In October, ISM-Kansas City will recognize Supplier Diversity Month by dedicating the October education Event to Diversity. Please look for details in this newsletter.

As a supply management professional, it is imperative that Diversity is driven as a business process that must be integrated into normal operation of our organization.

The benefits of Supplier Diversity include:

- Increases opportunities to buy locally, regionally, and/or nationally to ensure reliable source of supply.
- Enhances community relations and promotes a positive image of your company as a good corporate citizen.
- Offers greater flexibility and personalized service from small businesses.
- Provides competitive edge in securing government procurement opportunities that require subcontracting plan objectives for: small; minority-owned; woman-owned; small disadvantaged; HUBZone; Veteran-owned; and Service-disabled Veteran-owned businesses.
- It can strengthen supplier relationships, drive innovation and reduce costs.

Supplier Diversity Programs must be created to develop mutually profitable business relationships with:

- Small Businesses
- Minority Businesses
- Woman-owned Businesses
- Veteran-owned Businesses
- Small disadvantaged Businesses
- HUBZone Businesses (Historically Underutilized Business Zone)
- Service-Disabled Veteran-owned Businesses

Successful companies view Supplier Diversity as an everyday business process that drives future growth and positive results.

Sincerely,

Mark VanSickle, CPSM, C.P.M.
Educational News

Shannon Scholarship Program

Scholarship Program

ISM-KC has established a scholarship program to assist members and their immediate families, who plan to continue education in college advanced degrees, and C.P.M. and CPSM. Scholarships are offered each year.

The Scholarship Committee of ISM-KC will administer this scholarship program. Awards are granted without regard to race, color, creed, religion, gender, sexual orientation, veteran status, disability, or national origin.

Eligibility

Applicants to the ISM-KC Scholarship Program must be one of the following:

1. Active members in good standing with the local ISM-KC, immediate family member, student member or life time member.
2. ISM-KC family member who are high school seniors or high school graduates who plan to enroll or students who are already enrolled in a full-time college program at an accredited two or four-year college or university.
3. ISM-KC members in good standing who are pursuing advanced certification, i.e., C.P.M. and/or CPSM.

* Full-time study is defined as full-time enrollment for the entire upcoming academic year.

Awards

The Scholarship Committee will award up to $2,000 per year to eligible candidate(s). Award(s) are not renewable, but members and students may reapply to the program each year that they meet eligibility requirement. Scholarship awards will be presented at the May Dinner/Education Meeting. Application does not guarantee approval.

Application

Interested members or students should complete the application, which follows these guidelines, and mail it along with a current, complete official transcript of grades to the Director of Education, postmarked designated deadline. Applicants will receive email acknowledgement of receipt of their application. If an email acknowledgement is not received within three (3) weeks, applicants may call or email the Director of Education to verify that the application has been received.

Applicants are responsible for gathering and submitting all necessary information. Applications are evaluated based on the information supplied; therefore, answer all questions as completely as possible. All information received is considered confidential and is reviewed only by the Scholarship Committee.

Application does not guarantee approval.

Selection of Recipients

Scholarship recipients are selected on the basis of academic record, demonstrated leadership and participation in school and community activities, honors, work experience, statement of goals and aspirations, unusual personal or family circumstances, and outside references.

Recipients will be notified timely as to their status for a scholarship from the Director of Education. Awards will be announced in May of each year. Not all applicants to the program will be selected as recipients and those individuals will be notified before the May meeting. Students may reapply to the program each year they meet the eligibility requirements.
October Event

“The Future of Supplier Diversity”
Tuesday, October 20th, 2009
At the JE Dunn Corporate Headquarters Building

Join us as Lonnie Scott, President and CEO of the National Minority Supplier Development Council leads a panel of experts discussing:
- The benefits of supplier diversity
- The benefits of a supplier diversity program
- Developing a business case for a supplier diversity program
- How a supplier diversity program:
  - Drives innovation
  - Drives cost management efforts
  - Drives brand loyalty
  - Strengthens and expands your networking connections
- How to get started with a program

Panelists will include distinguished personnel from Black and Veatch, KCP&L, Metropolitan Community College, Kansas Speedway, and JE Dunn.

We’ll be meeting and dining at the new JE Dunn building downtown. You’re welcome to come early (during registration) and learn about the building, which the company hopes will be the first building in Kansas City to achieve LEED Gold certification. Come and see what they’re doing to help save the environment. There will not be a tour but there will be information about the building and continuous slide presentation during the registration period.

Location: JE Dunn, 1001 Locust Street, Kansas City, MO 64106

There is an attached garage. Bring in your parking ticket to get it validated for free parking.

Agenda:
5:15-6:00 pm  Registration/Networking/Building information on display
6:00-6:45 pm  Dinner
6:45-7:45 pm  Panel Discussion

Cost:
Members: $25 ($30 after registration deadline)
Non-members - $30 ($35 after registration deadline)
Reservations must be in by noon, Friday, October 16th

Upcoming Events

For additional information and to register online for ISM-KC events please visit our website:
www.ism-kansascity.org

October 20  October: Dinner Event
October 27  ISM-KC Board Meeting
November 17  November Event
November 19  ISM-KC Board Meeting
Benefits of Supply Chain Certifications – C.P.M. and C.P.S.M.

This article will attempt to understand the benefits and reasons to achieve Supply Chain Certification, whether through the C.P.M. (Certified Purchasing Manager) or C.P.S.M. (Certified Professional in Supply Chain).

There are many reasons for someone to become certified through I.S.M. It can boost your career in a rapidly growing and competitive field. It can increase your pay and lead way to larger and more responsible assignments in Supply Chain. It is a path to personal growth and accomplishment by showing your commitment to the industry and profession. Certification promotes continuous improvement and on-going education, allowing you to maintain a cutting-edge knowledge that other supply chain professional may not possess.

C.P.M. and C.P.S.M certifications are the universally accepted standards for recognizing and identifying supply management professionals. Certification isn’t for anyone, but rather is focused on the experienced supply chain manager, buyer, director, V. P., or educator who’s focus is in Materials and Supply Management.

In a recent study by the ISM on Salaries for Supply Management professionals, it was reported that those with C.P.S.M. certification earned 13% more than their non-certified counterparts. On an $80,000.00 per year salary that equates to an additional $10,400.00 annually!! Similar experiences are related for C.P.M. certification against non-certified individuals, with C.P.M.’s earning an average of 5% more than non-certified professionals. Clearly those people who invest in their education and certification see immediate benefits straight to the bottom line. In a changing economic landscape, certification makes sense as a safeguard against layoffs, an additional metric for higher salaries, and recognition as being one of the best at what you do. The return on investment (ROI) for the $520.00 testing fee (CPSM fees, Aug. 2009) is almost immediate and ongoing.

Human Resources professionals have repeatedly stated that those individuals with certifications stand a much better chance of getting a top-paying position than those without certification. The arguments are clear and the rationale for certification cannot be understated – now is the time to invest in your future!

ISM – Kansas City will be conducting training sessions for the CPSM and the CPSM bridge exams locally. These training sessions prepare the professional for the tests and give real-world direction for attaining CPSM certification. Get onboard today... register for your CPM and CPSM certification and join a select group of professionals recognized internationally as being the best at what we do!

Mark Flynn

Welcome New Members!

Maria Bugenhagen, Embarq Logistics
Xiang Chen, Ge Environmental Services
David Christ, GE Energy
Renee Dowis, Embarq Logistics
Gary Duffey, GE Energy
Keli Fraas, YRC Worldwide Inc.
Nathan Gould, GE Energy
Kenneth McDonald, GE Energy
Paras Sharma, GE Energy
LaShawn Simon, GE Energy
Sandra Turner, GE Environmental Services
Deborah Wheeler, GE Energy
Ira Boydston IV
Heath Roberts, Childrens Mercy Hospital

Shannon Scholarship – cont.

Revisions

ISM-KC reserves the right to review the conditions and procedures of this scholarship program and to make changes at any time, including the termination of the program.

Additional Information
Questions regarding the scholarship program should be emailed to the ISM-KC Director - joelesko@hotmail.com

CPSM Exam Study Sessions

ISM-KC will be offering Study Sessions for those who will taking the three exams to obtain their certification. Each exam study sessions will consist of 2 Saturday classes from 9 – 5pm and are scheduled as follows:

Exam 1 classes – Jan 22 & 29

Exam 2 classes – Feb 20 & 27

Exam 3 classes – Mar 21 & 28

These classes will be taught by ISM certified instructors who have earned their CPSM certifications and 2 of the instructors, Joe Steve and Jim Marinakas are past ISM-KC presidents.

ISM-KC has done everything possible to keep the cost of these classes reasonable and have scheduled the classes so people can budget accordingly. Cost for each 2 day class will be $199.00 for members, $200.00 for those who are not ISM members and $597 for ISM members, $897 for non ISM members for all 3 exam sessions. If a person signs up and pays for all 3 classes nlt Jan 8, 2010, ISM-KC will provide the Study Guides at no charge. Cost of the Study Guides is $59.00 plus shipping for ISM members, $89.00 for those who are not ISM members and are available at http://www.ism.ws/products/productdetail.cfm?ItemNumber=17934

New Certifications

ISM-KC would like to congratulate Mandy Steingrube of Thermo Fisher for obtaining her C.P.M. certification and to Susan Butler of Embarq for being re-certified as a C.P.M.. (Nancy, I have an e-mail into Mandy to confirm the company she works for & asked her to advise you & I so we can get it right for the Newsletter.)
Find out more about the National Convention at [www.mnsdconline.com](http://www.mnsdconline.com).

For more information about exhibitor registration (registering for a booth), please contact Maureen Vialva at (212) 944-2430, ext. 118.

NMSDC®, the nation’s benchmark forum on minority business development

**Theme:** Minority Businesses and Corporate America: Recipe for Success

**Date:** October 25 through October 28, 2009

**Location:** New Orleans Morial Convention Center, New Orleans, Louisiana

**Program:** Nationally-renowned speakers at Power Breakfasts, Luncheons, Plenary Sessions and Workshops:
- Corporate CEOs
- Purchasing Executives
- Minority Entrepreneurs
- Government Decision-makers
- And many other national experts on minority supplier development

Business Opportunity Fair / Monday only 10-26-2009.

This year’s Conference will deliver the most up-to-date information on minority business development. Speakers at plenary sessions and workshops will share information on successful approaches and strategies to compete in the global economy. Personalize your learning experience so that you get exactly the information you want. Choose from 32 targeted sessions and workshops; talk with more than 850 exhibitors at the Business Opportunity Fair and network, network, network!

Meet your colleagues, industry peers from around the country, and current and potential customers or suppliers for serious networking opportunities throughout the conference. Given the changes in the business arena, we encourage you to make an extra effort to join us in New Orleans.

Register for the conference by September 11 to take advantage of the substantial savings on registration fees. Please share this opportunity with others in your organization that might benefit from attending the premier forum on minority business development. Make the most of all this event has to offer. Finalize your plans and send in your registration form today!

“NET”-time – Monthly networking with your local ISM-Kansas City Affiliate to learn from each other on how to interview, set up a great resume, and discuss more about the job market today! Come and “Net” work during the 30 minutes of registration before each meeting. No charge for this 30 minute time frame.
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