

## **FEBRUARY DINNER MEETING OPEN FORUM**

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Our annual open forum for our members to network and bring up problems or issues that they have in their positions looking for suggestions as to how others handle the situation and to suggest future program topics or other issues with PMARI and/or ISM. So this is your chance to help solve your purchasing problems by asking your fellow supply chain professionals how they would attack the problem or if they had experienced one similar and what they did to solve it. So bring all of your issues to this problem-solving meeting and perhaps take away something very useful that you can apply to your everyday challenges!

## **MARCH DINNER MEETING**

There is much more to negotiations than traditional bargaining. Experienced negotiators know how to use their negotiations to create value and build relationships rather than to simply focus on getting the best price. This program presents a framework that helps participants maximize satisfaction of their interests while developing collaborative outcomes and strong relationships with the parties across the table.

This will be the second presentation in a series by Moshe Cohen on "Negotiations". The first session is definitely not a prerequisite to this. The first part, entitled "Negotiating Effectively in a Competitive World" was conducted at the January combined PMARI & APICS Providence meeting held at Twin Rivers Casino. This meeting will be at Chelo's as noted above.

### **Speaker Bio:**

Moshe Cohen is a trainer and mediator based in Cambridge, MA. Since founding The Negotiating Table in 1995, he has conducted hundreds of negotiations skills workshops for clients such as EMC, Reebok, Hasbro, and many other corporations, law firms, financial services companies, consulting firms, and more. Mr. Cohen also teaches Negotiations and Leadership in the MBA program at Boston University and Cambridge College, and previously taught at Bentley College. In addition to corporate and university classes, he conducts public seminars on negotiation and conflict management and is a frequent guest speaker at business functions, conferences, and universities.

Mr. Cohen has published numerous articles on negotiation, mediation, conflict management, and leadership. As a mediator, Moshe Cohen specializes in business, employment, workplace and discrimination disputes and serves on a number of mediation panels locally and nationally. He is also a founding partner at Optionbridge, a consulting firm specializing in workplace conflict management. Moshe Cohen received his Bachelor's degree in Physics from Cornell, a Master in Electrical Engineering from McGill University, and a Master in Business Administration from the Boston University Graduate School of Management. Mr. Cohen's career includes over twelve years of engineering and project management experience prior to founding The Negotiating Table.

### **Scholarship**

Please see inside for information on this years application.

### **Credits**

If for any reason you need to get your certificate of credit hours for certification or recertification please contact Roland Grenier. Credit hours are given for attending monthly meetings and for C.P.M. review classes.



**PRESIDENTS MESSAGE**

It is times like this when networking with your peers is very important. Our next dinner meeting is Monday February 23rd and we will be having an open forum. It is an opportunity for all of us to gather together and discuss issues that affect all of us as Purchasing/Supply Chain Professionals on a daily basis. Whether you are fortunate enough to still be gainfully employed or are currently on the job search this is an excellent opportunity to get together and discuss whatever issue you would like. Please go to the PMARI website to make your reservation. I look forward to seeing everyone there.

March is Supplier Month. We will be having Supplier Exhibits and our speaker will be Moshe Cohen and the topic will be Negotiations: Maximizing Satisfaction Of Their Interests While Developing Collaborative Outcomes and Strong Relationships. Mr. Cohen was the speaker at the January joint meeting with APICS and we look forward to having him speak at our March meeting, which will also be a joint meeting with APICS.

For April, we are currently planning on having RISE speak at our dinner meeting. At the time of this newsletter, we are trying to change the topic for April and will hopefully be able to present something pertaining to job searching/interviewing techniques/resume writing. Our Programs Committee is working diligently to put a program together that will be beneficial to our members. Please check the website in the next few weeks for further details. We are also in the process of preparing our first CPSM Training Program together that will start in the fall. Our Professional Development Committee has been hard at work putting this together and details will be forthcoming.

With the cold weather we have been experiencing and the snow falling every week it might be difficult to consider this right now but, our Golf Tournament will Friday June 12th at Swansea Country Club. The Golf Tournament helps us fund our scholarship program and has always been a great day.

For those of you that have not been to the website recently I suggest you take a minute and check it out. We have made many improvements to the website and I hope you like them. If anyone has any questions, comments or suggestions please do not hesitate to contact me. You can e-mail me @ mike@pmari.org and I will try and answer you in a timely fashion.

Thank you,

Mike McVey  
President-PMARI

**2007-2008 BOARD of DIRECTORS**

<b>PRESIDENT</b>	Michael McVey	Copley Controls Corp	800-659-2675 x285	mike@pmari.org
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<b>DIRECTOR</b>	Brenda WentzGold	Coherent, Inc.	860-769-3167	brenda@pmari.org

## UpComing Events

### 2008-2009 Dinner Meeting Schedule

#### February 23, 2009

Location: Chelo's Post Road Warwick  
Topic: Open Forum  
Time: 5:30pm

#### March 23, 2009\*\*

Location: Chelo's Post Road Warwick  
Topic: Negotiations Part II

**PURCHASING MONTH**  
**SUPPLIER MONTH**

#### April 27, 2009

Location: Chelo's Post Road Warwick  
Topic: RISE

**\*\* The March Meeting is a joint meeting with APICS. PMARI is hosting.**



#### Golf Tournament:

#### **P.M.A.R.I. Annual Scholarship Tournament**

Friday, June 12, 2009  
Swansea Country Club  
Swansea, MA

SEE ATTACHED FLYER



## Congratulations

PMARI would like to congratulate Dan Landry of Toray Plastics on earning his C.P.M. Dan had recently attended the PMARI C.P.M. review classes.

## Job Postings

Bushery Associates Recruiters - Demand Planning Manager  
Bushery Associates, Recruiters - Director of Indirect Procurement  
Cumberland Farms - Purchasing/Compliance Coordinator  
FuelCell Energy (www.fuelcellenergy.com) - MRO Buyer  
Gabriele & Company Recruiters - Global Supply Chain Director  
Gabriele & Company Recruiters - Document Control and ERP Specialist  
Gabriele & Company Recruiters - Procurement Manager - New Jersey  
Gabriele & Company Recruiters - Procurement Manager - Surburban New York  
Gabriele & Company Recruiters - Commodity Manager: Castings  
Gabriele & Company Recruiters - Commodity Manager: Forgings / Machining  
Gabriele & Company Recruiters - Global Demand Planner  
Gabriele & Company Recruiters - Director - Indirect Procurement  
Gabrielle Associates Recruiters - Manager of Purchasing

*For additional information on these positions and for up to date job postings, visit [www.pmari.org](http://www.pmari.org) and click on jobs link at the top of the page.*

January Dinner Meeting

## Interactive Negotiations

Moshe Cohen



### The Negotiating Table

<http://www.negotiatingtable.com/>

At the January joint dinner meeting hosted By APICS Providence there were 50 attendees. PMARI had 32 members attend the meeting. PMARI would like to thank APICS Providence for having us attend this event. We would also like to thank all of our members who attend and a special thanks to Roland Grenier for making the event happen between the two organizations.

If you missed this event there is still another chance to see Mr. Cohen give another presentation at the PMARI meeting in March. Below is a summary of the event, there were 43 evaluations turned in. The summary was provided to PMARI by APICS Providence.

### Program Rating

	Excel- lent	Good	Fair	Poor
Guest Speaker	37	6		
Topic	34	8	1	
Value Add	29	13		
Location	27	13	3	
Food	18	16	3	
Networking	19	15	3	

## **REMINDER**

This is a special reminder that Friday February 13, 2009 is the deadline to renew your membership for the current year. Checks must be received by the 13th. You may also pay with a credit card. Please contact Roland Grenier to prevent your membership from expiring.

**It is imperative that all unemployed members contact the PMARI office by email, phone or letter, because we can probably arrange a temporary dues waiver while you search for a new position. Networking at PMARI dinner meetings is an excellent job search tool, especially since our January and March meetings which are, as in years past, combined meetings with APICS Providence**

## PROFESSIONAL DEVELOPMENT CORNER

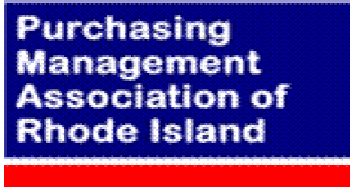
Last Spring and Summer we arranged for a C.P.M. Review taught by Marie-Bouvier Newman. It was very successful so we arranged for a second Review that we just started on February 4, 2009. This particular one is being taught by Mike Parker and is being attended by 4 individuals who got their Applications into ISM by the 12/31/08 deadline so they are eligible to take the tests during 2009 in order to receive their Certification.

A special THANK YOU goes out to Ed Spillers, who was nice enough to volunteer one of his Company's Conference Rooms at Pentair Electronic Packaging in Warwick, RI eliminating the need for us to reserve a room at a Hotel that was costing your Association \$75.00 per class at the last Review. Thanks again, Ed, the Association really appreciates it!

As you may or may not know, ISM is eliminating the C.P.M. designation after this year and it is being replaced by the new CPSM Designation. There are very specific rules governing who is qualified to take part in the CPSM Certification Program, so please go into the ISM Web Site at [www.ism.ws](http://www.ism.ws) for more information. With respect to the new CPSM Program, your Pro D Committee is looking into arranging a "Body of Knowledge/Review" to also be held yet this year. We are not certain exactly when so please stay tuned for future articles in the Newsletter. The Program is so new that there are a limited number of Certified Instructors in the New England area who are authorized to teach this curriculum and we are trying to see if there are any close enough so, if we choose the best central location, it is not so far out of the way that it becomes a real hardship to get there.

Our ever so exciting and informative "Supplier Night" is around the corner so I am asking each and every one of you to help us out and ask one or more of the suppliers you deal with on a daily basis if they would like to exhibit their company's product line/capabilities, etc. It will be held as part of the March Monthly Meeting that we co-share with the folks at APICS. It will be held at the same Chelo's Airport Banquet Room on March 23, 2009 at 5:00 PM. The cost is still the best deal in town at \$195.00 which includes a 2' x 6' Table for their samples and catalogs along with 2 Dinners. We have room for only 17 spaces and they will fill up fairly quickly so please get one of your Suppliers to help both us and them. You can explain that they are getting their Company exposed to as many as 100 Supply Chain people that hopefully will be in attendance this year! The types of Companies you can ask could be Independent Manufacturer's Agents/Reps., Distributors, Manufacturers, Job Shops, Contract Manufacturers and a myriad of different Service oriented providers. Please let me know if you get a Company that is interested and I will send the Word Document forms via email to you or directly to them. These forms are all self-explanatory. Please remember, this is an important part of our yearly fund raising programs and will help ensure that your Association stays solvent and be around for years to come. These unprecedented times requires us to dig a bit deeper as we try to offset some of the major cutbacks companies are going through. Thank you in advance for your help on this important event.

Louis M Ingutti  
1st Vice President and Pro D Chair



Purchasing Management Association of RI  
 PO Box 724  
 Pawtucket RI 02862

Phone: 401-335-3593  
 Fax: 508-226-6296  
 Email: pmari@pmari.org  
 Website: www.pmari.org

**SCHOLARSHIP**

It's that time of year again. The Bradshaw & PMARI Scholarship committee will once again be accepting applications this year. All Applications are due no later than May 15, 2009. PMARI will not be responsible for late receipts of applications. You will find attached the application. Please complete all three pages which includes and essay. The topic for the essay is "*Discuss the Value of Obtaining Your Degree, and How it Will Assist You in Working in a Global Environment.*" Please send the completed applications to the PMARI office or email them to Roland Grenier.

February Meeting  
**Monday February 23, 2009**

**Open Forum**

**Location:** Chelo's Banquet Room  
 Post Road  
 Warwick RI

**Check in Time: 5:30 pm**  
**Forum: 6:00 pm**

Please register on line at [www.pmari.org](http://www.pmari.org) or contact Roland Grenier at 401-335-3593

(NOTE: Should there be a need to consider a weather related meeting/event cancellation, our chapter President, Mike McVey, will make the call by mid-morning of the day of the meeting/event. Officers and Board members will make a concerted attempt to notify all members (not limited to those with reservations) via a combination of email, broadcast media, web site, and phone calls.) If you hear nothing, the meeting/event is likely still on.

Please visit the PMARI website for Dinner Meeting Reservation Policy [www.pmari.org/events.htm](http://www.pmari.org/events.htm)

Purchasing  
Management  
Association of  
Rhode Island



**COME JOIN US FOR A GREAT TIME  
AT THE 8th ANNUAL  
PMARI GOLF TOURNAMENT**

**SWANSEA COUNTRY CLUB**

**JUNE 12, 2009 SIGN IN BEGINS @ 8:30 AM  
TEE OFF AT 9:30 AM**

**18 HOLES OF GOLF (INCLUDES CART)**

**THE DINNER WILL BE SERVED IMMEDIATELY AFTER  
ALL WELCOME, NON-GOLFERS DINNER ONLY \$20.00**

**GOLF & DINNER \$95.00**

**ADVERTISE YOUR COMPANY ON A  
HOLE OR TEE ONLY \$50.00  
CONTACT PETER DODGE**

**EMAIL-pgdaid@verizon.net**

**CELL # 1-401-447-1831**

**HOME#1-401-739-7719**

**PLEASE MAKE CHECKS PAYABLE TO PMARI  
REMIT TO ADDRESS:**

**PMARI**

**P.O. BOX**

**PAWTUCKET, RI 02862**

**FOR CREDIT CARD PROCESSING PLEASE CONTACT:**

**ROLAND GRENIER**

**PHONE: 1-401-335-3593**

**EMAIL: rjgrenier@earthlink.net**



## APPLICATION for Scholarship Consideration

### Richard V. Bradshaw, C.P.M. Scholarship

And / Or

### Purchasing Management of Rhode Island

The *Richard V. Bradshaw, C.P.M. Scholarship* is awarded each year to active PMARI members, or their sons and daughters, in memory of the late Richard V. Bradshaw, C.P.M. Mr. Bradshaw was a member and past president of the Purchasing Management Association of Boston and the National Association of Purchasing Management, vice president of the International Federation of Purchasing and Materials Management, and a board member of the Institute of Supply Management. The scholarship makes available money each year for students pursuing postsecondary education. Preference will be given to those pursuing degrees in supply chain management related fields.

This year awards will be made based on the number of applicants and the corresponding achievements of each. Academic achievement and honors, community service involvement, and athletic achievement will be taken into consideration. PMARI will also be considering applicants who are members in good standing with PMARI who are pursuing a degree program for themselves.

The scholarship committee will make award recommendations to the PMARI Board.

<u>Criteria:</u>	
1	Student must be an active (paid to date) member of PMARI or a son or daughter of an active PMARI member.
2	Student must be entering freshman year, or beyond, of an accredited college or graduate school pursuing a degree program and attend on a full time basis if they are a son or daughter of a active PMARI member; however, if the applicant is the active PMARI member they may be a part time student but must still be in a degree program.
3	Student can apply for more than one year of scholarship
4	Student must complete a 200 to 250 word typed essay on the given topic
5	Student must attach a copy of most recent report card to this application. Student must have application post marked by May 15 <sup>th</sup> .

Applicant Information	
Name:	
Street:	
City:	
State:	
Zip Code	
Telephone:	

e-mail:	
PMARI Member Name	
<b>Academic Information</b>	
High School:	
Telephone:	
Mo./Yr. Graduate:	
Class standing:	
Academic Honors:	
Community Service:	
Athletic Honors:	
Expected Major:	

THE FOLLOWING SECTION IS FOR STUDENTS CURRENTLY ENROLLED IN COLLEGE AND MUST BE COMPLETED IN ADDITION TO THE ABOVE INFORMATION PROVIDED.

College Attending: (Address and Contact Name)	
Telephone:	
Class of:	
Grade Point Average:	
Current Major:	
Other Activities:	
Academic Honors:	
Community Service:	
Athletic Activities:	

THE ABOVE DATA IS TRUE AND ACCURATE AND CAN BE VALIDATED WITH THE TELEPHONE NUMBERS PROVIDED. I UNDERSTAND THAT I WILL BE NOTIFIED OF ANY SCHOLARSHIP AMOUNT AWARDED TO ME BY JULY 15<sup>th</sup>

Applicant Signature Date	Applicant Signature
<b>MAIL COMPLETED APPLICATION TO:</b> Scholarship Committee Purchasing Management Association of RI P.O. Box 724 , Pawtucket, RI 02862-0724	

Essay.

A. Please discuss the value of obtaining your degree, and how it will assist you in working in a global environment.