

Purchasing Management Association of Cleveland

P.O. Box 361777, Cleveland OH 44136-1777

Phone 216.521.6276 * Fax 216.255.6730 * Email info@pmac.org * Website www.pmac.org

January Sponsor

Hardware Components Inc.



www.hardwarecomponents.com

DVD ISM Seminar – January 24, 2007

Finance for the Supply Professional

8:00 a.m. to 12:00 Noon

Ridge Manor Party Center, 4630 Ridge Rd., Brooklyn.

Register online www.pmac.org

TOUR - Wednesday, January 31, 2007

3:00 p.m. to 4:00 p.m.

Monarch Electric

5325 West 130th St., Cleveland [Map](#)

[Register here](#)

Members and non-members welcome

TOUR - Thursday, February 8, 2007

3:00p.m. to 4:00 p.m.

RFID (Radio Frequency Identification)

The Kenndy Group Inc.

38601 Kennedy Pkwy, Willoughby [Directions](#)

[Register here](#)

Members and non-members welcome

REVERSE RAFFLE – February 24, 2007



\$2000 Jackpot

Ridge Manor Party Center * 6:00 p.m. - 10:00 p.m.

\$75 per person (1 buffet dinner & 1 board ticket)

\$100 per couple (2 buffet dinners & 1 board ticket)

\$30 each additional dinner

Cash Bar, Appetizers, Silent Auction Open to everyone! Family, friends, co-workers - reserve a table.

Contact Kevin Fox 440.951.3904 or PMAC office info@pmac.org 216.521.6276 for reservations.

C.P.M. Review Seminars

Module 3 – February 22, 2007

Module 4 – March 22, 2007

Instructed by Dr. Ken Killen, C.P.M.

Register online www.pmac.org

Welcome New Members

Heather Carroll

Aero Instruments

Welcome Back

Michael Fath

KPMG

January Meeting Information

Thursday, January 18, 2007

Ridge Manor Party Center (4630 Ridge Rd., Brooklyn, OH)

Program 7:00 p.m.



Dr. Richard Pinkerton, C.P.M.

Professor Emeritus, Marketing & Logistics, California State University, Fresno
Consultant in Supply Chain Management

“Developing and Using Teams”

Why have teams; Who should be on the team; The team sponsor; The team charter; Rules, regulations & reporting; Team evaluations

Dr. Pinkerton has a BA Economics from Michigan, an MBA from Case and a Ph.D from the University of Wisconsin. He has developed teams for several corporations, including Quaker Oats, ILC TECHNOLOGY AND PG&E. He is also a retired Lt. Col. USAF where he was a team leader for Operation Homecoming, Viet Nam. A Cleveland native, he serves on the Strongsville Economic Development Committee, and was recently inducted into the Parma Hall of Fame. Most of you know Professor Pinkerton as one of our educational members who has conducted many sessions for PMAC.

Forum 5:30 p.m. – 6:15 p.m.



Joseph V. Shannon, Owner & President of Profit Or Savings Enterprise

“How are Freight Rates Constructed”

Joe is a member of the Evening Faculty of Cuyahoga Community College since 1975. Although the freight industry has been Re-regulated since the late 70's, the world of Purchasing and Sales is living with a freight pricing structure that got it's start even before the year 1900. So we are dealing with some techniques and rationale that is over 100 years old.

Joe's presentation will give us the history and infra-structure that created the format and formulas for the freight rates that we deal with today. Although the main focus will be on freight rates as they apply to LTL (Less-than-Truckload) and to Rail transportation, there will be a brief reference to Truckload, Small Package and Air Cargo pricing. You will even walk-away with a complete understanding of the freight acronym R V N X pricing. Every Purchasing Professional (including, but not limited to: Buyers and Analysts and Managers in Supply Chain and Strategic Sourcing) wants and needs to know the cost structure of the products and/or services that they have responsibility to source and procure. This Forum session will give you the insight to know and understand something about "How Freight Rates were-&are Constructed"

5:30 p.m. Networking (free appetizer & beer) 6:15 p.m. Dinner

\$25 PMAC / ISM Members * \$30 Non Members

Registration Deadline Monday, January 15th

Register online www.pmac.org email info@pmac.org or call 216.521.6276

Cancellations or no shows after Monday, January 15th will be invoiced.