



Purchasing Management Association of Philadelphia

PMAP E-News – January 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

Expertly Leading your Company through Choppy Waters

I wanted to be among the first to welcome each and every one of you to a brand spanking New Year. I hope that the sweet smells of the holidays linger in the air and the familiar tune of "Auld Lang Syne" is not far from your ears. I trust that this coming year holds great promise for each and every one of you. As we begin to work on our New Year's resolutions, each of us may be focusing on different issues. We may have resolved to build a better professional network, and some may resolve to become better leaders in Supply Management at our companies.

As we enter 2009, all of us have concerns about what the future holds. Many are uncertain about the job prospects within their company. Some may be unsure how to drive continuous value in today's economy. Others may be thinking that now is the time to build a better professional network or be involved in career changes. The nice thing about PMAP is that we offer solutions to many of these problems.

If your resolution is to become a better leader, know that leaders are sought out for advice and counsel. This is even more so when the waters get choppy. It is not just important to lead but to become an expert as well. The "Expert Leader" is a combination that just can't be beat. The companies that we work with all have a central theme, "How can we do more with less?" Supply Management touches on so many company functions that it is natural for us as professionals to take the lead in helping our companies create greater value. One of my past bosses used to say, "There are no worries for someone that can save their company money."

No matter what your resolution, everyone can learn to become better at their profession. It just takes commitment, and a bit of discipline and work. Consider the value of your PMAP membership as it relates to your New Year's resolutions. You are bound to find your answer at one or more of the FREE PMAP 10 educational dinner meetings and pre-dinner meetings. We also offer a series of seminars and events that are full of information that you can use immediately. Another great benefit is access to the ISM Research Database. This online tool is invaluable because you can take a problem today and be an expert tomorrow.

Finally, the networking opportunities with fellow members are priceless. Being able to call on a senior member of the profession that you have met at a PMAP event is beyond any value that you can place on the interaction. It is clear that the value of continued membership in PMAP may be well over \$1,000 but the actual price of the renewal is only \$247 for the year. Don't be surprised if you get more out of your membership than you paid for. It will pay off even more if you make the commitment, and apply some discipline and hard work to expand your career and leadership horizon.

January is Membership Renewal month at PMAP. It is time to renew before your membership lapses. I am sure that you do not want to be without the many benefits that PMAP and ISM provides, including educational seminars, FREE dinner meetings, networking, FREE online job postings, *Inside Supply Management Magazine*, Online Career Center locally and nationally, and C.P.S.M. programs. This is just a small sampling. Take a look at www.ism-phila.org for more membership benefits.

If you missed the December education event at Normandy Farm, you missed a really great program. We started off with a very innovative networking game pulled together by Gazelle Afshari and Dick Fischer that helped the membership forge new connections. We enjoyed a wonderful dinner under the supervision of Jim Coleman (Academy of the Culinary Arts Chef of the Year 2006) and topped it off with a presentation on *World Class Leadership* by Steve Wray, Executive Director, Economy League of Greater Philadelphia. It was so terrific to see so many members at this event!

The January Educational Night at the Desmond in Malvern promises to also be an excellent event. Besides the great networking and location, the topic, "International Financial Reporting Standards (IFRS) and the Supply Chain: Are You Ready?" by Fabrizio Franco, Managing Director, Resources Global is a timely and relevant issue.

Please do not hesitate to send me suggestions via e-mail as well as deserved kudos. We want to be responsive and receptive to your needs, suggestions and ideas. Until next time, keep well and keep looking to the future.

Renew Your PMAP-ISM Membership Today Online!

It's easy, safe and fast!

Click [HERE](http://www.ism-phil.org) or go to the home page of the PMAP Web site at www.ism-phil.org.

Have you registered to attend the educational programs?

Do it today at the PMAP Web site at www.ism-phil.org

January Education Night

Thursday, January 15, 2009

Location: The Desmond Great Valley, One Liberty Blvd., Malvern, PA 19355

Time: Registration & Pre-Dinner Meeting: 5:30 – 6:30 pm, 1 C.E.H.;
Dinner Meeting: 6:30 – 8:30 pm, 1 C.E.H.

Pre-Dinner Meeting: Finance and Procurement Agendas, Priorities and Alignment

Speaker: Fabrizio Franco, Managing Director, Resources Global Professionals

What are the top issues on the mind of today's CFOs? How does the CPO and the supply management organization's agenda align with the increasing broader role of the CFO? The presentation and interactive discussion is aimed at identifying the key elements, success factors, challenges and experiences of this alignment especially in the current economic environment.

Dinner Topic:

International Financial Reporting Standards (IFRS) AND THE Supply Chain: Are You Ready?

The SEC is about to pronounce the adoption of the International Financial Reporting Standards and the demise of GAAP in the US. It is not a matter of IF, but WHEN. Some experts refer to this change as "SOX on steroids". This session will present the general elements of IFRS, and its implications from supply chain and procurement practices, processes and skills to assist US-based organizations in making the transition successfully.

Speaker: Fabrizio Franco, Managing Director, Resources Global Professionals

Mr. Franco is a managing director with Resources Global Professionals with responsibility in the North East US. In his 20 years of professional experience, domestically and internationally, both in senior management capacity for Fortune 500 companies and as a management consultant, Mr. Franco has helped organizations develop, improve and manage product, service, operational and technology programs aligned with corporate strategies and regulatory requirements across several industries. Mr. Franco's experience focuses primarily in areas such as business strategy alignment, business transformations and renewal operations and supply chain management, order-to-cash, Six Sigma, M&A, business process and IT outsourcing and systems integration.

Mr. Franco holds a MBA in corporate finance from the Stern School of Business (NYU) and a MS in Electronics Engineering from the University of Padova, Italy. He is a certified Portfolio, Program and Project Management Professional (PgMP, PMP) from the Project Management Institute, a Certified Supply Chain Professional from APICS, a member of the Institute of Management Accountants and a member of the Institute of Supply Management.

Put Your Supplier in the Spotlight

Would like to give your suppliers a spotlight? PMAP's Supplier Spotlight program is a wonderful opportunity to promote a company to over 600 supply chain and procurement decision makers in the Philadelphia region. The supplier gets a tabletop display and a 5 minute presentation at a monthly meeting, a "supplier spotlight" article in the PMAP monthly e-newsletter which is also posted on the PMAP

web site and a PMAP web hotlink to their web site for 3 months. The Supplier will get all of this for just \$350! If you have any supplier companies who might be interested, please contact PMAP Board Member Donna Powell at tel. 215-426-2600 or e-mail dpowell@philaport.com.

New! PMAP Employment Center

PMAP Members:

This is a NEW PMAP service that is FREE to PMAP members but open to all.

We will post your resume as a PDF for three months or until you ask us to take it down which ever comes first. If you wish to have it posted for another three months, you must send us your resume as you did for the first posting. You must also complete the Resume Posting Form where you will select several job indicators (Industry codes, full or part-time search) along with a one-sentence description. Once we receive all your information as required, your resume will be posted within three working days. We will email you when your resume is posted or if there is a reason why we can not. If you have a question, please email us at pmap@association-cba.org or call us at 215-878-3389.

Payment for non-members: If you are not a PMAP member (even if you are an ISM member or a member of another affiliate), you must pay to post your resume. The fee is \$50 for a three-month posting. If you join PMAP within a year of your first posting, we will credit your Resume posting fees (up to \$200) to your membership dues.

In order to post your resume you must do the following:

- 1 - Create your resume and then save it as a PDF. If you do not have this capability, please go to www.cutepdf.com for a free PDF service.
- 2 - Complete this Resume Posting form (in Word) - Click [HERE](#) or download from the PMAP Web site - and email it to PMAP with your Resume as a PDF.
- 3 - Payment for non-members by credit card - Click [HERE](#) or link to it from the PMAP Web site - PMAP members may skip this step. We must receive and process your payment before your resume can be posted.

Remember there is a Job Listing on the Members-Only area of this web site. Please look there for open positions. Plus PMAP Members may renew their membership Dues Free if they are no longer employed! Call the PMAP office for details and requirements.

Employers:

On the PMAP Web site there is now a page titled "Find a Professional." We now post resumes of members and non-members looking for a position in the field of supply management. You may review these resumes for FREE! You may also post a job opening in the members' only area of the PMAP Web site. This is a FREE service if you have a PMAP member in your company. If you do not, there is a \$100 fee.

Recruiters:

If you would like to have a link from this page to your Web site, please contact PMAP and speak to Christine Boylan. The fees range from \$300 to \$1,000.

PMAP News

Welcome to our New Members

Steven Cray - Shire Pharmaceuticals, Inc.

Michael DiCriscio

Charles Gallagher

Lisa Schmiedel - Arkema

John Schumann

Donna Wolf - Zoombak, LLC

ISM News

ISM's Inaugural Women Executive Supply Management Summit February 5-6, 2009

Marriott San Antonio Rivercenter, 101 Bowie Street, San Antonio, Texas

- Don't miss this great learning (and networking) experience.
- Learn from others who are passionate about supply management.
- Start building your supply management community.
- Take time out of your busy schedule to strengthen your supply chain and your career!

Don't miss this opportunity to network and learn from some great supply management professionals. Sponsored by the Institute for Supply Management (ISM), this is a chance to roll up your sleeves and find out what other organizations are doing to get ahead. Look for sessions on improving your influence and persuasion skills and how to land those prime global assignments. Be sure to attend the panel discussion and gain some top level perspectives. [For more information](#) – visit www.ism.ws.

NEW ISM Member Benefit

New to the Members' Only section of the ISM Web site, the Business Book List contains numerous books, each found to be relevant to supply managers and their functions, and reviewed by a team of supply management professionals and academic reviewers. Books are reviewed regularly, and new books are added to the list periodically. To see the list, visit www.ism.ws. (Membership login required.)

Lights. Camera. Action

Are you the next Steven Spielberg? ISM's Commercial Challenge is your chance to write, direct and star in your very own ISM commercial. Focus on any aspect of ISM you wish — the networking, the training, Inside Supply Management® magazine, any other member benefit or the association as a whole, or promote the supply management field. It's completely up to you. Simply post your 30- to 60-second video online or send it to us. ISM members will then vote for their favorite. The winner will receive a brand-new iPod Nano and a trip to Charlotte for ISM's Annual Conference in May 2009. Detailed information will be posted at the ISM Web site soon, so get those creative juices flowing. Good luck!

PMAP Article of Interest

How Do You Negotiate When Inflation Is Rampant?

Charles Dominick, C.P.M., SPSM

Inflation provides an easy excuse for even the smallest suppliers to try and raise prices. Suppliers often see inflation as a golden opportunity to increase margins and make up for the preceding lean years where they have been forced to give you price concessions.

So what are you to do when markets are rising and negotiating power swings in favor of the sellers? Do you succumb to the widely held belief that pricing control and predictability go out the window in inflationary times?

No way! There are several negotiating tactics that you can use to achieve cost containment that is better than market performance, even when prices for everything seem to be going up.

Improve Communications - Providing your supplier with better and more robust information can reduce perceived risks and lower your costs. Share real time sales data, inventory levels, and production output figures with your supplier to increase trust and eliminate the need for your suppliers to "hedge."

Commit to a Longer Term Deal - In inflationary times suppliers have a greater ability to choose their customers. You can become more important to your supplier by committing to a long term agreement. You can also deepen the relationship through joint process improvements targeted at reducing waste or improving yields.

Ensure Future Protection - While agreeing to a long term deal can make you more valuable to your suppliers and earn you the associated benefits, agreeing to a long term, fixed price deal just as the market peaks can be

one of the worst mistakes you can make.

Commodity prices are often cyclical. Negotiate the right type of price adjustment clause into your contracts so that today's price hike doesn't become permanent. Contract clauses should be structured to reflect the specific type of direct material being sourced and should allow for bi-directional price adjustments so that you can receive cost concessions when the market slows.

There are always things you can do to improve your situation. The opportunity to work with your suppliers on reducing the "soft costs" of doing business together exists irrespective of market conditions. Getting your suppliers to agree to increase the services they offer your company or decreasing transactional costs through order automation, consolidated shipments, and similar process improvements are great ways for you to add value to your company, even when inflation is running wild.

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

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