

# Buylines



February 2006

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

## Guess Who's Coming to Dinner

By Julie Wulff, Supplywise LLC

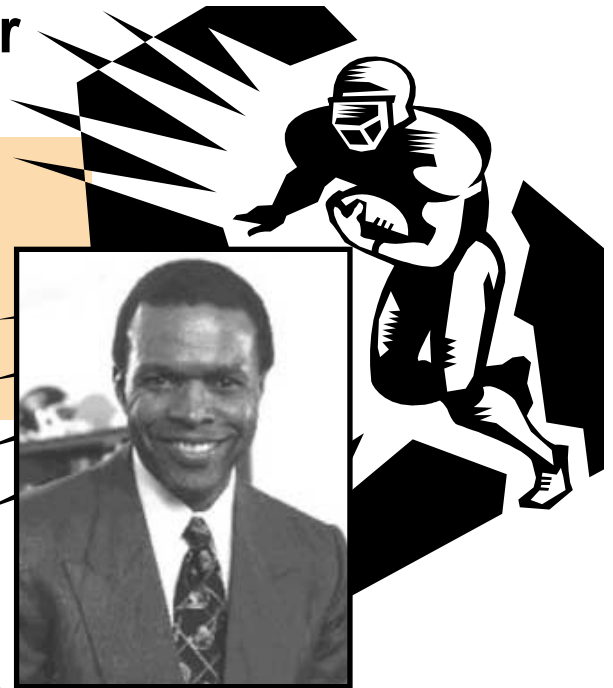
- Date:** Monday, February 27, 2006
- Time:** 5:30 p.m. networking/pre-dinner event  
6:15 p.m. program starts
- Location:** Sheraton Clayton Plaza Hotel
- Speakers:** Gale Sayers, NFL Hall of Famer

We are very excited to announce that the speaker for our February joint meeting with the St. Louis Minority Business Council (SLMBC) will be **NFL Hall of Famer Gale Sayers**. Following an incredible football career with the Chicago Bears, Sayers began another successful career in business following the same principals he used on the field.

After completing his professional football career, Sayers returned to the University of Kansas and received a bachelor's degree in physical education, while also handling duties as the assistant athletic director. He went on to earn his master's degree in educational administration and to serve as Southern Illinois University's athletic director from 1976- 1981. Following a very successful career at SIU, Sayers moved back to Chicago and launched a sports marketing and public relations firm named Sayers and Sayers Enterprises.

Sayers launched a computer supplies business in 1984, and today has built that business into a world-class provider of technology products and services, and a premier minority-owned business enterprise (MBE).

NAPM and SLMBC are thrilled that Sayers has agreed to share his insight and wisdom obtained through his varied experiences. Hope you can join us for this special dinner meeting beginning at 5:30 p.m. on **Monday**, February 27. (Please note, this meeting is being held on a Monday instead of Tuesday.) The meeting will be held at the Sheraton Clayton Plaza Hotel, 7730 Bonhomme. R.S.V.P. by e-mail to [napmstl@sbcglobal.net](mailto:napmstl@sbcglobal.net) or call 314-646-7442. We welcome non-members and potential members to this meeting. The fee for non-member guests is \$25, and they may R.S.V.P. to the same e-mail or phone number if they are interested in attending. (*Registration form on page 2*)



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# Your New Year's Resume Tune Up and NAPM-St. Louis' New Career Bank

By Kim Butts, C.P.M.

Like other people, you have probably resolved to start 2006 with a plan to better your life, health or your career. Or it may have been a while since you brushed up your old resume, and you will want to begin the New Year with a resume tuneup. In today's climate of downsizing, outsourcing, companies closing and merging, your resume should be updated at least annually.

These four questions will help you focus your resume for even

better results in the New Year.



1. Has your career objective changed since your last job search? If so, your resume requires a new marketing message based on transferable skills.
2. Does your current resume reflect your professional growth?
3. Does your resume feature accomplishments or just what responsibilities you have at work? Your accomplishments demonstrate your contribution to an employer's bottom line. You need to focus on how well you did not just what you did.
4. Are you getting responses from your resume?

NAPM-St. Louis has started a career bank program in which local companies can post current career opportunities. Members may access this new feature on our Web site in the membership section.



The career bank idea was derived by Eugene Kattak, C.P.M., Director of Membership, as a way to offer another benefit to our members.

Please check out the new feature at: <http://www.napm-stl.org>

## ELECTIONS:

Elections will be held at the April General Meeting. Openings for the board are: **President, President Elect, Vice President and Directors of Education, Marketing, Finance & Professional Development.**

If you would like to participate in the leadership of our association or would like to recommend someone for the upcoming ballot, please contact the current nominating committee:

Gordon Gosh, C.P.M. [gwgosh@juno.com](mailto:gwgosh@juno.com)  
 John Davis, C.P.M. [jedsmd53@earthlink.net](mailto:jedsmd53@earthlink.net),  
 Tom Becker, C.P.M. [tbecker@dukemfg.com](mailto:tbecker@dukemfg.com)  
 or NAPM's general email at:  
[napmstl@sbcglobal.net](mailto:napmstl@sbcglobal.net).

## Register Now For February Meeting

**Speaker:** Gale Sayers  
NFL Hall of Famer

**Date:** Monday,  
February 27, 2006

**Time:** 5:30 p.m. networking/  
pre-dinner event  
6:15 p.m. program starts

**Location:** Sheraton Clayton  
Plaza Hotel  
7730 Bonhomme Ave.

**Cost:** NAPM members –  
no charge  
Guest – \$25 per person

**Register by:**  
Phone: 314-646-7442  
E-mail: [napmstl@sbcglobal.net](mailto:napmstl@sbcglobal.net)

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 complete, and keep this registration page as your receipt.)*

# boost your bottom line

## with Supply Chain Management



“The **Advanced Supply Chain Management Certificate** helped us improve the Department of Defense supply chain. By applying supply chain and lean principles, techniques and tools, we were able to improve synchronization, save time and reduce variance in end-to-end processes.”

**Donald C. Siegel**  
Dynamics Research Corporation

Supply chain professionals from major corporations are benefiting from Saint Louis University's Advanced Supply Chain Management Certificate Program. Graduates of this market-tested program know that the workshops teach invaluable skills that can translate into savings of millions of dollars in savings for their companies.

The **Advanced Program** is divided into five workshops. Take one to enhance specific skills or take all five to earn the Advanced Supply Chain Management Certificate. **Basic Program** workshops also are available.

#### Upcoming Workshops

**Supply Chain Project Management**  
Jan. 19 and 20

**Managing Inventories for Increased Profitability** Feb. 16 and 17

**Strategic Outsourcing and Suppliers Relationship Management** March 16 and 17

**Managing Transportation and Warehousing Operations** April 20 and 21

**Lean Principles and Research Project Presentation** May 18 and 19

Each workshop is awarded 1.15 Continuing Education Units from the Institute for Supply Management. This program also is approved by the Council of Supply Chain Management Professionals (formerly CLM).



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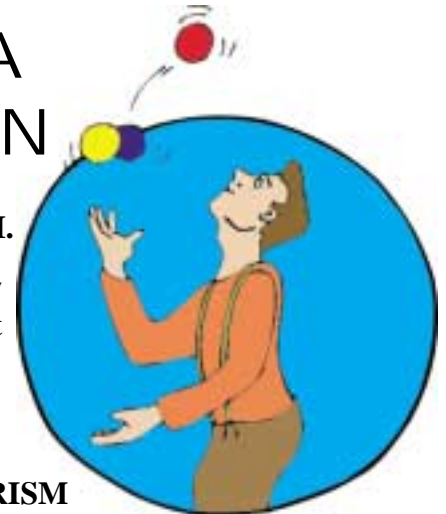
The John Cook School of Business educating business leaders since 1910

# ADOPT A POSITION

By Kim Butts, C.P.M.

Do you know how to juggle three balls at the same time?

- **PERSONAL**
- **BUSINESS**
- **VOLUNTEERISM**



Do you like to be involved? Need points toward your C.P.M.? Need a resume building accomplishment?

If you answered yes to any of these questions, the chapter could use your skills.

The chapter is in need of nominations for the board, members for each of our committees and members who can help coordinate meetings, seminars or a one of a kind event.

Some of these activities require a yearlong investment, while others may take one hour a month or even less.

If you are interested in any of the board positions, committees or helping coordinate an event, please contact [napmstl@sbcglobal.net](mailto:napmstl@sbcglobal.net). One of the board members will contact you.

## NAPM-St. Louis Membership Link On Web Site

By Kim Butts, C.P.M.

Don't forget that the NAPM-St. Louis chapter has a link for our membership directory. During this month, we are campaigning you to check the membership directory listing and update your information, especially your e-mail address and company name, as electronic communication is our main method of choice to inform you of current chapter events, news and other supply chain issues.

*Continued on page 4*

## NAPM Events Calendar February - March 2006

Month	Date	Event (* denotes included in dues)	Time	Location	Contact
Feb.	16-17	SLU CSCMS Adv. Certificate Program: "Managing Inventories for Increased Profitability"	8:00 a.m.-5:00 p.m.	St.Louis University	Dr. Kwon, SLU
	27*	General Meeting Joint Meeting with SLMBC Speaker: Gale Sayers	5:30 p.m.	Sheraton Clayton Plaza	Mark Graham
Mar.	16-17	SLU CSCMS Adv. Certificate Program: "Strategic Outsourcing and Suppliers Relationship Management"	8:00 a.m. - 5:00 p.m.	St.Louis University	Dr. Kwon, SLU
	28*	Pre-dinner Educational Event: "Beyond the Low Bid: Savings and Cost Avoidance" Julie Wulff	5:30 p.m.	Sheraton Clayton Plaza	Julie Wulff
	28*	Pre-dinner Educational Event: "PERT and CPM planning tools" Jim Schmitz	5:30 p.m.	Sheraton Clayton Plaza	Jim Schmitz
	28*	General Meeting Speaker: Mitch Millstein "Lean Supply" Executive Night, Volunteer Recognition, Purchaser of the Year Award	6:15 p.m.	Sheraton Clayton Plaza	Jim Schmitz
	29	Seminar: Joint Seminar with CSCMS Mitch Millstein	TBD	TBD	Jim Schmitz

### NAPM-ST. LOUIS LINK *Continued from p. 3*

To locate the directory, follow these instructions:

- Go to the Web site at [www.napmstl.org](http://www.napmstl.org)
- Click "Membership Information"
- Click "Members Only"
- Enter your ISM membership number and log in.
- If you do not have your current ISM member-

ship number, you can obtain it by emailing [napm-stl@sbcglobal.net](mailto:napm-stl@sbcglobal.net). We will be glad to forward your membership number to you.

Please forward your changes to [napmstl@sbcglobal.net](mailto:napmstl@sbcglobal.net) to ensure you continue receiving local chapter news such as "Buylines," membership dues notices, seminar information and more.

#### OFFICERS AND DIRECTORS 2006

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Enviro-Chem

President-Elect

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Des Peres Hospital

Vice President

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Tyco Healthcare

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