



Purchasing Management Association of Philadelphia

PMAP E-News – June 2009

PMAP Members receive this E-Newsletter once a month.
We welcome your suggestions and comments!
To view online go to www.ism-phila.org

President's Message

Bill Swank, Lime Systems

Change We Must

This past year has brought unprecedented change to the world that we, as supply chain managers, work in to provide value. General Motors filed for bankruptcy, an event that just a year ago would have been unfathomable. Over the past 12 months, the economy has gone through many challenges. Businesses and consumers alike have had to make changes in the way that they allocate resources. We have all learned that to thrive in the new economic reality, we have to change.

Change has hit home as well, over the past 12 months, we as supply managers have needed to become experts in areas that were ancillary to how we served our organizations. We have been asked to work to identify and control risk, bring stability to an ever changing supply chain, and continue to push for green purchasing practices and of course the ever increasing need to reduce TCO of the supply chain.

This past year, PMAP has brought programs and initiatives that have been designed to address this change head on and work to give you - the members - tools that you can use every day to expand your skills and continue to drive value for your organizations. Some of the speakers that we brought to you this year included leaders in the supply chain field from The McGraw-Hill Companies, Verizon, Economy League of Greater Philadelphia, Resources Global Professionals, University of Pittsburgh Medical Center, Tucker Company, Southwest Airlines, New Directions Consulting Group, and Storeroom Solutions, Inc.

Some of the highlighted topics included: Supply Management Strategy and Best Practices, Supply Chain Success through Supplier Diversity, Green Transportation in the Supply Chain, World Class Leadership, International Financial Reporting Standards, World Class Strategic Sourcing, Negotiating Risk Management - A Pervasive Challenge, Inventory and Materials Management, Third Party Contract Manufacturers, and Talent Development. Hopefully you got a chance to attend many of these educational sessions.

This past year our association theme was one of ***Expanding Horizons Together*** and that was accomplished through educational topics that continued the supply chain focus, a greater focus on networking and using LinkedIn as a networking tool. The topics and theme both reflect the fact that we need to grow both as an organization and as professionals. Our continued goal at PMAP is to help members and supply managers remain relevant for the companies for which they work.

Many volunteers committed time away from work and family to bring you the PMAP member benefits and high-quality programs.

A great "shout-out" to some of those who have helped make that happen: Yogi Sarvaiya, Gemalto for E-News and Web site; Donna Powell, Philadelphia Regional Port Authority for Supplier Relations/Public Relations; Sandra Bardenett, ICG Commerce for Program Development; and Ron Baldwin, Keystone Mercy Health Plan for MWBDG.

Our leadership team this year also included: Jacques Lalauze, Gemalto as Immediate Past President; Becky Litke, Fres-Co System USA, Inc as Treasurer/Secretary; Dick Fischer, Fischer-Ridge Associates, LLC as 2nd Vice President; and John Albright, Unisource Worldwide as 1st Vice President.

The June Education Event takes place on June 11 and will present the dinner topic, ***Talent Development and the Southwest Airlines Experience*** by Sharla Avila, Team Leader of Employment at Southwest Airlines. If you know anything about Southwest Airlines you know this will be informative and entertaining. Installation of the new Board will also take place at this meeting. I look forward to working with Dick Fischer as we make the transition to the new team.

Finally, a note of thanks. Thanks to those who have come before the current team to make PMAP the great and relevant organization that it has become; thanks to Christine Boylan, our Executive Director and her staff for their tireless behind the scenes work at keeping things running smoothly; thanks to all who have made this year a great year; thanks to the membership for allowing me to serve as the PMAP President this year; and a thanks to all who will come after this Board to pick up the torch - molding and shaping the PMAP future.

Please do not hesitate to email suggestions as well as deserved kudos. We want to be responsive to your needs, suggestions and ideas.

Keep well and keep looking to the future. Thanks and hope to meet you all real soon at the June PMAP Meeting.

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

Thursday, June 11, 2009

Education Night Meeting & Board Installation

Location: Knowlton Mansion, 8001 Verree Road, Philadelphia, PA 19111

Times: Registration: 5:15 pm; Pre-Dinner Reception: 5:30 – 6:30 pm
Dinner Meeting: 6:30 – 8:30 pm, 1 C.E.H.

Meeting Sponsor: Inkworks, Inc. - www.inkworksco.com

Pre-Dinner Networking Happy Hour & Tour of Knowlton Mansion

Attend this networking reception (cash bar) and go on a self-guided tour of this Victorian mansion that was originally designed by Frank Furness, a prominent Philadelphia-based architect whose work would eventually become synonymous with the mansions and public buildings of the Gilded Age!

Dinner Topic: Talent Development and the Southwest Airlines Experience

For many organizations, developing people, building great teams, and getting excellent results are critical goals. Talent Development is about making a commitment to performance management in a way that not only drives excellent results, but also makes people motivated, excited and ultimately, allows them to flourish. These components are a vital part of Southwest Airlines culture. How would you approach these goals? Here is a chance to learn some key factors in developing your talent.

Speaker: Sharla Avila, Southwest Airlines

Sharla Avila is currently employed with Southwest Airlines, People and Leadership Development Department. She is a Team Leader over the Chicago employment office. As a Team Leader, she helps promote Southwest Airlines' employment needs on a local and regional level. She has been with Southwest Airlines for 13 years and is a member of the company's diversity council.

An Exciting New Membership Drive!
30 Members in 30 Days

As a current member of PMAP, you already believe in the value that PMAP brings to you and your career! Perhaps, you know a colleague or have a friend that could benefit, as well.

For a limited time only, you will be rewarded for signing up a colleague as a member with an entry in a drawing for a **Phabulous Phillies Phun Ticket Package**. The new member will also be entered in the drawing!

For every new paid member referral that you provide to the PMAP office during our **30 Members in 30 Days** membership drive you get a chance to win. Refer two colleagues who join, get two chances to win!

The **Phillies Phun Ticket Package** will include:

4 tickets to the Phillies v. New York Mets game at Citizens Bank Park on Saturday, September 12 at 4PM
-- Plus lots of extras including a special welcome to you on the Jumbotron!

Of course, a chance to win the **Phillies Phun Ticket Package** is exciting, but there is more great news - a new PMAP Program designed to assist current PMAP members on their jobs or transitioning between jobs:

The PMAP Stimulus Package:

Special Member-Only Meetings

This new PMAP offering is a series of pre-dinner and stand-alone career development meetings designed to assist you in becoming more valuable in your current position and also in any new job search.

The meetings will provide member-to-member peer support where you can share tips, concerns, and work success stories with other PMAP members. Additionally, area HR representatives will present topics such as: resume-writing, interview skills, "networking your way to a new career," and job search skills. You can look to PMAP as a resource during these difficult economic times!

Employment Center on the Web

PMAP Members can now post their resumes for FREE and potential employers can search the online resumes for FREE.

PMAP Online Job Postings

All job openings can now be posted on the web site for FREE but are still only open to PMAP members.

Dues Free Membership

If you are a PMAP member but unemployed at the time of renewal, you may rejoin for FREE. You will need to pay to attend dinner or other meetings at the member fee.

Sign up a colleague now!

... for details how, please see below:

Today download a membership application, put your name on it as the referring member.

In the next 30 days send it on to your colleagues.

Call them and ask them to join before August 1st.

When they join, we will let you know and then enter you in the raffle to win!

Click [HERE](#) to download your Membership Application.

PMAP News

Congratulations to the new C.P.M.

Ryan Penderleith, C.P.M. - Teva Pharmaceuticals USA

Congratulations to the new CPSM

Mark Lowery, CPSM - Siemens Medical Solutions Health Services Corporation

Welcome to our 29 New Members

Tanya Battistini

Monica Bermudez

David Boren - Gamesa Corporation

Kareem Brantley - Siemens

Ileana del Valle Carrion - Gamesa Wind US

Angelo DiSipio - Heraeus Electro-Nite, Co.

William Dunkerley - TallyGenicom LP

Bradley Eldon

Doug Forward

David Groomes - Merck & Company

Jason Guistwhite - Independence Blue Cross

Janet Harvey - Quest Diagnostics, Inc.

Robert Hayman - Wilmington Trust Company

Ronald Heere

Rebecca Hoffman C.P.M.- Perfect Commerce

Michael Ivers

Joseph Jackson

Leni John - Gamesa Wind US

Marianne Johnson C.P.M.- Ciba Corporation

Nadia Kotsull - Wyeth Pharmaceuticals

Irene Marnell - Wyeth Pharmaceuticals

Neslihan Ozturk - Gamesa Wind US

Jacqueline Pavlik - PECO, an Exelon Company

Ronnie Payne - PS In Philly dba Purchasing Services Inc.

Eric Rooney

Mamta Shankar - Amerisource Bergen

Jennifer Sharpe - PECO, an Exelon Company

Tom Spies

Alan Weiner - ICG Commerce

PMAP Board of Directors Elected!

Elections took place on May 14 at the Doubletree Guest Suites – Plymouth Meeting.

Thank you to our Judge of Elections, John Albright and the two Election Tellers: Jon Loeliger of HerSport in Haddonfield, NJ and Bonnie Burns, C.P.M. of Washington Group International in Princeton, NJ.

Here are the election results:

New Board Officers:

President: **Richard Fischer, CPSM** - Fischer-Ridge Associates LLC

1st Vice President: **Sandra J. Bardenett, C.P.M.** - ICG Commerce

2nd Vice President: **Donna Powell, C.P.M.** - Philadelphia Regional Port Authority

Treasurer: **Robert J. Wislowski, CPSM**

Past President: **William E. Swank** - Lime Systems

New Board Directors:

Gazelle Afshari - Shire Pharmaceuticals, Inc.

Joan J. Broglin C.P.M. - Arkema, Inc.

Danielle A. Lechette

Linda M. Mitchell C.P.M. - GMAC Mortgage, LLC

John Odenath - Independence Blue Cross

Continuing Board Director:

Ronald Baldwin, C.P.M. will be returning to the Board to complete his term.

Completing their Board Term:

Jacques Lalauze, John Albright, C.P.M., Becky Litke, CPSM, and Yogendra Sarvaiya will be completing their terms and leaving the Board. We thank them for their service!

ISM News

Strategic Sourcing Stimulus Plan:

Leveraging Meetings Related Spend for Dramatic Costs Savings

Date: Thursday, June 18, 2009

Time: 12:00 p.m. EDT

Don't miss this Free, 1-hour STREAMING ONLY Web event hosted by ISM and sponsored by StarCite. For full information and to register: <http://www.ism.ws/1310>

Research Options Available to ISM Members

A number of valuable research options are currently available to ISM members (Membership login required):

[InfoCenter](#) - a fast and easy way to find information on supply management and purchasing-related topics. The information you need - including salary surveys, articles and topic-specific resource guides - when you need it.

[Tool Kit](#) - additional information to help with your daily research initiatives. Negotiation tips, a profit model, and more.

[Discussion Forums](#) - communicate with your peers via this user-friendly online format and share vital information. More than 20 different forums to choose from.

[CAPS Research](#) - thorough, practical research from the premier nonprofit research organization dedicated to supply and supply chain issues. Check out the numerous focus studies, benchmarking reports, critical issues reports, and best practices articles available.

Thank you to our May Education Meeting Sponsor:

Independence Imaging

Jim Conroy
10360 Drummond Road, Philadelphia, PA 19154
610-755-5797 - jconroy@sabvi.com
www.independenceimaging.org

Independence Imaging of Philadelphia is a non-profit division of the Susquehanna Association for the Blind and Vision Impaired. One of the core missions of the Association is to provide employment for blind / vision impaired individuals to offset the 70% unemployment rate in the vision impaired world. Independence Imaging is able to accomplish the employment of blind / vision impaired individuals by utilizing their skills to do document imaging / scanning of paper into electronic format.

Independence Imaging also provides Document management software solutions to effectively manage your electronic documents. We follow the three basic elements of all document management solutions: digitize, manage, distribute and provide well-designed document management solutions to help reduce filing costs, reduce distribution costs, protect information, improve access to information and provide a solid disaster recovery and preservations program.

Independence Imaging will provide you with a FREE proof of concept, which will allow you to view the quality solution that we provide to you. It will also allow us to give you fixed price quote so that you might budget your project appropriately. Some of the other conversion services we offer also include full indexing services, microfilm / microfiche conversion, wide format prints, and online document storage / access (with no hardware / software / licensing costs). Please contact Jim Conroy at 610-755-5197 or jconroy@sabvi.com to set up a free proof of concept for your organization.

Looking for a Good Room!

PMAP is planning several FREE member-to-member meetings and would like to hold these meetings in a conference or training room at a member's office. We would need a room large enough for 25 people. The meetings would be held in the morning from 8:30 to 10AM or 5:30 to 7PM. If you have available space, please email or call the PMAP office and speak to Melanie Forman.

New Jobs and New Resumes

Whether you are looking for a new employee or a new job, the PMAP Web site is the place to go to. There are several new jobs posted in the "Members-Only" area and there are several new resumes posted on the public area.

PMAP Article of Interest The Superior Negotiation Advantage

Charles Dominick, C.P.M., SPSM

How Easily Can You Get A Negotiation Advantage?

In almost every negotiation, a dynamic between the negotiators determines how good of a deal you get. Very few negotiations are interactions between equals - one side is superior and one side is subordinate.

Can you guess which side gets the better deal?

Of course, the superior does. So, establish yourself as the superior early by applying these techniques.

Make The Transition To Business Discussion Yourself - Most negotiations begin with non-business discussion. This can be helpful in building rapport and perhaps even getting useful information, so you want to engage in it. However, the party that makes the transition to the agenda of the negotiation is the one that creates a sense of superiority.

Make & Maintain Eye Contact - Looking into someone's eyes conveys seriousness. It can also be uncomfortable for both parties. But if you're more comfortable with eye contact than your supplier, that's a negotiation advantage.

Look into a supplier representative's eyes almost the entire time. Looking away or down indicates weakness which will enable the supplier to assume the superior role.

Act Like The Decision-Maker (Even If You're Not) - When a supplier knows that you simply are taking a deal to your management to be decided upon, the supplier is not inclined to give you the best deal. After all, your management may not know much about the market and may blindly accept a higher-than-market price. If the supplier thinks that you are the person that needs to be pleased in order to win the business, you will relegate the supplier to the subordinate role.

Act Like Nothing Is Impossible - If you go into a negotiation thinking about all of the reasons the supplier has more leverage, you are destined to lose. If a supplier explains why a better deal isn't possible, say something to indicate high expectations like "That sounds like a challenge. But you're a smart guy/woman. I bet you can find a solution."

Show Some Passion! - Raise and lower your voice. Use non-profane hand gestures to emphasize your points. Use creative phrases.

There are two roles available for you in a negotiation. Choose to be the superior, not the subordinate.

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

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