



Educational Dinner Meeting

**Wednesday,
April 8, 2015**

Ilio DiPaolo's Banquets

3785 South Park Avenue
Blasdell, NY 14219

5:00-6:00 p.m.... Registration, Cash Bar
& Networking

6:00-7:00 p.m... Meeting & Dinner

7:00-8:00 p.m..... Program

\$30.00 - Members

\$35.00 - Non-Members/Guests

\$15.00 - Full-Time Students

Family-Style Sit-Down Dinner

Fresh Garden Salad

Penne Pasta with Ilio's House Sauce

Chicken Campagna

(Italian Breaded Chicken with Roasted Red Peppers in a Garlic Cream Sauce & topped with Asiago Cheese)

Beef Roulades

(Tender slices of Top Round of Beef rolled with Italian Bread Stuffing & topped with Bordelaise Sauce)

Red Rosemary Potatoes

Mixed Vegetables

Rolls & Butter

Sherbet

Reservations requested by Monday,
April 6 but will be accepted later.

ismbuffalo@roadrunner.com

or (716) 648-0972

** Please cancel if unable to attend.*

EARN (1) CEH

Program:

The Economic Outlook for Buffalo and Upstate New York



This presentation will examine the recent performance of the Buffalo area economy within the greater context of upstate New York. It will show that while growth remains somewhat slow, there has been some upward momentum that began during the second half of 2014. The manufacturing sector has been weighing down employment gains, while the education and health sectors have remained strong contributors to job creation. The presentation will also show that the median worker's wage in Buffalo has shown some growth in recent years, even as the median worker's wage in the U.S. has declined, and that Buffalo's median worker enjoys a higher wage than the nation. The housing market has continued to perform well, with home prices climbing steadily, and household debt remains quite low in the region.

Presenter: Richard Deitz, Federal Reserve Bank

Richard Deitz serves as Assistant Vice President and Senior Economist for the Federal Reserve Bank of New York, and has been with the Federal Reserve since 1998. He provides economic analysis of upstate New York for the Federal Reserve System, and often consults with state and local governments on regional economic issues.

Prior to joining the Federal Reserve, Mr. Deitz served as a professor of economics for several upstate New York colleges and universities, including Canisius College, the University at Buffalo, the Rochester Institute of Technology, Saint Lawrence University, and Binghamton University.

Mr. Deitz serves on the Board of Economic Advisors for the New York State Division of the Budget and the New York State Assembly Ways and Means Committee. He is past president of the New York State Economics Association and the Regional New York Center for Financial Training.

Mr. Deitz created the Empire State Manufacturing Survey, and has published works on issues facing the upstate New York economy, the labor market for college graduates, and factors underlying regional economic growth.

Mr. Deitz has a Ph.D. in Economics from Binghamton University.

Buffalo Buylines

ISM-Buffalo, Inc.
PO Box 888
Hamburg, NY 14075-0888
Phone: (716) 648-0972
Fax: (716) 646-1599
E-Mail: ismbuffalo@roadrunner.com

www.ismbuffalo.com

Mission Statement

The Mission of ISM-Buffalo, Inc. is to advance the purchasing profession through high ethical standards of conduct and fairness and to encourage the social and educational opportunities of its members to be effective as possible in their profession.

2014-2015 Board of Directors

PRESIDENT

Brandon Jones, C.P.M. (684-0002 x2123)

PRESIDENT-ELECT

Dominic LoTempio, CPSM (645-4503)

SECRETARY

open

TREASURER

Tracy Rodemeyer (686-1859)

AFFILIATE SUPPORT DIRECTOR

Debora L. Pusateri (684-0002 x2061)

DIRECTOR OF MEMBERSHIP

Raul Martinez (512-0840)

DIRECTOR OF PROGRAM

Michael Cercone, CPSM (278-7025)

DIRECTOR OF OPERATIONS

Kevin Flanagan, C.P.M. (874-9060)

COUNSELOR AND ADVISOR

Ann Marie Wayne, C.P.M. (923-4886)

EXECUTIVE DIRECTOR

Nancy Boyd Haley (648-0972)

Major Committee Chairs

PROFESSIONAL PLACEMENT

Greg Nerogic, CPSM, CPA
(868-2854)

gjnerog@gmail.com

BUSINESS SURVEY

Dr. Jay Walker (286-8311)

WEBMASTER

Michael A. Lovelace, C.P.M. (562-0288)

Affiliated with:

Institute for Supply Management
www.ism.ws

NY NJ Forum
www.ismnynj.org

President's Message



Greetings Members –

Thanks to all who supported our Executive Night and Supplier Fair held at Salvatore's on March 11. Special thanks to our 13 table top vendors. There was a great energy in the room as our attendance was near 100 guests.

Please join us at Ilio DiPaolo's on Wednesday, April 8 as we welcome Richard Dietz from the Federal Reserve Bank. Looking ahead to May's Dinner Meeting, we are scheduled for May 13 at the Protocol. Our speaker will be Jack Ampuja and the topic will be surrounding the revised weight/dimension requirements with carriers like FedEx and UPS. And, a plant tour of Edwards Vacuum in Sanborn was recently added to our schedule for Wednesday, May 6; details elsewhere in this newsletter.

Our awards and installation dinner follows on Tuesday, June 9 at a location that is TBD; please save the date on your calendars. We look forward to honoring and showing support for our association's leaders, past and present. Please join us for this special night.

Our annual Buy/Sell Golf Outing and Clambake is on Tuesday, June 24. This highly successfully event, chaired by Kurt Keller, has approximately 200 golfers participate each year down in the Twin Tiers region. We are asking our members to solicit donations, such as company shirts, hats, coffee mugs, or anything that we can add to the Chinese Auction. Donations can be brought to an upcoming dinner meeting or call me and I will arrange to pick up the items. Please remember that the proceeds from the golf outing are used to fund our Gamble scholarship for ISM-Buffalo members and their family.

With Energy,

Brandon

Brandon M. Jones, C.P.M.
2014-2015 President



ISM-Buffalo Spotlights Hospice Buffalo this Month



This year, ISM-Buffalo is reaching into the community to support charities in need. In November we collected a sizable number of donations for the Buffalo City Mission. This month we're focusing on **Hospice Buffalo** and asking that you **bring items to the April dinner meeting**. If you have a favorite local charity, please let us know for future meetings.

Hospice is available to anyone with an illness whose life expectancy is measured in months rather than years. Hospice provides experienced, skilled specialists who give needed help and support during this difficult time. In talking with them we discovered a constant need for care packages for both patients and their families. The following items were listed as "items in need". This list is not exhaustive, so feel to bring any items of similar scope that you feel will help. Toiletries: lip balm, small deodorants, toothbrushes, small toothpaste, purse size tissues, etc. Snacks: Lifesavers, gum, granola bars, small bottled water, microwave popcorn, etc.

To learn more about Hospice Buffalo, please visit this link: <https://www.hospicebuffalo.com/hospice/what-hospice>.

Dominic LoTempio, CPSM
President-Elect & Community Outreach Chairman

ISM-Buffalo presents...



A Plant Tour

Wednesday, May 6, 2015



6416 Inducon Drive West
Sanborn, NY 14132

5:30 p.m.-6:00 p.m. Registration,
6:00 p.m.-7:30 p.m. Light Dinner,
Presentation & Plant Tour

* *Second Shift activity observation*

Thanks to Edwards Vacuum for providing our refreshments and opening their facility to us during active production. This allows us to present this program to you at no cost! Earn (1) CEH.

Reservations are required to 716/648-0972 or ismbuffalo@roadrunner.com.

** If unable to attend after reserving, please be courteous to our hosts and cancel.*

About Edwards Vacuum -

Edwards is a leading developer and manufacturer of sophisticated vacuum products, abatement solutions and related value-added services. Vacuum is where low pressure or pure environments are created and abatement is the making safe of any harmful by-products.

Edwards has over 4,200 employees - operating in approximately 30 countries worldwide. We have a rich 95-year history serving a \$6+ Billion market - with 23 manufacturing and service facilities worldwide, serving 30,000 satisfied customers.

As a leading global company, we set high standards of performance and ethical behaviors. We are judged by how we act and our reputation is upheld by how we live our core values every day.

Introduce Suppliers to ISM-Buffalo

Members are encouraged to spread the word to their suppliers (and your own company's marketing department) that we offer opportunities to get their message out to our 200 SCM members.

At our general meetings, we welcome a limited number of companies to have **vendor "Tabletop" displays**. For only \$150, vendors receive a table during our networking hour, a write-up in our *Buffalo Buylines* newsletter, and a meal at the program. A limited number of vendor spots are available at most of the meetings in our schedule.



This *Buffalo Buylines* newsletter accepts **"business card" advertising** for only \$35 per month, or \$25 for multiple ad commitment. Other size ads are also available.

Contact our Executive Director Nancy Boyd Haley at ismbuffalo@roadrunner.com or (716) 648-0972 for the flyers and applications on either of these programs.

Become Involved in the Association

Membership Committee Seeks New Members.

Help us grow our organization and encourage involvement of current members. Contact Membership Director Raul Martinez at raul.martinez@edwardsvacuum.com to see how you can help.



Photographer Needed. It's a good way to be involved and meet fellow members! Contact Kevin Flanagan at kflanagan@divalsafety.com for more information.



Program/Education Committee

Members Needed. Help research and solicit speakers and educational programs for our members. Contact Michael Cercone at mjc521@hotmail.com or Dominic LoTempio at dsl4@buffalo.edu.



Join our Facebook page, **ISM – Buffalo.**

Join our LinkedIn group
ISM– Buffalo Chapter.

Welcome

New ISM-Buffalo Members!

Charles J. Banas
Student
SUNY @ Buffalo

Grant Johnston
Asst. Manager Purchasing/Warehouse
New York Power Authority

Isha Sharma
Student
SUNY @ Buffalo

Christopher Zawadzki
Director of Purchasing
Whiting Door Mfg. Corp.

Every Member...Get a Member!

The Membership Application can be found on our web site or contact Nancy Boyd Haley at ismbuffalo@roadrunner.com or (716) 648-0972.



At the March 11 meeting, Membership Director Raul Martinez and President Brandon Jones, C.P.M. presented membership certificates to Eve Gallo, Moog Inc. and Howard Bull, BDI.



Reach out
to purchasing pros.
With a
Business Card Ad

For as little as \$25.00 per month. Contact
Nancy Boyd Haley at (716) 648-0972 or
ismbuffalo@roadrunner.com.



Scholarship Applications Now Available

ISM-Buffalo is accepting applications for the **William J. Gamble Memorial Scholarship** to be awarded to a member of ISM-Buffalo or the spouse, son, daughter, niece, nephew or grandchild of a member of ISM-Buffalo.

Applicants must be enrolled as a full-time student in a two (2) or four (4) year institution whose programs are considered above the high school level. Full time is interpreted as twelve (12) semester hours per semester, undergraduate, or nine (9) semester hours per semester, graduate. A transcript of records showing the most recent semester completed must accompany the application which must be received on or before April 1, 2015.

Applications for this \$2,000 award are reviewed by the committee after April 1 and are judged solely on the applicant's scholastic ability, career plans and community activities. No advantages are given the applicant based on his or her relationship to an ISM member. Only the chairperson of the committee knows the names of the applicants to insure non bias on the part of the committee.

The committee is comprised of five former William J. Gamble Memorial Award winners. They are: John E. Domres, Sr., C.P.M.(chairman); Debora Pusateri; Barbara L. Arber, C.P.M.; Michael A. Lovelace, C.P.M.; and Leigh Menzel, C.P.M.

Applications may be obtained by contacting our Executive Director, Nancy Boyd Haley at the association office (716) 648-0972 or ismbuffalo@roadrunner.com. *(Please Note: This is not a scholarship for current high school seniors.)*

Nominations Open for Association's Highest Honor



ISM-Buffalo is also accepting nominations for the **William J. Gamble Memorial Award** for the 2014-2015 program year. This is our organization's highest honor and it recognizes the exceptional service to the purchasing profession that both William J. Gamble and a chosen recipient have. The importance of the award goes beyond measure – to say you are a recipient of the award is truly an honor and solidifies your place in the history and legacy of our organization. If you have a member that you feel meets the criteria of the William J. Gamble Award please submit your recommendation to John E. Domres, Sr., C.P.M. through ISM-Buffalo by April 1.

- John E. Domres, Sr., C.P.M.
Chairman, William J. Gamble Committee

Supply Management Career & Job Market Blog



While winter winds are still blowing cold, there are signs of spring in the air which, with a little luck, may melt the snow by June? – Hopefully, not that long. This month I want to share a list of links that I believe will prove useful whether you are in a full job search, a passive search or just casual browsing. Many are well known, but hopefully you will find some new resources. I have checked that these links do work and have used them myself. If you have any I have missed please feel free to send and I will include these in future *Buylines* columns.

Title	Address	Comment
NYS Dept of Labor	http://labor.ny.gov/careerservices/CareerServicesIndex.shtml	Good Source of Government openings and general NYS.
Indeed	www.indeed.com	Good "aggregator" site, indeed pulls from multiple sources
Buffalo Job Finder	www.buffalojobfinder.com	Uses the Monster.com engine co-branded with the Buffalo News.
Career Builder	www.careerbuilder.com	Returns opportunities that are not included in Indeed.
Career Women	www.careerwomen.com	Limited Listings targeting women professionals
Dice	www.dice.com	Geared to High Tech jobs, but supply manager positions are readily found; many contract opportunities
Newspapers	www.newspapers.com	Online directory of newspapers; 7 day free account available, fee charged after that.
Flip Dog	www.flipdog.com	Flip Dog is affiliated with the Monster.com engine as an easy to use front end interface.
Monster	www.monster.com	The original
Flexjobs	www.flexjobs.com	Tele-worker and other flexible career opportunities.
Tomorrow's Workplace	http://tomorrowworkplace.org/links/index.php	Some good industry specific links to advice and job leads.
Riley Guide	http://www.rileyguide.com/	Good advice site; front end to Indeed.com
WNY Life Science Careers	http://isciny.com/	WNY Medical Campus and related careers.
Society for Human Resources Management	http://www.shrm.org/	I thought this would only be HR related jobs, but found 4 opportunities that were related to CPSM opportunities!
UB	https://www.ubjobs.buffalo.edu	Postings of UB Jobs
Thingamajob	http://www.thingamajob.com/	Another resource that appears to have unique job leads.
WNY Jobs	www.wnyjobs.com	WNY opportunities
Craigslist	www.craigslist.com	Many Temp agencies use Craigslist for entry level purchasing jobs. Occasionally more senior positions are advertised. Beware of Scammers who prey on job hunters.
ISM	http://www.ism.ws/careercenter/	Must login to website with a valid account.
APICS	http://www.apics.org/careers-education-professional-development/careers/career-center	Many good opportunities currently listed.

I would encourage you to explore beyond the regular check of INDEED.com. It is important to note that job listings account for 20% of job placements with the other 80% coming from networking such as regular attendance at ISM meetings, events and outings where great unpublished opportunities are often exchanged between members.

It bears restating: Confidential Career Placement services are a free benefit of membership. I am currently receiving an increased number of requests for resumes. I would like to request all members who wish to have their resumes included with those I am forwarding to prospective employers to please send me your updated resume and completed registration form. If you have any questions or concerns, feel free to email me.

Gregory Nerogic, CPSM, CPA
 Chair, Career Placement Committee
 gjnerog@gmail.com (716) 868-2854 C or (716) 688-0690 H

CURRENT JOB OPPORTUNITIES:

This month I would bring to your attention a couple opportunities received this past month.

Buffalo Wire Works is seeking a Director of Materials:

- Manage, train and evaluate personnel including purchasing, receiving, warehousing, job and inventory control as well as shipping
 - Analytical and negotiating skills
 - Strategic purchasing and sourcing
 - Inventory Management
 - Scheduling and production control
 - Manage cycle counting and production reporting
 - ERP/MRP programs and concepts
 - JIT/Lean Manufacturing cost reductions
 - Quality systems
 - Must possess a B.S. or B.A.
 - 5+ years of progressive experience
- Please send resumes to: employment@buffalowire.com.

AND:

AMERICAN STEAMSHIP is seeking a Purchasing Manager for its Williamsville office.

Job Summary:
 With an annual spend of about \$125 million relating to materials, fuel, safety, consumables, parts, equipment, and services, this position will be responsible for and assist with implementation of strategic sourcing strategies and procurement best practices related to the operation of ASC's 17 U.S. Flag, Jones Act qualified self-unloading vessels carrying free flowing bulk cargo between Great Lakes ports in the United States and Canada.

Education and/or experience required:

- Bachelor's degree - Business, Supply Chain Management or Engineering desired.
- 5-7 years' experience in purchasing or related fields.
- Strong knowledge of generally accepted purchasing practices, contract negotiation, related laws and regulations
- Proficiency in Microsoft Word, Excel, PowerPoint and Microsoft Project.

Interested candidates can apply via this link:

http://www.gatx.com/wps/wcm/connect/GATX/GATX_SITE/Home/Careers/Begin/OpenPositions/



ISM-Buffalo announces

Twin Tiers Buy/Sell Summer Golf Outing & Clambake

Tuesday
June 23, 2015

Pine Acres Country Club
1401 West Warren Road
Rt 770
Bradford, PA 16701

Catered by Old Library Events

**Golf, Sporting Clays,
Clambake, Steak Dinner,
Raffles, Prizes, & Fun!**

- ♦ Mark Your Calendars to attend.
- ♦ Watch for registration in early May.
- ♦ Invite Suppliers.
- ♦ Donate a prize.

Chairman:
Kurt Keller
hckeller1@hotmail.com



Calendar of Events

Educational Dinner Meeting
Wednesday, April 8, 2015
Speaker: Richard Dietz, Federal Reserve Bank
Ilio DiPaolo's, South Park Avenue, Blasdell

Plant Tour
Wednesday, May 6, 2015
Edwards Vacuum
Sanborn, NY

Educational Dinner Meeting & Election Night
Wednesday, May 13, 2015
Speaker: Jack Ampuja on Logistics - new dimensional weight regulations at UPS & FedEx
Protocol Restaurant, Transit Road, Williamsville

Installation & Awards Dinner
Tuesday, June 9, 2015



CPSM CERTIFICATION REVIEW WORKSHOP
Prep for Exam 1 and 2
April 24 - 25, 2015 SYRACUSE, NEW YORK

REGISTRATION FORM

Class Details:

When:	Friday, April 24 th 3:00pm - 8:00pm (Reception opens at 2:30 Friday) Saturday, April 25 th 9:00am - 2:00pm (Reception opens at 8:30am Saturday)
Where:	MACNY Training Room located at: 5788 Widewaters Parkway, Syracuse, New York 13214
Cost:	\$150 (Early Bird Registration by March 31 st = \$140)
Includes:	<ul style="list-style-type: none"> • Coffee, Water and Donuts/Bagel provided • ISM Certified Instructor • Study Workbook will be provided for participants; electronic version will be e-mailed prior to Workshop • 10 CEH's available for this Workshop towards CPM or CPSM requirements
Class Size is Limited; Please Register Early (Questions? Contact Mary Rhoades @ 315/624-3483 or maryrhoades@conmed.com)	

NAME:	COMPANY:
Address:	
City, State, Zip:	
Phone:	<input type="checkbox"/> Home <input type="checkbox"/> Office <input type="checkbox"/> Mobile:
E-mail:	
CERTIFICATION I AM WORKING TO ACHIEVE: <input type="checkbox"/> CPSM <input type="checkbox"/> CPSD (<input type="checkbox"/> I am currently a CPM)	
<input type="checkbox"/> ISM Syracuse Member <input type="checkbox"/> Other Affiliate Member (specify): _____	
ISM ID # _____	<input type="checkbox"/> Non-Member

METHOD OF PAYMENT	
<input type="checkbox"/> Check: Please make payable to ISM Greater Syracuse.	
<input type="checkbox"/> Credit Card: (circle one) VISA MASTER CARD DISCOVER Amount to Charge: \$ _____	
Card # _____	Exp. Date: _____ CVN _____
Name of Cardholder: _____	Signature: _____
Fax to: 315/457-8744 or Mail to: ISM Greater Syracuse, c/o ACLS, 108 Metropolitan Park Drive, Liverpool, New York 13088	