

# BuyLines

October 2007

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

## President's Message . . . . .

Summer is close to ending with Labor Day and back to school activities but the ISM - St. Louis 2007-2008 term is just beginning.

Your Board of Directors began the new term in July with a board meeting to set strategic goals to enhance the value received by our members.

We want to make your membership meaningful by providing educational seminars and general meetings, C.P.M. review sessions and provide great networking opportunities to help your professional career. These are our focus areas this year as well as hosting the ISM 93rd International Supply Management Conference in 2008.

October is a busy month. The Board of Directors meets on October 9th to finalize our goals for the upcoming term. Our October General Meeting has a great

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## 2008 ISM Conference in St. Louis May 4- 7, 2008

### CALL TO VOLUNTEERS

The excitement grows as does the planning for this event. Do you want to share in and provide the excitement?!?!?

Volunteer for a day or for whole conference. Volunteering for the ISM International Conference is a wonderful opportunity to attend educational sessions, network with other supply chain professionals, and meet suppliers who want to work with us.

**NO CHARGE!** That is right – volunteering includes free registration – a cost of approximately \$1200. This is a chance for you to attend a conference like this at no charge. Just consider attending without having to fill out and send in a registration form!

Being selected as a volunteer allows you to attend the conference, various activities, meals (on day you work) as well as visiting the Exhibitor Hall. [Volunteering ***does not*** include airfare, taxi/transportation, or hotel room]

To register, go to [www.ismstlouis.org](http://www.ismstlouis.org), and follow the link on the main page. Please note by registering does not guarantee you will be selected to volunteer.

We will try to have as many as possible, but the number of volunteers actually needed, will be determined by a number of factors. Communications regarding the selection process, your status, and other information will be forthcoming in BuyLines, ISM-St. Louis general meetings, as well as direct emails. Thank you,

**Marty Rutkovitz**

General Conference Chair



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## PRESIDENT

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speaker, Marilyn Gettinger who will be speaking on Supply Management. Ms. Gettinger will also be presenting two half day seminars on October 24th on Lean Principles, Lean Thinking, Lean Manufacturing and Project Management. Lastly, we anticipate C.P.M. review sessions to begin sometime in October and completed by mid-December. Classes will also be offered in Spring 2008.

We want you to get the most value you possibly can with your membership. We urge you to participate by attending general meetings, education seminars and volunteering. Our general meetings provide networking opportunities and everyone the opportuni-

ty to learn about supply management topics from excellent speakers.

We hope to see you at our

next General Meeting on October 23, 2007 at Spazio's restaurant.

Best Regards,  
**Kim Butts, C.P.M.**

## Episodic Volunteers Needed -

ISM – St. Louis has many members whose main responsibility is in the supply management department. While others may work primarily in supply management but also provide financial, accounting, budgeting and auditing services to their company.

ISM – St. Louis uses both external auditing services and internal auditing services.

We are looking for several members who have the background and desire to perform an internal audit on ISM – St. Louis. The internal audit main objectives

are to ascertain the:

- Effectiveness and efficiency of operations
- Reliability of financial reporting
- Compliance with bylaws, policy and other regulations

An internal audit committee will be formed and possibly meet 1 or 2 times for a couple hours to go over our processes, books and other related financial matter.

If interested, please email [ismstl@sbcglobal.net](mailto:ismstl@sbcglobal.net) or call Kim Butts at (314) 822-5853.

We look forward to hearing from you.

## Professional Development

Let me ask you a question, why do you attend the meetings? Is it for Supply Management content, social reasons or a combination of both? If you found yourself answering this question and have ideas to make our meeting more valuable we can use your help getting these meetings together. We need help on the Pro-D committee which plans all aspects of the meeting from where to who says the prayer and who speaks. We have some great speakers coming in the next few months, but need help with the details.

Can you help? Will you help? Contact me, Tony Noe, [sipro1971-ism@yahoo.com](mailto:sipro1971-ism@yahoo.com).

## Call for 2008 Shipman Award Nominations

The Institute for Supply Management™ annually honors an outstanding individual in the profession with the **J. SHIPMAN GOLD MEDAL AWARD**.

Johnson Shipman was a pioneer member of the New York Affiliate of the National Association of Purchasing Agents well known for giving liberally of his time and counsel.

The J. Shipman Gold Medal Award, established 75 years ago to commemorate the contributions of this modest, retiring man known for his vision, intellect and influence on important issues, has been awarded annually to an individual whose persistent efforts have aided the advancement of supply management.

If you wish to nominate someone who has performed distinguished service for the cause and advancement of supply management, an innovator, community leader, mentor and teacher, please contact Judy Waters at ISM after August 1, 2007 at 800/888-6276 or 480/752-6276, extension 3034 or by e-mail at [jwaters@ism.ws](mailto:jwaters@ism.ws). Nominations are due by January 31, 2008.

For information on [previous Shipman medalists](#), visit the ISM Web site at [www.ism.ws](http://www.ism.ws) and select About ISM and then J. Shipman Gold Medal Award.

# Mark Your Calendars—



**institute for  
supply management**

**ISM—St. Louis, Inc.**

**Wednesday, October 24th, 2007**

**8:15 AM—4:30 PM**

**ISM— St. Louis Inc.**

**Continuing Education Committee**

**Presents Two Supply Chain Seminars In One Day!**

ISM-St. Louis is proud to welcome back

**Marilyn Gettinger, C.P.M.**



**8:15 AM to 12:00 noon:**

## **Lean Principles, Lean Thinking, Lean Manufacturing: Marrying Lean Thinking and the Supply Chain**

This seminar discusses the terminology and concept of the lean mentality. Session identifies concepts of waste and uses supply chain case studies to apply lean principles. Participants will have the opportunity to integrate lean concepts into their own supply chain processes creating cohesive, competitive, and cost effective systems.

**1:00 PM to 4:30 PM:**

## **Applying Project Management To Your Supply Chain**

This seminar discusses all of the facets of project management including the process, the contract, the contract, the statement of work, viability, budget planning, the project team, the role of a project manager, etc. It will also present project planning tools, graphing, problem solving, and software programs. Participants will be asked to take on a project during the session. This seminar presents the concepts of project management from the view of procurement. Session provides several project management templates as well as motivating the project team and securing additional assistance as needed.

### **Who Should Attend These Seminars**

- PURCHASING MANAGERS
- BUYERS and BUYER/PLANNER
- PROCUREMENT SPECIALISTS
- IMPROVEMENT SPECIALISTS
- SUPPLY CHAIN MANAGERS
- PRODUCTION SCHEDULERS

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## Seminar Location

### Spazio's Restaurant and Meeting Center

12031 Lackland Rd.  
St. Louis, MO 63146

Conveniently located at the intersection of Page East (Exit 16A) and Highway 270

#### Morning or Afternoon Seminar:

- Lean Principles**  
Regular/associate  
Member price \$135
- Project Management**  
Regular/associate  
Member price \$135
- Lean Principles**  
Non-member  
Reservation price \$185
- Project Management**  
Non-member  
Reservation price \$185

Price includes all materials, lunch, and a snack break

#### Full Day Seminar

- Regular/associate  
Member price \$225
- Non-member  
Reservation *including*  
one-year membership \$395
- Non-member  
Reservation \$325
- Early bird members \$195  
(Before October 11, 2007)

Price includes all materials, continental breakfast, lunch, and two snack breaks

#### ISM-St.Louis Marilyn Gettinger Seminar(s)

Mail/Fax/E-mail  
reservations to:

**ISM-St. Louis**  
P.O. Box 31673  
Des Peres, MO 63131-9998

**Phone:** 314-646-7442

**Fax:** 314-646-7442

**Email:**

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

**Reservation Deadline:**  
**October 18, 2007**

\_\_\_\_\_  
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

## C.P.M. Review Classes

The Education Committee of ISM-St. Louis is in the process of recruiting new trainers for upcoming C. P. M. Review classes. A tentative schedule is being worked out so all four training modules will be completed by mid December 2007, with a second set of classes to be offered in the spring of 2008.

In addition to the C.P.M. training courses, our goal is to transition these classes into review courses for the new Certified Professional in Supply Management (CPSM) as training materials and testing becomes finalized in early to mid 2008.

If interested in becoming a trainer for the 2007 /2008 classes, please respond to this email and we will be in contact with you shortly. Any additional questions can be directed to:

**Don Sante**

Director of Education  
ISM-St. Louis  
(314) 851-9432  
don\_sante@msn.com

### **REMEMBER:**

Please keep your company name, address, phone number and e-mail address current with ISM-St. Louis. Our *Buylines* newsletter, e-mail messages and other communications go direct to your e-mail. Without correct e-mail, you will miss information on organization activities.

Please visit our Web site at [www.ismstlouis.org](http://www.ismstlouis.org) to look up your member information or simply e-mail us with any corrections at [ismstl@sbcglobal.net](mailto:ismstl@sbcglobal.net).

*Spread the Word —*

## SHARING THE VALUE OF SUPPLY MANAGEMENT

### Supply Management in the News

Throughout the year — those in supply management offer valuable insights to their business community and peers. On occasion, these valuable insights spread even further as supply management professionals are featured in the media.

The ISM Spokesperson Team is comprised of various professionals who are passionate about their fields and who are able to clearly communicate this passion to others.

Following are a few examples of recent media coverage featuring ISM Spokespersons ... and supply management making the news.

*“Look for every chance to add one more credential to your résumé whether planning on a job change or not. It just makes sense in today’s competitive world. If your company does not support training or reimburse tuition, then consider making an investment in yourself.”*

**Carla Lallatin, C.P.M.**

*Purchasing Magazine* - July 14, 2007

*“Can you sell your ideas? Can you get people to follow you? Can you manage a project? These are the skills you need to have if you want to get ahead as a manager or to get a raise. These are the skills organizations are looking for these days.”*

**Paul Erickson, C.P.M.**

*Purchasing Magazine* - July 14, 2007

*“It is imperative in today’s manufacturing arena that U.S. companies continually focus on making improvements along their supply chain to remain competitive in the global market.”*

**James Renaud, C.P.M.**

*The Advocate (Stamford, CT)* - June 17, 2007

*“A good change leader understands both the micro and macro picture, fleshes out the concerns and, where appropriate, makes step-wise changes to improve process efficiencies and total costs of ownership.”*

**Angeline Edsinger**

*Inside Supply Management®* - July 2007

Other recent media coverage focusing on ISM events and news includes:

*Fibre2Fashion.com*

**“ISM Survey Invites Textile Pros”**

*Supply and Demand Chain Executive*

**“ISM Announces Inaugural Hispanic Executive Supply Management Summit”**

*Industry Week*

**“Purchasing Partners”**

*Reliable Plant*

**“ISM Accepting Entries for Supply Management Awards”**

## ISM Events Calendar

Month	Date	Event	Time	Location
Oct.	3	Marketing Meeting	5:30 p.m.	St. Louis Bread Co., Des Peres, Mo.
Oct.	9	Board Meeting	5:30 p.m.	Spazio's, Westport
Oct.	23	<b>General Dinner Meeting - Speaker: Marilyn Gettinger</b> What Do You Gotta Be, What Do You Need To Know: Supply Management Movin' On Up To Supply Chain Professional	5:30 p.m.	Spazio's, Westport
Oct.	24	<b>Continuing Education Seminar - Speaker: Marilyn Gettinger</b> Lean Principles. Learn Learning. Lean Manufacturing: Marrying Lean Thinking and the Supply Chain Applying Project Management To Your Supply Chain	8:15 a.m.-12 noon 1:00 p.m.-4:30 p.m.	Spazio's, Westport
Nov.	7	Marketing Meeting	5:30 p.m.	To Be Determined
Nov.	13	Board Meeting	5:30 p.m.	To Be Determined
Nov.	27	<b>General Dinner Meeting -To Be Determined</b>	5:30 p.m.	Spazio's, Westport

## UPCOMING EVENTS

### Hospitality Supply Management Conference

The fall [Hospitality Supply Management Conference](http://www.ism.ws) is October 9-10, 2007 in Atlanta. Look for program information at [www.ism.ws](http://www.ism.ws), Education — Seminars, Conferences.

### ISM Services Conference

November 29-30, 2007, Pointe South Mountain Resort, Phoenix, Arizona.

The 8th Annual Services Conference offers lessons learned and real-world accomplishments from some of the world's most visible and successful organizations. For info go to [www.ism.ws](http://www.ism.ws), Education-Seminars, Conferences.

### Black Executive Supply Management Summit

March 5-7, 2008, Silver Spring, MD Registration opens January 2008

### ISM's 93rd Annual International Supply Management Conference

ISM's 93rd Annual International Supply Management Conference and Educational Exhibit is May 4-7, 2008 in St. Louis, Mo. It's not too early to start planning. Look for complete program information in December 2007.

#### OFFICERS AND DIRECTORS

July 2007 - June 2008

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# Buylines

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