

Buylines



September 2007

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

President's Message

By Kim Butts, C.P.M.

Greetings, ISM – St. Louis Members.

I am honored to be the president of such a highly regarded and well-established affiliate of ISM. Our association is dedicated to the professional development, education and certification of our membership, as well as the advancement of our supply management profession. In addition, ISM – St. Louis has been selected as the host city and host affiliate for the 93rd Annual International ISM Conference.

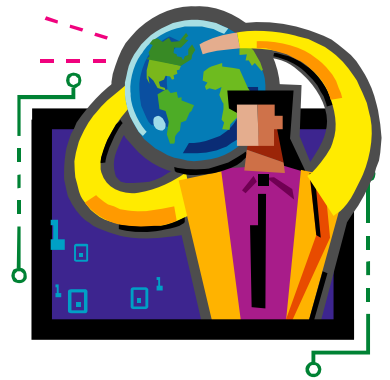
I welcome you back and hope that we will have an exciting and educational year as we did last year.

Since we are beginning a new "ISM Year", we may ask ourselves what we want to get out of this organization. For me, it is the great contacts, educational opportunities and the chance to enhance

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ISM – St. Louis Upcoming Lineup

ISM St Louis is about growth. Growth comes from cultivating our skills. On **Tuesday, September 25th** we will begin the 2007/2008 year at Spazio West-Port to hear a presentation on cultivating our communication skills. The International Language Center (ILC) a local St Louis company established in 1983, with offices in North America (St. Louis) and Europe (Madrid), is the largest full-service, foreign language communication company in the Midwest, and St. Louis' premier language school. ILC works worldwide for Federal, State and Local Government, Businesses, Schools and Individuals offering written Translation, oral Interpreting, Cross-Cultural Training, and Language Instruction in over 50 languages... Please join Bernardo A. Brunetti, President and Owner, as he highlights for you important considerations and sensitivities when communicating with peers and business associates outside of the United States.



October 23rd we have another blockbuster speaker, Marilyn Gettinger speaking on: 'What Do You Gotta Be, What Do You Need To Know: Supply Management Movin' On Up To Supply Chain Professional.

In looking back over the past eighty years, supply professionals can definitely say, "We've come a long way baby." The evolution of purchasing continues on today. The only difference is that the leveling up is happening at an accelerated rate making it critical to begin now to prepare for tomorrow's supply challenges. Our dinner presentation traces the evolution of supply from its earliest days through the twentieth

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PRESIDENT

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my career by serving on the board. For others, it could be educational and professional development, networking, and career seeking opportunities or professional certification.

Whatever it may be, I hope that ISM – St. Louis can offer the solutions to what you are seeking in your professional life.

This year we are developing a fantastic lineup of educational seminars, general meeting speakers and hopefully, will be offering

C.P.M. certification classes. Many members have contacted the board asking when and where the certification classes will be held. At this time, we still have not secured instructors for the C.P.M. certification classes. If you have any ideas for us regarding C.P.M. classes, please contact any of us on the board.

I urge you to take advantage of some of the value offered by ISM – St. Louis and join us at the next general dinner meeting on September 25, 2007.

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

UPCOMING LINEUP

Continued from page 1
eth century and acknowledges the tremendous strides of the profession. However, the main focus of the dinner program is where supply is going, why, and how to get there. Our presenter will identify the skills, knowledge, and attributes necessary for tomorrow's success and what resources are available to help supply professionals along the way as well as a forecast of the new organization and business environment.

The supply professional of today must grow into the supply chain professional of tomorrow. This dinner topic is a must for those who

- Are career oriented
- Want to stay current and marketable
- Plan to take on a leadership role in their organization
- Desire to develop a successful supply department
- Want to contribute to their organization's competitive success

HATS OFF!!!

Certified Purchasing Manager C.P.M Certification

Congratulations to **Stacy Pursley**, Purchasing Manager with **Alcotek** for achieving her Certified Purchasing Manager (C.P.M.) certification.



Please contact Rebecca D. Klutho at 314-525-9522 or ismstl@sbcglobal.net with news about yourself or your company.

Welcome New Members

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

Michael L. Cordeal

Contract Specialist
Federal Reserve Bank of
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St. Louis, MO 63166

Ezzy Sadrerafi

Global Director Energy &
Plant Services
Tyco International
Fairview Heights, IL 62208

Christine L. Grant

Buyer
Maryland Heights, MO 63043

William M. Sloan

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Josh W. Redd

R&D Buyer
KV Pharmaceutical
Earth City, MO 63045

Chris Willie

Wildwood, MO 63021

Chris Roewe

Buyer
KV Pharmaceutical
Earth City, MO 63045

2008 ISM Conference Meeting



By Marty Rutkovitz

Recently, Kim Butts, Julie Wulff, and I met with ISM Senior Leaders and the Conference Leadership Committee, at the Marriott Renaissance Grand Hotel across from the Convention Center. The purpose of this meeting was the official kickoff to planning the 2008 Conference. Many positive comments were made from the meeting attendees regarding the downtown area, the hotel, and the Convention Center. As part of our report to ISM, we advised them of our online volunteer form, and the number of sign-ups already received.

From this point on, we will begin actively recruiting volunteers, sending updates, and general planning of the 2008 Conference. If you have not done so as yet, I urge you to not miss out on this opportunity. Please login to the website and sign up today.

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 to look up your member information or simply e-mail us with any corrections at ismstl@sbcglobal.net.

TWENTY-FIVE GENERAL RULES FOR NEGOTIATION SUCCESS

By Rebecca Klutho, C.P.M.

Everyday we negotiate. We negotiate in our personal lives at home, with your kids, with your spouse. We negotiate at work, with your employer and especially with your vendors. I have come across a list of negotiation rules that may assist you in your everyday negotiations, whatever they are.

1. The less you care about making a deal, the better the deal you'll be able to make.
2. Never lose control of your emotions if you want to control the negotiations.
3. Always be confident during negotiations, since people have confidence in confident people.
4. Remember that if a deal looks too good to be true, it probably is.
5. Keep in mind that a price is only too low if the vendor thinks it's too low.
6. A home court advantage is as good as home cooking.
7. To counter negotiation tactics, you first have to recognize them.
8. Ignorance is bliss if you negotiate with more confidence than knowledge.
9. People aren't happy unless they have to work hard to get a good deal.
10. A bluff is only as good as your ability to convince someone that it's not a bluff.
11. If the other negotiator loses control of his or her emotions, mistakes may soon follow.
12. Never let the other party know that your alternatives to a negotiated agreement are weak.
13. Avoid making assumptions about anything during negotiations.
14. If you're up against a deadline keep it to yourself.
15. Negotiations require the ability to sell-not assail-the other side.
16. Resisting thoughts helps you get the deal you want – not the deal the other side wants to give you.
17. The best approach for handling ultimatums is to ignore them.
18. The credibility of your first offer can set the tone for the negotiations.
19. Don't tell the party you're negotiating with that something is non-negotiable.
20. Using odd dollar and cents amounts gives credibility to your numbers.
21. Treat every concession you make as a major one.
22. When it comes to making concessions, give ground grudgingly.
23. Anyone who shoots their mouth off in negotiation meetings will put a bullet in their own foot.
24. Negotiation success is 80% preparation and 20% tactics.
25. If you can live with the end result – take the deal. If not, take a walk.

Words and People

By Richard Lederer, Ph.D.

Has it ever struck you how human words are? Like people, words are born, grow up, get married, have children and even die. They may be very old, like man, wife and home. They may be newly born and struggling to live, as netiquette, gangsta rap and political correctness. Or they may repose in the tomb of history as leechcraft, the Anglo-Saxon word for the practice of medicine, and murfles, a long defunct word for freckles or pimples.

Our lives are filled with people and words, and in both cases we are bound to be impressed with their vast numbers and infinite variety. Some words, like OK, are famous all over the world. Others like foozle (a bunging golf stroke) and groak (to stare at another person's food, hoping they will offer you some), are scarcely known, even at home.

Some words we probably never meet, such as schizocarps (pinwheels that grow on maple trees) and vormer (the slender bone separating the nostrils). Others are with us every day words such as I, the, and, to, and of – the five most frequently used English words.

As with people, words have all sorts of shapes, sizes, backgrounds and personalities. They may be very large, like pneumonoultramicroscopovolcanioides, a 45 word hippopotomonstrosesquipedalian word for black-lung disease. They

may be very small, like a and I.

Some words are multinational in their heritage, as remacadamize, which is Latin, Celtic, Hebrew and Greek in parentage. Some come from Old English stock – sun, moon, grass and goodness, for example. Some have a distinctly continental flavor – kindergarten, lingerie, spaghetti. Others are unmistakably American – stunt and baseball.

Words, like people, go up and down in the world. Some are born into low station and come up later in the life. With the passing of time, they may acquire prestige (which used to mean trickery) and glamour (which began life as a synonym for grammar)). Some slide downhill in reputation, such as homely (which originally meant homelike; good around the home), awful (awe-inspiring), and idiot (one who did not hold public office).

Words remunerative, encornium and perspicacious are so dignified they can intimidate us, while others, like booze, burp, blubber, are markedly inelegant in character. Some words, such as ecdysiast, H.L. Mencken's Greek-derived name for stripteaser; love to put on fancy airs; others, like vidiot and palimony, are winkingly playful. Certain words strike us as beautiful, like luminous and gossamer, others as rather ugly – guzzle and scrod; some as quiet – dawn and dusk, others as noisy – thunder and crash.

The words and people so resem-



ble each other should come to no surprise. Words and people were created at the same time. Before language found a home in the mouths of humans, it was not fully language, before we possessed language, we were not fully human. Not only do we have language. We are language.

*Richard Lederer, Ph.D., of San Diego, California, is the author of the best-selling *Anguished English* and many other books on language.*

ISM-St Louis Has Volunteer Opportunities Open Now

Come join us! ISM-St Louis has several openings for volunteers to help us move the affiliate forward. Enhance your own skills and network while helping your professional organization. Current openings include:

Membership Committee –
Contact: Dwayne Yount C.P.M.

Marketing Committee –
Contact: Rebecca Klutho C.P.M.

Professional Development Committee –
Contact: Tony Noe C.P.M., CIRM

Education Committee –
Contact: Don Sante

If you have an interest in joining a committee & moving ISM-St Louis forward, please contact the committee chair at ismstl@sbcglobal.net.

ISM Events Calendar

Month	Date	Event	Time	Location
Sept.	25	General Dinner Meeting - Speaker: Bernardo A. Brunetti, The International Language Center	5:30 p.m.	Spazio's
Oct.	23	General Dinner Meeting - Speaker: Marilyn Gettinger	5:30 p.m.	Spazio's

REMINDERS

Global Supply Management Conference

September 20-21, 2007, Hilton Phoenix East/Mesa, Mesa, Arizona. Register now at www.ism.ws. Click on Education — Seminars, Conferences and then [Global Supply Management Conference](#).

Indirect MRO-Group Conference and Workshop

September 24-25, 2007, Wyndham Hotel, Chicago, Illinois
Register now for the [Indirect MRO-Group Conference and Workshop](http://indirectmro.com) at <http://indirectmro.com>

Fall Conference for Hospitality Supply Management — Registration Opens in July

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

Mark Your Calendar for the 8th Annual Services Conference

The [8th Annual Services Conference](#) is November 29-30, 2007 at Pointe South Mountain Resort in Phoenix. Look for program information at www.ism.ws, Education — Seminars, Conferences.

Mark Your Calendar for the 93rd Annual International Supply Management Conference and Educational Exhibit

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

OFFICERS AND DIRECTORS

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