President’s Message
Richard Fischer, CPSM - Fischer-Ridge Associates LLC

Its spring and we are moving (or have moved) to summer rather quickly. The Board at PMAP is looking to the months ahead and working to create more engaging and meaningful programs for our coming year. Elections are this month at the May diner meeting, the new Board will be installed at the June meeting and the Board planning meeting will also be in June.

Each of the next two meetings will have outstanding programs, outstanding speakers, “spotlight suppliers” as well as time for networking and establishing a few new professional contacts. Don’t miss the opportunities. Attend the meetings and actually plan to grow professionally in the next year with your PMAP comrades through participation in your association. We all are aware that when you really need a strong network (and who doesn’t need a strong network outside of their office) it is too late to begin developing one.

Keep your contacts fresh this summer, add and share a few contacts. Consider helping a fellow PMAP member and Supply Chain professional when they have a need for your assistance and expertise. Certainly one way to maintain and expand your network is to be more actively involved in PMAP. You will be paid back many times over in the months and years ahead for your willingness to give to PMAP and its members.

I am looking forward to seeing you at the May meeting.

______________________________________________________________________

Have you registered to attend the educational programs?
Do it today at the PMAP Web site at www.ism-phila.org

Thursday, May 13, 2010
Educational Dinner Meeting & Board Election
Location: Doubletree Guests Suites Philadelphia, 640 W. Germantown Pike, Plymouth Meeting, PA 19462
Time: Board Vote: 4:30 to 7PM; Registration: 5:15 pm; Pre-Dinner Mtg: 5:30 – 6:30 pm, 1 C.E.H.; Dinner Mtg: 6:30 – 8:30 pm, 1 C.E.H.

Elect the PMAP Board: 4:30 to 7PM

Pre-Dinner Topic: Customer Service Skills
Speaker: Susan Morris, Morris Consulting Group, LLC

Dinner Topic: Transforming Global Procurement
Speaker: Cynthia Dautrich, President of Dautrich & Associates, LLC
Cynthia Dautrich has transformed several large procurement operations over the past 10 years and has developed a proven approach that is aligned with business objectives and relevant to today’s challenging markets. Please join us as Cynthia shares her journey and key learning’s about leading large transformational efforts from design through implementation.

PMAP Member News

Welcome to the New PMAP Members

John Camp - Piramal Glass
Christina Dixon - Merck KGAA
Mike Honsberger - GSI Commerce Solutions, Inc.
Karen Mather - Philadelphia Coca-Cola Bottling Company
Terri Payne - GSI Commerce Solutions, Inc.
Stephen Waligorski

**PMAP Nominated 2010-2011 Board of Directors Election Notice**
The election will take place at the May Dinner Meeting and the installation will take place at the June Dinner Meeting.

**Nominated Board Officers:**
President: Sandra J. Bardenett, C.P.M. - ICG Commerce
1st Vice President: Donna Powell, C.P.M. - Philadelphia Regional Port Authority
2nd Vice President: Ronald Baldwin, C.P.M. - Keystone Mercy Health Plan
Treasurer: Robert J. Wislowski, CPSM
Past President: Richard Fischer, CPSM - Fischer-Ridge Associates LLC

**Nominated Board Directors:**
Gazelle Afshari - Shire Pharmaceuticals, Inc
Eric Blackstock - Keystone Mercy Health Plan
Ronald A. Heere - Becton Dickinson & Company (BD)
Alison G. Perry

**UPDATE:**
**Proposed Association Name Change**
*from Purchasing Management Association of Philadelphia to ISM-Philadelphia*
Sandra Bardenett, C.P.M., First Vice President, PMAP Board

In response to concerns expressed by our membership, the Board sought legal advice to ensure that our association’s independent standing and PMAP assets would not be compromised by the proposed name change to ISM-Philadelphia.

Please be advised that we have now a memorandum in hand, which clearly states that, implementing the proposed name change, and based on PMAP by-laws aligned with ISM by-laws, that PMAP “stays its autonomy and fiscal control.” This letter will remain on file at the PMAP Office and may, of course, be accessed by any of our members.

Given this confirmation, we are moving forward with the name change process. A timeline for the process is in development and more information will be shared in the next newsletter.

**Minority & Women Business Development Group**
The Pennsylvania-New Jersey-Delaware Minority Supplier Development Council (MSDC) announced that Wade Colclough has been named president. Mr. Colclough assumed his new position effective April 26, 2010.

In his new capacity Mr. Colclough will be responsible for the development and implementation of programs to increase and enhance business opportunities between corporations and minority businesses in Pennsylvania, New Jersey and Delaware.

Mr. Colclough’s experience includes a proven track record of building and developing partnerships with corporations, government, community, educational, and non-profit organizations in various roles over more than 15 years.

“The Board and the entire Council welcome Wade Colclough to this position and look forward to working with him as he leads the Council to new levels of growth in the months and years ahead,” said David M. O’Brien, Vice President, Supply Chain Management, Exelon Corporation and PA-NJ-DE MSDC Board Chairman. “Wade brings a wealth of leadership experience and management accomplishments to the MSDC and we are confident that he will help advance the Council to an increasingly prominent position as the number one resource for minority businesses in the region.”
Prior to joining the Minority Supplier Development Council, Mr. Colclough held positions with PECO Energy Company (an Exelon Company), an electric and gas utility headquartered in Philadelphia, and Philadelphia Gas Works (PGW), a municipal-owned utility in Philadelphia; and provided consultation and advisory services to a number of non-profit organizations.

A Philadelphia native, Mr. Colclough earned his bachelor’s degree in organizational management from Eastern University; an advanced certification in corporate community relations from Boston College School of Community Relations; certification in non-profit management from LaSalle University; and certification in Strategic Alliances from the Wharton School of Business at the University of Pennsylvania. In addition, he is the recipient of numerous honors including the Philadelphia Business Journal’s 40 most influential business leaders under 40; the Philadelphia Tribune’s, one of the most influential business leaders to watch in 2004 and 2005; the City of Philadelphia’s Honorable Congressman Lucien Blackwell Community Service Award in 2005; and the Pennsylvania Legislative Black Caucus’ Young Gifted and Black Award in 2008.

The mission of the PA-NJ-DE Minority Supplier Development Council (MSDC) is to expand business opportunities for MBEs and create mutually beneficial links between corporate members and MBEs. The ultimate outcome is to add economic value to the supply chain while increasing opportunities for the minority business community. The PA-NJ-DE MSDC, headquartered in Philadelphia, is one of 37 affiliates of The National Minority Supplier Development Council helping corporate members develop, expand, and promote minority business development programs.

Membership Benefit Reminder:
Harry P. Sommerer Memorial Award
Robert Wislowski, CPSM, Treasurer/Secretary, PMAP Board

Last month the PMAP Board announced the inauguration of the Harry P. Sommerer Memorial Award which provides annual scholarship funding to worthy members in need of assistance for educational pursuits in the supply management profession. The maximum amount of available funding for this year is $1,000, intended to provide multiple awards for eligible members attending qualified programs. Any PMAP member in good standing is eligible to apply for scholarship funding other than current members of the PMAP Board and/or Scholarship Committee.

The awards will be made on a first come, first served basis, so our members are asked to submit their applications as soon as possible after you have identified how these funds may assist your educational or professional development pursuits. For specific details governing the scholarship fund, check the “News” section of the PMAP web site.

Those members interested in obtaining an award should complete a Scholarship Program application form, which can be obtained from the PMAP web site or Association office. The completed form should be mailed or faxed to the address shown at the bottom of the form. All personal information will be held in the strictest confidence, however, award details, such as awardee name and purpose and amount of award, will be announced through various PMAP media.

PMAP Committees Want YOU

Networking Committee
Are YOU interested in networking and meeting other procurement peers? The PMAP Networking Committee is looking for volunteers to join the committee aimed at developing networking activities and programs for PMAP members throughout the year. If you are interested in joining this or any of the other great PMAP committees, please contact the PMAP office at (215) 878-3389.

Programs Committee
If you are interested in working on the Programs Committee, please contact the PMAP office or Danielle Lechette at Danielle.Lechette@verizon.net.

Web site Task Force
The PMAP web site has just undergone some major navigational changes to make your web site visit easier. In the fall, we hope to create additional changes including a more integrated web site and database. The committee is working on an RFP and would welcome any assistance from a PMAP member. If you would like to be involved in creating the next step in PMAP’s online presence, please contact the PMAP office – pmap@association-cba.org
News from ISM

San Diego & the 2010 ISM Conference
Sandra Bardenett, C.P.M., First Vice President, PMAP Board

My vision of San Diego had always been of ocean blue waters, California sunshine, swaying palm trees, good food, touring the countryside, and, of course, fun at the Zoo. So when I was given the opportunity to attend this year’s ISM Conference in San Diego, I thought how very nice… the perfect chance to connect with my colleagues, meet new people from around the country, and enrich my supply chain knowledge base, and all this, away from the cold weather in Philadelphia! Well, I was certainly greeted with palm trees and afternoon sun, but it was decidedly cool and breezy - and remained that way throughout the length of the Conference.

Fortunately, the Conference provided ample diversion - powerful seminars, inspiring awards, stirring speeches, and networking events. The conference was certainly well organized and it was a pleasure attending the events and seminars with other ISM attendees from diverse organizations across the country – these were definitely the best opportunities to discuss challenges, share ideas, and make new contacts.

I was particularly impressed with the credentials of the 2010 J. Shipman Gold Medal award-winner, Anthony S. Nieves. His contributions within supply chain, along with those to his community and family, were awe-inspiring – and the standing ovation was well deserved.

The ISM’ workshops and seminars covered wide-ranging topics, including my personal areas of interest: sustainability, diversity, strategic sourcing, talent management, outsourcing, and best practices, and were delivered by leaders in our industry. Valuable insight was provided, including guidance towards determining, for example, what green credentials may be most appropriate to consider and what you can do in your community to encourage diverse suppliers to enter the green market.

Particularly interesting was the presentation by Thomas Linton & Jason Choi of LG Electronics, the 2010 R. Gene Richter Award Winner in Organization/Structure, a company that achieved tremendous turn-around and global success, thru the establishment of procurement authority, centralization, and quality and process improvements. Other favorites included Tuesday’s presentation on … Strategic Sourcing and Procurement Maturity, given by Marika Lindstrom, of Unilever – and Monday’s session presenting CAPS Research Results on Sustainability and Talent Management. Please see my PMAP LinkedIn group discussion for a complete listing of the presentations that I found most valuable.

Finally, the Conference gave me the opportunity to spend some quality time with fellow Board members, Ron Baldwin and Gazelle Afshari, and other Philadelphia-area colleagues, as we dined at some of San Diego’s fine Gaslamp quarter restaurants. And, I must mention that I did find the time to visit the flamingoes, the tigers, the polar bears, and the adorable baby Panda bear at the world-renowned San Diego Zoo – a considerable amount of walking, but well worth it!

I strongly encourage each of you to consider attending next year’s Conference in Orlando, Florida, scheduled for May 15-18, 2011. And, whether you will be attending or not, the ISM Orlando affiliate is already looking for volunteers towards making next years’ event a great success. More information on both the 2011 Conference and Volunteer opportunities will be posted in upcoming newsletters.

Information You Can Use

Uniform Commercial Code

Here are several research tools to find out more about the Uniform Commercial Code (UCC):

http://www.law.cornell.edu/ucc/ucc.table.html

It’s good for doing minor searches, but it doesn’t drill down on the specific issues / clauses.

On-line book stores:

Resume Tips: Five Ways to Grab Employers’ Attention
Deborah Walker, Certified Career Management Coach

With today’s level of competition for good jobs your resume has got only one chance to make a great first impression. To be considered for interviews your resume must have that special something that grabs the reader’s attention and motivates them to call you. Here are five strategies for transforming a blah document into a WOW resume that will get employers calling you.

1. Keep your focus clear and to the point.
The first thing potential employers need to know is what you do and the position you are interested in. In the past, job seekers have used an objective statement at the top of their resume to indicate their employment interest. With the lightning speed scanning approach that recruiters take in viewing resumes, a wordy, vague objective statement taking up three or more lines of text just doesn’t get the job done. In most cases they don’t get read.

Instead, write a short, direct professional summary that clearly illustrates your career focus. Your statement should include your profession, how long you’ve done it and your particular areas of expertise. Something to the effect of:

“Senior purchasing profession with 10 years’ procurement expertise in: strategic sourcing, contract negotiation, financial analysis, strategic planning, leadership, contract law and process improvement.”

Remember, your resume is not an historical tell-all. To keep your focus clear make sure that everything following in your resume relates to your focus. Leave off extraneous details.

2. Stuff your resume with key words.
The more key words you use the more frequently your resume will show up in online searches like LinkedIn, The Ladders and CareerBuilder, etc. Additionally, employer resume data bases also use key words to query for qualifying candidates. Without appropriate key words your resume will be electronically ignored. Without key words, your resume is being shot off into a black void each time you submit it.

A good way to make sure your resume is full of key words is to check it against job postings. Use as many of the key words found in the responsibilities and qualifications sections of job postings. As much as you can, match up your terminology with what you find in job postings.

Nothing gets ignored like a resume full of lengthy blocks of text. No one has time to read through that much information. Resume screeners need to be able to absorb your information quickly. Leave out extraneous details so that key facts show up easily. Separate blocks of text into smaller easy-to-digest snippets of information. Use white space to separate bullet points so that each stands out. Be sure that your font size is readable: nothing smaller than 11 point.

4. Include plenty of accomplishments.
If you want to stand out from the crowd you must include accomplishments throughout your resume. Write accomplishments that show how you solve universal problems such as saving time, cutting costs, improving performance and increasing customer satisfaction. Your accomplishments should stand out on your resume in bullets separate from your responsibilities. Don’t make the common mistake of combining responsibilities and accomplishments in a long list of bullets. List your responsibilities in a small block of text and your accomplishments in bullet form following.

5. Get your best information on page one.
It’s true, if you can’t grab their attention on page one they won’t stick it out to find out the wonderful things you’ve got on page two or three. This presents a problem for those who experienced their most productive work five or more years back. The solution is to use the hybrid resume format that allows you to create a highlight of accomplishments section at the top of page one of your resume. This area of your resume is reserved for the best examples of your work. The accomplishments you include should illustrate the key transferable skills needed for the position you are interested in. Don’t delay in implementing these resume changes. Employers are waiting for you with opportunities for a better career and a better life.
PMA\ Job Mart

PMA Members have access to the online job postings in the Members Only area of the Web site.

Employers – Go online (www.ism-phila.org) to obtain the guidelines to post your position.

FREE posting:
All job postings online are FREE (the $100 fee is waived). All ads must be emailed to the Association either in the body of the e-mail or as a Word attachment. All job postings will be placed on the PMA\ Web site for one month.

News from Other Organizations

The Southeast PA Logistics and Transportation Industry Partnership invites you to join. This Industry Partnership is composed of businesses that focus on our industry; it is supported with public workforce dollars that are awarded through the PA Department of Labor and Industry.
To join, you must be located in the five SE PA counties (Philadelphia, Chester, Delaware, Bucks or Montgomery) and you must be able to dedicate about two-three hours per month to either conference calls or face-to face meetings. If you are interested, please email the project manager, Angelica Haines at ahaines@pwib.org.

Philadelphia Chamber’s Supplier Network Event
The Supplier Network (SN) of the Philadelphia Chamber of Commerce is an educational and networking program series that prepares small to midsized businesses to pursue bids from large companies and government agencies and build relationships with regional procurement officers. On June 23, 2010, from 8:00 am to 11:00 am at the Union League, the annual Procurement Pipeline event will be held. To register for this free exclusive event, please contact Brynn Primavera at bprimavera@greaterphilachamber.com or 215-790-3630.

Another PMA Membership Benefit - PMA E-News!
Tell us what you think!
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