

The logo for the Purchasing Management Association of Cleveland features a red horizontal bar at the top, a dark blue rectangular box in the center containing the text "Purchasing Management Association of Cleveland" in white, and another red horizontal bar at the bottom.

Purchasing Management Association of Cleveland

BUYLINES Nov 2009

President's Message, November 2009—The "I"s Have It!

The Purchasing Management Association of Cleveland has as its Mission:

PMAC exists to provide value, leadership opportunities, and education while promoting a higher level of performance for purchasing and supply management professionals. It also provides a forum for the exchange of ideas and information.

As I outlined in my summer email, PMAC has faced many significant challenges over the past several years, both financially and organizationally. We took measures to cut back and strengthen ourselves financially and we added two new positions to the board of directors to bolster ourselves with personnel. As a result, we have had an influx of new blood both on the board and on committees. But we don't want it to stop there. While we have started the 2009-2010 year on strong footing, we on the board want to make sure that we continue to head in the right direction to accomplish our 2009-2010 goals:

MEMBERSHIP

- **Grow Membership**
- **Encourage and promote membership diversity**

ORGANIZATIONAL and PROFESSIONAL DEVELOPMENT

- **Develop and apply efficient practices and processes**
- **Disseminate professional information (Communication)**
- **Develop and encourage ethics**
- **Promote the Profession**

PERSONAL AND PROFESSIONAL GROWTH

- **Enhance the opportunity of idea exchange**
- **Create networking opportunities for members**

After many informal discussions with you, our members, we have found that you have specific wants. You want to be

Informed—We are addressing that with this newsletter, an improved website and more Cvent invitations and communications

Invigorated—you want forums, programs and events that interest you and will motivate you participate.

Impressed—you are interested in what's new. We are planning to use more technology to help run our programs and administration. We will have dues payment via Cvent, surveys via survey monkey and Cvent, and, of course, newsletters via emails. In addition, we hope to include seminars on emerging procurement technologies, such as e-procurement, on-line auctions, etc..

Included—you want to include a larger, more diverse demographic in our membership. We hope to expand the breadth of all categories, including age, gender and ethnicity.

As we move through this year, we are dependent on your attendance and participation. Please don't be shy about volunteering to help on a committee or to help with one specific task, such as helping to put our materials away after a meeting. When called upon to respond to a survey, please don't set it aside. Feedback is the breakfast of champions. We need your feedback to know what to continue to do and what to improve. Help us to add one more **I** to the list:

Involved

And now a word from our Treasurer Kevin Fox, CPSM

WIN A \$100 GIFT CARD

Well it's that time of year again, **Membership Renewal**. This past year has proven to be a challenging year for many of us and we all know someone who has been impacted by the downturn in the economy. During these times of uncertainty it is important to stay "in the loop". Your membership provides you with many opportunities for you to enhance your career from networking to the new CPSM credential. Do yourself a "professional" favor and process your renewal invoice as soon as you receive it.

You will be receiving your Renewal Invoice via email (by mail for those who we do not have an email on file) by the end of October. You will be able to pay via credit card using the website, www.pmac.org, again this year. You also can pre-pay for dinner meetings for the calendar year 2010 at the same time. For those of you who pay your invoice by the end of Nov, your name will be entered into a drawing for a \$100 VISA gift card, just in time for Christmas shopping!

Communications Update!!

We will be publishing the PMAC Newsletter bi-monthly and need your help. If there is something you would like to see in the newsletter or something that you felt in the past was a must have please let me know. I am also looking for members to assistance with the publishing of the newsletter so if you have an interest in helping on the communications committee please see Karen Raines.

All committees are looking for help so if have a burning desire to help please see a board member and volunteer.

Upcoming Events

November Dinner Program & Educational Forum, "Executive Night", Bring The Boss at Member Price!

Thursday, November 19, 2009

Ridge Manor Banquet Center

4630 Biddulph Rd., Brooklyn, OH

Education Forum 5:30 p.m.-6:30 p.m.

TBD

"The Gold Medal : Transforming Supply Management into a World-Class Contributor to Corporate Performance"

Robert Rudzki, *President, Greybeard Advisors, LLC*

Robert A. Rudzki, a former corporate executive, is President of Greybeard Advisors LLC, a firm comprised entirely of deeply experienced industry executives and managers. Greybeard assists organizations to improve their near-term financial performance and enhance their long-term viability. Mr. Rudzki also is an Advisory Board member of several companies.

A frequent speaker at conferences, he is co-author of the business performance improvement book Straight to the Bottom Line®. He is also the author of the leadership book Beat the Odds: Avoid Corporate Death and Build a Resilient Enterprise.

Prior to founding Greybeard Advisors in 2004, Mr. Rudzki served as Senior Vice President for Bayer Corp, the North American subsidiary of Bayer AG. At Bayer, he led a nationally-recognized transformation that generated significant improvements in costs and working capital. Prior to Bayer, he was an executive at Bethlehem Steel Corp., where he oversaw Bethlehem's global procurement and logistics activities. During his tenure, Bethlehem's procurement organization was recognized as "top quartile" in a global benchmarking study conducted by A.T. Kearney, and was also twice recognized by Purchasing Magazine as a "Best Place to Work."

Congratulation to the following Affiliate Members who have obtained their C.P.M.

Tina Faulisi Affiliate Member

Richard Corbin Affiliate Member

Christopher Nock Non Member

S. Holmes Mansfield Award Nomination

Nominations are being accepted for the S. Holmes Mansfield Award and can be given to PMAC office who will forward to the chair. All nominations should be in by March 8th.

PMA of Cleveland Officers

President

[Ron Aheimer, CPSM, C.P.M.](#)

Progressive Insurance
6085 Parkland Blvd.
Mayfield Heights, OH 44124
Phone: 440-603-5897
Fax: 440-603-5952

1st Vice President

[Dr. Bijay Nayak, , PEng, CPEng, CEM, CMfgE, CSSBB, VMP, AVS, FIEAust](#)

Rockwell Automation
8440 Darrow Rd.
Twinsburg, OH 44087
Phone: 330.487.6026
Fax: 330.487.6441

Second VP

[Sandra Keske, C.P.M.](#)

Tri Vantage L.L.C.
2937 West 25th St.
Cleveland, OH 44113
Phone: 216-912-9764
Fax: 216.696.0010

Secretary-Treasurer

[Kevin S. Fox, CPSM](#)

Chas E. Phipps Co.
4560 Willow Parkway
Cleveland, OH 44125
Phone: 216.883.2063
Fax: 216.883.2169

Marketing / Special Activities Chair

[Helen French C.P.M.](#)

Marous Brothers Construction
1702 Joseph Lloyd Parkway
Willoughby, OH 44094
Phone: 440.951.3904 Ext
Fax: 440.269.8647

Communication Committee Chair

[Karen Raines, C.P.M., A.P.P.](#)

PDI Ground Support Systems
5905 Grant Ave.
Cleveland, OH 44105
Phone: 216-271-7344
Fax: 216-271-7550

Technology Committee Chair

[Amy Gress](#)

Ridge Tool Co.
400 Clark St.
Elyria, OH 44036
Phone: 440.329.4740
Fax: 440.329.4854

Membership Committee Chair

[Bonnie Sams, C.P.M.](#) CAM/OE

Jones Lang LaSalle
Cleveland, OH 44253
Phone: 330-242-2186

Education Committee Chair

[David Snigar, C.P.M.](#)

3746 Lake Park Dr.
Brecksville, OH 44141
Phone: 440.717.0520

Advisory Board Chair

[Joseph A. Ferritto, C.P.M., A.P.P.](#)

Phone: 216.571.2226

Office Staff

[Debby Lance](#)

Purchasing Management Association of Cleveland
P.O. Box 361777
Cleveland, OH 44136
Phone: 216.521.6276
Fax: 216.255.6730