

trends



◀ *E. Jeannie Maddox says Colgate's council strategy improved its supplier diversity efforts.*

mark our supplier diversity program with other companies, some of which are competitors and some of which are not," continues Maddox. In addition, the council communicates the program's successes and challenges via an internal website where supplier diversity information is posted. "We also like to recognize and reward people in our company who participate in the program," she adds.

Third is a cadre of individuals in the company called Champions, who cascade out the supplier diversity goals and missions to make sure everyone in the company is on the same page.

"Finally, we have a very strong multicultural marketing group, and they work closely with us on supplier diversity initiatives," states Maddox.

SUPPLIER INVOLVEMENT. One way the company identifies potential new suppliers and works to get them involved is to schedule Supplier Days. "During these events, we introduce suppliers to key people in our organization, especially as they relate to a specific commodity or a group, such as packaging, marketing and sales," says Maddox. During these interactions, Colgate Palmolive gets to find out more about the suppliers' capabilities. In turn, the suppliers get to see what

Colgate Palmolive is doing and how they might be able to provide additional innovative solutions.

"We try to build relationships with suppliers by working closely and collaborating on different projects and events, such as workshops," she adds. "In some situations, we introduce the suppliers to each other, so they can begin to build some synergies with each other."

Third, the company focuses on supplier expansion opportunities. As it studies supplier capabilities, it may find that there are more opportunities to work together—things they can provide to the company beyond what they are currently providing.

"We work with suppliers in e-commerce initiatives, too," states Maddox. When the company schedules e-auctions, for example, it makes sure to include suppliers who are in the diversity program. "We also train these suppliers to make sure they are aware of how to participate in the auction process," she adds.

The future: "We always have plans to expand and improve the program," she emphasizes. For example, the company monitors business trends, such as consolidation and globalization. In the area of globalization, for example, it is looking to see if there are more opportunities for its North American suppliers who are part of the diversity program to participate in global business.

—William Atkinson

business intelligence

34%

Typical spend in low-cost countries in five years

Source: Boston Logistics Group survey

WHAT IT MEANS: With more supply coming from low-cost regions, the focus for most buying organizations will switch from an emphasis on cost to grooming top-notch suppliers in certain regions and encouraging them to collaborate in the design, building, and introduction of new products and services.

16%

Increase in IT-related spending in Asia-Pacific by small businesses

Source: AJMI-Partners

WHAT IT MEANS: The mid-market is getting in the game. China is the big player here. Small- and medium-sized business in China drove 41% of total manufacturing SMB spending on IT in the region, and this percentage is likely to increase to 48% by this year. Small businesses in both Indonesia and Thailand are expected to increase IT spending by 16%.

Purchasing execs on the move...

Keith Anderkin has joined ARCOP, the national non-profit food service purchasing and distribution organization for Arby's Restaurant Group, as vice president of procurement. In his new post, Anderkin is responsible for purchasing all supplier goods to meet the needs of more than 3,500 Arby's restaurants nationwide. Anderkin joins the Atlanta-based ARCOP from his post as the director of purchasing and supply chain for Fazoli's Management.

Houston-based Waste Management has named **Robert W. Boyd Jr.** as its chief procurement officer, replacing *Purchasing* editorial advisory board member Brad Holcomb.

Automotive supplier Remy International has named **David R. Muir** as its senior vice president and chief procurement officer. Muir has previously worked for Intel Corp., American Plumbing and Mechanical and most recently served as the senior vice president and chief procurement officer of R.R. Donnelley.