

# Buylines



September 2008

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

## President's Message . . . .

“Do not hover always on the surface of things, nor take up suddenly, with mere appearances; but penetrate into the depth of matters, as far as your time and circumstances allow, especially in those things which relate to your profession”.

*-Isaac Watts*

Summer is almost a memory, and autumn signals to us a time of renewal. No matter how far past graduation we are, many of us experience the feeling that it's time to go back to school! ISM St. Louis is gearing up to give you many opportunities to develop your professional skills this program year, and we hope you can join us to delve into subjects important to you- the economy, energy, green purchasing and logistics are on our agenda this year.

We kick off the program year with our first general dinner meeting on September 23. Ernie

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## Guess Who's Coming to Dinner!

Gain insight on the planning issues, risks, and opportunities your organizations face in today's economic climate. We invite you to join us as Ernie Goss shares his insights with us on “The Regional Economy” on Tuesday, September 23, 2008 at the ISM St. Louis September General Meeting.

Ernie Goss is currently the MacAllister Chair and Professor of Economics at Creighton University in Omaha, Nebraska.

He received his Ph.D. in economics from the University of Tennessee in 1983. He was a visiting scholar with the Congressional Budget Office for 2003-04. In the Fall of 2005, the Nebraska Attorney General appointed Goss to head a task force examining gasoline pricing in the state. He is also a past faculty research fellow with the National Aeronautics and Space Administration (NASA).

He has published over eighty research studies focusing primarily on economic forecasting and on the statistical analysis of business and economic data. His book, Changing Attitudes toward Economic Reform during the Yeltsin Era was published by Praeger Press in 2003 and his book Governing Fortune: Casino Gambling in America was published by the University of Michigan Press in 2007.

Ernie is the editor of Economic Trends, an economics newsletter published three times per year. He is the past president of the Omaha Association of Business Economics, and the National Purchasing Management Association-Nebraska. He also serves on the Board of Directors of Mosaic, Inc.

To gauge regional economic conditions, Goss conducts a monthly survey of supply managers in 9 states, including Missouri, and a survey

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## PRESIDENT

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Goss, Economics professor at Creighton University, will address the Economic Outlook for our region. For those of you who have heard Ernie speak before, you know he is extremely insightful as well as entertaining! We will be presenting the Supply Manager of the Year award, and it will be Past President's night as well. This meeting will be held at a new location- The Graphic Arts facility in the Westport area- so be sure to check for directions with the email blast meeting invitation.

We look forward to seeing all of you back this year!

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

## GUESS WHO'S COMING TO DINNER

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of bank CEOs in 11 states. Results from the two surveys are carried in over 100 newspapers, 20-30 radio stations and scores of other media outlets each month. Recent citations appeared in the Wall Street Journal, Business Week, Forbes, and scores of regional newspapers such as the Denver Post, the Kansas City Star and the Minneapolis Pioneer Press.

**Join us for our first meeting on September 23, 2008. Registration begins at 5:30 p.m. Program will commence at 6:00p.m.**

### Location:

**The Graphic Arts  
 Communications Building  
 105 Progress Pkwy  
 Maryland Heights, MO 63043  
<http://www.mapquest.com/mq/9-zd49>**

## Welcome New Members

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

**Regular Members: 292 Dues-Free: 2 Life: 20 Associate: 6 Student: 7 Trial: 5 Total: 332**

**Mr. Jesse Benton**

**Beltservice Corp.**

**Mr. Brandon C.Cislo**

**Monsanto**

**Mr. Greg M. Gentsch**

**The Brickman Group**

**Ms. Becki Krupski**

**Express -Scripts**

**Ms. Rachel McCullagh**

**Ameren**

**Ms. Rachel Davidson**

**Emerson**

**Mr. Tom Timme**

**Ingersoll Rand**

**Ms. Tina Rieffer**

**LMI Aerospace Inc.**

### New Student Members

**Mr. Reilko L. Brown**

**Mr. Mark MacDonald**

**Mr. Timothy Huchel**

**Mr. Les M. Moss**

**Centene Corp.**

**Mr. Thomas O'Brien**

**Cabot Microelectronics**

**Mr. Bobby Prashad**

**Ameren**

**Huesi Li**

**Monsanto**

**Mr. Andrew Clones, C.P.M.**

**UR Climate Control Technologies**

**Ms. Jane T. Hoffman**

**Hussmann Corp.**

**Hsin-Ri Wang**

**Monsanto**

### New Trial Members

**Ms. Katherine Abbruzzese**

**Nestle Business Services**

# HATS OFF!!!

### New CPSM Certifications

**Mr. Ryan Smith, CPSM, C.P.M.** - Sigma Aldrich

**Ms. Patricia A. Wehner, CPSM, C.P.M.** - ATT Services, Inc.

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



# STRATEGIC PLAN UPDATE

By Marty Rutkovitz, President-Elect

It has been very gratifying to see the increase of volunteers to assist your Board of Directors on various committees. The fresh ideas as well as involvement to the workings of the affiliate will bring greater vision to the strategy and direction in which your affiliate needs to go to be successful. That being said, one of my tasks this year is to review and update the ISM-St. Louis Strategic Plan. This is the plan that was submitted to ISM as a requirement to have our name changed in 2007. Various areas need to be updated to bring it current with our business and overall strategy plans for this year and next. Additionally, I have been asked by President Julie Wulff, to start the process for application for the ISM Affiliate Excellence Award. Additional information will be forthcoming. As always, your Board of Directors encourages each of our members to contact us with ideas, suggestions and any questions you may have. Please contact us at [ismstl@sbcglobal.net](mailto:ismstl@sbcglobal.net).

## NETWORKING TIP

### Remember People's Names.

Use word association to recall the names of people you've met. When you are introduced, associate their name to something about them to help you remember. Or, more easily, use their name three times during the conversation to create an association in your mind.

Another trick is to make notes on the back of their business card to remind you what they look like.

## ISM Events Calendar - Sept.-Nov., 2008

Month/Date	Event	Time	Location
September 3	Marketing Committee Meeting	5:30	STL Bread - Des Peres
September 9	Board Meeting	5:30	J. Buck's - Des Peres
September 23	General Meeting - Topic: Regional Outlook Speaker: Ernest Goss	6:00	Graphics Arts Communications Bldg. 105 Progress Parkway
October 7	Marketing Committee Meeting	5:30	STL Bread - Des Peres
October 14	Board Meeting	5:30	TBD
October 28	General Meeting - Plant Tour: Sunnen Products Co.	5:30	Sunnen Products Company
November 4	Marketing Committee Meeting	5:30	TBD
November 11	Board Meeting	5:30	TBD
November 18 (tentative)	General Meeting - Lunch Meeting	5:30	TBD

**Reminder!**

When ISM – St Louis changed its name last year from NAPM – St. Louis, we also changed our internet domain name. At the present time, we are maintaining both the old NAPM domain and anyone who accesses the old site is automatically re-directed to the new ISM – St Louis site. We are continuing to monitor the number of hits we receive on the old domain but we plan at some point to discontinue the NAPM site.

In order to ensure that your access to the ISM – St Louis site is remains uninterrupted, please update any bookmarks to our new site at: <http://www.ismstlouis.org>



## Overview of Online Education

**By Steve Stoner, MBA, C.P.M.**

As a new member of the ISM St. Louis chapter, I would like to share some of my background and experience regarding online education with our members. While many supply chain professionals would like to further their education, work and family commitments, along with traveling requirements make returning to school very difficult. The idea of spending evenings and weekends in a classroom was more than I could bear a few years back when deciding to pursue my MBA. When I looked at how much time I spent in hotels and airports, I wondered if there was any way I could spend that time furthering my education. After some research I found several accredited universities that offered 100% online learning. In late 2004, I took the plunge!!!

The first criteria I looked for when choosing a school was accreditation. Accreditation is a process of validation in which institutions of higher learning are evaluated in respect to the quality of the education that they offer. Some employers check to make sure applicants' degrees are from an accredited college and many employers will only offer their education reimbursement benefit to students attending an accredited institution. Also, keep in mind that most accredited institutions will only accept your transfer credits if they are coming from another accredited institution. You can find a wealth of information on accrediting bodies and their accredited institutions at the Council for Higher Education Accreditation's website, [www.chea.org](http://www.chea.org).<sup>1</sup>

Next, I looked for a school that offered 100% asynchronous online education. Some universities offer hybrid classes where the student takes part of the class online and part of it in a classroom. For some students, a hybrid class is a good fit because they can do a bulk of the work online yet have a face to face setting for asking questions and getting a more visual lesson taught to them. Other universities offer synchronous classes; this means that for at least one hour per week, all students and the instructor are online at the same time in a chat-room format to discuss topics and ask questions.

Finally, asynchronous classes do not have any requirements for students to be online at any given time. All discussion questions, quizzes, and homework projects are turned in by a deadline but they can be done any time before that deadline. This was the format I chose to accommodate my family and work/travel schedule. While this format demands the most discipline from the student, it also offers the most flexibility.

Some community colleges and state universities offer online classes that correspond to the 16 week fall/spring term. However, most online classes are offered on an 8 or 10 week schedule. During the 8 to 10 weeks, you can expect that each week you will have discussion questions that will be discussed through a bulletin board format. You are typically required to answer the initial discussion questions and then discuss the topics with your classmates throughout the week. You can also expect to take a test and/or turn in a homework project each week. All of this is done through the institution's online class delivery system.

I'm proud to say that after a couple years of work I was able to complete my MBA through the online format, and I am now working on a PhD as well. In addition, what started out as teaching a class on the side, has led me to transition my career to teaching online classes for several different universities as a full-time job. Whether looking to start college or continue your college career, if you decide to return to school as an adult online learner, you will be in good company. In 2006, there were 3.5 million students were taking at least one online class.<sup>2</sup>

Regardless of age, location, or time constraints, technology has opened the door to furthering your education. If you would like to explore the possibilities and online institutions, visit the following websites:

<http://www.elearners.com/colleges/index2.asp>

<http://www.earnmydegree.com/index.html>

<http://www.worldwidelearn.com/index>

1 <http://www.50states.com/college-resources/accreditation.htm>

2 [http://www.sloan-c.org/publications/survey/pdf/making\\_the\\_grade.pdf](http://www.sloan-c.org/publications/survey/pdf/making_the_grade.pdf)

# PROFESSIONAL CREDENTIALS CORNER



**institute for  
supply management**

## C.P.M.

The Education Committee wants to remind everyone that the deadline to sign up for C.P.M. examinations is December 31, 2008. If you anticipate working towards earning this designation, we strongly suggest you plan to complete no later than mid-December 2008. Because you receive immediate results with the computer based testing, you would still have time to schedule a re-take if necessary prior to the end of the year. As long as the re-takes are scheduled prior to 12/31/08, the actual tests can be scheduled any time in 2009.

If you have begun the process towards earning your C.P.M. designation, remember C.P.M. test scores are valid for 5 years. Those earning the C.P.M. designation will be able to continue to re-certify and even earn the Lifetime C.P.M. designation as long as they meet ISM's criteria.

The C.P.M. Exam is a criterion-referenced occupational certification test, designed to determine whether a candidate is qualified to attain the premier designation of Certified Purchasing Manager (C.P.M.) Candidates must pass Modules 1 through 4 of the C.P.M. Exam, and then apply for their C.P.M. certification.

The Certified Purchasing Manager (C.P.M.) program is specifically designed for experienced supply managers, with a focus on managerial and leadership skills, plus a variety of specialized functions. The C.P.M. Exam consist of four modules:

- Module 1: Purchasing Process
- Module 2: Supply Environment
- Module 3: Value Enhancements Strategies
- Module 4: Management

Applicants for C.P.M. certification must also (a) have five years of full-time professional (non-clerical, non-support) supply management experience, or (b) have a four-year degree from an accredited institution AND three years of full-time professional supply management experience. It should be noted that you do NOT have to meet the experience/education

requirements prior to testing. Test scores are good for 5 years after testing, and applicants may apply for their C.P.M. anytime in that timeframe.

For more information regarding the specifics of the C.P.M. program, please visit ISM's web site at <http://www.ism.ws/certification/content.cfm?Item-Number=4674&navItemNumber=56>

## Study Materials & Methods for C.P.M. Exam The C.P.M. Study Guide

A detailed outline to coordinate your study. It is highly recommended and one of ISM's top selling publications. It offers a general overview of the exam, information on test specifications, examples of the testing format and question styles and recommendations for further study. The Guide covers all modules of the exam and is designed to compliment additional study materials.

ISM suggest a detailed reading of the Guide in conjunction with your preparation to gain a better understanding of the exam parameters. A thorough reading also aids your understanding of the relationships between various high-level concepts and processes. Cross-reference the Study Guide with ISM's Exam Self-Study Workbook Courses, ISM's Knowledge Series and Diagnostic Kit in order to gain a deep knowledge base of numerous concepts.

## The C.P.M. Diagnostic Kit Volumes I and II

Available on CD Rom, disk and in print, help you both determine your strengths and weaknesses through immediate feedback and offer insight as to how the questions are worded on the exam.

## ISM's Exam Self-Study Workbook Courses (2004 edition)

These hard-copy versions of the C.P.M. online review courses are constructed according to exam specifications, each covering a specific module. The courses include details on the C.P.M. Exam, resource articles, practical exercises and a post-test to evaluate your progress.

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## PROFESSIONAL CREDENTIALS

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The Workbooks also help candidates concentrate their study efforts through practical exercise. The purpose is to not only help candidates choose correct answers, but to aid in the understanding of each concept. Use the Workbooks in conjunction with the C.P.M. Study Guide and Knowledge Series to fully prepare for the exam.

### ISM Knowledge Series Books

Essential reading, each volume in the series supports the content covered in the corresponding exam module

### C.P.M. Materials

Order your C.P.M. Study Materials from ISM - St. Louis, Inc. at a substantial savings!

Planning to take the Certified Purchasing Manager (C.P.M.) Exam? While supplies last, we are offering the following study materials:

**C.P.M. Study Guide - 7th Edition**  
 (ISM regular price \$59/current price \$39 + S&H)  
**C.P.M. Diagnostic Kit, Print Version, Volume II**  
 (ISM regular price \$69/current price \$49 + S&H)  
**Both books shipped to you for \$45\***  
 (includes USPS shipping charges)

Please use the order form below. Questions may be directed to **Deb Schaffer at (314) 766-3812 or [debschaffer@mail.com](mailto:debschaffer@mail.com)**

Last day to register for C.P.M. Exam (including retakes) is December 31, 2008.

### C.P.M. Exams

Make your plans now to register for your C.P.M. Exams before the final registration deadline on December 31, 2008. Your exam registration is valid for one (1) year from the date you register. Even though the renowned C.P.M. will be moving into recertification-only status in January 2013, ISM rec

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# ISM - St. Louis C.P.M. Review Materials Order Form

**C.P.M. Study Guide, Vol. 2**  
**Diagnostic Kit, Print, vol. 2**  
**Special Pricing \$45/set\***

#### Order by:

**E-mail: 314-646-7442**  
**Fax: 314-646-7442**  
**Mail: ISM-St. Louis**  
**P.O. Box 31673**  
**Des Peres, MO**  
**63131-9998**

Price includes:  
 complete shipping via USPS

\* While supplies last



Name of attendee \_\_\_\_\_

E-mail \_\_\_\_\_

Company \_\_\_\_\_

Mailing Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Method of Payment:  Check  Visa/MasterCard  American Express

Credit Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_

Please ship \_\_\_\_\_ set(s) if ISM Study Materials to the following address:

\_\_\_\_\_

\_\_\_\_\_

## PROFESSIONAL CREDENTIALS

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ommends that you register and complete all modules before December 31, 2008 to allow time for registration for any failed exams. Make sure to order your C.P.M. study materials now as many items are “while supplies last” and are limited in quantities. For more information, go to <http://www.ism.ws/certification>.

### CPSM® Computer-Based Exams

ISM now accepts online registrations for CPSM Exams (this includes the Bridge) that can be scheduled and taken at Pearson VUE professional test centers worldwide during any available testing time that meets your needs.

Just go to [www.ism.ws](http://www.ism.ws). Select Professional Credentials, then Certified Professional in Supply Management, and [Register for CPSM Exams](#). Once you register for your exam(s) with ISM, you will receive an e-mail confirmation that will include the Pearson Vue link to schedule your exam. You will be able to schedule your appointment(s) within 24 hours or less of receiving this confirmation. Exam registrations are

valid for one year. Computer-based testing is available at the standard price of **\$180 members/\$265 non-members**. For questions on the CPSM program, call ISM Customer Service at 480/752-6276 or 800/888-6276, ext. 401 or e-mail [certification@ism.ws](mailto:certification@ism.ws).

### CPSM® Study Materials Available Online

Get the brand new ISM Professional Series to enhance your study experience. Now available online, the [ISM Professional Series](#) is comprised of three books: [The Foundation of Supply Management](#), [Supply Management Performance](#) and [Leadership in Supply Management](#). The series focuses on challenges, goals and skill sets supply management professionals will need to acquire in order to be successful in strategic supply management. With methodologies to investigate, strategies to pursue and case examples from several international organizations, the ISM Professional Series is an essential resource for every supply professional. Combine the [ISM Professional Series](#) with the [CPSM Study Guide](#) and significantly improve your chances of passing the three CPSM Exams.

## UPCOMING ISM SEMINARS

Below is the list of ISM seminars for the months of August and September 2008. For seminar details, please call the ISM Customer Service Department at 800/888-6276 or 480/752-6276, extension 401, or visit the ISM Web site at [www.ism.ws](http://www.ism.ws) and select Education — Seminars, Conferences and then [Public Seminars](#).

Title	Date	Location
<b>Performance-Based Statements of Work (SOWs): Maximize Supplier Performance #4569</b>	Sept. 4-5, 2008	Atlanta, GA
<b>Contracting Basics: What All the Ts and Cs Mean #4496</b>	Sept. 8-9, 2008	Chicago, IL
<b>Fundamentals of Purchasing: The Building Blocks of World-Class Professionalism #4524</b>	Sept. 10-12, 2008	Cincinnati, OH
<b>Legal Considerations of Software Licensing and Other Technology-Related Agreements #4553</b>	Sept. 15-16, 2008	Tampa, FL
<b>Business and Legal Considerations in a Global Environment #4467</b>	Sept. 16-17, 2008	Tempe, AZ
<b>CPSM® Train-the-Trainer: Review Instructor Courseware Program #4298</b>	Sept. 16-17, 2008	Tempe, AZ
<b>Legal Aspects of Supply Management: The Basics You Need to Succeed #4388</b>	Sept. 22-24, 2008	Atlanta, GA
<b>Advanced Negotiation Strategies: Advanced Concepts and Techniques for Optimizing Value Through Negotiations #4446</b>	Sept. 24-25, 2008	San Diego, CA
<b>Power Negotiations: Unlock Your Powers of Influence and Persuasion #4578</b>	Sept. 29-Oct. 1 '08	Minneapolis, MN
<b>Best Practices in Procurement #4461</b>	Sept. 29-Oct. 1 '08	Atlanta, GA

## Current Career Bank Postings

Position	Date Posted	Industry	Location	Posted by
Purchasing Manager	Aug-08	Manufacturing	Fenton, MO	Clayton Corp
Director - Global Supply Chain	Aug-08	Finance/Banking	St. Louis, MO	Wachovia
Purchasing Manager	Aug-08	Pharmaceuticals	Huntsville, AL	Fortune Personnel Consultants
MRO Sourcing Manger	Aug-08	Plastic Films	Clayton, MO	KLA Industries
Financial Procurement Manager	Aug-08	Plastic Films	Clayton, MO	KLA Industries
Strategic Sourcing Manger	Jul-08	Specialty Chemicals	Phillipsburg, NJ	First Pro
Strategic Sourcing Manger	Jul-08	Chemicals	West Lafayette, IN	First Pro
Purchasing Mgr (Rigid Packaging)	Jul-08	Consumer Products	Louisville, KY	JP Canon Associates
Procurement Specialist	Jun-08	Cement Mfg	Bloomdsdale, MO	Holcim
Metals Buyer (2 positions)	Jun-08	Defense	(1) St. Louis, MO (2) Cincinnati, OH	Quest Mgt Consultants - Executive Search for DRS Sustainment Sys
Purchasing Manager	Jun-08	Pharmaceuticals	Cleveland, OH	Genesis Associates
Contracts Administrator	Jun-08	Various	St. Louis, MO	Resources Global Professionals
Director: Purchasing & Materials Management	Jun-08	Medical Equipment - Patient Care	Ogden, UT	Atlantic West Int'l - Retained Search for Fresenius Medical Care
For detail on the above postings, go to <a href="http://www.ismstlouis.org">www.ismstlouis.org</a> !				
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: <a href="mailto:eugene.kattak@covidien.com">eugene.kattak@covidien.com</a>				

### OFFICERS AND DIRECTORS

July 2008 - June 2009

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# Buylines

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

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