

Buylines



January 2006

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

What You Missed— The Right Stuff

By Susan Vollmer, UniGroup

Julie Wulff started at Procter & Gamble (P&G) 20 years ago as a chemical engineer. She held seven different positions with the company including working in procurement. When P&G reorganized purchasing, voluntary separation packages were offered. She accepted one. Included in the package were outplacement services from Right Management Consultants.

Partly as a result of the services she received, Wulff decided to do consulting on strategic sourcing and supply chain management. She started a company in 2005 and named it Supplywise LLC.

Helping Julie down her path of self-discovery was her consultant at Right Management, Judy Pannett. When change happens, you can see either danger or opportunity. It depends on your point of view and your attitude.

“Technology has decimated

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Guess Who’s Coming... to **LUNCH!**

By Julie Wulff, Supplywise LLC

NAPM-St. Louis cordially invites you to “Bring your Boss to lunch” on **Wednesday, January 25!** We have many great things going on this year with NAPM, and we are anxious to share them with all of our membership.

NAPM-St. Louis has traditionally had seven general dinner meetings per year, but now we are exploring something new. We are hosting one additional event this time as a lunch meeting, for a couple of reasons. We would like to see if a lunch meeting accommodates a segment of our membership who cannot attend dinner meetings due to travel, work or family obligations, and we would like to give members the opportunity to bring their boss (as a guest of NAPM) to the meeting as well so their management can understand and appreciate the value of NAPM membership.

Our speaker for our January 25 lunch meeting will be **Bill Wilkerson**. He is a veteran of more than 35 years in broadcasting. The first 27 years were spent on the sports and news staffs of KMOX Radio in St. Louis. The station employed one of the deepest and most well-known sports staffs in the country, led by Hall-of-Fame announcer Jack Buck. Also on the staff were Bob Starr, Dan Kelly, Bob Costas, Dan Dierdorf and Mike Shannon. Wilkerson worked with all of them on pro and college football, NHL Hockey, and Major League Baseball with the St. Louis Cardinals.

Wilkerson formerly served as co-host of the Big 550 KTRS Morning Show with Wendy Wiese. He is a graduate of Southern Illinois University



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THE RIGHT STUFF

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some industries,” Pannett said, and opened opportunities for growth for others.

Pannett is currently helping employees at the May department stores who are being impacted by Federated’s purchase of May Co. and the consolidation of staff. Pannett said even though Right Management had previous relationships with both Federated and May, it was still one of the suppliers who had to go online and bid to be considered. Right was later awarded the business.

It is always important to be looking for career-enhancing

opportunities. Pannett advised:

- Be on committees
- Be available
- Expand your projects

“If you want to have good career management, look at your backpack,” Pannett advised.

Important items to have in

your backpack include: education, accomplishments, team building and strengths. “We all want security in our jobs,” Pannett said.

When you carry all the tools you need with you, you’re always in control – no matter what changes come your way.

GUESS WHO’S COMING TO LUNCH

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School of Journalism. Bill and his wife, Margie, reside in Florissant. Wilkerson is a member of the Mathews-Dickey Board of Directors, and president of MPS Worldwide L.L.C., a company which procures and distributes medical equipment, supplies and services. The January 25 meeting will also be held at a different location. The lunch meeting will begin with registration at 11:30 a.m. at the **Noonday Club, One Metropolitan Square, 211 North Broadway, Suite 4000.** You won’t find a better view of the St. Louis Arch than from the beautiful dining room of the Noonday Club on the 40th floor of the Metropolitan Square building downtown. Hope you and your boss can join us.

R.S.V.P. by e-mail to napmstl@sbcglobal.net or call 314-646-7442. Reservations may be limited, so don’t delay!

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
 John Davis, C.P.M. jedsmd53@earthlink.net,
 Tom Becker, C.P.M. Tbecker@Dukemfg.com
 or NAPM’s general email at:
napmstl@sbcglobal.net.

Register Now For January Lunch

Speaker:	Bill Wilkerson Veteran Broadcaster	
Date:	Wednesday, January 25, 2006	Name of attendee
Time:	11:30 a.m.	E-mail
Topic:	Bring Your Boss To Lunch	Company
Location:	Noonday Club, 40th floor Metropolitan Square Building 211 N. Broadway, Suite 4000 downtown St. Louis	Mailing Address
Cost:	NAPM members – no charge Guest – Boss no charge	City/State/Zip
Register by:	Phone: 314-646-7442 E-mail: napmstl@sbcglobal.net	Phone Fax
		Method of Payment: <input type="checkbox"/> Check <input type="checkbox"/> Visa/MasterCard <input type="checkbox"/> American Express
		Credit Card # Exp. Date
		Signature

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

Up For February... NFL HALL OF FAMER

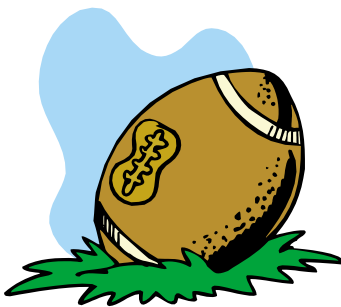
By Julie Wulff, Supplywise LLC

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.

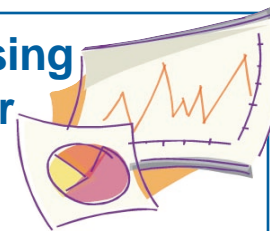
After completing his professional football career, Sayers returned to the University of Kansas and received a bachelor's degree in physical education, while also handling duties as the assistant athletic director. He went on to earn his master's degree in educational administration and to serve as Southern 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 napm-stl@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.



Purchasing Manager Index (PMI)—



November 2005 Survey

For the third straight month, Missouri's business conditions index was virtually unchanged. However, the index did deteriorate slightly to 58.3 from October's 59.2 and September's 59.8. Components of the overall index from the November survey were:

- **58.6 new orders**
- **63.3 production**
- **56.8 delivery lead-time**
- **57.4 inventories**
- **53.0 employment**

"Vehicle manufacturing was weaker for November while firms in Missouri's information sector signaled rising economic conditions. Truck transportation firms reported somewhat slumping business for the month," said Ernie Goss, president-elect NAPM, Nebraska.

Questions On C.P.M.

(Note: These questions and the following answers are part of a test data bank that was previously used. These questions and answers are provided by Jim Schmitz, director of education at NAPM – St. Louis, to provide a feel to the topics in the certification exam.)

1. From Module 1 ~ Purchasing Process

On a balance sheet, depreciation is shown under which of the following classifications?

- A. Expenses B. Income C. Liabilities D. Assets

2. From Module 1 ~ Purchasing Process

The Uniform Commercial Code requires that any legal action for breach of contract must be filed within:

- A. One year B. Eighteen months C. Three years D. Four years

(See page 4 for the answers.)

OCTOBER VOLUNTEER OF THE MONTH – Gary Sutton

Gary Sutton was honored at the November meeting as the Volunteer of the Month for October. The award was postponed until he was available to receive the recognition in person. This past summer and into early fall, Sutton worked with ISM to provide on-site testing for Modules 3 and 4 of the Certified Purchasing Manager (C.P.M.) examinations. Sutton was honored for taking the time to comply with all of the stringent guidelines and rules set-up for testing sites. In addition to signing and submitting several lengthy documents about security, Sutton spent two evenings at the test site. He sent via FedEx all of the completed tests and other assorted paperwork. Proctoring the exams and all of the preparation was a time consuming process, and Sutton was honored for all of his hard work on this project.

NOVEMBER VOLUNTEER OF THE MONTH – Ed Haroian, C.P.M.

The Professional Development Committee would like to congratulate **Ed Haroian, C.P.M.**, as NAPM-St. Louis' Volunteer of the Month for November. The entire Professional Development team has worked hard this year to coordinate the NAPM general meetings, but we would like to give special recognition to Haroian's leadership and coordination of the October joint meeting with the National Contract Management Association (NCMA). The meeting featured attorneys from Thompson Coburn as our guest speakers. Haroian's leadership along with Gail Parrott from NCMA were critical in the success of this meeting and have established a promising start to future collaborations between our organizations. Haroian is a member of the Professional Development Committee and is employed at Boeing as a senior principal procurement agent.

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Answers On C.P.M.

1. From Module 1 ~ Purchasing Process

The answer is D. Income and expenses are reported on the income statement. Liabilities are shown on the balance sheet, but do not have any relationship with depreciation. The fixed assets portion of the balance sheet indicates the value of the corporate assets *minus* depreciation to show current value.

2. From Module 1 ~ Purchasing Process

The answer is D. Paragraph 2-725 (1) of the Uniform Commercial Code reads: "An action for breach of contract for sales must be commenced within four years after the cause of action has accrued. By agreement the parties may reduce the period of limitation to not less than one year but may not extend it. Paragraph 2A-506 of the Uniform Commercial Code deals with leases. There are caveats on the four-year period that the reader should study.

Buylines

NAPM - ST. LOUIS, INC.

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

Phone & Fax: (314) 646-7442 napmstl@sbcglobal.net

Visit us at: www.napm-stl.org

Buylines Editors: Kimberly Butts, C.P.M., CPPB and Susan Vollmer
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