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- Keith Tisch
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- Joseph Ferritto, C.P.M., A.P.P.
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- Kevin Fox, CPSM
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Buylines

Volume 2, Issue 1

October 2012 Quarterly Newsletter

Autumnal Greetings from President Amy Gress

Welcome to **Buylines**, PMAC's quarterly publication of news and upcoming events. It is our vision that with increased visibility into the doings of our organization, we will have an equal increase in participation! Speaking of participation...we have many volunteer opportunities from each committee for you to consider.

Communications: Chair: Denise Lachowski. We could use one person to manage the communication with the local newspapers. We have the lines of communication established and even the format – we just need a person who would be willing to send an email on a monthly basis to announce the upcoming meetings.

Membership: Chair: Marlene Strande. We are coming up on membership renewal and we need a couple of people to help with outreach. This commitment would be of short duration and can be handled with either by phone or email.

Marketing: Chair: Keith Tisch. In cooperation with the Membership

Committee, we will take a survey of our membership to find out what our strengths, weaknesses, opportunities and threats are. Without this, we can't fix what may be broken nor grow into new areas.

Special Events: Chair: Marc Pesetsky. It is never too early to start working on the Tradeshow. We need about 3 or 4 people who aren't shy about contacting potential sponsors for the show. This one event can net upwards of \$2,500.00 for PMAC for minimal work and very little set-up.

Other areas that we need help in are: Dinner Meeting Welcome Table attendants, Scholarship Development, Speakers and Certification Trainers, Facebook Start-up, and Special Committees (Budget & Audit, Nominating). *Remember* – your participation on committees and teams will earn you the much needed C.E.U.'s for C.P.M. and CPSM recertification! Please contact us and let us know how you would like to help. And fair warning – if you don't tell us, we will be asking!



Dedicated volunteer John Baumann, CPSM (left) assisted by Board Member Nick Kousma at the October Dinner Meeting registration table at our new meeting location, the Embassy Suites Hotel on Rockside Woods, in Independence OH

Upcoming Events - For more info, visit www.PMAC.org

CAREER FAIR
Cleveland State University
Friday, October 26, 2012

DEVELOPMENT:
Opportunity to Transform Procurement (Webcast)
Wednesday October 31, 2012

Legal Aspects of Public Procurement (In-person NIGP course)
Fairview Park, Ohio
November 14—16, 2012

Purchasing IT: Understanding Sales Techniques and Negotiations Strategies (ISM Affiliate Webcast)
February 7, 2013

DINNER MEETING TOPICS:
Recruiting Trends in Today's Workplace ~ November 15, 2012

How to Define and Achieve the Results You Seek ~ January 17, 2013

Legal Challenges & Opportunities in Supply Chain Management ~ February 21, 2013

Continuous Improvement ~ March 21, 2013

SPECIAL EVENTS:

Lean Six Sigma Certificate Courses ~ multiple launch dates

PMAC Trade Show ~ March 21, 2013

PMAC Golf Outing ~ Spring 2013
Coppertop at Cherokee Hills Golf Club, Valley City, Ohio

NEW MEMBERS

Eugenia Bednar
Michael Biscardi, C.P.M.
Tara Brees
Kevin Cenna
Jacqueline Gallagher
Casey Hydo
Laura McCombs
Gina Primiano
Joe Pipik
Justin Sowa, CPSM, C.P.M.

NEW STUDENT MEMBERS

Justin Algeri
Shatira K. Bell
Adam Brown
Nathan Bulcroft
Kinjal Desai,
Matt Drabik
James Herrmann
Craig Jones
Brandi Laquatra
Steve Mahler
Matt Majoros
Allie Martin
Karthik LK Nalluru
Kovalchuk Nazariy
Ethan Ott
Nick Quiring
Darrin Ronken
Jatinder O. Saini
Cori Sigetie
Aman Singh
Gary Smeal
Sibela Snakovsky
James Walsh
Catherine Wurts

HONORARY MEMBER

Nick Vasco

Member Spotlight: Rich Pennell, CPSM

Who is your employer? Where are they located? Where headquartered?

Waxman Consumer Products
located in Bedford Heights

What does your company do / make?

Our company provides a wide range of products in the showering, faucet, plumbing, floor care, surface protection and drain cleaning categories.

What college did you attend & what was your major?

Lake Erie College (Painesville, OH) B.S. International Business
Lakeland Community College (Kirtland, OH): A.A. Associate of Arts

How long have you worked in the Supply Management field?

8 Years

Is Supply Management a field you targeted? (If no, how did you come to this field?)

Entering college, my initial interest was in marketing. However while in college, I had a great opportunity with an internship at Bush Industries (Erie, PA) as an international logistics coordinator. This experience ignited my passion for the supply management field. Supply Management has a broad scope and touches nearly every aspect of the business. I really enjoyed that every day was different, there were always new challenges every day.

When did you join PMAC (and ISM) and why?

I joined PMAC and ISM in August 2011. I wanted to join an organization that could help further my knowledge in supply management. PMAC and ISM represent the best and the widest group of supply management professionals.

How long have you worked at Waxman?

Nearly five years.

For what position were you hired?

I was originally hired as the Direct Import Manager. In this



"The supply management field ... is a driving force in the success and growth of businesses."

position, I managed the direct import programs and was also the buyer for our shower category.

What prompted you to pursue ISM's CPSM certification?

When did you earn it?

The CPSM certification shows that you are a supply management professional. I wanted to set myself apart and prove that I am a professional in the field. I earned my certification in November 2011.

What study method(s) did you employ and how long did you prepare before taking the exams?

I utilized all of the ISM recommended study materials and practice exams to prepare. I studied for about 1 month for each exam and completed all of the requirements within 3 months.

What is your current position?

Director of Supply Management

When and how did you move into that role? If in a management/supervisory role, what areas and # of personnel do

you oversee?

Earlier this year the position became available and I was promoted to it. I have five great supply chain experts that report to me and whom manage sourcing, purchasing, logistics, packaging, production, supplier management, forecasting, and many other supply management responsibilities.

How has being a PMAC Member and earning your CPSM designation benefitted you?

What do you value most as a Member?

I truly value my membership with PMAC. The best supply management minds in our area that represent a wide range of specialties can be found every month in our meetings. It is a great forum to network and there is enough experience in the room to help guide you through any

issue.

I feel my CPSM designation was a major factor in my latest promotion. It helped solidify my knowledge in supply management and helped me to further my leadership role within the company. It was also instrumental in getting my management to consider my candidacy more seriously and not turn to an outside candidate.

Finally, what encouragement would you offer to a student or any worker contemplating Supply Management or one of the many disciplines that rolls up under it?

The supply management field offers many opportunities and is a driving force in the success and growth of businesses. I would strongly encourage students to look into the many disciplines of supply management.

