President’s Message. . . . .

By Kim Butts, C.P.M.

Our general dinner meetings resume on September 25th at Spazio’s Westport. The board has been busy during our off months preparing upcoming dinner speaker events, seminars and C.P.M. Review sessions.

At this time, we have not secured C.P.M. Review sessions or seminars but are diligently working at confirming excellent speakers with current management topics and arranging the reviews.

Our most pressing activity until May 2008, is preparing, organizing and executing the activities of ISM’s International Conference that will be held in St. Louis, on May 4-7, 2008.

ISM – St. Louis is fortunate to be getting this fantastic opportunity to showcase our affiliate and St. Louis.

At each conference, ISM engages the local affiliate to assist with the conference. One of the

Continued on page 2

Look What’s Coming: 2007/2008

New Place – New Lineup

ISM-STL has a great year ahead! Spazio Westport will be the location for the majority of our meetings, which commence at 5:30 P.M.

As for the speakers – they will share some real time useable information to help us in our jobs, whatever level that may be.

We will start the year on Tuesday evening September 25, 2007 with DeDe Brunetti from the International Language Center/Brunetti Language School. Our topic for the evening will be Communication in the Global Environment. More details will follow in our meeting notice. Plan on joining us for this exciting start to another educational and informative year with ISM–St.Louis.

The October 23, 2007 meeting will feature Marilyn Gettinner, C.P.M. as our keynote speaker as well as for our Fall 2007 Continuing Education seminar. Ms. Gettinner owns and manages the consulting firm, New Directions Consulting Group. Marilyn created the organization in 1993 with the mission to assist companies in making the most of their precious resources. She designs customized training programs and consulting services to support organizations that must change to meet the demands of the 21st century. Her workshops present theory and then relate that theory to meeting the challenges of the organization. Participants are encouraged to take on intra-company projects that address upgrading and reengineering of existing business and manufacturing processes. Marilyn’s consulting services offer a team approach to streamlining existing processes using all of the skills and experiences of staff members. She has consulted with organizations to improve pur-

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St. Louis Hosts ISM Leadership Workshops

All across the country ISM affiliate Boards are welcoming new members to their ranks, and every summer ISM holds Leadership Training Workshops to train and develop new board members and those taking on a new role within their Board.

St. Louis was chosen this year to host the first workshop on June 22nd and 23rd at the Sheraton Westport Lakeside Chalet. About 120 participants from all over the United States gathered to learn more about leadership, Board of Director responsibilities, and the tasks in their particular role. The two days were a great development opportunity for our Board members, and are a benefit of serving on an ISM affiliate board. Several of our board members attended the session, and others will travel to the other two workshops held in Las Vegas and Baltimore this year. Our affiliate was honored to win one of the “Spirit Awards” for the most outgoing and spirited affiliates! Marty Rutkovitz attended the Las Vegas workshops and also received a “Spirit Award” for ISM St. Louis there also!

The St. Louis affiliate took the opportunity to promote the ISM 93rd International Conference that will be held May 4-7, 2008. Many of the participants of the leadership workshops enjoyed a night at a Cardinal’s game, a show at the Muny or a great dinner out and are looking forward to returning next year to continue to explore St. Louis!

PRESIDENT’S MESSAGE

Continued from page 1

key areas that ISM – St. Louis is responsible for is Volunteers. This particular piece of the conference is paramount for its success. Volunteers are the good-will ambassadors of the conference.

I personally extend an invitation to each of you to participate in this conference. If you have never attended an ISM International Conference, here is your chance. By volunteering, you save money on conference fees and assist ISM and your affiliate while promoting supply management.

Please go to our website at www.ismstlouis.org and click on the Volunteers link to sign up.

See you in September.

HATS OFF!!!

Advancement
Tony Noe, C.P.M., CIRM
Tony was fortunate to have someone within ISM St Louis introduce him to the hiring Manager at Spectrum Brands, now United Industries. Tony is now the Senior Purchasing Manager, Global Strategic Sourcing. His task is to lead and manage all sourcing from, today primarily China but ultimately all Global sourcing efforts. This includes locating new sources for innovation as well as managing the supplier group we currently buy from in China. This requires frequent trips to China and other locations to meet and assist the process to assure smooth supply lines on these products.

Lifetime Certified Purchasing Manager C.P.M Certification
Congratulations to Rebecca D. Klutho, Strategic Sourcing Manager, MetLife for achieving her Lifetime Certified Purchasing Manager (C.P.M.) certification.

Awards
Susan Vollmer of Arnold, Missouri won an Indie Excellence 2007 Book Award for writing “Legends, Leaders, Legacies,” which tells true stories of 18 global leaders who were killed for advocating various causes.

Please contact Rebecca D. Klutho at 314-525-9522 or rklutho@metlife.com with news about yourself or your company.
By Kim Butts, C.P.M.

Julie Wulff, C.P.M., received the 2007 St. Louis Supply Manager Award at the May 22, 2007 dinner meeting. This award is the highest honor that ISM – St. Louis bestows on an individual.

The honor goes to an individual who has:
- Demonstrated leadership, both in the Association and in the supply management field
- Provided outstanding service to the Association and to the supply management field
- Made contributions for the advancement of supply management as a profession

Throughout the past year, Julie has demonstrated all these attributes and contributions. When our members voted to change our name from NAPM – St. Louis to ISM – St. Louis, Julie took the lead to facilitate a five-year strategic plan. She also created a policy and procedures manual and revised the Bylaws all within a tight time frame in order to meet ISM national deadlines.

Additionally, Julie has presented interesting topics at several pre-dinner member meetings, secured various speakers and teaches supply chain management at SLU which elevates our status as a professional organization and contributes to the understanding of supply management as a profession.

The nominating process consists of a selection committee that reviews nominations from our members to select a worthy candidate.

Julie’s professional career has included 20 years at Procter and Gamble in several manufacturing management roles, including process engineer, production and quality assurance, as well as purchasing and supply chain management. Julie has a BS from the University of Missouri – Columbia and M.B.A. from the University of Missouri – St. Louis. Julie recently left P & G to start her own supply management consulting firm SupplyWise Consulting and is teaching in the St. Louis University Consortium for Supply Management Studies.

Julie is married to Bob and has two sons, Bobby and Matthew. The Wulff’s reside in Ballwin.

Julie joined ISM – St. Louis is 2003. Since becoming the Director of Professional Development in 2004, Julie has been very active in ISM – St. Louis. Currently she is the President Elect and will be the President in 2009. In addition to being an active member and volunteer in St. Louis, Julie is the Chair of Programs for ISM’s General Conference Committee. Julie’s role as the Program Chair is working with the Permanent Conference Committee of ISM national, to evaluate and select all presentations presented at the St. Louis Conference in 2008.

ISM – St. Louis is fortunate to have Julie as an active member. Her experience, leadership and dedication to the profession and organization are true assets.

Congratulations Julie on receiving the 2007 St. Louis Manager Award!

2007 St. Louis Manager Award Presented

LOOK WHAT’S COMING

Continued from page 1 chasing, inventory and supply chain processes.

Those are just the tip of the iceberg as they say. Put on you calendar now; November 15th for lunch, January 23rd, February 20th, March 20th, April 24th and May 22 because you do not want to miss any of the great opportunities to network and learn more about our profession. Of course all of you have May 4th – 7th on your calendar as we host the 2008 ISM International Conference. It is going to be a great year in St Louis!
How long have you been a volunteer?
Two, non-consecutive years.

How long a member of ISM / NAPM?
I joined NAPM in 1998.

What type of volunteer activities have you performed?
This past year I have served as a volunteer on the Marketing Committee. Several years ago I served on the Membership Committee.

What do you enjoy the most about ISM?
I enjoy and value the continuous learning opportunities, keeping updated on current trends. Becoming active again this past year has driven me to prepare for my CPM certification, which I hope to obtain this summer!

What is your role at work and what kind of activities are you involved in?
I am lead buyer at Diagraph, which is a 110-year-old ITW company that is a marking, coding and labeling manufacturer/distributor located in the Missouri Research Park at Weldon Springs in St. Charles County. Responsibilities include:

- Purchasing responsibilities, negotiating, supplier relations
- Management of direct reports in purchasing and shipping/receiving
- Management of Supplier Performance Program
- Management of RMA processes and repair programs
- Guiding efforts to achieve inventory reduction and material cost reduction goals
- Participant of cross-functional product teams
- Developing, documenting and reviewing processes under our VIPER Continuous Improvement Program
- Backup to Production Manager

What do you do for fun?
Spending time with family/friends, movies (especially independent films), antiquing and flea marketing. I attend a lot of area musical theater productions and am a member of StageHands, the volunteer group of Stages St. Louis. I have been involved in the Miss Missouri/Miss America Organization for 17 years and currently am executive director of the Miss Gateway St. Louis / Miss Gateway to the West Scholarship Program, and also serve as a field director for Miss Missouri, covering the east-central region of the state. Have just became refocused at the gym and if I don’t do a cycling/spinning class four days a week I feel completely out of kilter!

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

Shonnah Paredes
Contracting Officer
Metro-Transit
St. Louis, Mo.

Brian Schappe
Supply Chain Manager
Grainger Integrated Supply
Wentzville, Mo.

Kevin Lampe
Buyer 1
Meridian
St. Louis, Mo.

David Heacock
Purchasing Manager
Continental Tire
Mt. Vernon, Ill.

Gary Bogener
Volunteer Spotlight
ISM Conference May 4-7 2008

SERVICE COMMITTEE VOLUNTEERS

As many of you know, the City of St. Louis will be hosting ISM’s 93rd Annual International Supply Management Conference and Education Exhibit, May 4-7, 2008.

The ISM – St. Louis members are an important component of this upcoming conference and we urge you to sign up quickly for volunteer positions on our website. At each conference, about 100-200 volunteers are needed to help manage the conference. We want St. Louis to be one of the best conferences ever and we seek your help. The last time ISM held the conference in St. Louis was in 1938.

Volunteers are a VITAL part of the ISM Annual International Conference. Among the many functions of a volunteer are:

• Assist Attendees in locating meeting rooms
• Install signage to identify educational work shops/meeting rooms
• Distribute and collect workshop evaluations
• Assist in seating attendees at General Sessions
• Distribute materials at Hospitality Desk
• Answer questions regarding the local area
• Assist ISM staff with coordinating conference events

Go to www.ismstlouis.org to sign up today for a volunteer position.

Summer Reading 2007

During the summer months, ISM-St. Louis takes a couple of months off to enjoy the sun and fun. Dinner meetings are not held during the months of July and August. But just in case you need a fix of new purchasing information, the books below are a partial list of ISM’s Business Book List which have been reviewed by a team of supply management professionals and academic reviewers. They have been found to be relevant to supply managers and their functions. Enjoy!

Business Process Management and the Balanced Scorecard: Using Processes as Strategic Drivers

This book is essential for those who are creating a strategically aligned organization. The author describes how to channel the specific knowledge, talents and skills of the workforce toward achieving long-term strategic goals in the organization. The book shows managers how to use the balanced scorecard to achieve and sustain strategic success in a changing business environment. ISM reviewer comments: “...useful because it presents a process-oriented approach and is practical, hands-on and step-by-step. It can help supply managers with alignment to corporate goals and strategies using its “how-to” process.”


Business Process Outsourcing (BPO) has evolved from early-adopter corporate departments in need of out-of-the-box solutions to the solution of choice for the enhancement of an increasing number of business processes. A guide for effective management of outsourcing transactions, this book is intended to bring readers up to date with changes and developments in outsourcing. ISM reviewer comments: “Great reference book! Even suggested Purchasing as part of the BPO team. Very comprehensive with good templates and check-lists.”

Continued on page 6
Global Sourcing Logistics: How to Manage Risk and Gain Competitive Advantage in a Worldwide Marketplace
While providing advantages in price and terms, global sourcing poses new risks for businesses in managing their supply chains. This book offers a blueprint for standard operating procedures for managing the risks of inbound supply chains. The book provides hands-on solutions to the challenges of global commerce.

Integrated Operations Management: A Supply Chain Perspective (2nd Edition)
This book focuses on supply chain management and the increased blending of service and applications with traditional manufacturing theory and applications. ISM reviewer comment: “This book fulfills its promise of addressing contemporary supply chain, cross-functional, and integration issues in Operations Management… it would be an excellent vehicle for practitioners in all fields wishing to keep up with the most recent terminology, activities and concepts regarding modern operations and service management. It would be a very useful reference book for any category of manager to have on his/her bookshelf…”

Key Performance Indicators: Developing, Implementing, and Using KPIs
The lack of understanding of Key Performance Indicators (KPIs) can lead to the failure of monitoring and reporting of performance measures. The balanced scorecard can only work if the appropriate measures are in it. This book describes a back-to-basics methodology that bridges the gap between the balanced scorecard and the implementation of performance measurements. ISM reviewer comments: “The author provides models, frameworks and examples that make key performance indicators easy to understand.”

Trevino and Nelson offer a highly realistic, down-to-earth look at ethics in the workplace with this book, which is intended to help professionals identify and solve ethical dilemmas, understand why people behave the way they do, and design a culture to promote ethical behaviors in their organizations. Emphasis is on common work situations, including hiring, managing, performance assessment, discipline, firing, and providing incentives for staff. It also looks at producing quality produces and services and dealing effectively and fairly with customers, suppliers and other stakeholders.

Supply Chain Management Best Practices
Packed with anecdotes, interviews, case studies, research and analysis, this book offers a comprehensive look at the development of supply chain management. The book is organized into three parts. Part I introduces supply chain management with examples of best-in-class supply chains in various industries along with methods for performance measurement; Part II presents the traditional core processes and discusses practices of trend-setting companies; and Part III describes strategies used by leading companies to design extended enterprises. ISM reviewer comments: “…more useful for a person entering supply management than for one who is experienced in it. Good read with excellent case studies… relevant for today’s supply managers. Author does a great job of outlining the best practices of various processes and exploring how they are used in business functions…”

Dictionary of International Trade (7th Edition)
This is the most respected and largest-selling dictionary of trade in the world. In use in more than 100 countries by importers, exporters, bankers, shippers, logistics professionals, attorneys, economists, and government officials, the book provides a wealth of information including trade terms, acronyms and abbreviations, currency information, guide to freight and ocean freight containers, guide to letters of credit, Incoterms 2000, and much more.
**Economic Outlook**

**June PMI Survey Results**

For the first time since March of this year, Missouri’s Business Conditions Index declined. The Business Conditions Index dipped to 62.4 from May’s 66.2. Components of the overall index from the June survey were new orders at 70.8, production at 68.1, delivery lead time at 44.6, inventories at 66.7, and employment at 54.1. The downturn in June was fueled by slower growth in durable-and nondurable-goods producers, especially food processors. However, this weakness was more than offset by expansions in value-added computer systems design and non-residential construction.

This information is provided courtesy of Creighton University, located in Omaha, Nebraska.

**ISM Events Calendar – August 2007**

<table>
<thead>
<tr>
<th>Month</th>
<th>Date</th>
<th>Event</th>
<th>Time</th>
<th>Location</th>
</tr>
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<tbody>
<tr>
<td>Aug.</td>
<td>14</td>
<td>Board Meeting</td>
<td>5:30 p.m.</td>
<td>Spazio’s</td>
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**REMINDERS**

**Global Supply Management Conference**


**Tenth Annual ISM Indirect-MRO Group Conference and Workshops**

September 24-25, 2007 at Wyndham Hotel in Chicago, Illinois. For complete details and to register go to: [http://www.indirectmro.com](http://www.indirectmro.com).

**Mark Your Calendar for the 8th Annual Services Conference**


**ISM Salary Survey - Is Your Salary Inline?**

Recently, ISM completed the analysis of its second comprehensive salary survey. The summary report, *2007 ISM Salary Survey Results*, is available with a detailed report available to ISM members and available for purchase by nonmembers at [www.ism.ws](http://www.ism.ws). Select Tools, then Info-Center.

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**OFFICERS AND DIRECTORS**

**July 2007 - June 2008**

**President**

Kimberly Butts, C.P.M., CPPB

**President-Elect**

Julie B. Wulff, C.P.M.

**Vice President**

Marty Rutkovitz

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**Buylines**

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

P.O. Box 31673  Des Peres, MO 63131-9998  Phone & Fax: (314) 646-7442  ismstl@sbcglobal.net

Visit us at: [http://www.ismstlouis.org](http://www.ismstlouis.org)

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