



ISM—Buffalo, Inc.

# Negotiations and Tariff Impact Updates Seminar

**Thursday, November 15, 2018 ♦ 8am-3:30 pm**

**Classics V Conference & Banquet Center**

**2425 Niagara Falls Blvd., Amherst, NY 14228**

Dear Colleagues,

ISM-Buffalo is thrilled to invite you and your networks to the Institute for Supply Management Buffalo's upcoming seminar, Negotiations and Tariff Impact Updates on November 15. You don't want to miss this opportunity to learn more about the ever changing policies, conditions, tactics and skills that impact the livelihood and longevity of our industries from industry experts!

We are honored to welcome our distinguished speakers from around the business community, Jim Trubits of Mohawk Global Trade Advisors, Jack Cook of Brockport University and Jack Ampuja of Supply Chain Optimizers. See their impressive work below. These experts will be sharing their wisdom and experience on negotiations, an extensive and timely overview and update on NAFTA and Chinese trade tariffs and tactics in controlling rising traffic costs.

Our seminar will be held from 8am to 3:30pm at Classics V Conference and Banquet Center, 2425 Niagara Falls Blvd., Amherst, NY and includes a continental breakfast, lunch and snacks throughout the day. Registration is \$199 for general admission, \$129 for ISM-Buffalo members and \$79 for full time students, not in the work force. You don't want to miss the chance to invest in your professional and business future! For those certified, you will earn (6) CEH.

Those in attendance will also gain a year's Associate Membership to ISM-Buffalo (\$110 value), for those not currently a member. This group will also receive a free dinner voucher (\$35 value) to a future ISM meeting, that features educational speakers. ISM-Buffalo is an affiliate of the national Institute for Supply Management and works hard to provide our members and larger business community with ongoing education and professional growth opportunities as well as membership to an extensive network of industry and professional leaders.

Several local universities will give brief presentations of their continuing education programs and information tables to plan your future.

We look forward to sharing the day with you and further deepening the skills of our impressive WNY business community. Don't delay your registration—this seminar is in high demand and will fill up quickly.

Timothy Terrana, C.P.M.  
Membership Chairman, ISM-Buffalo  
Buyer: European and Asian Imports, Wendt Corp. Buffalo

## DETAILS:

### Place:

Classics V Conference & Banquet Center  
2425 Niagara Falls Blvd., Amherst 14228

### Schedule:

8:00-9:00am....Registration, Continental  
Breakfast & Networking  
9:00-10:45 am...."Negotiations"  
11:00 - 11:45am..."How to Control Rising  
Transportation Cost"  
11:45am - 1:00pm.....Buffet Lunch &  
University Presentations  
1:15- 3:15pm...."Tariff's Current Impact  
Update - NAFTA & Chinese Trade"  
3:15 - 3:30pm....Closing

### Cost:

ISM-Buffalo Members: \$129.00

General Admission: \$199.00\*

Full-Time Students (not in the work-  
force): \$79.00

All Fees include: continental  
breakfast, lunch and snack breaks.

\* General Admission includes Associ-  
ate Membership in ISM-Buffalo (\$110  
value) + (1) dinner meeting voucher  
(\$35 value).

**Earn (6) CEH for this very  
affordable event!**

Space Limited; RSVP early to secure  
spot. More information & registration  
form follows.

**ismbuf@ismbuffalo.com  
(716) 648-0972**

## Presenters:

**Jim Trubits** has over 35 years of experience in compliance consulting and supply chain management. He is a regular speaker for international trade groups, including Ontario Exports and the National Customs Brokers and Forwarders Association of America (NCBFAA). As a leader in the global business community, he currently serves as an officer of the World Trade Center Buffalo Niagara. Jim graduated with a Bachelor of Arts degree from SUNY Buffalo and went on to complete the executive program in supply chain management at the Laurier Institute, as well as the International Air Transport Association's air cargo training program, passing "with distinction." He is a licensed Customs broker, certified Customs specialist, and endorsed by the National Association of Small Business International Trade Educators (NASBITE) as a Certified Global Business Professional

**Jack Ampuja**, President - Supply Chain Optimizers. Executive Director - Center for Supply Chain Excellence @ Niagara University. 30 years of supply chain management experience with five Fortune 500 firms. Former Vice President of Purchasing & Logistics for Rich Products in Buffalo. Jack is a regular speaker on supply chain issues and trends making over 50 hours of presentations annually to management groups.

**Jack Cook**, Director of the Master of Business Administration program, The College at Brockport the State University of New York (SUNY). Dr. Jack Cook is a professor, speaker, author, and consultant. His areas of expertise include Supply Chain Management, Lean Thinking, Information Systems, Operations Management and Electronic Commerce. Certified Six Sigma Black Belt professional. Jack's extensive experience teaching and training over the last two decades includes over one hundred conference presentations and numerous journal articles. He has an entertaining and engaging approach and is known for bringing theories to life.

*For more information about membership in ISM-Buffalo, Inc. contact our Executive Director Nancy Boyd Haley at (716) 648-0972. Information and membership application available at [www.ismbuffalo.com](http://www.ismbuffalo.com). Affiliated with the Institute for Supply Management, a global organization of over 50,000 supply management professionals.*

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## REGISTRATION FORM

### ISM-Buffalo's Seminar- Thursday, November 15, 2018

General Admission Fee: \$199.00; ISM-Buffalo Member Fee: \$129.00; Full-Time Students/Not in the Workforce: \$79.00

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Payment by check payable to **ISM-Buffalo, Inc.** or

Credit card (MC, Visa, AmEx, Discover): Cardholder Name: \_\_\_\_\_

Acct #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_ CVV \_\_\_\_\_ Zip Code Associated w/ card \_\_\_\_\_

**ISM-Buffalo, Inc., PO Box 888, Hamburg, NY 14075-0888**

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**[www.ismbuffalo.com](http://www.ismbuffalo.com)**