

# Purchasing Agents Talk Business

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1. When design works in conjunction with purchasing, the project is a success. We work toward a marriage between form and function. Both the design team and the property need to be satisfied. Therefore, we do get quite involved in the design process.

2. All purchasing people have their tried and trusted group with whom they work. However, we welcome new vendors and do test them on projects. One cannot grow

stagnant in this field. You must stay on top of what is new and creative. The more vendors one can call upon, the better.

3. The job of purchasing is most difficult when the design team does not understand the process. The more detailed and thought out the information is at the start from the design firm, the smoother the project. It is so counter productive to receive specs with TBD called out.

4. Designers need to be aware of lead times. Especially when we work on a project in Las Vegas, the window

## We asked top hospitality purchasers:

1. How involved do you get in design?
2. Do you prefer to work with a select group of vendors or do you branch out?
3. What makes your job difficult?
4. What do you wish designers knew about purchasing? What about owners?
5. What's the most important issue affecting your job today?

from receipt of a package to installation is super short. As for the owners, this is quite wishful, but it would be lovely if one day owners realized that haste does make waste in time, money, and sometimes product. We would love to be able to determine the correct vendor without having to consider who can supply it in time in the equation.

5. Finding sharp employees who are right-brained and left-brained and can communicate their thoughts verbally and through their writing is quite a challenge.