



President's Message

By Peter Buscemi, C.P.P.
President and National Representative

Happy New Year!

The New Year provides us with the opportunity to reflect back on our past accomplishments, while looking forward to the upcoming year.

Reflecting back, our association has provided us with some exciting highlights, one being the hiring of our Administrative Assistance, Jocelyn Wilson. Jocelyn has settled in very well as she looks after the day-to-day office requirements. This provides Allan the opportunity to visit our members, work with the business community, and promote MIPMAC.

Our association continues to provide value to our membership by providing events such as Member night and Vendor tours. In November, we had over 20 participants visit the new Fed Ex facility in St Boniface.

One of our most memorable evenings was the Grad Night in October. We had over 80 attend the gala evening at the Fort Garry Hotel. MIPMAC celebrated the accomplishments of 300 members (not seen since the mid 90's) in our association. We continue to strive to reach our goal of 350 for this year! And finally, presenting to ten of our members their Certified Professional Purchaser (CPP).

Speaking of CPP, Karen Nyhof and Sandra Mukai are our newest members who have achieved their CPP. Both wrote their final in November. Congratulations to you both and we look forward to presenting your CPP at the Annual General Meeting in April.

Looking forward to the next several months, we continue to offer events such as vendor tours, CPP/Student Night and our annual golf tournament. One of the vendor tours in the



MIPMAC celebrates over 300 members at our CPP grand Night Dinner.

planning stages is touring Winnipeg Harvest. This event provides our members the opportunity to volunteer while learning about how Harvest manages its inventory (perishable food items), meets the uncertain demands throughout the year, and logistics of receiving and delivering of the food. I encourage you to donate some food and your time. Nothing is more gratifying

than supporting a great cause.

The modules for the new accreditation program continue with success, while we offer our final Principles courses. The Board wishes approximately 50 students continued success with their education.

The new Certificate in Purchasing is being rolled out this year. The new program helps Supply Chain Professionals obtain the tactical skills required to help them and their organization succeed. We will be offering a condensed "Introduction to Procurement" in February facilitated by Al Garlinski.

The designation task force released their final report to National office at the end of December. The report is going to be reviewed and presented to the National Board of Directors in January.

At a local front, the MIPMAC Board and Office is working on some Marketing initiatives. Details of promotion and awareness of our association will be shared with the membership later in the year.

Building on our foundation, we continue to go in the right direction. I thank each and every one of you for being part of our great success. Let's continue to grow and make the Manitoba Institute the BEST.

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Editors Corner

By *Kyle Sichewski, C.P.P.*
Communications Director

A lot of numbers for you in this issue of the Pulse. 10 new grads this past October we acknowledge. Two more followed them this past November too. We hit a milestone with membership, cresting 300. I also received some great news from AI at our institute office that we are got 650 downloads of our last pulse issue, and that info is already a month old. That's great considering we never printed anywhere near that number of copies for our members, and you can access them anytime with the click of a button.

I'm hoping to continue that trend. Several great articles from our writers are here for you to read, soak in, debate, or use as you see fit. I'm always looking for new material suggestions too. If you want to see a specific topic, let me know, and I'll see what I can find for you.

If you're looking to step-up your involvement, education, or maintenance there are a lot of opportunities in this issue. Free tour of Winnipeg Harvest (well, bring a non-perishable and be prepared to roll us your sleeves to help for a bit too), several upcoming seminars – one from Sandy Chalkoun our "Legal Perspective" writer, and many others as well. You can really get involved with the Institute as two board openings have come available. Of course, maintenance points for all of these are available.



Call For Nominations

Under Article V11 – Elections – the call for Nominations to elect officers and Directors has been issued. The following positions are available:

Director of Finance	2 year term
Director at Large	2 year term

As per Article V11, Item 4, "any five or members acting jointly, may present the Director of Finance not later than four (4) weeks prior to the Annual General Meeting the names of any qualified candidate which they wish to nominate and the respective offices for which they are nominated." As our Annual General Meeting will take place on April 14, 2009 all nominations must be received by March 14, 2009. Forms are available on the website @ www.mb.pmac.ca or you can call the Institute office at 231-0965 to have the forms sent to you.



There is no change to the following offices:

President & National Representative	Peter Buscemi, C.P.P.
Director of Operations	Bob Wiebe, C.P.P.
Director of Communications	Kyle Sichewski, C.P.P.
Director of Membership	Kelly Kaspersion, C.P.P.
Director	Janice Sanduliak-Fox, C.P.P.
Director	Tamra McKenzie, C.P.P.



Seminar Development Required

As a part of next year's (2009-10) planning process for accreditation offerings to members, the MIPMAC executive is requesting input from the members.

With the official close of the Principles based accreditation program in June of 2009, there will no longer be the year-to-year requirement to present seminars for accreditation credits. This provides a unique opportunity to the members to give us, at the MIPMAC executive, input as to what seminars they would like to see offered and what format these seminars should take.

some **SUGGESTIONS CONSIDERED** are currently being

- that we offer seminars that are more focused on regional and provincial topics of interest,
- that they be in a format that is more targeted to a higher level of strategic importance and,

- that they be presented in either a ? day format, a 1 day format , or in the 2 day format (should the topic be intensive and comprehensive enough to warrant a seminar of this length).

We would like to hear your ideas on these possible seminar topics. If we do not currently have access to a seminar that is already presented or owned by PMAC, we will consider providing financial assistance for the development of a seminar.

We are planning to recoup the development costs for these seminars by presenting them not only here in Manitoba, but offering them across Canada, under copyright.

So, put on your creative thinking cap, and send us in your ideas on seminars you would like to see offered over the coming year(s). We will compile a shortlist of the ideas, and if you have a further creative bent, you may also submit a proposal for development and presentation of the seminar.

Deadline for this will be February 13, 2009.



The Green Link

I don't know about you, but more and more I am receiving information on "greening" something or other.

There is so much information on this subject, it becomes overwhelming. In fact, with all the "footprints" being made I'm not sure if I'm even helping my company walk in the right direction.

Don't get me wrong, our company (like most) wants to do the right thing. The question is what is the right thing and how do you know it?

One option I have considered is using a standardized tool to help assess our carbon footprint or manage our "green thinking". On the other hand, I am sure we could solicit a consultant to help examine our process and identify where "green" opportunities exist. Finally, I am sure there are probably numerous trade associations which have industry specific models to follow or even reference material solely on "greening" your company...

It's easy to see how one could get lost in the abundance of information on the subject, especially when it's hard to decipher what is relevant and what is not (for your company).

Well, I have a tip that I think may help you at least "start" the process.

The issue of "green" should not be something that you need to change your company into - it should be something that is a part of your supply chain, as much as all the other factors you evaluate on a daily basis. Make "green" a part of your supply chain, and the rest will fall in more naturally.

When we evaluate products or suppliers, our common terminology is price, lead-time, inventory, quality, quantity, etc. As a sup-

ply chain professional, we need to start making "green" part of that terminology.

For many of us, this is new and un-charted waters. It will raise questions, provoke comments and may even lead to criticism. I would imagine, attitudes will be changed when you can demonstrate you have a "sustainable" supply chain.

Our company is at the tip of the iceberg, in terms of tackling this issue, but we recognize the supply chain in an important place to start, as it impacts almost every facet of the business.

In today's competitive and un-certain environment, the responsibility we have in our positions cannot be greater, and as such, we must make sure we take our profession to the next level and embrace the new factors that are impacting our industry. This is not a question of if you believe in "green" or if you do not. This is making sure you are considering all the necessary factors you need to, as a supply management professional.

I realize it is not easy to begin this journey, and there will probably be many struggles along the way. However, incorporating it into your supply chain is effective because chances are you already have the model in place and it works.

The benefit at times may seem small and recognition will probably be slow and forthcoming. Unfortunately, the consequence of not incorporating green into your supply chain can be severe as more and more customers/ consumers are expecting this to be part of what is already occurring, not what we are just starting.

Ian Seunarine, Logistics Manager, The Duha Group

Here are some practical examples of things we have done with our supply chain to help start our green journey:

- 1) Review products purchased and ask our suppliers about recycling opportunities:
 - a. We have been able to secure markets to now recycle most plastics, metals, papers, and some chemicals
- 2) Asked our suppliers about their on Environmental Management Plans in their company to see if there are synergies or things which can help us:
 - a. Many of our suppliers are FSC (Forest Stewardship Council) certified which has helped us making the right choices when purchasing papers and producing products for our customers
- 3) Asked our suppliers about alternate products which may be considered "sustainable"
 - a. We are looking at "Eco-Friendly" janitorial products
 - b. We have tested aqueous cleaning solvents for industrial use
 - c. We have tested bio-degradable plastics, to see if they can replace some of our existing materials in our process
 - d. We have asked our chemical suppliers to help us research alternate substances
- 4) We have reviewed services purchased, such as energy and have engaged in discussions with Manitoba Hydro on reviewing our options to reduce usage
 - a. Change lighting cost/ benefit will help us in the future with energy use



Chance to Win Trip to 2009 PMAC Conference in Quebec City! **\$2,000 value!**

MIPMAC is offering all members the opportunity to attend the 2009 PMAC conference by simply attending the general meetings.

To qualify, you must be:

- n a regular member, in good standing, a “new” accreditation candidate member, or retired member.
- n You must be in attendance at the Annual General Meeting to claim the prize.
- n For those in Winnipeg and surrounding area (within one hour travel) you must attend two of three meetings with one of them being the Annual General Meeting.
- n For those outside of the Winnipeg catchments’ area, you will automatically receive one entry towards the trip. For each meeting attended, you will receive one further entry.

One entry for each meeting you attend. Attend all three meetings, and you will receive a bonus ballot.

All members will receive extra entries for attending special events, such as the vendor tour.



Airfare from Winnipeg to Quebec City back to Winnipeg	\$700.
Accommodation for three nights	\$550.
Conference	\$750.
Value of trip!!	Priceless!!

Just a reminder:

You must be a member in good standing (regular, accreditation candidate, or a retired member. In addition, you must be within One hour of traveling time of the city of Winnipeg, and attend two of the three dinner meetings- with the April one mandatory. Those outside the Winnipeg catchment area will receive one entry for the trip. Bonus entries can be earned by attending the other functions that we offer such as new member night, student/cpp appreciation night, U of M student information evening, and vendor tours.

Did we miss you? We certainly didn't mean to!

Tell us about your accomplishments, successes, moves and promotions.

We would like to acknowledge the success and achievements of our members in The Pulse. If you or one of your co-workers has made an achievement or job change, or personal change that you would like us to recognize, please submit it to Al and we will put it in the next Pulse.

Some examples are

- Recent Job changes
- Achievement or accomplishments
- Promotion within your company
- Engagements, marriages, births.



From a Legal Perspective

In previous articles, I outlined some basic concepts on contracts. Now we will focus on some practical issues. Let us begin with the first things we see in a contract – the title and the identification of the parties.

The title is typically placed at the top center of the first page in capital letters. The title should state the kind of agreement involved (Employment Agreement, Asset Purchase Agreement, Consulting Agreement, etc). Try to be concise in choosing a name or the title to accurately describe the nature of the transaction. The fact that the title does not include the word “Agreement” does not mean that it is not a contract. So don’t assume that no contractual relationship exists when there is a less “official” sounding title to the document. For example, if a document is entitled “Letter of Understanding”, the parties may or may not be entering into a binding agreement - depending on the content.

The title is often followed by the introductory clause which typically states the date of the agreement, the parties and the type of agreement involved.

Sample:

This Consulting Agreement is entered into on May 3, 2007 and is between ABC Corporation, a Delaware Corporation (“Corporation”), and DEF Inc., an Ontario Company (“Consultant”).

Here are a few tips for purchasing professionals to keep in mind when drafting the introductory clause.

Correct Names

I have seen many contracts with improperly identified parties. Ensure you are using the correct legal name of the parties in order to avoid confusion. You can ask your legal counsel to verify the legal name and status of the company.

Addresses

You may choose to add the address of the head of office of a company following its name. Some jurists find that stating the jurisdiction of incorporation already adequately identifies the company and that adding its address unnecessarily clutters the introductory clause. In any event, the Companies’ addresses should still appear in the notice clause of the contract.

Individuals

Individuals should be identified by their full name followed by a comma and “an individual”. For individuals, to ensure proper identification, their address should be included at least in the notice provision.

Format

You may choose to separate each part of an introductory clause so that each party is identified in a tabulated form.

Date

Avoid putting the date in the introductory clause and having different signature dates at the end of the agreement, as this might invite confusion.

Names

To create a defined term for a party’s name, simply write the defined term, in quotation marks, in parenthesis after the name – e.g. (“Company”). Some drafters might state hereafter referred to as before the term while others think this is unnecessary. As for choosing the defined term, you may use a common noun such as the Company, the Shareholder, or the Consultant or base it on the party’s name such as ABC for ABC Corporation. This depends on whether you would like the roles clear such as Lender and Borrower, whether you are creating a template for use with different parties in the future, and perhaps, which method makes the contract more accessible to the reader. For Companies you can choose a word or two from the legal name, or you can choose the initials of the Company name (such as SHI for Saratoga Holdings Inc.).

I hope the preceding was useful in helping you get started in drafting your contract. Of course, legal counsel should be consulted for specific issues since this newsletter is not intended to be legal advice.

Now that we have briefly discussed the title and introductory clause, we will delve deeper into the contract in future articles.

Sandy Chalkoun, lawyer and founder of Altura Legal Strategies Inc., teaches legal seminars to purchasing and is the author of RFP Creator™ and PO Creator which provide hundreds of sample clauses on CD-ROM for drafting contracts and tender documents. www.legal-strategies.com.



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An Inland Port in a Storm

February 11, 2009

The Hotel Fort Garry, Winnipeg, Manitoba

In the midst of growing global sourcing and trade, businesses and governments are dealing with volatile energy costs and currency rates, along with other supply chain risks. Many organizations are responding by re-thinking and re-designing their supply chains. A supply chain developed when the price of oil was US\$20 per barrel and a Canadian dollar bought only US\$0.67 may be obsolete today. The re-design of supply chains opens the door to consider new concepts, such as inland ports, fourth-party logistics (4PL) providers, and the "push-pull" boundary approach to strategic deployment of resources.

In light of these challenges and opportunities, the University of Manitoba Transport Institute presents its 2009 Supply Chain Connections conference around the theme of supply chain re-design in turbulent times, with special reference to the role of inland ports and 4PLs. The conference will bring together leading academics, business leaders, and government officials, to discuss these issues in depth. Join us in Winnipeg on February 11, 2009.

REGISTRATION FORM

NAME: _____ **TITLE:** _____

COMPANY: _____

ADDRESS: _____

CITY: _____ **PROV:** _____ **POSTALCODE:** _____

EMAIL: _____ **PHONE:** _____

EARLY BIRD RATE: \$245(Cdn) if you register prior to January 16, 2009

(Registration fee after January 16 is \$295 Cdn.) **Registration is transferrable, but not refundable.**

Please advise us if you have any special dietary requirements for the luncheon.

Payment can be made by cash, cheque, VISA or MASTERCARD. If you wish to give your card information by phone, call Kathy at 204.474.9097 directly.

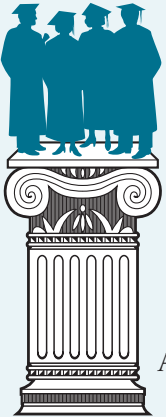
Card # _____ **VISA/MasterCard (please circle one)**

Cardholder Name: _____ **Expiry Date:** _____

Please make cheques payable to the University of Manitoba and mail to the Transport Institute, 616-181 Freedman Crescent, Winnipeg, MB R3T 5V4. Fax registration forms to: 204-474-7530



MIPMAC C.P.P. Grad Night Dinner



October 24th, 2008 was MIPMAC's annually C.P.P. grad night at the Fort Garry Hotel. Over 80 people came out to congratulate our ten newest C.P.P. graduates. We also extended our thanks to past Institute President Rick Reid and Director of Marketing Shauna Gibbs who recently completed their terms with our Board. As a great surprise for all, attendees celebrated our membership reaching 300 members!

Congratulations to our newest C.P.P. grads:

Marek E. Chomicki, C.P.P. Kelly Kaspersion, C.P.P. Ksenia Kleyn, C.P.P. Monique Lussier, C.P.P. Pratul Shah, C.P.P.
 Rachel Eccles, C.P.P. Fazal Khan, C.P.P. Paul Krawchuk, C.P.P. Gennaro Pellegrino, C.P.P. JiaYing Sarah Zhu, C.P.P.

Further congratulations to Sandra Mukai, C.P.P. – Buyer, Health Canada and Karen Nyhof C.P.P.- Senior Buyer, MTS Allstream both receiving their designations in November 2008. A formal presentation of their C.P.P. designation will be at our April 2009 meeting and next Pulse Issue.



Board Members and Staff celebrating milestone of 301 members of MIPMAC.



Our 2008 C.P.P. graduates. Congratulations!



Peter Buscemi, C.P.P. (left) presenting award for volunteering to Rick Reid, C.P.P. (right) for his participation as President of MIPMAC.

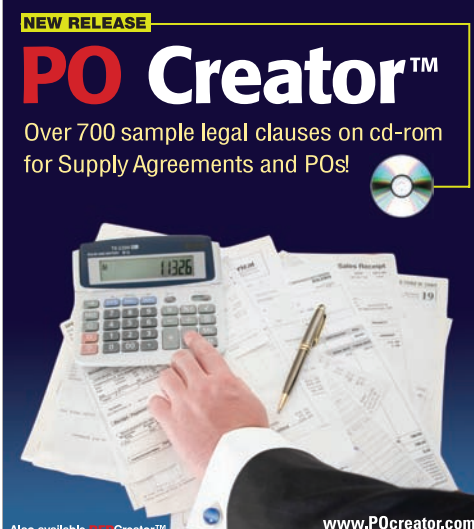



Peter Buscemi, C.P.P. (left) presenting award for volunteering to Shauna Gibbs, C.P.P. (right) for her participation as a Director of Marketing for MIPMAC's Board.

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C.P.P. Biographies

Marek E. Chomicki, C.P.P.

Marek is currently employed as Division Buyer for Parker Hannifin in Winnipeg. He is handling many commodities such as metal, aluminium, plastics, glass and electronic assemblies from both foreign and domestic sources. He has been involved in Purchasing and Supply Chain for the past 14 years mainly in private sector.

In addition to the C.P.P. designation, he also has Master Degree in Civil Engineering and the pending completion of C.I.M.

Marek would like to thank his wife Urszula and daughter Olivia for their support, understanding, encouragement and unending patience without which; this goal would not have been obtained.

He would like to acknowledge his current and previous employers: Parker Hannifin, Vansco Electronics, Frontier Woodworks and Standard Mfg Services for the opportunity and support.

Last but not least, Marek wishes to thank his great teachers: Al Garlinski, Allan Amundsen, Laurie Turnbull and Sandy Chalkoun and tremendous study group of Sandra, Mary-Ann, Karen, Linley, Paul, Gennaro and Kelly for their assistance with the studying, live-in and the exam.

Marek is looking forward to spending his free time with his wife and daughter. A lot of time will be spent on travelling, coaching soccer, playing tennis and conducting small projects around the house with no excuse for now.



Rachel Eccles, C.P.P.

Rachel is a Contract's Officer for City of Winnipeg Materials Management Division. She started at the City on June 26, 1987 in the clerical stream. In approximately 1993 while working in Regional Services, Rachel decided to pursue continuing education and her Manager (at the time), Mr. Bruce McPhail agreed to subsidize her education through the divisional budget.

After spending two years in computer programming and almost three years in accounting, Rachel's interest shifted to purchasing as a result of an accounting course she was taking. The University of Manitoba was able to transfer many of the credits earned in the prior programs, to the purchasing program and a newly developed workplace initiative, the City of Winnipeg and CUPE joint Education Fund, was instrumental in assisting Rachel to pursue the requirements of the Certified Professional Purchaser Program.

In November 2003 Rachel was successful in obtaining a Contract's officer position in Materials Management Division where she was further promoted in March 2004.

Rachel expressed her gratitude and acknowledgement to those who supported and assisted her along the way:

Mr. Keith Eccles, her husband extraordinaire, Mr. Bruce McPhail, C.O.W., Manager of Street Maintenance Division, Mrs. Barb D'Avignon, C.O.W., Manager of Materials, Joint City/CUPE Education Training and Staff Development Program, Manitoba Institute of PMAC



Kelly Kaspersion, C.P.P.

Kelly is currently employed as Material Specialist with Standard Aero since 2006. Prior to this he was employed by Brock White Canada, where he worked in the purchasing function, and coordinated the implementation of their ISO 9001 quality program.

Kelly holds a Bachelor of Arts degree from the University of Winnipeg, and a Bachelor of Commerce degree from the University of Manitoba.

He is currently on the MIPMAC Board of Directors, and is trying to increase communication within the membership, through organizing more events that are of interest to the members, and to increase the value of membership to those in MIPMAC

As a volunteer, Kelly is also working hard with the next round of students study groups that will be writing the national CPP exam this November.



C.P.P. Biographies



Fazal Jhan, C.P.P.

Fazal moved to Canada in 2002. In addition to his C.P.P. he completed his Bachelors in Commerce, Graduate Diploma in Materials Management, and Diploma in Management

Fazal has 20 years of manufacturing experience in the field of Purchasing, Warehousing, and Operations - Production, Supply Chain, Quality and HR. He implemented Lean manufacturing with Kaizen institute of Japan.

Presently Fazal works as the Purchasing Manager at New Flyer Industries a Transit Bus manufacturer.



Ksenia Kleyn, C.P.P.

Ksenia was born in Russian Far East. Ksenia graduated from regular and musical schools and then enrolled the State Academy of Economics and Law she completed her Master's degree in Economics at the age of 21.

Ksenia was working in parallel in a company with international trade profile with responsibilities in contracting, customs clearance and international logistics management in Asian region, and used to travel a lot researching markets of Northern regions of China and South Korea.

She moved to Middle East, Israel, in 2002 where she spent 3 years and studied production management in the professional college. Ksenia found this was a bit of a challenge to do that using new language. Ksenia started to work in food services industry, learning restaurant business in general, and managing some part of restaurant's supply chain later on. she still believes this is one of her favourite industries.

Ksenia had to make a decision to move to Canada after first bombings of Baghdad, which was 300 km away of where she lived. She choose to go to Manitoba having here community support and believing that there is still lots to do in young and fast developing province like this one. Started to work in food services management, as well, then decided to try to use her education and had it recognized by Canadian credentials officer and having that upgraded by applying for CPP program provided by PMAC.

This has brought Ksenia into different dimension of life in Manitoba, connecting her with new friends and colleagues, as well as new field to work in. She found a job in the field in a very fast and challenging environment which allows utilizing my skills and knowledge in the most efficient way, at New Flyer Industries, where she is working as a buyer and happy to do so.



Paul Krawchuk, C.P.P.

Paul is employed by the City of Winnipeg since 1991. His current role is Stores Foreman for the Water Services Section for the Water & Waste Department.

Paul is Married to Leisa with 2 children ages 9 (Michael) and 11 (Paul). He loves boating, fishing, and ATV'ing with his family, and looking after his recreating hunting property in Eriksdale, MB.

Paul looks forward to watching his boys in their after school activities, ice fishing, and his annual fly out moose hunting trip.



C.P.P. Biographies



Monique Lussier, C.P.P.

Monique is currently self-employed, an agricultural producer in the Red River Valley. In January 2006 employed by Vidir Morris as Purchaser, Monique pursued to further her education at Red River College.

In Sept 2007 she joined the PMAC program after obtaining a Certificate in Business Management & Business Administration.

Monique has explored a range of employment opportunities and has welcomed the challenges that each opportunity brought; she has valued the knowledge, experience and the friendships gained.

She would like to take this opportunity to thank Rheal, Robert, Andre, family, friends and former co-workers Don & Joyce for their patience, encouragement & support during the past 2½ years. She could not have achieved this C.P.P. designation without their support. She would like to Congratulate Ksenia, Sarah, Fazal & all the other 2008 gradu-

ates. Best wishes in all your future endeavours.

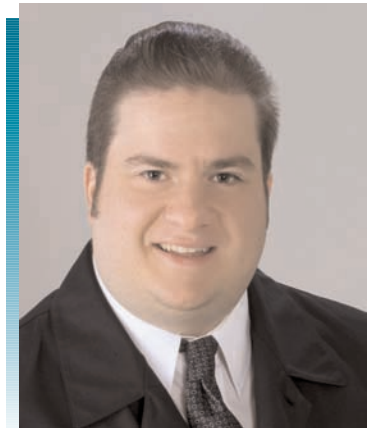
Gennaro Pellegrino, B.A., C.I.M., C.P.P.

Currently employed as a Senior Buyer with The University of Manitoba Bookstore - Computers On Campus. He has been employed with the University of Manitoba for just over 6 years.

In addition to the C.P.P. designation Gennaro recently completed the C.I.M. program offered through the University of Manitoba Continuing Education.

Gennaro would like to take this opportunity to thank his family for their support and encouragement over the years. A special thanks to his friend and co-worker Annie, for her encouraging words and positive reinforcement.

Finally, Gennaro would like to congratulate all the other 2008 graduates and take this opportunity to thank his study group members; Marek, Kelly, Mari-Ann, Paul, Linley, Sarah, and Karen for keeping him on track studying for the final exam.



Volunteers Required!

If you are interesting in helping out in future Manitoba Institute events, please contact the MIPMAC office at 231-0965.

We require your assistance for the following:

- Dinner Meetings • Seminar Rep
- Telephone Committee • Golf Committee

We are again asking for volunteers for the Rotary Career Symposium to be held on April 7,8,9th. This will be worth maintenance points for CPP holders, and we are only looking for a minimum of 2 hours of your time- to talk to students, potential members, about the accreditation program offerings that MIPMAC has to offer.



C.P.P. Biographies

Pratul Shah, C.P.P.

Pratul has been inspired, supported and motivated from his parents, wife (Rupal) and little one (Aneri). To date, Pratul has a successful journey in both an educational and professional career.

Pratul took-off his PMAC flight with volunteering work at Ontario Institute of PMAC, in Toronto- and it was here that he obtained his Certificate in Purchasing. From there, Pratul had career opportunities at Boeing, GE and other well reputed businesses giving him an invaluable diversified experience in procurement and supply chain management.

Pratul would like to give special thanks to Boeing management (Gina Barnett) and leadership (Kelly Slater) team to support his PMAC education. At the same time, many thanks to the Director (Allan Amundsen) of Manitoba Institute of PMAC for providing all the required educational support well in advance.

Once again, sincere thanks to his family, friends, relatives and professionals for their precious help and support.



JiaYing Sarah Zhu, C.P.P.

Sarah is currently employed with Parker Hannifin Inc where she works as a division buyer in the supply chain department. Her main responsibilities are contract administration, new projects purchases and supply management. Prior to the division buyer role, she worked as a Production buyer/planner in the material group at Parker Vansco.

Sarah joined PMAC and started to pursue a CPP designation in September, 2007. In addition to the CPP certificate, Sarah also holds a Bachelor of Commerce Degree double major in Supply Chain Management and Accounting from the University of Manitoba and a Certificate in Business Management from British Columbia Institute of Technology.

After the eight-month long intensive studies, Sarah is glad that the hard work has finally paid off. Sarah appreciated the help from great instructors and the encouragement from her study buddies. Sarah is proud that her study group members (Ksenia, Fazal, and Monique) all have achieved C.P.P. this year.



She congratulates all 2008 graduates and wishes her friends the best in all their endeavours.



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Environmental Issues and Options for Paint Purchases

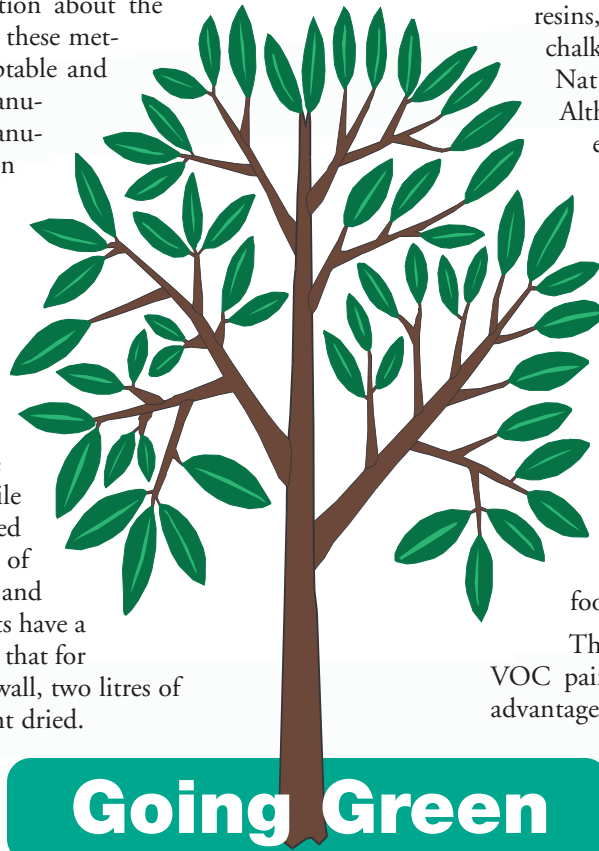
When people decide to paint a room, invariably the first question asked is “What colour should we pick”? While it is exciting to look at a whole bunch of colour swatches and select a new colour it is equally important to focus on the environmental options available for the paint.

In the past, the world of paint and coatings was not an environmentally friendly one. Oil based paints of a century ago were coloured by pigments made from heavy metals such as mercury, lead and arsenic. As information about the health effects associated with exposure to these metals became known, they became unacceptable and today they are no longer used in paint manufacturer formulas. Today, many paint manufacturers are focusing their attention on another component of traditional paints that cause environmental and health impacts, namely the petroleum based solvent component.


Petroleum based solvents also known as volatile organic compounds (VOCs) are added to paint to bind and disperse the colour pigments and carry the paint from the can to the wall. The solvents then evaporate into the air while the paint is drying, leaving the coloured film on the wall. The types and amount of solvent added to paint vary with the type and brand of paint. Traditional oil based paints have a solvent level of 50% or more. This means that for every four-litre can of paint applied to a wall, two litres of solvent evaporated into the air as the paint dried.


Inhaling high solvent paints while painting and during drying can cause headaches and other health effects. Some solvent types added to paint, such as benzene, toluene and formaldehyde have been linked to eye, nose and throat irritation, nausea, headaches, and cancer. Solvents also react with oxygen in the presence of sunlight to form ground level ozone and contribute to greenhouse gas emissions. In fact, industries involving the use of paint such as automotive and furniture industries account for a significant proportion of the total greenhouse gas emissions.


Today there are a number of water-based paint alternatives to solvent based paint. These water based paints are often referred to as latex paint. Water based paints contain synthetic binder which behave like solvents, carry and disperse the colour pigments and carry the paint from the can to the wall. The water then evaporates into the air while the paint is drying. Water based paints generally fall into one of four categories: low-VOC; zero-VOC; natural; and recycled.




Going Green

 **Low-VOC:** To qualify for low-VOC status, paints and stains must contain less than 200 grams of VOCs per litre.

 **Zero-VOC:** Zero-VOC paints can not contain more than five grams of VOCs per litre. This paint is often used in places where people have chemical sensitivities and compromised immune systems.

 **Natural Paints and Finishes -** These are paints made from natural raw ingredients such as water, plant oils, plant resins, plant dyes, natural minerals such as clay, chalk and talcum, and earth and mineral dyes. Natural paints are virtually odourless. Although they are made from natural ingredients, “natural” paints may still emit significant amounts of VOCs from ingredients like turpenes or citrus oil, which can cause eye or lung irritation in some people.

 **Recycled paint** is produced taking unused portions of recovered paint and stain remains and reprocessing them to make a high-quality, economical, recycled paint. Both water based (latex) and oil based paints can be recycled. Recycled paints are considered very eco-friendly because the manufacturing process has a reduced carbon footprint.

There are many brands of low VOC or zero VOC paints on the market, each with their own advantages and disadvantages. Both EcoLogo <http://www.ecologo.org/en/> and Green Seal <http://www.greenseal.org/> have developed criteria for environmentally preferable surface coatings. The criteria/specifications within these certi-

fications include prohibiting chemicals such as formaldehyde, halogenated and aromatic solvents, phthalates and heavy metals such as mercury, lead, cadmium and chromium etc., and of course, limit the VOC level in the various paints and stain products.

And remember, building certification programs such as Leadership in Energy and Environmental Design (LEED) offers credits for enhanced indoor environmental quality. Proper paint selection may be a critical component of the certification process.

Next issue – What are the environmental issues and green purchasing options for clothing/uniforms



Donna Dagg, M.Sc., works as the Sustainable Development Coordinator at Manitoba Lotteries Corporation. She works closely with the Corporation's Purchasing Department to include environmental and social specifications into procurement documents.



Welcome New Members!

The following members joined the MIPMAC between October 1 and December 31st, 2008

Adegboyega O. Aiku	Garda Security
David M. Bonnee	MTS Allstream
Jeff Dyck	Builders Furniture
Iris He	East Coast Logistics
Ann L. Magnayon	Student- U of M
Matthew Molnar	Univ. of Winnipeg
Mel K. Partyka	Malteurop Canada Ltd.
Norman Stamler	Boeing Canada
Gillian Weldman	Samuel, Son & Co. Ltd
Mike Pagtakhan C.P.P.	City of Winnipeg



Correction from Last Pulse

Peyman Boroujerdi-Azar FWS Industrial Projects Ltd



Vendor Tour - Winnipeg Harvest

As supply chain professionals, PMAC members are familiar with protocols for success. Many of us know how to have the right material in the right place at the right time to service our customers, but we also have the resources to tell us what we are going to need and when. How many of us would be able to be successful without having tools such as sales forecasts, production forecasts, or an MRP system?

Without these tools it is nearly impossible to be successful. However, Winnipeg Harvest, a not for profit organization, distributes food to over 40,000 people each month. Last year Winnipeg Harvest distributed over 8.7 million pounds of food to over 300 Member Agencies across Manitoba, including food banks, soup kitchens, youth programs and drop-in centres.



We have selected Winnipeg Harvest for our spring tour. Winnipeg Harvest is not only just a non-profit organization that feeds people, but also an excellent case from which all of our members could learn.

Think about it – as a food bank, Harvest has no idea how many people they are going to need to serve today, next week or next month. They cannot forecast what they are going to have available, or how many people they will need to service. As their supply chain is based solely on donations, they don't have the luxury of ordering what they want from their suppliers, they take what they can get. In essence, they cannot forecast demand, nor can they forecast supply. Too add to this difficulty, much of their goods are subject to spoilage, so they need to distribute their product as quickly as possible, with only volunteers, donations, and fundraising to facilitate their operations.

We felt that it was time for PMAC to become involved with the community and to give back. Many of us are lucky enough to be surviving in these economic times, while others are suffering. For providing the tour, Winnipeg Harvest asks that each member donate one hour of their time after the tour to help in their warehouse. The board thought this was not only an excellent opportunity for PMAC members to have a hands on approach, but also for a bit of teambuilding. So many of our events don't allow for us to interact, and we thought it would be a good way to network that is out of the norm.

The tour will take place on March 5, from 7:00 to approximately 8:30 p.m. at Winnipeg Harvest, 1095 Winnipeg Avenue. Please dress appropriately, jeans; runners and sweatshirts would be fine. For volunteering at this event, members will earn 2 maintenance points, and is free to all members. It also is an opportunity to earn an additional ballet for the draw for the free trip to the national conference.

Please bring a food item and your time to help out a bit. We look forward to seeing members attend! Space is limited to 25 people, so please register with the PMAC office by e-mailing mbpmac@mts.net



Working in the Cold

Our coldest period has arrived, as expected, on the coat tails of the New Year.

Not only can outside activity be uncomfortable during this time, the drop in temperature increases the hazard for Manitobans who work outdoors.

Some of the occupations with potential for serious cold injury include construction, oil and gas extraction, trucking, fire fighting, policing, farming, fishing and logging. Those who work in refrigerated rooms or unheated buildings may also be at risk.

Hypothermia and frostbite are cold injuries that unless prevented, can have serious consequences. Hypothermia occurs when the 'core' body temperature drops below 34.5 degrees Celsius. At this point the body is unable to prevent heat loss, and unless corrective action is taken in time, death may result. Frostbite is an injury to body tissues (e.g. the nose, fingers or toes) caused by exposure to extreme cold. Unless prevented, frostbite may cause scarring or loss of tissue, and may lead to amputation of the injured body part(s).

Other factors that may contribute to a worker's risk of cold injury include air temperature combined with wind speed, a worker's age, experience, use of medication or alcohol, previous frostbite, and circulatory problems.

Prevention is the key. Clothing that matches heat loss to heat production is critical. Too much clothing can lead to sweating, and wet clothing causes greater heat loss. The solution is layered clothing with a windproof and waterproof outer shell. Footwear must be non-restrictive and appropriate to the job. For example, a waterproof boot in cold and dry conditions may lead to excessive perspiration, increasing the likelihood of cold injury.

Since work settings and situations vary, employers should consult their safety and health committees, worker representatives or employees to develop and implement work procedures that will prevent cold injuries.

For more information see the Workplace Safety and Health Division's "Guideline for Thermal Stress" at: www.safemanitoba.com.

Darlene Muise, works as the Communications Analyst at the Manitoba Government Workplace Safety and Health Division.



Show Your Pride!

The MIPMAC is offering members a number of gift items with the new Institute logo. Shirts, mugs, pens, portfolio's to name a few. These items will be found in a catalogue on the newly designed website and an order form is available there for members to use to place their requirements. We will have samples available at upcoming meetings for members to purchase as gifts and for their own use. Consider using one of these items as staff incentives, or as giveaways for various supply chain sponsored events for your department. Check the website at www.mb.pmac.ca or call the institute office for more information.





E V E N T B U L L E T I N FOR IMMEDIATE RELEASE

Put Wine and a Good Cause on your List this Holiday Season

Proceeds from California Wine Tasting Event to go to Red Cross Manitoba

(Winnipeg, MB – December 17, 2008) If you know someone close to you who enjoys fine wine, and a good cause, consider this—the **California Wine Fair** is coming to Winnipeg this February, and it's not too early to snap up tickets, support a charity, and scratch another stocking stuffer from your "to do" list this holiday season.

The 29th California Wine Fair will be held at the Delta Hotel on February 27th, 2009, bringing with it over 40 wineries and more than 175 premium wines to discover. The event is sponsored by the U.S. Consulate. Proceeds from the wine tasting event will go directly to the Manitoba Region of the **Canadian Red Cross**, an organization that dates back 100 years in Canada.

What: California Wine Fair

When: 7:00pm to 9:30pm, February 27th, 2009

Where: Delta Hotel, 350 St. Mary Avenue, Winnipeg Manitoba

Tickets: \$50 per person, or blocks of 10 for \$450

Tickets can be purchased from Guy Yerama, Fund Development Coordinator with the Manitoba Red Cross, at (204) 982-7347.

The California Wine Fair is the largest national wine tasting tour in Canada. It started out in Ottawa, Ontario in 1980. This year, the event will tour nine Canadian cities, starting in Winnipeg. This is the first time the fair has passed through Winnipeg since 2006. Fair goers can expect to taste everything from regular favourites to new vintages that haven't been released in Canada, to small production wines not widely available in Manitoba.

The California Wine Fair is organized by the Canadian office of the Wine Institute of California, an association of more than 1,100 wineries and affiliated businesses.

The Canadian Red Cross is a charitable organization dedicated to improving the lives of vulnerable people at home and around the world through a range of services, including but not limited to disaster management, emergency preparedness, injury prevention, and abuse prevention education through RespectED. The Canadian Red Cross is a member of the International Red Cross and Red Crescent Movement that includes 186 national Red Cross and Red Crescent Societies, the International Committee of the Red Cross (ICRC), and the International Federation of Red Cross and Red Crescent Societies (IFRC).

For more information, contact:

Michelle French, Public Affairs Coordinator
Canadian Red Cross, Manitoba Region
Tel: (204) 982-7315; Cell: (204) 223-9753

Upcoming Events *Mark your calendars!*

Schedule of Events for Fiscal 2009



Month	Event Details
January	Jan. 12-Apr. 27 - Last offering of - Principles of Inventory and Operations Control - U of M - Room E2 - 160 Engineering Bldg - Mondays - Rob Galka, Instructor
	Jan. 15-Apr. 22 - Last offering of - Principles of Quality - U of M - Room E2-150 Engineering Bldg - Tuesdays - Gillian Forster, Instructor
	Jan. 12-Apr. 3 - Module 2 (cohort 2) - Procurement and Supply Management - U of M-E2 - Room 150 Engineering Bldg - Mondays - Al Garlinski, Facilitator
	Jan 14-Apr. 8 - Module 4 - Operations and Process Management - Location TBA, Thursdays - Alloc Dua, Facilitator
February	Feb. 3 - Executive Board Meeting
	Feb. 12 & 13 - Seminar -Fundamentals of Competitive Bidding Law - Drafting RFPS and RFQs Sandy Chalkoun
March	Mar. 1 - Call for nominations - Board members
	Mar. 3 - Executive Board Meeting
	Mar. 5 - Vendor Tour - Winnipeg Harvest 7-8:30 pm 1095 Winnipeg Avenue
	Mar. 9 & 10 - Seminar- Evaluating Supply Effectiveness - Romeo Callegaro
April	Apr. 7 - Executive Board Meeting
	Apr. 7, 8, & 9 - Rotary Career Symposium
	Apr. 14 - Annual General Meeting
	Apr. 15,16 - Seminar - Communication Skills for the SCM Professional Facilitator -Al Garlinski
	Apr. 22-Jun. 3 - Module 4(1st cohort) - Knowledge Management - Room TBA - Facilitator TBD
May	May 5 - Executive Board Meeting
	May 6 - Vendor Premises Visit - TBD
	May 9-14 - In Residence week #1
	May 13 - CPP/ Student night - Award Certificates of Completion of Principles Courses
	May 23-28 - In Residence week #2
June	Jun. 3-5 - National PMAC Conference - Quebec City
	Jun. 9 - Executive Board Meeting
	Jun. 12 - Annual MIPMAC golf tournament
	Jun. 12 & 13 - Interactive Workshop - Negotiation Skills- Part A - Rick Reid, Facilitator
	Jun. 19 & 20 - Interactive Workshop - Negotiation Skills- Part B - Rick Reid, Facilitator
	Jun. 24 & 25 - National Exam for CPP.

