

Buylines



May 2005

of the National Association of Purchasing Management – St. Louis, Inc.

Guess Who's Coming to Dinner

By Kay Givens, C.P.M.

Date: May 24, 2005

Location: Holiday Inn Viking

Speaker: Michele C. Meyer, Chief Executive Officer,
Des Peres Hospital

Michele C. Meyer has served as the CEO of Des Peres Hospital since 1999. She previously served as Interim CEO and Chief Operating Officer/Chief Nursing Officer.

Before coming to Des Peres Hospital in 1998, Michele was director of nursing services at Lutheran Medical Center for ten years. Michele also served as Psychiatric/Chemical Dependency supervisor, patient care coordinator of the Hospice Program and head nurse of the Psychiatric/Chemical Dependency Unit at Lutheran Medical Center.

Michele will speak on the topic "How CEO's view Supply Management and how Supply Management Professionals affect the bottom line".

RSVP: napmstl@sbcglobal.net

Other topics include: Past President's Recognition; Purchaser of the Year Award; Volunteer of the Month Recognition; State of the Association




PURCHASER OF THE YEAR AWARD

The Purchaser of the Year award will be presented on May 24, 2005 at our general dinner meeting. The committee reviewed several nominations and felt that our selection exemplifies purchasing excellence, unwavering volunteerism and professionalism. Please join us May 24th to recognize this special individual who will receive this prestigious award.

By Kim Butts, C.P.M. –Vice President

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President's Message By Jeanne Karasek

What You Missed...at the Sigma Aldrich tour and meeting!

NAPM ventured to the Sigma Aldrich Life Sciences Research Facility for our April tour meeting, and experienced a world-class research facility as well as heard two presentations that told us the evolving story of Sigma's Process Improvement focus.

Rob Bouche, the Vice-President of Procurement for Sigma-Aldrich explained the process that Sigma has gone through the last few years in their Process Improvement work. Initially, the company conducted an "opportunities scan" and formed a Worldwide Team to address the opportunities. The team made initial observations that there were no common systems, few measures (primarily backorders), data analysis was difficult, and the organizational structure wasn't ideal to support the desired results.

They then took additional steps to centralize responsibility, coordinate a "purchasing summit", partner with their process improvement efforts, and do a thorough "sales job" with their managers, advocates, and executives.

The result of their efforts was that purchasing savings increased from approximately \$2MM to \$8MM of hard savings, and now accounts for almost half of the total process



improvement savings reported.

In summary, Rob shared that there were several keys for Sigma's results:

- Centralize responsibility and set team goals
- Management support is critical
- Find your catalyst
- Make sure the right people are on the bus
- Partner with advocates
- Never stop selling Procurement!

The next Sigma speaker to address NAPM at the April Meeting was Jason Wilson, the Global Director of Transportation for Sigma Aldrich. Jason explained that his role was to centralize what Sigma has decentralized today. The Worldwide Distribution Team delivered \$5MM in savings to the organization in 2001. In looking for transportation opportunities,

they learned to take a structured approach and consolidate wherever possible (carriers, etc.) across regions and within logistics channels. They had several early wins to fuel their success, including re-negotiation of a key contract, switching to a new express carrier, and centralizing freight payment for North America. They are in the process of developing a global team, and have developed a profile of their transportation spend, including ocean freight conversions, international air forwarders, global air express, and small package carriers. Sigma Aldrich is #1 among all domestic small package shippers for hazardous products. One of the key learnings Jason shared with us is that Inco (International Commercial) Terms 2000 has changed practices relative to inco terms. (Note: NAPM is planning on presenting a pre-dinner topic on Inco terms in our 05/06 program schedule... look out for it!!)

We are most grateful to Sigma for a wonderful evening...and especially would like to recognize Michelle Holli-day-Levy, who coordinated arrangements at Sigma Aldrich, John Cannavan, who coordinated the tour meeting for NAPM, and our wonderful speakers Rob Bouche and Jason Wilson.

Welcome New Members

MEMBERSHIP SUMMARY FOR THE MONTH ENDED APRIL 30, 2005

REGULAR: 350 DUES-FREE: 6 LIFE: 22 ASSOCIATE: 6 STUDENT: 3

Bryan R. Chapman
Supply Chain Director
ABB Inc.
707 Jonathon Dr.
Watertown, SD 57201

Jim S. Hunziker
Buyer
TALX Corp.
1850 Borman Ct.
St. Louis, MO 63146

Stephen H. Kientzy
Warehouse Supervisor
14738 Jwu 79
Clarksville, MO 63336

Lynn M. Miller
Purchasing Secretary
Rockwood School District
104 Forest Hills Dr.
Eureka, MO 63025

Susan K. Vollmer
Mgr. Corp. Bus.
UniGroup
One Premier Dr.
Fenton, MO 63026

Mrs. Gerry S. Eslow
Purchasing Agent
Edge Manufacturing, Inc.
1120 Mason Circle South
Pevely, MO 63070

Robert McDonough
Purchasing Manager
MasterCard International
2200 Mastercard Blvd.
O'Fallon, MO 63366

VOLUNTEER OF THE MONTH



APRIL

John Cannavan, C.P.M., Bunge North America - Director of Corporate Purchasing, was chosen for volunteer of the month for April. John has been a member of NAPM-St. Louis since 2000 and is active with the Pro-D Committee. John is a key contributor to our predinner and dinner presentations and set up the well-attended Sigma Aldrich tour last month. Please help us congratulate John for his contributions.

MAY

Norman Krumrey, C.P.M., has been chosen Volunteer of the Month for the month of May for his outstanding contributions to NAPM - St. Louis. Norm became a member in 1972 and has contributed to the association in many ways over the years. He has served on several committees, taught purchasing classes for 25 years, is a past President, and was chosen "St. Louis Purchaser of the Year" in 1995. Norm more recently served as Interim Director of Education and as an advisor to the board. Norm holds a B.S in Marketing from St. Louis University and an MBA in Finance from Lindenwood University. Thank you Norm for everything you do for NAPM - St. Louis.

Calendar of Events

NAPM - St. Louis, Inc 2005



May 24, 2005 PAST PRESIDENTS NIGHT
Purchaser of the Year Award

Holiday Inn Viking
5:30 Pre-Dinner: New Member Orientation
Pre-Dinner: Cash/Bar Networking
6:15 Dinner: Michele Meyer, CEO Des Peres Hospital

June 7, 2005 JOINT MEETING CSCMP, ASQ, APICS
Junior League, 10435 Clayton Rd.
5:30 Cash Bar and Networking
6:00 Dinner: Dr. Ernest Goss, Creighton
"The Economic Outlook from a Purchasing Perspective"

** Please RSVP for meetings to NAPM - St. Louis, phone: 314-646-7442
or by email: napmstl@sbcglobal.net

JOINT MEETING CSCMP, ASQ, APICS

Date: June 7, 2005

Place: Junior League, 10435 Clayton Rd.

Time: 5:30 Cash Bar and Networking
6:00 Dinner: Dr. Ernest Goss, Creighton

Topic: *The Economic Outlook from a Purchasing Perspective*

Pre-register to CSCMP by going to:

www.stlouisroundtable.org

If paying by credit card, site will provide link.

If you plan on paying at the door, still register at this link.

Cost: NAPM Members- \$25 in advance
\$30 at the door

Topic of his speech: *Surveys of U.S. and St. Louis Supply Managers: Their value and what they are currently telling us*

Ernie Goss is currently the Jack MacAlister Chair in Regional Economics at Creighton University and was a Visiting Scholar with the Congressional Budget Office for 2003-2004. He received his Ph.D. in Economics from The University of Tennessee in 1983 and is a former faculty research fellow at NASA's Marshall Space Flight Center.

Goss produces a monthly business conditions index for the nine state Mid-American region, the three state Mountain region and the St. Louis Metropolitan area. Survey results are cited each month in approximately 100 newspapers. Newspaper citations have included the New York Times, Wall Street Journal (4 times last year), Investors Business Daily, The Christian Science Monitor, Chicago Sun Times and other national and regional newspapers and magazines. Each month 75-100 radio stations carry his Regional Economic Report.

OFFICERS AND DIRECTORS 2005-2006

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Jeanne Karasek

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of the National Association of Purchasing Management – St. Louis, Inc.

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