



propurchaser.com

Leading the Purchasing Knowledge Revolution

Dear Colleague:

In response to your request for more information about our members and their experiences, please see below. Feel free to contact me directly, should you require more information.

Rod Sherkin, President
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Partial list of member-companies:

Black and Decker
Shell
HSBC
Mr. Lube Canada
BJ's Wholesale Club
Telus
Conoco-Phillips
Hawoarth
Molson Breweries

Pfizer
Snap-on Tools
Coleman
Mega Bloks
Home Hardware
Teck Cominco Mining
Barrick Gold Corp.
Home Depot Canada
Rolls-Royce

Moosehead Breweries
Jacuzzi Leisure Products
Thomas & Betts
Medbuy Corporation
S.A. Armstrong
Mother Parker's Tea and Coffee
Irving Oil
George Weston Limited
Automated Tooling Systems

Recent testimonials

“We saved over \$3 million dollars the first year we used Propurchaser.”

Dave Bengert, Purchasing Director, Jayman Construction

“I definitely have held off price increases as a result of information from Propurchaser.”

Dave Aumond, Purchasing Manager, Mega Bloks

“Does it keep suppliers honest? You bet it does!”

Don Heatherington, General Manager/Purchasing, Mr. Lube

“I always felt vulnerable in the face of our costs going up. Propurchaser has removed that fear.”

Carol Wyatt, Vice-President Purchasing, HSBC Canada

“Propurchaser paid for itself in a day.”

Kevin Lewis, Materials Manager of a large Midwestern surgical supplies company

Our Basic Proposition

***If Propurchaser does not pay for itself in the 1st month,
simply return our invoice unpaid***

Jake Rogers, Materials Manager, Snap-on Tools

Seems like suppliers ALWAYS call with price increases, but when their costs go down, so does their phone-line.

Not any more: we use Propurchaser and call them.

We used to have suppliers dispute our numbers and we would dispute theirs. That's gone. Now we're armed with indisputable knowledge and that's very powerful.

A cold-rolled steel supplier called us back 15 minutes after our call on a price drop we learned about from Propurchaser.

We have saved a lot of money on corrugated. We use a lot and we just (favorably) extended a contract based now on paper price.

We appreciate the news flashes because we can see what's coming that could have an influence on purchase price. Projecting change is important because we can anticipate it and sometime pre-empt it.

Propurchaser gets us ahead of the curve.

Scott Plummer, Commodities Manager, The Coleman Company

Propurchaser enables fact-based negotiation with suppliers.

Propurchaser is very helpful. It will save you years of time in gathering information. The information is up-to-date, accurate, and fast. It's one-stop shopping and I can't over-emphasize - the information is highly user-friendly.

We use a lot of high-value commodities. It's a complex mix of high-dollar materials. To make good decisions, we need correct information. As well as understanding cost drivers for individual commodities, Propurchaser helps us understand the market and negotiate and discuss prices from a fact-based position.

For those just getting into commodities buying I would definitely recommend Propurchaser.

Just the purchasing tips alone are worth it.

Dean Loria, Senior Advisor, Supply Chain Management,
Shell Oil

I recommend Propurchaser to any colleague or buyer as a very strong tool for market intelligence and analysis.

Energy companies are not spared the volatile global commodities market or the need to know – not guess – where cost drivers for their suppliers are headed. This insight and critical market analysis are why we are Propurchaser users.

Market analysis is a gap for purchasers anywhere, yet you simply cannot be effective if you don't understand the markets. As an astute buyer you must understand your suppliers' cost drivers and the market drivers to develop a strategy.

We can't guess. We have to *know*.

Carol Wyatt, Asst. VP, Global Purchasing,
HSBC Bank

I always felt very vulnerable in the face of costs going up. Propurchaser has removed that vulnerability.

I can spot-check suppliers' cost drivers in an instant. We value being able to negotiate from a position of power and knowledge. The aggregated indices are very valuable. We can track the basket of commodities that are key to particular products.

In some cases we don't have many options for some services. Propurchaser allows us to see through the costs of those suppliers. We can push back for them to identify their cost drivers and we can validate their numbers.