



## **Buy Like the Nationals: *Best Practices for Getting the Most Out of Your Purchasing***

**Brian Pavlick**  
*Chief Operating Officer*  
CBUSA

Brian's operations leadership has been largely responsible for the performance and growth of CBUSA's national purchasing network of premier homebuilders. He has been instrumental in the development of programs and tools that have successfully achieved cooperation amongst historically fragmented independent homebuilders.

One of Brian's most important initiatives has been the development of CBUSA's web-based purchasing software that is revolutionizing the way builders and suppliers make purchasing and marketing decisions.

Before joining CBUSA, Brian spent over 3 years with John Wieland Homes as a manager in both the homebuilding and supply chain businesses. As Director of Operations, Brian managed the company's \$40M supply house business then rounded out his career as a Signature Builder in one of the company's most luxurious Atlanta subdivisions.

Brian began his career as a U.S. Army Engineer Officer serving in the US, Egypt, and Bosnia, where he focused on infrastructure re-construction efforts. Brian earned an undergraduate degree in Mechanical Engineering from the United States Military Academy at West Point and a Masters in Civil Engineering from the Georgia Institute of Technology.