



PMAC/ Purchasingb2b/ MM&D Salary Survey 2009

October 2009

Produced by Rogers Business and Professional Publishing Research Group

METHODOLOGY

Survey Type: Online

Fielding Dates: July 2009

Sample: PMAC members and subscribers of *Purchasingb2b* and *MM&D* magazines

of Completes: 1,929

Margin of Error: +/-2.1%, 19 times out of 20

SALARY TRENDS

Region

BASE: All respondents answering	2008	2009
	Mean Salary	Mean Salary
	n=1965	n=1929
Atlantic Canada	\$60,270	\$65,100
Quebec	\$72,413	\$74,800
Ontario	\$77,640	\$77,900
Manitoba/Saskatchewan	\$64,519	\$67,800
Alberta	\$84,255	\$89,300
British Columbia	\$78,029	\$74,900

Sponsored by:



Title/Role

BASE: All respondents answering	2009
	Mean Salary
	n=1929
Supply Chain Management Executive (n=132)	\$121,400
Purchase/Procurement (NET)	\$72,500
Executive (n=97)	\$90,700
Managerial (n=488)	\$83,500
Tactical (n=680)	\$62,100
Strategic Sourcing (NET)	\$86,600
Executive (n=23)	\$86,000
Managerial (n=50)	\$86,900
Logistics Information (NET)	\$78,400
Executive (n=1)	\$101,000
Managerial (n=7)	\$88,800
Tactical (n=4)	\$57,000
Warehousing (NET)	\$72,300
Executive (n=4)	\$110,500
Managerial (n=35)	\$72,000
Operational (n=9)	\$54,000
Transportation (NET)	\$83,500
Executive (n=14)	\$114,900
Managerial (n=35)	\$81,400
Tactical (n=8)	\$55,300
Transportation – Operational (n=4)	\$46,700
Inventory/Material Control (NET)	\$63,800
Executive (n=1)	\$89,000
Managerial (n=45)	\$68,000
Tactical (n=30)	\$55,800
Marketing and Sales/Consultant (NET)	\$83,500
Marketing and Sales (n=38)	\$76,500
Consultant (n=34)	\$90,800
Other (NET)	\$85,300

Type of position

	2008	2009
BASE: All respondents answering	Mean Salary	Mean Salary
	n=1965	n=1929
Executive	\$111,026	\$108,200
Managerial	\$85,692	\$86,400
Consultant	\$81,034	\$75,000
Engineering/professional	\$75,857	\$81,900
Supervisor	\$73,327	\$72,400
Operations	\$66,564	\$66,700
Clerical/administration	\$54,561	\$57,500
Other	\$67,441	\$70,200

Sponsored by:



Gender

	2008	2009
BASE: All respondents answering	Mean Salary	Mean Salary
	n=1965	n=1929
Male	\$81,962	\$83,600
Female	\$67,814	\$69,900

Age

	2008	2009
BASE: All respondents answering	Mean Salary	Mean Salary
	n=1965	n=1929
Under 25	\$54,212	\$51,300
26-35	\$62,893	\$66,000
36-45	\$76,412	\$75,000
46-55	\$81,411	\$86,300
Over 55 (NET)	\$93,309	\$87,100
56-55		\$87,600
Over 65		\$75,300

Education level

	2008	2009
BASE: All respondents answering	Mean Salary	Mean Salary
	n=1965	n=1929
High school or less	\$68,941	\$76,800
Trade/technical diploma	\$72,132	\$73,400
College diploma/CEGEP (NET)	\$73,390	\$70,800
College diploma		\$70,700
CEGEP		\$71,900
Some university	\$76,774	\$81,200
University degree/MBA/Masters/PhD (NET)	\$83,369	\$81,600
University degree		\$78,600
MBA		\$103,100
Other Masters		\$80,300
PhD		\$88,000

Feel need to further education

	2008	2009
BASE: All respondents answering	Mean Salary	Mean Salary
Yes	\$72,075	\$74,500
No	\$86,690	\$86,300

Type of organization

	2008	2009
BASE: All respondents answering	Mean Salary	Mean Salary
	n=1965	n=1929
Service (Net)	\$76,002	\$83,300
Manufacturing (Net)	\$71,744	\$71,600
Government (Net)	\$67,845	\$72,500
Trade/Wholesale	\$71,308	\$73,800
Natural Resources (Net)	\$92,889	\$90,800
Health Care	\$68,199	\$73,600
Education	\$71,445	\$71,300

Company revenue

	2008	2009
BASE: All respondents answering	Mean Salary	Mean Salary
	n=1965	n=1929
Less than \$100 M	\$68,726	\$69,900
More than \$100 M	\$84,167	\$87,000

Number of company employees

	2008	2009
BASE: All respondents answering	Mean Salary	Mean Salary
	n=1965	n=1929
Less than 50	\$67,345	\$69,200
50-249		\$71,700
250-499		\$72,800
50-499 (NET)	\$70,443	\$72,000
500-999	\$80,063	\$78,100
1000-4999	\$81,555	\$84,700
5000+	\$84,324	\$89,100

Satisfaction with salary

	2008	2009
BASE: All respondents answering	Mean Salary	Mean Salary
	n=1980	n=1929
Very/Somewhat Satisfied	\$137,670	\$84,400
Not Very/Not at All Satisfied	\$56,625	\$61,400

Have Certified Professional Purchaser/ approvisionnement professionnel agréé designation (C.P.P./ a.p.a.)

	2008	2009
BASE: All respondents answering	Mean Salary	Mean Salary
	n=1903	n=1929
Have C.P.P./a.p.a Certification	\$92,888	\$89,300
Working on Certification/Don't have C.P.P. (2008)	\$72,340	
Working on C.P.P./a.p.a Certification		\$64,400
Don't have/Not Working on C.P.P.		\$82,500

Other certification have/working on

	2008	2009
BASE: All respondents answering	Mean Salary	Mean Salary
		n=1929
PLOG (2008 n=63) (2009 n=43)	\$96,716	\$115,000
CPIM (2008 n=63) (2009 n=59)	\$93,396	\$84,600
CPM (2008 n=128) (2009 n=174)	\$86,924	\$90,700
CITT (2008 n=228) (2009 n=78)	\$82,902	\$84,600
CPSM (2008 n=9) (2009 n=9)	\$82,214	\$68,800
PCMH (2008 n=5) (2009 n=4)	\$68,600	\$158,800
CSCB (2008 n=21) (2009 n=4)	\$50,833	\$89,000
CPPO (n=19)		\$84,400
CPPB (n=25)		\$71,200
CIM (n=33)		\$77,300
Certification in Purchasing (n=24)		\$54,300
PMP (n=19)		\$85,500

Gender and length of time in industry

2009

BASE: All respondents answering	Overall	Male	Female
	Mean Salary	Mean Salary	Mean Salary
5 years or less	\$61,900	\$64,800	\$58,600
6 to 10 years	\$66,700	\$70,400	\$62,600
11 to 15 years	\$78,200	\$84,000	\$70,100
16 to 20 years	\$84,300	\$88,600	\$78,400
21 to 25 years	\$92,800	\$96,100	\$86,700
26 to 30 years	\$95,300	\$97,600	\$88,100
31 or more years	\$99,900	\$103,100	\$80,200

2008

BASE: All respondents answering	Overall	Male	Female
	Mean Salary	Mean Salary	Mean Salary
5 years or less	\$60,981	\$63,927	\$58,225
6 to 10 years	\$67,374	\$69,934	\$62,198
11 to 15 years	\$77,734	\$81,792	\$71,553
16 to 20 years	\$85,923	\$93,375	\$75,670
21 to 25 years	\$83,052	\$87,219	\$75,073
26 to 30 years	\$106,274	\$117,898	\$75,845
31 or more years	\$95,798	\$99,067	\$80,406

GENERAL INFORMATION**1. Which of the following best approximates your title/role?**

BASE: All respondents answering	Total 2009	PMAC Member	Non-PMAC Member
	n=1929	n=1481	n=443
	%	%	%
Supply chain management - Executive (e.g. C-level executive, vice-president, director)	7	6	10
Purchasing/procurement - Executive	5	6	2
Purchasing/procurement - Managerial	25	28	18
Purchasing/procurement - Tactical (e.g. buyer, purchasing agent)	35	39	23
Strategic sourcing – Executive	1	1	1
Strategic sourcing - Managerial	3	3	1
Logistics information systems - Executive	0	0	0
Logistics information systems - Managerial	0	0	1
Logistics information systems - Tactical (e.g. industrial technician, database analyst)	0	0	1
Warehousing - Executive	0	0	1
Warehousing - Managerial	2	1	6
Warehousing - Operational (e.g. stock keeper, material handler, dock worker)	1	1	0
Transportation - Executive	1	0	3
Transportation - Managerial	2	0	7
Transportation - Tactical (e.g. Customs broker, route scheduler, buyer)	0	0	1
Transportation - Operational (e.g. shipper, receiver)	0	0	1
Inventory/Material Control - Executive	0	0	0
Inventory/Material Control - Managerial	2	2	3
Inventory/Material Control - Tactical (e.g. inventory analyst)	2	2	1
Marketing and Sales	2	1	6
Consultant	2	1	3
Other	9	8	12

Sponsored by:



2. How would you classify your position on staff?

BASE: All Respondents answering	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
	n=2487	n=1929	n=1481	n=443
	%	%	%	%
Executive	10	11	10	15
Clerical/administration	18	16	17	14
Managerial	40	38	36	46
Engineering/professional	8	9	10	6
Supervisor	15	12	12	12
Operations	22	24	24	22
Consultant	4	6	6	4
Other (Please specify)	6	4	4	3

4.-6. How many years of experience do you have . . .

BASE: All Respondents answering	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
	n=2368	n=1929	n=1481	n=443
	Mean	Mean	Mean	Mean
In supply chain/procurement management	14.3	15.2	14.3	18.2
At your current company	8.5	7.8	6.7	11.6
In your current job	5.7	5.5	4.6	8.7

7. How many people do you supervise?

BASE: All Respondents answering	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
	n=2325	n=1929	n=1481	n=443
Mean	6.9	5.2	3.6	9.8

8. Do you have influence at the C-level?

BASE: All Respondents answering	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
	n=2292	n=1929	n=1481	n=443
	%	%	%	%
Yes, I am at the C-level	10	9	8	11
I have influence at the C-level	31	35	33	41
I would like to have more influence	18	27	29	20
No, I don't need to have influence	7	17	16	21
Don't know	33	9	11	4

NEW FOCUS ON JOB SECURITY

9.-11. Do you agree or disagree with the following statements?

All Respondents Answering	TOTAL Strongly/Somewhat Agree	Strongly Agree	Somewhat Agree	TOTAL Somewhat/Strongly Disagree
n=1929	%	%	%	%
The economic downturn has made my skills/ experience more appreciated at my organization.	71	20	51	28
My compensation level has kept up with my job responsibilities.	59	17	42	40
I worry about the security of my job.	44	11	33	56

12. In the next two years, do you plan to be...?

BASE: All respondents answering	Total 2009	PMAC Member	Non-PMAC Member
	n=1929	n=1481	n=443
	%	%	%
Working in the same job	43	39	54
Getting promoted within the same organization	37	40	24
Working with another organization	24	25	18
Changing careers	7	7	6
Self-employed/ consulting	5	5	5
Retiring	4	3	7

13. Within the next five years do you see yourself working in an executive-level position?

BASE: All respondents answering	Total 2009	PMAC Member	Non- PMAC Member
	n=1929	n=1481	n=443
	%	%	%
Yes – Definitely	21	21	21
Yes – Most likely	34	35	31
No	45	44	46

15. Has your employment situation changed in the past year in any of the following ways?

BASE: All respondents answering	Total 2009	PMAC Member	Non- PMAC Member
	n=1929	n=1481	n=443
	%	%	%
Same job and salary but more responsibility due to reduced staff	29	27	36
Changed jobs	11	13	4
Promoted	9	10	7
Laid off	5	5	2
Hours reduced	4	4	6
New job sharing	4	4	4
New role because your old position was eliminated	3	4	1
Company closed down	1	2	1
Other	8	9	6
No change in employment situation	38	36	44

16. What is the top supply chain issue you anticipate you'll be facing during the next year?

BASE: All respondents answering	Total 2009	PMAC Member	Non- PMAC Member
	n=1929	n=1481	n=443
	%	%	%
Cost control	54	55	49
Supplier relationship management	34	37	23
Reorganization	30	32	21
Risk management	27	30	18
Forecasting	25	25	24
Inventory visibility	18	19	18
Technology upgrade	17	18	16
Skills shortage	16	16	15
Transportation	14	13	18
Environment/ CSR	13	13	10
Overseas sourcing	13	13	12
Outsourcing	13	13	13
Capacity shortages	12	12	10
Software/ SaaS installation	8	8	7
Other	4	5	3

JOB SATISFACTION

17. – 31. How important are each of the following aspects of your current employment to your job satisfaction?

All Respondents Answering	Total Very/Somewhat Important 2008	Total Very/Somewhat Satisfied 2008	DIFFERENCE 2008	Total Very/Somewhat Important 2009	Total Very/Somewhat Satisfied 2009	DIFFERENCE 2009
	n=2074	n=2074		n=1929	n=1929	
	%	%		%	%	
Competitive salary/Your salary	99	77	-22	98	71	-27
Pension/RRSP contribution	-	-	-	92	74	-18
Career/professional development and support/Your Career/professional development	95	84	-11	93	78	-15
Healthy work/life balance/Your work/life balance	98	86	-12	97	83	-14
Comprehensive benefits package/Your benefits	97	84	-13	94	82	-12
Adequate vacation time	-	-	-	94	82	-12
Job security	-	-	-	93	83	-10

Competitive salary	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
BASE: All Respondents answering	n=2074	n=1929	n=1481	n=443
	%	%	%	%
TOTAL VERY/SOMEWHAT IMPORTANT	99	98	98	95
Very important	73	68	70	59
Somewhat important	26	30	28	36
Not very important	1	1	1	2
Not at all important	-	1	0	1

Sponsored by:



Your salary	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
BASE: All Respondents answering	n=2064	n=1929	n=1481	n=443
	%	%	%	%
TOTAL VERY/SOMEWHAT SATISFIED	77	71	72	70
Very satisfied	20	17	18	14
Somewhat satisfied	57	54	54	56
Not very satisfied	19	22	21	24
Not at all satisfied	4	6	6	5

Healthy work/life balance	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
BASE: All Respondents answering	n=2074	n=1929	n=1481	n=443
	%	%	%	%
TOTAL VERY/SOMEWHAT IMPORTANT	98	97	98	96
Very important	80	72	75	65
Somewhat important	18	25	23	31
Not very important	1	2	1	3
Not at all important	-	0	0	0
Your work/life balance	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
BASE: All Respondents answering	n=2064	n=1929	n=1481	n=443
	%	%	%	%
TOTAL VERY/SOMEWHAT SATISFIED	86	83	83	80
Very satisfied	34	28	29	25
Somewhat satisfied	52	55	54	55
Not very satisfied	13	13	12	16
Not at all satisfied	2	3	3	3

Comprehensive benefits package	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
BASE: All Respondents answering	n=2074	n=1929	n=1481	n=443
	%	%	%	%
TOTAL VERY/SOMEWHAT IMPORTANT	97	94	95	92
Very important	64	56	58	50
Somewhat important	33	38	37	42
Not very important	3	3	3	5
Not at all important	1	1	1	2

Your benefits	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
BASE: All Respondents answering	n=2064	n=1929	n=1481	n=443
	%	%	%	%
TOTAL VERY/SOMEWHAT SATISFIED	84	82	83	77
Very satisfied	31	30	32	24
Somewhat satisfied	53	52	51	53
Not very satisfied	14	14	13	16
Not at all satisfied	2	4	3	5

Career/ professional development and support	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
BASE: All Respondents answering	n=2074	n=1929	n=1481	n=443
	%	%	%	%
TOTAL VERY/SOMEWHAT IMPORTANT	95	93	95	86
Very important	60	56	60	42
Somewhat important	35	37	35	44
Not very important	4	5	4	12
Not at all important	1	1	1	2
Your career/ professional development	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
BASE: All Respondents answering	n=2064	n=1929	n=1481	n=443
	%	%	%	%
TOTAL VERY/SOMEWHAT SATISFIED	84	78	79	75
Very satisfied	28	26	29	16
Somewhat satisfied	56	52	50	59
Not very satisfied	14	17	16	20
Not at all satisfied	3	4	4	4

Pension/RRSP contribution	Total 2009	PMAC Member	Non-PMAC Member
BASE: All Respondents answering	n=1929	n=1481	n=443
	%	%	%
TOTAL VERY/SOMEWHAT SATISFIED	92	92	90
Very important	53	54	49
Somewhat important	39	38	41
Not very important	6	6	6
Not at all important	2	2	3

Pension/RRSP contribution	Total 2009	PMAC Member	Non-PMAC Member
BASE: All Respondents answering	n=1929	n=1481	n=443
	%	%	%
TOTAL VERY/SOMEWHAT SATISFIED	74	76	68
Very satisfied	28	30	20
Somewhat satisfied	46	46	48
Not very satisfied	17	16	20
Not at all satisfied	8	7	10

Adequate vacation time	Total 2009	PMAC Member	Non-PMAC Member
BASE: All Respondents answering	n=1929	n=1481	n=443
	%	%	%
TOTAL VERY/SOMEWHAT SATISFIED	94	95	88
Very important	55	58	44
Somewhat important	39	37	44
Not very important	5	3	10
Not at all important	1	1	1
Adequate vacation time	Total 2009	PMAC Member	Non-PMAC Member
BASE: All Respondents answering	n=1929	n=1481	n=443
	%	%	%
TOTAL VERY/SOMEWHAT SATISFIED	82	83	81
Very satisfied	31	32	26
Somewhat satisfied	51	51	55
Not very satisfied	14	14	14
Not at all satisfied	3	3	3

Job security	Total 2009	PMAC Member	Non-PMAC Member
BASE: All Respondents answering	n=1929	n=1481	n=443
	%	%	%
TOTAL VERY/SOMEWHAT SATISFIED	93	94	92
Very important	60	60	59
Somewhat important	33	34	33
Not very important	5	4	5
Not at all important	1	1	1

Sponsored by:



Job Security	Total 2009	PMAC Member	Non-PMAC Member
BASE: All Respondents answering	n=1929	n=1481	n=443
	%	%	%
TOTAL VERY/SOMEWHAT SATISFIED	83	83	81
Very satisfied	29	29	26
Somewhat satisfied	54	54	55
Not very satisfied	12	11	14
Not at all satisfied	4	5	3

Your job overall

BASE: All Respondents answering	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
	n=2064	n=1929	n=1481	n=443
	%	%	%	%
TOTAL VERY/SOMEWHAT SATISFIED	88	86	86	86
Very satisfied	26	25	25	25
Somewhat satisfied	62	61	61	61
Not very satisfied	11	11	11	11
Not at all satisfied	1	3	3	2

31. Does your organization pay for . . . ?

BASE: All respondents answering	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
	n=1862	n=1929	n=1481	n=443
	%	%	%	%
Education courses	96	79	81	74
Membership in professional associations	77	74	79	58
Professional certification programs	N/A	65	67	57

32. Please tell us your gross salary including bonuses and incentives, that is, before taxes or other deductions, for 2009.

BASE: All respondents answering	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
	n=1965	n=1929	n=1481	n=443
	%	%	%	%
Less than \$40,000	5	4	4	5
\$40,000 to \$49,999	12	9	9	10
\$50,000 to \$59,999	16	15	16	14
\$60,000 to \$69,999	16	16	17	12
\$70,000 to \$79,999	15	14	15	14
\$80,000 to \$99,999	17	18	18	17
\$100,000 or higher	18	18	18	21
Mean	\$76,430	\$78,100	\$76,700	\$82,700

33 a/b/c. Has your salary increased, decreased or remained the same over last year?

BASE: All respondents answering	Total 2009	PMAC Member	Non-PMAC Member
	n=1929	n=1481	n=443
	Mean %	Mean %	Mean %
Increased	56	60	40
MEAN INCREASE	+6.7	+7.2	+4.7
Decreased	9	8	12
MEAN DECREASE	-16.2	-17.2	-13.8
Remained the same	34	31	47
OVERALL MEAN	+3.1	+3.7	+1.1

34. On average, approximately how many hours do you work per week?

BASE: All respondents answering	Total 2009	PMAC Member	Non-PMAC Member
	n=1929	n=1481	n=443
	%	%	%
Less than 35	3	3	4
35-39	16	18	12
40	30	32	22
41-45	21	22	19
46-50	19	17	25
More than 50	9	7	17
MEAN	43.5 hours	42.9 hours	45.2 hours

SKILLS/EDUCATION

**35. In your opinion, what are the top three skills you need to do your job today?
Please rank only your top three choices:**

Top Choice	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
	n=1982	n=1929	n=1481	n=443
	%	%	%	%
People skills (interpersonal relationships, management)	60	31	32	29
Negotiation skills	10	17	17	17
Analysis	9	14	15	8
Planning (forecasting, demand)	8	13	12	17
Project management	9	11	10	11
Technical skills (software, programming)	2	7	8	6
Financial (budgeting, accounting)	2	3	3	5
Sales Skills	-	2	1	4

36. – 39. Do you agree or disagree with the following statement:

All Respondents	Total Agree 2008	Total Disagree 2008	Total Agree 2009	Total Disagree 2009
N=1929	%	%	%	%
For me to get ahead in my job I should really have a professional designation	71	29	72	26
Experience/ skills/ ability are more important than education in getting ahead in this business	76	25	70	29
There is no formal education program in Canada that could teach the skills I have acquired in my job	51	49	49	50

PMAC Members	Total Agree 2008	Total Disagree 2008	Total Agree 2009	Total Disagree 2009
N=1481	%	%	%	%
For me to get ahead in my job I should really have a professional designation	76	24	76	27
Experience/ skills/ ability are more important than education in getting ahead in this business	72	29	67	32
There is no formal education program in Canada that could teach the skills I have acquired in my job	48	52	47	52

Non-PMAC Members	Total Agree 2008	Total Disagree 2008	Total Agree 2009	Total Disagree 2009
N=443	%	%	%	%
Experience/ skills/ ability are more important than education in getting ahead in this business	82	19	81	18
For me to get ahead in my job I should really have a professional designation	64	36	61	38
There is no formal education program in Canada that could teach the skills I have acquired in my job	54	49	58	41

39. Personally, do you feel you need further education/ professional development to progress in your career?

BASE: All respondents answering	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
	n=1975	n=1929	n=1481	n=443
	%	%	%	%
Yes	69	70	73	61
No	31	29	26	38

40. In order to progress in your career do you feel you need to get . . . ?

BASE: Those who feel they need further education to progress in their career	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
	n=1324	n=1345	n=1073	n=270
	%	%	%	%
Professional designation	53	53	53	52
An MBA	29	33	36	22
Industry-specific training	27	26	24	34
Bachelors degree	18	20	22	13
College business courses	12	11	9	16
Other	10	8	8	5

41. Do you agree or disagree with the following statement?

My company has come to realize our business could not function without supply chain professionals.

BASE: All respondents answering	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
	n=1938	n=1929	n=1481	n=443
	%	%	%	%
TOTAL AGREE	69	73	73	74
Strongly agree	23	27	28	26
Agree	46	46	45	48
Disagree	21	18	18	17
Strongly disagree	6	4	5	2
Don't know	4	5	4	7

44. Are you personally a member of PMAC, that is, the Purchasing Management Association of Canada?

BASE: All respondents answering	Total %	Total 2009	PMAC Member	Non-PMAC Member
	n=1929	n=1929	n=1481	n=443
	%	%	%	%
Yes	54	79	98	14
No	46	20	1	85

45. Are you currently enrolled in the PMAC accreditation program leading to the Certified Professional Purchaser/ approvisionnement professionnel agréé designation (C.P.P./ a.p.a.)?

BASE: All respondents answering	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
	n=1921	n=1929	n=1481	n=443
	%	%	%	%
Yes	28	31	38	9
No	51	37	23	84
Have already received the C.P.P../a.p.a. designation	21	31	39	6

46. Do you plan to enroll in the C.P.P. program?

BASE: Those not currently enrolled in C.P.P. program/have C.P.P. designation	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
	n=970	n=711	n=337	n=372
	%	%	%	%
Yes	18	19	26	13
No	82	80	73	86

47. What professional designations/certifications do you either hold, or are working on:

BASE: All respondents answering	Total 2008	Total 2009	PMAC Member	Non-PMAC Member
	N=1335	n=1929	n=1481	n=443
	%	%	%	%
C.P.P.	58	50	62	11
CPM	10	9	11	2
CITT	17	4	2	11
CPIM	5	3	3	5
PLOG	5	2	1	6
CIM	-	2	2	1
CIM	-	2	2	1
CSCB	2	1	1	0
CPSM	1	1	1	0
CPPO	-	1	1	1
CPPB	-	1	1	2
Certificate in Purchasing	-	1	2	0
Other	33	6	5	8

48. What professional/industry associations do you belong to?

BASE: All respondents answering	Total 2009	PMAC Member	Non-PMAC Member
	n=1929	n=1481	n=443
	%	%	%
PMAC	69	85	14
ISM	5	7	1
APICS	4	4	7
NIGP	3	4	2
SCL	2	1	6
CITT	2	1	7
CPPC	1	1	1
CSCB	0	0	1
CIFFA	1	0	3
MHIA	0	0	1
I.E. Canada	1	0	3
CSCMP	0	-	1
Other	9	9	12

DEMOGRAPHICS

The following questions are strictly confidential and are for classification purposes only.

D1 Are you . . . ?

BASE: All respondents answering	Total 2009	PMAC Member	Non-PMAC Member
	n=1929	n=1481	n=443
	%	%	%
Male	59	55	73
Female	40	44	27

D2 What is your age?

BASE: All respondents answering	Total 2009	PMAC Member	Non-PMAC Member
	n=1929	n=1481	n=443
	%	%	%
Under 25	1	1	1
26-35	21	24	10
36-45	32	33	28
46-55	34	32	40
56-65	11	9	20
Over 65	1	1	1
MEAN	44.1	42.9	47.8

D3 What is your highest level of education?

BASE: All respondents answering	Total 2009	PMAC Member	Non-PMAC Member
	N=1929	n=1481	n=443
	%	%	%
High school or less	8	6	17
Trade/technical diploma	6	5	10
College diploma	21	21	22
CEGEP	2	2	2
Some university	22	23	17
University degree	33	35	26
MBA	5	5	4
Other Masters or PhD degree	2	2	1
N/A	1	1	2

D4 What discipline is your diploma/degree in? (i.e. engineering, marketing, HR)

BASE: College or university degree graduate	Total 2009	PMAC Member	Non-PMAC Member
	n=1184	n=943	n=238
	%	%	%
Business General	29	29	28
Procurement/Supply Chain/Logistics	11	12	6
Accounting/Finance	9	9	9
Materials/Operations Management	8	8	7
Engineering	7	6	11
Administration/Human Resources	6	6	5
Marketing/Advertising	5	5	4
Social Sciences (e.g. History, Politics, Sociology etc.)	5	5	4
Sciences (e.g. Chemistry, Physics, Biology, Zoology etc.)	5	5	7
The Arts (e.g. English, Languages etc.)	4	4	6
Technology	2	2	4
Other	10	10	9

D5 Please indicate the type of organization you work for, based on the major products or services at your location

BASE: All respondents answering	Total 2009	PMAC Member	Non-PMAC Member
	N=1929	n=1481	n=443
	%	%	%
Manufacturing (Net)	31	28	41
Service (Net)	25	23	31
Natural Resources (Net)	13	15	6
Trade/Wholesale	9	8	13
Government (Net)	8	9	3
Health Care	6	6	3
Education	5	6	4
Other Public Agency	-	-	-

Please indicate the annual sourcing volume placed by . . . ?

D7 You personally

BASE: PMAC/B2B Sample only	Total 2009	PMAC Member	Non-PMAC Member
	n=1693	n=1481	n=212
	%	%	%
Under \$1 million	13	12	17
\$1 – 4.9 million	22	21	26
\$5 – 9.9 million	15	15	15
\$10 – 19.9 million	14	14	12
\$20 – 39.9 million	9	9	10
\$40 – 59.9 million	4	5	2
\$60 – 74.9 million	2	2	1
\$75 million or more	6	7	2
Mean (in millions)	17.8	18.6	11.8

D8. Your department

BASE: PMAC/B2B Sample only	Total 2009	PMAC Member	Non-PMAC Member
	n=1693	n=1481	n=212
	%	%	%
Under \$1 million	5	4	9
\$1 – 4.9 million	11	10	15
\$5 – 9.9 million	9	8	13
\$10 – 19.9 million	12	12	13
\$20 – 39.9 million	11	11	10
\$40 – 59.9 million	8	7	8
\$60 – 74.9 million	5	5	3
\$75 million or more	28	30	15
Mean (in millions)	40.4	42.0	28.7

D11. What is the total revenue (domestic operations only) of your organization?

BASE: All respondents answering	Total 2009	PMAC Member	Non-PMAC Member
	n=1929	n=1481	n=443
	%	%	%
Less than \$100 million	43	38	57
More than \$100 million	47	51	36

D12. How many employees work at your organization?

BASE: All respondents answering	Total 2009	PMAC Member	Non-PMAC Member
	n=1929	n=1481	n=443
	%	%	%
Less than 50	13	9	27
50 - 249	26	24	32
250 - 499	10	10	8
500 – 999	12	13	7
1,000 – 4,999	22	25	13
5000 or more	16	17	11

D13. Where is your office located?

BASE: All respondents answering	Total 2009	PMAC Member	Non-PMAC Member
	N=1929	n=1481	n=443
	%	%	%
Newfoundland & Labrador	1	0	2
Prince Edward Island	0	0	0
Nova Scotia	2	2	2
New Brunswick	2	2	3
Quebec	13	15	7
Ontario	39	35	55
Manitoba	5	5	4
Saskatchewan	4	5	2
Alberta	21	23	12
British Columbia	12	12	12
Yukon/Northwest Territories/Nunavut	0	0	1
Other	1	1	1