervisor	Jan-08	Healthcare	Hazelwood, MO	Covidien
Mgr IT Procurement	Jan-08	Communications	Arkansas	Millennium Search
Pharmaceutical Sourcing Mgr	Jan-08	Pharmaceuticals	Michigan	Prime Recruiting Solutions
Purchaser	Jan-08	Industrial Conveyors	St. Louis, MO	Midwest Industrial Rubber

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, C.P.M. - ISM-St. Louis Career Bank Facilitator: [eugene.kattak@covidien.com](mailto:eugene.kattak@covidien.com)

### CPSM Preparation Question

Answer: **B**

### 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](mailto:Marketing@ismstlouis.org).

#### OFFICERS AND DIRECTORS July 2007 - June 2008

President

**Kimberly Butts, C.P.M., CPPB**

President-Elect

**Julie B. Wulff, C.P.M.**

Vice President

**Marty Rutkovitz**

Director of Education

**Don Sante**

Director of Finance

**Ardith M. Angelbeck, A.P.P.**

Director of Marketing

**Rebecca D. Klutho, C.P.M., A.P.P.**

Director of Membership

**Dwayne Yount, C.P.M.**

Director of Prof. Development

**Tony Noe, C.P.M., CIRM**

Secretary

**Pat Greathouse**

# Buylines

*of the Institute for Supply Management – St. Louis, Inc.*

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

Phone & Fax: (314) 646-7442 [ismstl@sbcglobal.net](mailto:ismstl@sbcglobal.net)

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

Buylines Editor: Rebecca D. Klutho, C.P.M., A.P.P.

Layout Design: P.M. Graphics, Inc.