



For Immediate Release

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eDynaQuote Presents Session on eSourcing to Members of Powder Metallurgy Parts Association

Erie, PA – June 1, 2007 – Marty Barclay, General Manager of eDynaQuote, presented a session on “Incorporating Electronic Purchasing (e-Sourcing) into an Overall Procurement Program” at the Spring Management Meeting of the Powder Metallurgy Parts Association (PMPA). The meeting was held May 14 - 15 at the Colorado Convention Center in Denver, CO. Approximately thirty executives from Powder Metallurgy Parts manufacturers across the United States attended the annual event. The Erie-based eDynaQuote provides internet-based competitive bidding services and consulting.

“As the manufacturing landscape in the United States changes, companies can add Internet-based competitive bidding to their procurement processes to help reduce costs and improve profit margins,” noted Barclay. “In addition, the more these organizations learn about electronic procurement, the more effectively they can use it to either buy or sell.”

“Our members are caught between rising prices of raw materials and demands by customers for greater price concessions,” said James R. Dale, Vice President of Member and Industry Relations for the Metal Powder Industries Federation (MPIF), of which PMPA is a subsidiary. “Any new programs that can affect or reduce costs are important. That’s why the eDynaQuote presentation is so timely.”

MPIF is a federation of trade associations that are concerned with some aspect of powder metallurgy, metal powders, or particulate materials. Members of PMPA manufacture

components used in a variety of markets, most prominent of which is the automotive industry. Other important markets include recreation, hand tools, and hobby products; household appliances; industrial motors and controls; hardware; and business machines.

“Having spent many years in the powder metallurgy industry, I fully appreciate the cost pressures that manufacturers feel in their battle to maintain their financial viability,” added Rocco Petrilli, CEO, eDynaQuote. “The PM business is very capital intensive and parts manufacturers are pressured from both the supply and product pricing sides of their business relationships. It’s time for the proper employment of effective procurement techniques, like reverse auctions, in a role where they are used as a benefit to the parts producer’s cause, instead of as a weapon to continually drive down the pricing of their products. The eDynaQuote product and service offerings are perfect for this application.”

eDynaQuote offers a powerful, yet easy-to-implement, system that helps clients streamline the purchasing process and save, potentially, millions of dollars. The company offers professional support and allows clients to choose from among a variety of service levels to address specific needs, including full-service reverse auction management or self-service auction management options. In addition, eDynaQuote provides full-service help-desk support.

eDynaQuote was created by the Center for eBusiness and Advanced Information Technology (eBizITPA), a Pennsylvania resource initiative begun in 2002. For additional information, visit <http://www.edynaquote.com>.