

# Buylines



April 2009

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

## President's Message. . . .

*"In practice, a global approach is needed when dealing with the problems of the spaceship earth which affect all of mankind. But local solutions, inevitably conditioned by local interests, are required for the problems peculiar to each human settlement."*

—René Jules Dubos

It is hard to go anywhere these days without hearing about "Green" initiatives- whether you are at your local grocery store, reading the newspaper, or at work. The movement towards environmental responsibility has hit a critical "tipping point" even to the casual observer. We have seen the tremendous impact energy has had on all of us personally and professionally in the last year, and many organizations are embracing sustainability as part of how they do their work. So what exactly is "sustainability"?

Sustainability is "the ability to meet current needs without hinder-

*Continued on page 2*

## April is Green Awareness Month

We are pleased to bring to our April General meeting two experts to speak about **Green Building, Sustainability, Renewable Energy and Education**. As this is a hot topic in businesses today and only promises to grow I am sure this presentation will be of interest to all. Please join us at **Spazio Garden Room on April 28, 2009**.



Energy and Environmental Solutions (e2) is a tenured consulting practice with offices in Pittsburgh, St. Louis, Las Vegas, and San Diego. e2 provides vision, focus, and leadership to clients worldwide as they pursue innovative strategies for a more sustainable future. Their work is centered on the four principles of Green Building, Sustainability, Renewable Energy and Education.

Marc Lopata is the Managing Principal for e2's St. Louis office. He has over 20 years of experience in engineering, construction, and applied sciences. He is a professional engineer, licensed in Missouri, Illinois, and Florida. His technical expertise is in energy and water efficiency, high-performance building systems, and renewable energy. His diverse project expertise includes telecommunications, data centers, hospitality, public aquariums, healthcare and schools. Prior to joining the e2 team, Marc directed Engineering and Construction for Verizon telecommunications company across the country. Before that, he was Principal Engineer at Harbor Branch Oceanographic Institution in Ft. Pierce, Florida. Marc is a commissioner on the Planning and Zoning Commission in Clayton, Missouri. He also is on the Board of Trustees of the Academy of Science in St. Louis and Marine Applied Research and Exploration in Oakland, California. Marc is on the Speaker's Bureau for the US Green Building Council.

*Continued on page 2*

inside...

Slate for New ISM Board Members . . . . . Pages 3-4  
Lean Purchasing Seminar . . . . . Pages 5-6  
Upcoming ISM Seminars . . . . . Page 7

**PRESIDENT** *Continued from page 1*  
 ing the ability to meet the needs of future generations in terms of economic, environmental and social challenges” (ism.ws on-line glossary). As purchasing professionals, how do we support sustainability?

The first step for all of us is building our understanding and knowledge of what factors have a future impact on the environment. We are used to closely scrutinizing price, quality, and delivery, but most of us have a lot to learn about sustainability.

ISM St. Louis is excited to bring two experts on “High-performance building design, construction, operations and the related impact of sustainable strategies on procurement programs and policies” as the speakers for our April 28 meeting. We hope to join many of you as we develop our understanding of this aspect of growing importance to our profession.

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

**GREEN AWARENESS MONTH** *Continued from page 1*

David Bertorelli joined Energy and Environmental Solutions (e2) in 2008 as Principal in charge of sustainability programs for clients around the globe. Prior to joining the e2 team, David served as the Director of Space Planning and Design for Enterprise Rent-A-Car in St. Louis. These duties enabled him to develop a strong expertise in organizational sustainability, ranging from design and construction to operations, maintenance and related procurement. David’s projects range from LEED for Commercial Interiors (LEED-CI) for a 29,000 square foot office facility to a comprehensive operations and procurement program for a 9,000,000 square foot resort complex. David co-founded ReSource St. Louis in 2003, a non-profit organization that is committed to the reuse and recycling of building materials. Always passionate to share his experiences, David has spoken across the country on sustainability and environmentally responsible design, construction, and operations. David holds a BS in Business Administration from the University of San Francisco with a minor in Cultural Anthropology.

Marc and David will present on “*High-performance building design, construction, operations, and the related impact of sustainable strategies on procurement programs and policies*”. Their presentation will include making the financial case for high-performance buildings, the affect of sustainability on various professional disciplines, and offering common sense approaches to developing sustainable procurement programs. With environmental responsibility shifting from a perceived trend to an integral part of the long term success of any organization, it is both imperative and cost effective to leverage sustainable opportunities with vendors and business partners alike.

## ISM Events Calendar - April - May 2009

Month/Date	Event	Time	Location
April 14	<b>Board Meeting</b>	5:30	Greenbriar Country Club
April 28	<b>General Meeting</b> <b>Subject: High Performance Building Design, Construction Operations, &amp; Relayed Impact of Sustainable Strategies</b> <b>Speakers: Marc Lopata &amp; David Bertorelli</b>	6:00	Spazio's
	PreDinner-Leadership Video Series	5:30	Registration @5:30
	PreDinner-CVENT Presentation - Melissa Orlando	5:30	
May 12	<b>Board Meeting</b>	5:30	Greenbriar Country Club
May 19	<b>General Meeting - Past Presidents' Night</b> <b>Subject: Lean Purchasing</b> <b>Speaker: Michael Harding, Harding &amp; Associates</b>	6:00	Spazio's
	PreDinner-Leadership Video Series	5:30	Registration @5:30
	PreDinner-Speednetworking	5:30	
May 20	<b>Seminar: "Lean Purchasing"</b> <b>Speaker: Michael Harding, Harding &amp; Associates</b>	8 a.m.- 5 p.m.	Express Scripts

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**ISM-St. Louis is proud to announce its slate of Board Members for the 2009-10 Board of Directors.**

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**Elections will be held at the general meeting on April 28, 2009. Please plan to attend.**

**PRESIDENT: Marty Rutkovitz**

Marty has been a member of ISM since 1989. He relocated to Saint Louis in January, 2006 from Orlando, Florida, and works at Monsanto Co. in the Global Sourcing & Procurement Group. Marty developed his professional career with organizations such as the Walt Disney Co., the Greater Orlando Aviation Authority, and the City of Orlando. He is currently President-Elect, served as Vice-President, Director of Professional Development, a member of the ISM Leadership Training Committee, the ISM Diversity Committee, and was the General Conference Chair for last year's ISM International Conference. Marty holds a B.A. in Management from Webster University and lives in St. Louis with his wife Paula.

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

Rebecca Klutho is a Global Strategic Sourcing Manager with Metropolitan Life Insurance Company (MetLife). During her 13 year tenure she has held various positions within the supply management arena at MetLife. She has worked 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 holds a Lifetime C.P.M. Rebecca has previously held positions of Director of Professional Development and Director of Marketing and Vice President within ISM St. Louis. Rebecca and her husband Ted reside in Crestwood, Missouri.

**Vice President / Director of Finance: Larry Jackson, C.P.S.M., C.P.M.**

Larry has held the position of VP - Procurement and Materials Management at Metro for the past 3 1/2 years. Metro owns and operates the St. Louis Metropolitan region's public transportation system. The Metro System includes MetroLink, the region's light rail system; MetroBus, the region's bus system; and Metro Call-A-Ride, a paratransit van system. Metro also oversees the operations of the St. Louis Downtown Airport and surrounding industrial business park, the Gateway Arch Revenue Collections Center, the Gateway Arch Transportation System, the Gateway Arch Riverboats, and the Gateway Arch Parking Facility. Larry is responsible for directing Metro's Procurement, Inventory Planning, Warehouse Management, and Supplier Diversity functions. 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.

**Director of Membership: Melissa Orlando, C.P.M.**

Melissa is a Sourcing Manager with Express Scripts, Inc. Over the past 8+ years in the supply chain industry, she has held various procurement positions with increasing responsibility at Argo Products Co., May Dept. Store Co., Data2 Corporation and currently Express Scripts. Melissa has experience in the following industries: Manufacturing, Healthcare, and Retail. Areas of expertise include: factory supplies; office supplies; packaging supplies; manufactured components/products; raw materials for production; and services for consulting, marketing, printing, and transportation. Melissa holds a B.S. in Business Administration, a Certification in Logistics and Supply Chain Management and an MBA from the University of Missouri-St. Louis. Melissa and her husband Stephen reside in St. Ann.

## SLATE OF BOARD OF DIRECTORS FOR 2009-2010

*Continued from page 3*

### **Director of Marketing: Cindy Wessel, C.P.M.**

Cindy Wessel, C.P.M., is the founder of Value-Based Solutions, LLC which offers consulting services focusing on process improvement and corporate training. She has over 18 years experience in Manufacturing, Master Scheduling, Production and Inventory Control, Purchasing and Strategic Sourcing with some Fortune 500 companies. She has headed corporate-wide initiatives in Supply Chain process improvement and cost reduction and served as lead corporate negotiator for both domestic and international business. Her background also includes managing teams of up to 20 people in multiple locations. Currently, Cindy teaches at Washington University, offering courses in Supply Chain Management, Project Management, Principles of Management, Quality Management and Global Strategies and Management. She has also taught at Keller Graduate School of Management (DeVry University), conducting graduate level courses in Contracts and Procurement Management and an undergraduate course in Project Management.

### **Director of Professional Development: Patrick C. Williamson, C.P.M.**

Patrick Williamson is the Director, Purchasing and Distribution for the Saint Louis Zoo. The Zoo hosts about 3 million visitors annually and is dedicated to the conservation of animals and their habitats through animal management, research, recreation, and educational programs that encourage the support and enrich the experience of the public. As the Director of Purchasing and Distribution his responsibilities include the day to day operations of the Distribution Center which deliver all materials throughout the Zoo, competing/purchasing/contracting, customer service and record retention, uniform store and various other duties. Patrick joined ISM in 2004 and accepted the position of Director of Professional Development in 2008.

### **Director of Education      OPEN**

### **Secretary: Pat Greathouse**

Pat Greathouse has been a member of ISM since 1988. She has served in various positions on the Public Relations Committee and later on the International Committee. She is currently been serving as the ISM St Louis Secretary since 2007. Pat also is a member of the PRO D Committee. Pat is Purchasing Supervisor at Sunnen Products Company.

### **Director of Technology: Keith Nokes**

Keith Nokes has over 20 years year of procurement experience, specializing in marketing and public relations materials and services. Keith is employed with Edward Jones' Marketing Division as a senior production specialist. He is responsible for analyzing the needs of marketing materials to be produced for the United States, Canada and UK markets and matching those needs to the appropriate printing company. Keith promotes and safeguards the Edward Jones branding initiative through the production of marketing materials. He also developed an automated process for the division's purchase order system and took the leadership role in developing its Preferred Vendor and Vendor Evaluation programs relating to the division's print partnerships. Keith expanded Edward Jones' print vendor base in Canada and UK in order to match the needs in those markets while reducing costs and improving production time. Before joining Edward Jones, Keith worked for General American in the purchasing and marketing departments. In addition to procurement experience, he has 15 years' experience working for commercial printing companies and in-house print departments, gaining in-depth knowledge of equipment and processes that has been invaluable during his procurement career. Keith and his wife, Twila, live in O'Fallon, MO, and have two children.

## ISM St. Louis and the Center for Supply Chain Management Studies (CSCMS) at St. Louis University are excited to announce a joint seminar on May 20, 2009

# “LEAN PURCHASING”

Your company has made significant improvements in operations. You are now ready to expand your lean processes into the supply base, or perhaps you have begun working on Lean with your suppliers, and it is not coming together. This program can bring the profitable benefits of Lean to your organization.

### You will learn:

- The elements of Lean Purchasing.
- New tools, including the cost of lead time, CPK measures and affordable prices.
- How to identify cost drivers in your system, measure and compress them.
- How to assess the impact of inventory throughout the supply chain - its causes, cost and function.
- How to reduce supplier lead times by 70-90%
- The value of supplier-managed delivery versus supplier-managed inventory.
- How to define required quality levels and their cost. As quality improves, cost comes down. Calculate the Price-of-Non-Conformance. We'll show you how.
- A seven-step supplier quality program with a big financial payback and it is easy to use.
- New financial measures. Variance accounting is a self-inflicted wound that works against business improvement. An alternative yields better results.
- Lean sourcing strategies including new contract types that work better than blankets.
- Lean MRO, Distribution, and Services management.
- How to define your Supply Chain and Critical Path Suppliers.

- New purchasing measures. Price, quality, delivery and cost reduction can be replaced by something far more powerful and profitable.

**Look at results from companies who have implemented Lean Purchasing and their business results.** One company reduced supplier lead times by 70 percent in sixty days. Another reduced WIP inventory by 25% while increasing throughput by 700 percent. Still another reduced manufacturing cycle time from 60 days to 5 days and sold a warehouse. We will show you how they did it. This is a new way of conducting the business of Purchasing.

7 Continuing Education hours (CEHs) will be awarded to attendees.

Our instructor will be Michael Harding, a principal of Harding & Associates, a firm specializing in Lean Purchasing, Supply Chain Management, and Materials related consulting and training. Mike has over 26 years of supply management experience with Texas Instruments, GE, RCA, TRW, and Digital Equipment. He holds degrees in law, business, and a Masters in Purchasing. He has authored three books on purchasing, and is a contributing author to The Purchasing Handbook: A Guide for the Purchasing and Supply Professional, 6th edition, and The Supply Management Handbook, 7th edition. Mr. Harding has been a purchasing and supply chain management consultant for the past 18 years with clients in Asia, North and South America, and Europe.

**This seminar will be held on May 20, 2009 on the campus of Express Scripts from 8 a.m. - 5 p.m. We look forward to seeing you there!**

See Page 6 for Registration Form

# UPCOMING ISM SEMINARS

Below is the list of ISM seminars for the months of April and May 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, then Seminars and then [Public Seminars](#).

Title	Date	Location
<b>Capital Equipment Purchasing: Big Risk, Big Dollars and Big Results #4480</b>	April 6-7, 2009	Las Vegas, NV
<b>Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism #4529</b>	April 15-17, 2009	Dallas, TX
<b>Best Practices in Procurement #4463</b>	April 20-22, 2009	Tampa, FL
<b>Legal Aspects of Supply Management: The Basics You Need to Succeed #4390</b>	April 22-24, 2009	Orlando, FL
<b>Contracting Basics: What All the T's and C's Mean #4499</b>	April 27-28, 2009	Nashville, TN
<b>CPSM® Bridge Exam Review Course #4242</b>	April 29-30, 2009	Charlotte, NC
<b>CPSM® Exam Review Course #4248</b>	April 29-May 1, 2009	Charlotte, NC
<b>CPSM® Train-the-Trainer: Review Instructor Courseware Program #4300</b>	May 1-2, 2009	Charlotte, NC
<b>How to Develop and Manage a Supplier Diversity Program #4322</b>	May 2, 2009	Charlotte, NC
<b>Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism #4537</b>	May 13-15, 2009	San Francisco, CA
<b>Finance for the Supply Management Professional #4519</b>	May 14-15, 2009	Las Vegas, NV
<b>Contracting for Purchasing and Supply Management: Beyond the Basics #4423</b>	May 18-19, 2009	Nashville, TN

## UPCOMING EVENTS

- 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!**

## LEAN PURCHASING Seminar - May 20, 2009

### Cost:

ISM-St. Louis member: \$199  
 Non-member: \$299  
 Non-member with 1 year membership\*: \$369

### How to register for this seminar:

- Members will receive an invitation via email, and you may register thru CVENT
- St. Louis University Center for Supply Chain Management Studies members contact Darla King to register: [dking22@slu.edu](mailto:dking22@slu.edu) or 314-977-3617
- E-mail: [ismstl@sbcglobal.net](mailto:ismstl@sbcglobal.net)
- Fax: 314/646-7442
- Mail: ISM-St. Louis  
 P.O. Box 31673  
 Des Peres, MO 63131-9998

### Price includes:

Course related materials / On-site Luncheon

### Questions:

Call Deb Schaffer at 314-766-3812 or [deb.schaffer@mail.com](mailto:deb.schaffer@mail.com)

\* includes 1 year ISM membership - must complete application!

Name	
E-mail for confirmation	
Company	
Mailing address	
City/State/Zip	
Phone	Fax
<input type="checkbox"/> ISM Member <input type="checkbox"/> Non-member <input type="checkbox"/> Non-member with mem.	
Method of Payment:	
<input type="checkbox"/> Check <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> AMEX	
Credit Card #	Exp. Date
Signature	

## 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
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](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)**

### 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](mailto:ismstl@sbcglobal.net).

– Update –

### ISM Affiliate Excellence Award

**By Marty Rutkovitz, President-Elect**

As communicated last month, ISM-St. Louis submitted documentation for this prestigious award, however notification arrived from ISM that we were not selected. That's the bad news. The good news is that the review process put us in an excellent position when we apply next year. Feedback was provided to guide your Board of Directors as to what's needed to enhance our affiliate's position and we have high expectations to be considered for award.

#### OFFICERS AND DIRECTORS

July 2008 - June 2009

President

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

President-Elect

**Marty Rutkovitz**

Vice President

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

Director of Education

**Deb Schaffer, C.P.M., CPSM**

Director of Finance

**Larry Jackson, C.P.M., CPSM**

Director of Marketing

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

Director of Membership

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

Director of Prof. Development

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

Secretary

**Pat Greathouse**

# Buylines

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

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