

Public Purchasers Association of Northern Ohio Reverse Trade Show



April 20, 2018
7:30 AM - 12:00 Noon
Corporate College East
4400 Richmond Rd.
Cleveland, Ohio 44128

Partnering Vendors and Purchasing



OFFICE OF THE MAYOR

PROCLAMATION

**Public Purchasers Association of Northern Ohio (PPANO) Reverse Trade Show
Highland Hills, Ohio - April 20, 2018**

Whereas: On behalf of the citizens of the Village of Highland Hills, I am pleased to offer this Proclamation in recognition of the Public Purchasers Association of Northern Ohio (PPANO) Reverse Trade Show in our locale, April 20, 2018, Corporate College, located at East 4400 Richmond Rd. Cleveland, Ohio 44128; and

Whereas: On August 22, 2014, Board of Directors of the National Institute of Governmental Purchasing, Incorporated (NIGP) approved establishment of the Public Purchasers Association of Northern Ohio (PPANO) to become the newest chapter of the esteemed national purchasing organization; and

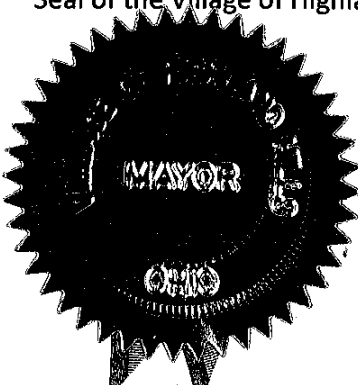
Whereas: Membership in PPANO offers individuals employed in the field of public procurement with substantial benefits which can help increase skills and knowledge in the profession; and

Whereas: The members of PPANO and other public procurement professionals enhance value to employers by saving money and creating revenue for their organizations throughout our nation, working hard daily to improve the economic conditions in their municipalities; and

Whereas: PPANO encourages the advancement and integrity of the profession by sponsoring networking opportunities such as the annual Reverse Trade Show, providing a forum at which Northern Ohio may interact; sharing exchange of ideas and business opportunities for more efficient, competitive procurement; and

Whereas: Each Reverse Trade Show has been well-attended since its 2013 inaugural event; continuing to thrive, increase sponsorship, and patronage through this annual occasion open to all interested in fostering public trust through the promotion of ethical and effective standards in public sector purchasing.

Now, therefore, I, Robert L. Nash, Mayor, of the Village of Highland Hills do hereby proudly acknowledge, the Public Purchasers Association of Northern Ohio (PPANO) Reverse Trade Show as a true asset to the all Highland Hills constituents, Northern Ohio residents and businesses it serves. I have set my hand and caused the Great Seal of the Village of Highland Hills to be affixed this 5th day of April in the year 2018.



Robert L. Nash

**Robert L. Nash
Mayor**



PUBLIC PURCHASERS ASSOCIATION OF NORTHERN OHIO

PPANO BOARD MEMBERS

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Charlie Rosol, CPPO, CPPB
Cleveland Metroparks

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Department of Public
Utilities

RULES COMMITTEE CHAIR

Mark Evangelista, MBA,
CPPO, C.P.M.
Retired

April 20, 2018

Dear Member Agencies, Vendors and Guests,

Welcome to the Public Purchasers Association of Northern Ohio (PPANO) Reverse Trade Fair.

PPANO is confident that this event will help "bridge the gap" between government agencies and vendors coupled with encouraging dialogue for future purchasing engagements. The key is open communication and transparency between governments and vendors.

Vendors I encourage you to learn "how to do business" with various agencies and member agencies keep an open mind when discussing potentially new opportunities with vendors.

Please allow me to send a thank you to the vendor community, member agencies, the multiple sponsors and "gifts in kind" sponsor (SE Blueprint, Inc.) for your participation and support with the reverse trade fair. This event would not have been possible without all of you.

Also, thank you to Corporate College East for hosting the reverse trade fair and A Taste of Excellence Catering for providing the continental breakfast.

Lastly, thank you to the PPANO Events Committee for all the time, effort and countless hours spent to organize this event. Kim Hawkins, Eboni Holman, Mark Evangelista, Tiffany Johnson-White, April Locker, Doug Machles, Lou Catalusci, John Highman, Cynthia Tetterton-Williams, Garey Burke, Charlie Rosol, and the Board. I can't express enough the gratitude I have for these members.

Please save the date for the PPANO's 5th Annual Golf Outing at Big Met Golf Course in Fairview Park, Ohio on September 14th. Details will be sent via email in the near future.

Sincerely,

Charlie Rosol, CPPO, CPPB
President
Public Purchasers Association of Northern Ohio

Public Purchasers Association of Northern Ohio (PPANO) Reverse Trade Show

Exhibiting Agencies and Vendors by Table Number

Table Government Agency/Exhibitor

- 01: Cleveland Metroparks
- 02: Car Parts Warehouse
- 03: City of Canton
- 04: City of Independence
- 05: City of Cleveland
- 06: City of Lakewood
- 07: Ohio Turnpike Commission and Infrastructure Commission
- 08: Ohio Lottery Commission
- 09: Cuyahoga County Public Library
- 10: City of Westerville
- 11: State of Ohio Department of Rehabilitation and Correction
- 12: Northeast Ohio - PTAC
- 13: County of Summit – DSS
- 14: Northeast Ohio Regional Sewer District

Table Government Agency/Exhibitor

- 15: Greater Cleveland Regional Transit Authority
- 16: DeLamotte Company
- 17: TTx Communications
- 18: Fastenal Company
- 19: S.E. Blueprint
- 20: Wesco
- 21: City of Westlake
- 22: Lake Metroparks
- 23: US Small Business Administration
- 24: City of Parma
- 25: Ohio Department of Public Safety.
- 26: Staples
- 27: Cleveland Metropolitan School District
- 28: Tremco Roofing and Building Maintenance
- 29: Public Purchasers Association of Northern Ohio (PPANO)



April 20, 2018

*Rick L. Grimm, CPPO, CPPB
Chief Executive Officer*

GOVERNING BOARD

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Assistant Director of Purchasing
Denton County Purchasing, TX

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Arlington County, VA

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Rick L. Grimm, CPPO, CPPB
Chief Executive Officer
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Marketing & Relationship Manager
Washington State Dept. of Enterprise Services

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Director of Supply Chain Management
Boulder Valley School District, CO

Stephanie Osborn
Senior Executive, Strategy and Partnerships
National League of Cities
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William Shields, Jr.
Executive Director
American Society for Public Administration (ASPA)
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Miriam Singer, CPPO
Chief Procurement Officer
County of Santa Clara Procurement Dept.
San Jose, CA

Carrie F. Woodell, MPA, CFCM, CPPO, C.P.M., CPPB, APP
Procurement Manager
Orange County, FL

Dear Colleague,

I am proud and honored to welcome you to the Public Purchasers Association of Northern Ohio (PPANO) 2018 Reverse Trade Show in this outstanding City of Cleveland. This opportunity where agencies and suppliers come together to showcase products and services, make new and important contacts with government buyers, and renew existing relationships all in one place.

A Reverse Trade Show can be a pinnacle of networking events set up as a fast-paced, face-to-face interaction. As procurement professionals, you have a unique opportunity to impact the communities where you live and work. On behalf of NIGP, I commend you for your commitment to executing unselfishly and to the highest professional ideals every single day. You exemplify public service at its best.

Special thanks to the membership and leadership of PPANO for organizing this event. Enjoy networking with key suppliers and sharing what it means to be a procurement champion.

Yours in Purchasing Professionalism,

Rick Grimm, CPPO, CPPB, FCIPS
Chief Executive



About the Public Purchasers Association of Northern Ohio

We would like to welcome you to the Public Purchasers Association of Northern Ohio.

We serve our members throughout the Northern Ohio region by providing meaningful professional development and networking opportunities, geared toward securing the public trust through the promotion of ethical and effective standards in public sector purchasing.

The Public Purchasers Association of Northern Ohio (PPANO) was chartered on November 20, 2014 as a chapter of NIGP: The Institute for Public Procurement.

OUR MISSION AND GOALS

PPANO encourages the advancement and integrity of our profession and members by:

- Emphasizing standards of excellence and ethical conduct within governmental purchasing,
- Proactively encouraging the professional certification (CPPO, CPPB) of our membership through education and professional development,
- Collecting and disseminating pertinent information for our members,
- Sponsoring activities useful in providing our members with knowledge for efficient procurement,
- Offering networking opportunities so members may interact with their colleagues and build their skill base through the exchange of ideas,
- Providing opportunities for members to achieve recognition within the profession and in all aspects of public administration.

A NEW IDEA FOR NORTHERN OHIO

At the 2008 NIGP National Forum in Charlotte, North Carolina, a group from the Central Ohio Organization of Public Purchasers (CO-OPP) informally met to discuss the possibility of forming a chapter of NIGP in Northern Ohio.

In 2011, an outreach committee of CO-OPP formally began discussions to arrange a “Meet and Greet” of local government purchasers in Northern Ohio that year. The goal was to bring the mission and vision of CO-OPP to the area and to involve members of NIGP in Northern Ohio who otherwise were not being served by CO-OPP or by NIGP.

At that first meeting, approximately 35 public purchasing professionals from various city, state, county, special districts and school districts came together, many meeting for the first time.

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PPANO BECOMES OFFICIAL

On August 22, 2014 the NIGP Board of Directors approved the petition of the Public Purchasers Association of Northern Ohio (PPANO) to become the newest chapter of NIGP. The Chartering Ceremony was held November 20, 2014 and the Northern Ohio Branch of CO-OPP officially became PPANO.

The Public Purchasers Association of Northern Ohio Chapter of NIGP is a 501(c)(3) not-for-profit association providing educational and professional development opportunities for public purchasing staff and management throughout the region.



DOES YOUR FIRM SELL TO GOVERNMENT ENTITIES?

Advertise with PPANO

Looking for a low-cost and effective way to reach government purchasing professionals in the Northern Ohio area?

Want to market your company to government agencies? Ask us about our sponsorship and advertising program. We have advertising space available on our website at www.ppano.org and in our quarterly newsletter.

A SPONSORSHIP ON THE PPANO WEB SITE IS THE SOLUTION!

Our web site is the go-to resource for public procurement professionals throughout the region - managers, buyers and decision-makers.

Your presence on our site shows your support for our association and can make a lasting impression on our members - it's a great way to create top-of-mind awareness for your products and services.

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WHAT YOU GET

Sponsorship includes your logo and company name on our home page, with a link back to your web site - A GREAT WAY TO INCREASE TRAFFIC TO YOUR SITE.

Select from one of these available levels:

Our sponsorship program includes

One month sponsorship - \$100

Three month sponsorship - \$250

Six month sponsorship - \$450

Twelve month sponsorship - \$750 (best value)

HOW IT WORKS

When payment is confirmed, we'll do the rest - we'll create your display ad and install it on the site. Sponsorships will be posted to site on the first of the month following payment confirmation.

OUR MAJOR EVENTS

VENDOR GOLF OUTING

Our Golf Outing is held every year in September and currently we are working towards our third outing. **This is a FUN-(D)-RAISING event.** Our golf outing is open primarily to vendors, but anyone can play.



Our Fifth Annual Golf Outing
Fri, Sep 14, 2018 8:00 AM - 4:00 PM
At Cleveland Metroparks
Big Met Golf Course
4811 Valley Parkway
Fairview Park, Ohio 44126
Get ready for a great day on the links!

The Big Met Golf Course is a great venue for the Public Purchasers Association of Northern Ohio (PPANO) Golf Outing.

continued

It's believed to be Ohio's most played golf course and has hosted over 6,000,000 rounds of golf since it opened in 1926. Challenging (but not too tough!) and beautiful, with gentle rolling hills, moderate length, eight sand bunkers, and neatly trimmed rough, Big Met Golf Course has the ideal blend of scenic beauty and playability, yet the course is challenging enough for the advanced player.

To register visit us www.ppano.org.

PPANO REVERSE TRADE SHOW

Held every other year



Our REVERSE TRADE SHOW is ALL BUSINESS and our second major event that is held every other year. A Reverse Trade Show is where the buyers sit at a table and the vendors come to us to show us what they can offer our agencies. In return we show them how to do business with our agency. This is a high intensity time where 35 government agencies will be seen by all the vendors who attend the show.

Ever Think of What it Costs to Make a Sales Call?

What does it cost your company to make a sales call? If you're like most business owners it costs you approximately \$250.00, to call on just one customer. The paperwork alone; if you even get a sale, is costing you approximately \$100.00. So how much would you pay to see 30 purchasing agents in one place at one time? Well, if we do the math you would pay \$7,500.00. For a fraction of that cost PPANO will put you in front of that many agencies and all of them located in one place and at the same time.

Buyers from a variety of Northern Ohio local government entities will provide valuable procurement information on "How to Conduct Business" with their agency.

Benefits of Attending:

- **Vendors** – No booths to set up or tear down.
- **Meet** with representatives and key decision-makers from city, municipal, and education from throughout the area – *all in one place, at one time, and on one day.*
- **Make new and maintain** existing relationships during the networking breakfast.
- And much more – **Register at www.ppano.org.**

Gifts In Kind

The Public Purchasers Association of Northern Ohio would like to give a special thanks to the following suppliers whose gifts in kind and generosity allowed us the privilege of being able to bring you the 2018 Reverse Trade Show.

SE Blueprint

Cleveland

Mark Mathias
2035 Hamilton Ave
216-241-2250
seblue@seblueprint.com



2018 Public Purchasers Association of Northern Ohio Reverse Trade Fair

Building a Relationship Between Business and Government

AGENDA April 20, 2018

Registration..... 7:30 – 8:15am

Breakfast 7:30 – 8:15am

Opening Remarks..... 8:15 – 9:00am

Joe Slattery, Tremoc Roofing & Building Maintenance

Bobby Palsa, Delamotte Company

Mike Camloh, TTx Communications

Christopher Dolbow, Fastenal Company

Steven Dowling, Wesco

Tony DiFiore, Car Parts Ware House

Reverse Trade Show Opens..... 9:05am – 12:00pm

Various Breakout Sessions..... 9:05am – 12:00pm

Various Breakout Sessions

Session 1. The Do's and Don'ts of Winning Public Procurement Contracts: Are you faced with the challenge of successfully winning public procurement contracts? If so, this breakout session will help you navigate the public procurement process. Local Public Procurement Professionals will identify Do's and Don'ts/Best Practices of successfully winning Public Contracts.

Facilitator – Eboni Holman- Eboni Holman is the Vendor Self-Service Administrative Manager with the City of Cleveland. She oversees the implementation of Vendor Self-Service (VSS), an e-procurement module of the City's Financial Tracking System that will allow vendors to retrieve and submit bids electronically. She also manages the administrative staff who is responsible for advertising bids, conducting public bid openings and preparing contracts for execution. She is excited about VSS, which will reduce bidding obstruction and increase transparency among the vendor community.

Panelist – John Highman- John Highman has been with the City of Canton since 2013 and was recently named the Director of Public Service in January of 2018. He previously worked in the City's Purchasing Department serving as Assistant Director from December 2013 to January 2016 and Director from January 2016 to January 2018. As Director of Public Service, John oversees the Street, Sanitation, Water, Collection Systems, Water Reclamation, Civil Engineering, Motor Vehicle, Building Maintenance, Civic Center, and Purchasing Departments. As Director of Purchasing he was responsible for overseeing all City wide competitively procured contracts. He holds a Bachelor of Arts Degree with a major in Political Science from the University of Mount Union and a Master of Arts in Higher education Administration from the University of Akron. He is also a Certified Professional Public Buyer through the Universal Public Procurement Certification Council.

Session 2. The 1, 2, 3s of Public Procurement Vendor Certification: Have you often wondered how becoming certified with local governmental entities will benefit your company? Then this breakout session is for you. Experienced, local procurement professionals who specialize in their agency's certification programs will be on hand to discuss "How to Become Certified" and the "Benefits of Certification". You don't want to miss this breakout session!

Facilitator – Diana Anthony is the Business Inclusion Program Manager for the Ohio Turnpike and Infrastructure Commission. Mrs. Anthony has successfully provided experience to the Commission by establishing a Business Inclusion Program encompassing written board resolutions, policies and procedures and its online contract monitoring system. Mrs. Anthony's proficient knowledge in evaluating bids and proposals for good faith effort and certifying companies as Minority, Disadvantage and Small Business. In addition, Mrs. Anthony's possess valuable skills for implementing new processes and policies needed to change the culture and practices of an organization, as well as increase efficiencies. Diana is a member of the Ohio Organization of Public Purchasers and a Certified Compliance Administrator, recognized by the American Contract Compliance Association and Morgan State University. Diana holds a Bachelor of Science in Business Administration from David N. Myers University, now Chancellor University. She also holds a Master's in Psychology, Specialization in Diversity Management, obtain from Cleveland State University's Diversity Management Program.

Panelist – Michael Curry, Assistant Director of the Office of Equal Opportunity, for the City of Cleveland.

Session 3. What's new in Public Procurement: The days of big binders, heavy boxes and antiquated systems are gone. Maybe the newest improvements in public procurement are paperless electronic bidding systems or updated efferent, effective procedures. Local procurement professionals will be discussing “What's New” in their governmental agencies and how you can benefit.

Facilitator—Tiffany Johnson, Commissioner Division of Purchases and Supplies, City of Cleveland, As the Commissioner of the Division of Purchases and Supplies, she is responsible for competitively procuring over \$278 million dollars of goods and services for the City of Cleveland in compliance with all Codified Ordnances. Johnson holds a Masters of Business Administration and a Bachelor Degree in Finance. She is certified as a Professional Public Buyer and holds a certification in Economic Development Finance.

Panelist-Eboni Holman, Vender Self Service Manager, Division of Purchases and Supplies, City of Cleveland bio is attached

Panelist-Dennis Zdolshek, Buyer, Department of Public Works, Division of Motor Vehicle Maintenance, City of Cleveland

Panelist- Charlie Rosol, Procurements Manager for the Cleveland Metro Parks, President of the Public Purchasers Association of Northern Ohio (PPANO). He also holds certifications as a Certified Profession Public Officer and Certified Professional Public Buyer.



Platinum Sponsors



WESCO is the global leader of supply chain solutions by addressing customers' MRO, OEM, and capital project demand streams. WESCO partners with premier manufacturers to support our customers locally and around the world. We understand that customers aren't just looking for products. They want solutions that will materialize into cost savings and increased efficiencies for their business. Our reputation rests on our ability to meet whatever need or challenge our customers have. WESCO is a one-stop shop for almost any product or service you need to get the job done.



TTx (established in 1980) is an information technology focused provider of best in class solutions and intentional customer service. Our actions are rooted in our belief that people matter, credibility is vital, and that the future deserves great care today. We offer solution design, implementation, and ongoing support for VoIP, UCaaS, Wired, and Wireless projects. Our network engineering practice facilitates an enterprise reach while providing you with hands-on local support. We strive to be the most trusted information technology solution provider in our market and to inspire others to believe that people matter in our industry and beyond. Our product offerings include phone systems, data network equipment, cabling, wireless solutions, Internet and local phone services. We also provide complete managed services offerings to our customers that want to outsource their I.T. requirements. Outside of purchasing through traditional budgetary methods, our unique expertise in the public sector has developed a proven process aimed at reducing your existing communication bills to pay for the technology you wish to acquire. This process includes detailed bill audits and documenting all services that you pay for, including contractual obligations.



DeLaMotte Company (est. 1983) is a local, family-owned and operated small business and we specialize in Commercial Furniture and Supplies. The DeLaMotte Company is successful because of our Industry Low Pricing and our High Quality Customer Service. Our clients continue to work with us because we have the Knowledge, the Experience and the Initiative to solve problems quickly and efficiently. We have the ability to supply Office Furniture, Restaurant Furniture, Lounge/Hospitality Furniture, Rubbermaid Commercial Products and so much more! In addition to supplying NEW Furniture, we also work with all of our clients and provide them with a Maintenance Service Program in case any issues or problems with the furniture arise.



The Fastenal Company is a full-line industrial supplier, spanning over 18 product categories, including plumbing, tools, fasteners, electrical, and HVAC. The distribution of these products is supported by over 100 local Fastenal branch locations in Ohio alone. Listed by Forbes as one of the 100 Most Innovative Companies in the World, Fastenal has pioneered inventory management solutions since the introduction of Industrial Vending Technology in 2008, and now proudly has over 71,000 of these machines in the field, allowing customers to manage inventory and provide full transparency into their supply chain. Fastenal holds two contracts available for public sector use in Ohio, those being a State Term Schedule, as well as a National IPA Cooperative Contract. We also employ two dedicated Ohio Government Specialists, and proudly support our customers through Supplier Diversity Programs by partnering with small and diverse businesses throughout the Buckeye State.



As a manufacturer of roofing materials since 1928, Tremco Roofing and Building Maintenance offers a breadth and depth of roofing systems for every environment, and the technical know-how to solve our customers' biggest problems. And because our affiliate construction services company WTI offers turnkey maintenance, repair, roof management and general contracting services for the entire building envelope, we have the unique ability to provide a total solution to maximize building performance and our customers' return on investment. Our capabilities include roofing systems for every environment, proactive maintenance, planned roof management programs, advanced diagnostics, and 24/7 leak response. All solutions are available through cooperative purchasing for speed, quality and compliance.



Car Parts Warehouse is a family owned Cleveland headquartered wholesale distributor of auto parts with 33 locations in North East Ohio. Our focus is the professional installer of auto and truck parts. We provide on demand delivery from a fleet of over 225 delivery vehicles. CPW has over 125 sales associates to help you find what you need over the phone or you can order online from a PC or a mobile device and get the same on demand delivery that you need to be as productive as you can be. Car Parts Warehouse distributes original auto parts from Ac Delco, Motorcraft and Mopar as well as aftermarket brands like Monroe, Timken, Moog, Gates, Bendix and many other name brands you can count on.

Public Purchasers Association of Northern Ohio (PPANO) 2017-2018 Officers



Charlie Rosol, CPPO, CPPB
President
Cleveland Metroparks
info@ppano.org



John Highman
Vice President
City of Canton
info@ppano.org



April Locker
Secretary
Cuyahoga County Public Library
info@ppano.org



Louis Catalusci
Treasurer
Greater Cleveland Regional Transit Authority
info@ppano.org



Shawn Becker
Member-at-Large
Greater Cleveland Regional Transit Authority
info@ppano.org



Mark Evangelista, MBA, CPPO, C.P.M.
Past President
Cleveland Metroparks
info@ppano.org

Public Purchasers Association of Northern Ohio (PPANO) Committees

An organization is only as strong as those members who support its goals. Through the efforts of our committees, we continue to serve our membership and enhance an environment of professional development.



Garey Burt
Awards and Scholarship Chair
Lake Erie Correctional Institute
info@ppano.org



Steve Sammons
Public Relations Chair
City of Columbus -
Department of Public Utilities
Phone: (614) 645-5951
info@ppano.org



John Highman
Budget and Finance Committee Chair
City of Canton
info@ppano.org



Charlie Rosol
Events Committee
Cleveland Metroparks
info@ppano.org



Tiffany White-Johnson
Education Committee Chair
City of Cleveland
tiffanywhitejohnson@
city.cleveland.oh.us



Mark Evangelista
Rules Committee Chair
Cleveland Metroparks
info@ppano.org



Diana Anthony
Membership Committee Chair
Ohio Turnpike Commission
info@ppano.org

Public Purchasers Association of Northern Ohio (PPANO) Reverse Trade Show

Exhibiting Agencies and Vendors

Car Parts Warehouse

Tony Di Fiore

5200 West 130th Street
Brook Park, OH 44142
tonyg@carpartwarehouse.net
p (216) 676-5100

John Wiesen

5200 West 130th Street
Brook Park, OH 44142
johnw@carpartwarehouse.net
p (216) 676-5100
Table 2

City of Canton

Kathryn Wise

kathryn.wise@cantonohio.gov
p (330) 438-4185

John Highman

john.highman@cantonohio.gov
p (330) 438-4184
218 Cleveland Ave. SW
Canton, OH 44702
Table 3

City of Cleveland

Eboni Holman

eholman@city.cleveland.oh.us
p (216) 664-2620

Tiffany Johnson

p (216) 664-2629
f (216) 664-7144
twhite@city.cleveland.oh.us
601 Lakeside Ave., Room 128
Cleveland, OH 44114
Table 5

City of Independence

Gus Katsas

6800 Brecksville Rd.
Independence OH 44131
katsasg@independenceohio.org
p (216) 524-4131
f (216) 524-4131
Table 4

City of Lakewood

Kim Smith

12650 Detroit Ave.
Lakewood, OH 44107
kim.smith@lakewoodoh.net
p (216) 529-6075
f (216) 529-6806
Table 6

City of Parma

Ann Ziembra

aziembra@cityofparma-oh.gov
p (440) 885-8000 ext. 8168
f (440) 885-8172

Renee Guy

rguy@cityofparma-oh.gov
p (440) 885-8168
f (440) 885-8172
6611 Ridge Road
Parma, OH 44129
Table 24

Public Purchasers Association of Northern Ohio (PPANO) Reverse Trade Show

Exhibiting Agencies and Vendors

City of Westerville

Thomas Patterson
21 S. State Street
Westerville, OH 43081
Thomas.Patterson@Westerville.org
p (614) 901-6869
Table 10

City of Westlake

Larry Surber
27700 Hilliard Boulevard
Westlake, OH 44145
lsurber@cityofwestlake.org
p (440) 617-4285
f (440) 617-4304
Table 21

Cleveland Metroparks

Charlie Rosol
4101 Fulton Parkway
Cleveland, OH 44144
ecr@clevelandmetroparks.com
p (216) 635-3223
f (216) 635-3286
Table 1

Cleveland Metropolitan School District

Seletha Thompson
Seletha.Thompson@
clevelandmetroschools.org
p (216) 838-0413
Lyncoiya Parks
lyncoiya.parks@
clevelandmetroschools.org
p (216) 838-0412
f (216) 436-5118
1111 Superior Ave E, Suite 1800
Cleveland, OH 44114
Table 27

County of Summit

Shannon McNulty
175 S. Main Street Room 742
Akron, OH 44308
shmcnulty@summitoh.net
p (330) 643-2557
Table 13

County of Summit- DSSS

Joan Goff
Dept. of Sanitary Sewer Services
1180 S. Main St. Suite 201
Akron, OH 44301
jgoff@does.summitoh.net
p (330) 926-2437
Table 13

Cuyahoga County Public Library

Cara Loughlin
2111 Snow Road
Parma, OH 44134
PPANO2014@earthlink.net
p (216) 749-9427
f (216) 749-9517
Table 9

DeLamotte Company

Bobby Palsa
N/A
N/A, OH
N/A
delamotteco@gmail.com
p (419) 217-0621
Table 16

Public Purchasers Association of Northern Ohio (PPANO) Reverse Trade Show

Exhibiting Agencies and Vendors

Fastenal Company

Christopher Dolbow

2800 Corporate Exchange Drive Suite 205

Columbus, OH 43231

cdolbow@fastenal.com

p (605) 870-1177

Table 18

Greater Cleveland Regional

Transit Authority

Louis Catalusci

lcatalusci@gmail.com

p (216) 356-3137

Shawn Becker

sbecker@gcrta.org

p (216) 356-3134

1240 West Sixth Street

Cleveland, OH 44113

Table 15

Lake Metroparks

Jean Sullivan

11211 Spear Rd.

Concord Twp. OH 44077

jsullivan@lakemetroparks.com

p (440) 639-7275 ext. 1343

Table 22

Northeast Ohio Regional Sewer District

Dominic Perri

perrid@neorsd.org

p (216) 881-6600 ext. 6032

Moddie Faye Davis

davismoddie@neorsd.org

p (216) 881-6600 ext. 6715

3900 Euclid Avenue

Cleveland, OH 44115

Table 14

Northeast Ohio PTAC

Karen Wivell

7700 Clocktower Drive

Kirtland, OH 44094

kwivell1@lakelandcc.edu

p (440) 525-7739

Table 12

Ohio Department of Public Safety

Deborah Bryan

1970 West Broad St

Columbus, OH 43223

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