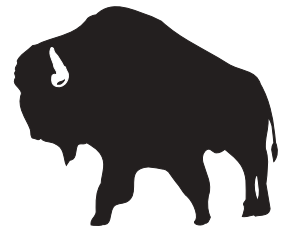


The

Pulse



Volume 17 - Issue 10
Sept. - Oct. 2005

Supply Chain Management and Professional Development Articles and Events

M A N I T O B A I N S T I T U T E



President's Message

By Rick Reid
President and National Representative

"The more people we help succeed - the more successful we will be"

It's simplistic, but I believe this idea holds the key to our future. This is the strategic direction I plan to take over the next three years. I believe we've lost sight of what's most important to our organization - our members. The success of our organization is directly linked to the success of our members. If they don't succeed - we don't succeed. Recognizing this fact is the foundation for creating more value for our members. Providing greater value is how our organization can help members achieve their goals.

Now, some of you may think that the organization is fine the way it is. Let me share some facts with you that might change your mind.

- Membership has remained virtually the same for the past five years.
- We lose an average of 20% of our membership each year.
- Our average meeting attendance is around 25 people or just 8.9% of the membership

When I look at these facts I see an organization that is failing to provide full value to its members. If we were providing superior value, we would have seen an increase in membership, a lower turnover rate, and better meeting attendance. We have a choice, we can keep doing business as usual and continue to get these results; or we can get involved and help the organization provide greater value to its members.

So what is value of membership? That's a tough question to answer because each of us would answer in a different way. Personally, I think value is measured by the ability of the organization to help its members achieve their goals. Everyone has career goals. How well the organization helps achieve those goals goes a long way towards determining whether an individual becomes, and remains, a member. The board is working hard in developing new initiatives that will help provide value. Some of these initiatives include things like new member nights, vendor forums, plant/business tours, and a re-designed website to provide more services. The intent is to provide tools and experiences which will help members achieve goals and bring value to their employers.

Our organization is capable of being more than it is. I'm committed to doing whatever I can to provide an environment which breeds success. Abraham Lincoln once said "once you get to the top, the first thing you should do is turn around and lift up someone else". Others within the organization took the time to help me achieve my goals. As a result, I feel it's our responsibility to help others in much the same way. When one of us is successful - we all are successful. Each success brings our organization a little more credibility in the workplace. More credibility brings with it greater opportunities for our members. We're all connected so let's make the effort to help each other succeed. In the end, you're really just helping yourself.

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CPP Bio's



Rick Reid, C.P.P.
President/National Representative

Rick is currently employed as a Purchasing Manager with Shoppers Optical. Before joining Shoppers, Rick spent three years with the Central Regional Health Authority as a Regional Materials Manager. Prior to that, Rick worked for a number of years as a Buyer with McDiarmid Lumber.

Rick has served on the Institute board as Director of Operations and was the Finance Chair for the national conference held in Winnipeg. Rick was awarded his C.P.P. designation in 2004.

Rick's goal for the coming year is simple; increase the value of membership. Members are the cornerstone of this organization. In order to achieve his goal, Rick believes that the Manitoba Institute has to do a better job of meeting the needs of its members.

Rick welcomes any suggestions that will help move our organization forward. If you have any questions or comments, please feel free to contact Rick at 982-3183 (W) or 255-4570 (H).



Peter Buscemi, C.P.P.
Director of Operations

With over 12 years of Supply Chain Management and Entrepreneur experience, Peter has worked in various industries: Technology, Distribution, Government, Aerospace, Service and

Retail. Currently, Peter is the Managing Partner for It's Our World Recycling.

Along with serving as VP of Operations for the Manitoba Institute, Peter recently served as Sponsor Chair for the 2005 Winnipeg Conference and was an Executive board member for Manitoba Team Handball Federation.

Peter is excited to give back to PMAC and is looking forward to bring the association to a higher level. He welcomes your comments and suggestions.



Tom Kapac, C.P.P.
Director of Finance

Tom graduated from the University of Manitoba with a Bachelor of Arts Degree in 1990. He continued pursuing his educational interests completing: a Communications Diploma from Red River College in 1992; a Certificate in Management (Honors) through the Canadian Institute of Management in June 2004; and, finally his C.P.P designation in the fall of 2004.

Today, Tom is the Program Manager for the Regional Health Authorities of Manitoba Purchasing Program (RHAMPP). He is responsible for overseeing group tendering and contract administration on behalf of the 10 rural health authorities in Manitoba.

Prior to joining RHAMPP, Tom worked in Supply Management for Advance Electronics Professional Division (1993 - 1999), and the Manitoba Lotteries Corporation (1999 - 2003).

Tom is currently serving on the MIPMAC board as Director of Finance. He hopes to bring some fresh ideas to the Institute, and is looking forward to working with the Board of Directors.

His main goal is simple. Continue to ensure the Institute's financial viability by growing its membership and meeting the member's needs.



Craig Ostermann, C.P.P.
Director of Accreditation

Craig Ostermann graduated from the University of Winnipeg, holds a Bachelor of Arts degree in Administrative Studies, and has acquired the Certified Professional Purchaser

Designation in 1998 and the Certified Purchasing Manager Designation (U.S.A.) in 2004.

Craig is currently the Director of Material for Standard Aero Limited, a Winnipeg based corporation. Craig has held management positions in Material and Logistics during his 11-year tenure with Standard Aero. Craig currently represents Standard Aero on the Winnipeg Chamber of Commerce Transportation and Aerospace Industries Association of Canada Customs committees.

Craig has been a member of the Manitoba Institute of Purchasing Management Association of Canada since 1994 and currently holds the position of Director of Accreditation. He also taught the Principles of Inventory and Operations Control course for three years at the University of Manitoba and served as Treasurer for the association. In his free time, Craig enjoys playing soccer for the St. James Soccer Club and has previously volunteered his time as a Director for the club.



Rob Galka, C.P.P.
Director of Marketing

Rob is currently employed as a Purchasing Agent with Manitoba Public Insurance. Rob has worked in the purchasing area of MPI for many years. He has experience in other areas on the organization as well.

Rob was awarded his C.P.P. designation in 2003 and is currently instructor for the principles of inventory and operations course.

Rob feels that proper marketing of the local institute is essential to our success. Comments and suggestions are very welcome.



Tamra Trohubiak, C.P.P.
Director of Membership

Tamra is currently employed as a Procurement Analyst with New Flyer Industries. Before joining New Flyer, Tamra obtained her Bachelor of Commerce (Hons.) degree with a double major in Management Information

Systems and Marketing at the I.H. Asper School of Business at the University of Manitoba.

Tamra was awarded her C.P.P. designation in 2004. Tamra was also the Communications and Print Director for the 80th National PMAC Conference held in Winnipeg this year.

Tamra's goal for the coming year is to create more awareness of the benefits of becoming a member of the Manitoba Institute, by aiding in increasing its value. In order to achieve her goal, Tamra believes that the Manitoba Institute has to provide a year of programming that will aid in creating a greater interest in joining one of the best networking associations in Manitoba.

Tamra welcomes any suggestions that will help move our organization forward. If you have any questions or comments, please feel free to contact Tamra at tamra_trohubiak@yahoo.ca.



Dianne Beswitherick
Director of Communications

Dianne is currently employed as a Project Scheduler with Boeing Canada Technology. Before joining Boeing, Dianne was employed for 10 years with McKenzie Seeds in Brandon as a Buyer.

Dianne has previously served on the board as Western Regional Director. Dianne was awarded her C.I.M in June 2005 and is working towards completing her courses and writing her CPP exam in September 2006.

Dianne's goal for the coming year as Communications Director is to make the membership more aware of what is happening in the Manitoba Institute and to get them more active in their organization both in the city and the rural areas.



Victoria DuRussel, C.P.P.
Northern Region Director

Victoria DuRussel is newly employed as a Purchasing Agent for Hudson Bay Mining & Smelting Co., Ltd in Flin Flon Manitoba. Before joining HBMS, Victoria spent 9 1/2 years with Kinross Gold at New

Britannia Mine in Snow Lake, MB. She started as a Warehouse Clerk and worked her way on to a Buyer, then as Purchasing Agent for the last 5 years until the mines unfortunate closure earlier this year.

Victoria moved from Northern Ontario 11 years ago. She is married to Len and has two busy children, Kendra and Michael. Victoria and her family enjoy the outdoors, fishing, camping, snow-mobiling and four-wheeling.

Victoria started working on the PMAC program in 2000 and after overcoming the many challenges and obstacles of being a 'Northerner', Victoria was awarded her C.P.P. designation in 2004. She hopes to continue her education after taking a year off.

Victoria's goal as a board member for the coming year is to increase the membership numbers in the North and where possible, make the courses and seminars more accessible.



Vivianne Lockerby, C.P.P.
Western Region Director

Vivianne Lockerby has been involved in purchasing since November 1986. She joined PMAC in 1989 and achieved her C.P.P. designation in December 2000. She is currently serving her second term on the Institute Board as Western Director.

Vivianne is employed with the City of Brandon and was appointed Purchasing Supervisor in 1998. Since May 2004 she has been supervising the Treasury Section for the City of Brandon.

Vivianne believes that "communication" is the key to success for our organization. We can achieve this by "keeping the lines of communication open" and having "two way interaction". If you have any questions or concerns please feel free to give her a call at 204-729-2252(w) or 204-728-1116 (h).

80th PMAC National Conference Hosted by the Manitoba Institute

WOW!! The flurry of activity! The teamwork! The communication! The professionalism! A cohesive team working together. What a sight! It was great to see...and to be part of. Hosted by the Manitoba Host Conference Committee (MHCC), the PMAC 80th National Conference went off without a hitch. The years of planning, meetings, letters, phone calls, emails - all paid off - Success!!

The Conference in Winnipeg set the stage for Calgary to follow. The MHCC set new success goals for sponsorship, delegates attending, renewed interest, internal processes and policies, cooperation, and team work. Manitoba set new benchmarks for PMAC conferences, encouraging future Manitoba conferences and new members.

From the onset 4 years ago with the proposal to hold the conference in Winnipeg, to the closing ceremonies at the conference, the work and effort to visualize the conference concepts to planning and coordinate events was enormous. Every committee member brought their skills and also learned new ones - to Pioneer New Frontiers - to bring new spirit and to show Canada what Manitoba can do.

The conference had almost 600 participants in attendance at the June 1 - 3 event. The Delta and the Sheraton Hotels were sold out and the Winnipeg Convention Centre was abuzz with hundreds of delegates.

The conference was officially opened on Thursday morning with greetings coming from the Honourable Jim Rondeau, Deputy Mayor Mike Pagtakhon, C.P.P., and PMAC National Board Chairperson Larry Loop. The keynote speakers on Thursday included dynamic and motivating Vince Poscente and Alan Williams. Friday saw humorous and political Mike Duffy, Manitoba's Dr. Barry Prentice, and un-stressing Bonnie Kearns.

Education speakers included topics on leaner purchasing, cross border trade, security in purchasing, intuition, negotiations, strategy of securing supply, Six Sigma, strategic supply professionals, copyright law, strategic supply, RFID, technology impact on procurement, green procurement, and updates on competitive bidding laws.

Delegates had opportunities to network with our Platinum sponsor Basics Office Products, our Gold sponsors, Grand & Toy and VISA and Silver sponsors Microsoft, Purchasing B2B, and Prolific Group.

The Wednesday night Early Bird event at the historic Fort Gibraltar kicked off our conference theme "Pioneer New Frontiers". Sponsored by Basics Office Products, the event site had period food, games, and entertainment. Hosted by Calgary Host Conference Committee on Thursday night, delegates were tantalized for what is in-store for next year's conference. The conference concluded with Friday night's formal gala event with Manitoba food and local entertainment.

Overall the conference was a resounding success with the dedication and hard work from the Manitoba Host Conference Committee, volunteers, National Office staff and Manitoba members. The Manitoba Host Conference Committee and Co-Chairs express sincere gratitude to all involved. Thank you Manitoba!!





Manitoba members Melissa Meilleur (MB Hydro) and Dan Young (Boeing) enjoy a hearty settlers feast at the Early Bird event.



Calgary members preparing for the Thursday evening delegate Hospitality evening



Conference Program Planners Greg McNeill, C.P.P. (MB Hydro) and Carolyn Suggett, C.P.P. (Pollard Banknote) with Vince Poscente



PMAC Members proudly represent Canada



Outgoing National Board Members Sandy Lawrence, CPP. (elected member), Julie Ross, CPP. (Manitoba Director) and Board Chairperson Larry Loop



Members greet the Host Conference Committee and the banquet that wrapped up the conference on Friday, June 3rd



PMAC Members enjoy the scenery at picturesque Fort Gibraltar.



Keynote Speaker Mike Duffy, voted one of Canada's 10 sexiest men and Conference Master of Ceremonies Martin Montanti, C.P.P. I think Mike needed those sunglasses more than Marty, but we think they're both pretty sexy!



Ray Nixdorf (MB Hydro) being awarded the PMAC Fellowship Award, PMAC's highest honor.



Welcome to "Pioneering New Frontiers"



Dynamic Vince Poscente shows us his form



Ray and wife Alice, we all know that no one gets there alone. Congratulations Ray!!

Manitoba Host Conference Committee

Conference Chair

Glenn Gray, C.P.P.

Manitoba Hydro

Bob Wiebe, C.P.P.

Manitoba Hydro

Admin Secretary & Protocol

Greg Sylvestre, C.P.P.

Manitoba Hydro

Business

Martin Montanti, C.P.P.

Regional Health Authority

Al Garlinski, C.P.P.

Public Works Canada

Rick Reid, C.P.P.

King Optical

Program

Carolyn Suggett, C.P.P.

Pollard Banknote

Elaine Capar, C.P.P.

City of Winnipeg

Greg McNeill, C.P.P.

Manitoba Hydro

Jamie Bednarz

Manitoba Institute of PMAC

Facilities

Julie Ross, C.P.P.

Standard Aero

Brian Zielinski, C.P.P.

New Flyer

Al Amundsen, C.P.P.

Manitoba Liquor Commission

Marketing & Communication

Melissa Meilleur, C.P.P.

Manitoba Hydro

Dan McRuer

Public Works Canada

Tamra Trohubiak, C.P.P.

MTS Allstream

Rob Galka, C.P.P.

Manitoba Public Insurance Corp

Peter Buscemi, C.P.P.

It's Our World Recycling

National Contact

Doreen Du Gray

Purchasing Management

Association of Canada

Special Events

New Member Night

Thursday, September 22, 2005

Free House - Osborne Village

See ad in newsletter

MIPMAC tour of MTS Centre and Manitoba Moose Game

Friday, March 17, 2006

Details to follow

Important Dates 2005/06



Dinner Meeting Dates



September 27, 2005

- Networking/Cocktails5:30
- President Opens Meeting . . .6:00
- Dinner6:10
- Business7:00
- Conference Awards7:10
- Speaker7:30

Duane Brothers, BA, B Ed, MA

Superintendent/CEO - Sunrise School Division

"There Be Dragons" - Strategic Supply Professionals Take on the Future

European explorers of the 15th century venture into the oceans of the world without a clue of what lay beyond the horizon.

Maps of the day signified uncharted waters with the poignant phrase "there be dragons" which

succinctly captures the 'frontier' challenges facing all 21st century strategic supply professionals.



Where did the "olden days" of purchasing go? What are the 'dragons' faced today? What are the challenging imperatives and yes, terrific opportunities that lie ahead?

Fun, Active, Reflective - Duane will engage the experiences and collective wisdom of MIPMAC professionals. This session will safely assist all participants to reflect upon their experiences and take ownership for the future they can create for themselves.



November 15, 2005

- Registration7:30 - 7:45
- Breakfast7:45 - 8:15
- Plant Tour8:15 - 9:00

Plant Tour

Intergraphics Decal Ltd.
180 DeBaets Street
Winnipeg, MB
204- 958-9570
www.intergraphics-decal.com

Intergraphics is a fully integrated graphics and decal manufacturing company with a reputation for excellence and service. We use recognized brand name materials, we are ISO certified and we offer UL and CSA certified

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products to our clients. Intergraphics has been in business since 1969 and we are one of the most modern screen printing plants in Canada with an extensive support network for servicing our customers from coast to coast. Our products are shipped worldwide.



January 27, 2006

C.P.P. Awards Banquet

Speaker - Bob Dye, PMAC National President

Please mark your calendar now; we will also be having Blackjack Demo and a Fun Slot Tournament. More details to follow.



March 14, 2006

Annual General Meeting



May 11, 2006

Speaker TBA

Watch www.mipmac.com for updates.

Unless otherwise indicated, all the dinner meetings and seminars will be located at:

**McPhillips Street Station
484 McPhillips Street
2nd Floor Banquet rooms
(See reader board in front lobby for directions)**

1st Annual New Member Night

The Manitoba Institute would like to kick off another year with a brand new event. This informal evening will give potential new members an opportunity to mingle with existing members, and a chance to learn about what PMAC membership has to offer.

Everyone is welcome to this event. We encourage each current member to bring out at least one guest. There will be a draw for a prize and for one free seminar.

Come out and join us at the Osborne Village Freehouse on September 22 for an opportunity to mix and mingle with people from one of the most prominent groups in the city - the Manitoba Institute of PMAC.



RSVP: to Tamra Trohubiak at tamra_trohubiak@yahoo.ca by September 15th

*Please also e-mail Tamra with names of friends or colleagues that you would like to invite so that she can send them an invitation to this event

“While the first Freehouse restaurant was opened in 1996, its name and philosophy hearken back to England during the Industrial Revolution. At that time, the vast majority of pubs were known as “tied houses”, owned by certain breweries and thus restricted in the products they could offer their patrons. Over time, new establishments — “free houses” — emerged. Publicly owned, they became synonymous with independence, variety, and choice.

Credit Seminars

Essential Business Skills for Project Management

September 22 & 23, 2005

2 Credits

Retail Warehousing in the Supply Chain

October 14, 2005

1 Credit

Contracting for Services

October 21 & 21, 2005

Financial Planning and Budgeting

January 16 & 17, 2006

2 Credits

Ethical Procurement and Sustainability

February 23 & 24, 2006

2 Credits

Alternative Dispute Resolution

March 23 & 24, 2006

2 Credits

Implementing Supply Chain Management

April 20 & 21, 2006

2 Credits

Risk Management - An Integrated Approach

May 11 & 12, 2006

2 Credits

For detailed descriptions and registration information, please visit our website @ www.mipmac.com.

2005/2006 Board of Directors

PRESIDENT / NATIONAL REP.

Rick Reid
King Optical Group

EXECUTIVE DIRECTOR (STAFF POSITION)

Jamie Bednarz
Manitoba Institute PMAC

COMMUNICATIONS DIRECTOR

Dianne Beswitherick
Boeing Canada Technology

DIRECTOR OF OPERATIONS

Peter Buscemi
Standard Aero

ACCREDITATION DIRECTOR

Craig Ostermann, C.P.P.
Standard Aero Ltd.

NORTHERN REGION DIRECTOR

Victoria DuRussel, C.P.P.
Hudson Bay Mining and Smelting

DIRECTOR OF FINANCE

Tom Kapac, C.P.P.
Regional Health Authorities of Manitoba

MEMBERSHIP DIRECTOR

Tamra Trohubiak, C.P.P.
MTS Allstream

WESTERN REGION DIRECTOR

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City of Brandon.

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