



Next Educational Meeting

**Wednesday,  
February 11, 2015**

**Banchetti Banquets**

550 N. French Road  
Amherst, NY 14228

5:00-6:00 pm....Registration,

Cash Bar & Networking

6:00-8:00 pm...Dinner & Program

\$30.00 - Members

\$35.00 - Non-Members/Guests

\$15.00 - Full-Time Students

**Buffet Dinner Menu**

Chef Salad

Relish Tray

Vegetable Platter

Chicken Picatta

Roast Beef in Gravy

Baked Penne Pasta

Baby Red & White Potatoes

Seasonal Vegetables

Brownie Sundae

Reservations requested by

Monday, Feb. 9th but will be  
accepted later.

**Phone (716) 648-0972 or  
ismbuffalo@roadrunner.com**

*Please cancel if unable to  
attend after reserving.*

**EARN (1) CEH**

Program:

*Do you have the necessary skills to resolve complicated problems within your company's supply chain?*

**SUPPLY CHAIN ENGINEERING:  
Today's Successful Supply Chain Managers  
Need Analytical Skills**



In today's business climate supply chain managers might do better to think of themselves as engineers. To solve the complex problems of an integrated supply chain, supply management professionals need analytical skills. This presentation looks at the skills and expertise supply chain managers use to successfully bring value to their companies and advance their careers in today's business world. During this presentation we will present examples of actual problems and look at some of the advanced analytical skills area buyers have used to resolve supply chain issues and reduce supply chain costs for their employers.

**Presenter: Lawrence J. Clark, C.P.M.**

Lawrence J. Clark, C.P.M. is a past chair of the ISM NY/NJ Forum and a member of ISM-Rochester where he served as president in 1994 and again in 2014. Larry has been a frequent speaker at dinner meeting programs for our member affiliates. He has also presented papers at the ISM International Conference and edited a chapter on *Value Analysis* in the Supply Management Handbook, 6th and 7th editions.

Mr. Clark has won the highest award of both NAPM-Rochester (Kron Award) and ISM NY/NJ Forum (Erlicher Award) for his contributions to the profession. He has 19 years experience in Supply Management, serving as a buyer, purchasing manager and materials manager for Burleigh Instruments in Fishers, NY. In 2001 he returned to teaching and coaching at Sodus High School in Sodus NY. Larry retired from teaching in 2010. He has MS degree from S.U.N.Y. Oswego.

## Buffalo Buylines

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### 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)

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Linda L. Dersam, C.P.M. (686-3142)

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Tracy Rodemeyer (686-1859)

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#### **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 (319-5125)

#### **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](http://www.ism.ws)

**NY NJ Forum**  
[www.ismnynj.org](http://www.ismnynj.org)

# President's Message



Greetings Members –

Charging into the New Year, we had a great joint meeting on January 14 with our colleagues at APICS Buffalo. Our presenter, Brian Atwater discussed creative problem solving and methods to develop innovative solutions to supply management issues. Many who attended were very impressed and will be attempting to utilize some of these techniques in their day to day professional lives.

Moving ahead, our next educational event is on Wednesday, February 11 at Banchetti's. The speaker will be Larry Clark, current President of the ISM Rochester affiliate who will discuss "Supply Chain Engineering".

For those of you who are members of ISM national and receive the magazine *Inside Supply Management®*, the cover story of the January/February 2015 issue is celebrating ISM 100 years (1915-2015) with an article titled "100 Years of Learning. 100 Years of Leading" by Lisa Arnseth. On page 19, you'll find our own Buffalo affiliate mentioned as the city where the idea of bringing procurement practitioners together began with the formation of our association in 1904....pre-dating the official start of ISM and NYC affiliate in 1915.

March is celebrated around the world as Supply Management Month. We'll be hosting our annual SMM Executive Night Dinner Meeting and Vendor Fair on Wednesday, March 11 at Salvatore's Italian Gardens. Mark your calendars now and please plan to invite your colleagues and boss to this special event featuring a keynote address from a top local business executive. Take a look at the Institute for Supply Management Institute web site ([www.ism.ws](http://www.ism.ws)) for ways to draw attention to the importance of our role in the company.

We expect another energized crowd of around 100 people for some great networking and learning. We hope to see you there!



Another activity taking place in March is the search for members with ideas and initiative to lead this organization. If you have an interest in serving on the board of directors or on a committee, please contact Nominations Committee Chairperson Debbie Pusateri or President-Elect Dominic LoTempio. If you are interested and would like to call me directly, I welcome the opportunity to share my thoughts on ISM-Buffalo with you and answer any questions that you may have. If you're called to serve, please consider the possibility. The experience gained is very worthwhile to your professional growth.

Perhaps you've set some goals for yourself to accomplish this year. Among them is probably education. So, we hope to see you at our upcoming programs for some personal and professional development.

With Energy,

*Brandon*

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

# MORE MEMBER BENEFITS



## Joseph Hutka Professional Purchasing (SCM) Paper Award

*(Note changes as approved at a recent board of directors meeting as to length of paper and style of monetary award.)*

**OBJECTIVE:** To provide a means of recognition on an annual basis to the author of a superior professional purchasing paper which effectively communicates ideas in the Supply Chain Management area to members of the Association and the academic community. The paper is to be of high professional standard based on research, thought development, effective communication skills, and organized presentation.

**ELIGIBILITY:** Any regular or associate member of ISM-Buffalo, Inc., or student, or non-member of the Association is eligible to present a paper. They must meet the requirements of length (2-3 pages, double spaced), topic (Supply Chain Management), and the deadline (to be received on or before February 28, 2015).

**AWARD PROVIDES:** The Board of Directors will handle determination and selection from the applications. The successful author will receive a \$100.00 monetary card. The paper will be published in the *Buffalo Buylines* newsletter.

For an application, contact the ISM-Buffalo office, [ismbuffalo@roadrunner.com](mailto:ismbuffalo@roadrunner.com) or (716) 648-0972.

## William Connors Memorial Scholarship

An Educational Grant that the association awards to an ISM-Buffalo, Inc. **member who does not receive monetary reimbursement from their employer.** Applications are due by February 28, 2015 and winner(s) will be announced at the March dinner meeting. Contact [ismbuffalo@roadrunner.com](mailto:ismbuffalo@roadrunner.com) or (716) 648-0972 for an application and more details.

**OBJECTIVE:** To give members of ISM-Buffalo, Inc. the opportunity to continue their education in the field of Supply Chain Management and/or related courses offered at accredited institutions of higher education, through business institutes or through participation in ISM-Buffalo, Inc sponsored or affiliated seminars or workshops for which they offer continuing education hour(s).

**ELIGIBILITY:** Any regular or associate member of ISM-Buffalo, Inc. who is working toward his/her professional certification or re-certification and who is NOT benefiting from their employer by reimbursing them for the educational costs.

**AWARD PROVISIONS:** One (1) award per member (maximum value of \$250.00) will be paid as reimbursement for qualified educational coursework, seminar, or workshop.

# Nominate a Purchasing Professional of the Year

Do you know an individual that exemplifies a consummate SCM/purchasing/materials management professional? Someone who has remained abreast of new developments in the industry? Who takes time to impart knowledge and experience to other? Who best demonstrates leadership and excellence in our field? If you do, we'd like to know about them. Please take a few moments to nominate that person (member or not) for ISM-Buffalo's "Purchasing Professional of the Year" award.



Please include a brief note of why you feel the person should be considered and send it to President Brandon Jones, [bjones@pcb.com](mailto:bjones@pcb.com). The deadline for nominations is February 28.

Past recipients include: Debora L. Pusateri, John E. Domres, Sr., C.P.M.; Jim Bergman; Ann Marie Wayne, C.P.M.; Robert Richardson; Craig Sando; Brian J. Alsford; Debora Alessi, C.P.M.; Dennis J. Badame, C.P.M.; William R. Ellis, C.P.M.; and Arthur J. Williams, C.P.M.



**ISM-Buffalo Monthly Business Survey Reports are archived on our web site at [www.ismbuffalo.com](http://www.ismbuffalo.com).**

**Watch for the soon-to-be-launched Services Survey in addition to our Manufacturing Survey.**



**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](mailto:ismbuffalo@roadrunner.com).**



## William J. Gamble Awards: 2014-2015 Program Year

It is with great honor that I take on the Chairmanship of the William J. Gamble Awards for this program year. These awards have been in existence for a very long time within our organization and to understand the importance of both the Gamble Scholarship and the Gamble Award means you have taken the time to understand the legacy that ISM-Buffalo, Inc. has within the Supply Chain community.

Though our name has changed a number of times over the years, the premise remains the same. To educate and give our membership an opportunity to become the best they can within the Supply Chain profession.



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](mailto:ismbuffalo@roadrunner.com). (*Please Note: This is not a scholarship for current high school seniors.*)

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 feels 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 1st. The Committee will review all recommendations at their April meeting.

Thank you in advance for taking these two honors of our organization seriously. They are part of the fabric of our organization.

Sincerely,

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

### Is your New Year's Resolution to be more involved?

#### Small Jobs to be Involved in the Association...

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



**Social Media Coordinator Needed.** You don't need to be a computer geek to volunteer to monitor our Facebook page and repost items of interest to the SCM field. For more information, contact Raul Martinez at

[raul.martinez@edwardsvacuum.com](mailto:raul.martinez@edwardsvacuum.com) or Dominic LoTempio at [DSL4@buffalo.edu](mailto:DSL4@buffalo.edu).

# Supply Management Career & Job Market Blog



As we trudge along in the long, coldest days of winter's grip, even the usually easy trips to the post office, the grocery store, or gas station become a grind. Fatigue can easily pull us into complacency, waiting for warmer weather to arrive and thaw our inaction. Job seekers should resist this tendency and draw on recent job reports and the overall "cautiously optimistic" economic news hitting the news these past couple weeks. If you're a job seeker these reports should warm you.

However it seems we are also cautioned by the media highlighting the fragility of this rebound with news of blue chip earning reports hurt by the strong US dollar which is responding to sluggish international markets that threaten; or new challenges with the EURO; or concerns with regard to the super-PAC money undermining the US middleclass. These seemingly contradictory news stories truly can paralyze us if we allow them to.

Those fortunate enough to be in dream job, doing exactly what you have prepared for through education and experience should take note and let "gratitude" be one of the drivers that empower you to be the best at what you do and continue to grow. For those who have been perhaps sitting on a bubble waiting for a struggling industry to rebound, or perhaps waiting for a stalled career progression to "un-stall"; these past ten months have possibly made the prospect of looking at a job change too frightening to consider.

But now with what appear to be signs, that there is indeed some fire behind the smoke we've been seeing in the job market, this should be a time for you to consider acting on the news, and at a minimum, evaluate if a job change is right for you. There are many lists published, so called: "Top 6", "Top 10" or even 14 signs that you should be looking for in another position. I would encourage you to google these lists up, if you're not sure. But in my keep it simple approach, I would advise asking yourself a few questions:

- Are you in a role that allows you to spring out of bed and want to come to work each day? Setting compensation aside, are you doing what you like to do, that you are successful at, that allows your passion to flourish? I have seen many corporate restructures where folks who may have initially brought legitimate passion, settled into a comfort zone after a few years, lose their passion only to have their position eliminated forcing a change. Passion when strong seeps into everything you do, every outcome highlights this passion; a lack thereof drives mediocrity, stalled career and ultimately your job security.
- Are you viewed as important to your company's success? Are your opinions routinely or regularly sought, do

you feel you're valued for your knowledge, experience, insight for your company's success? These are traits important for a career progression. You must weigh this against the current market where more premium may be placed on you. We are now seeing so called "skill gap" challenges acknowledged by employers in today's market. Skills that may be overlooked in your current position may be hotly recruited in today's job market.

- Do you have a plan and can you visualize the career path with your current employer. We often hear of small fish in a big pond vs. a large fish in small ponds. Are you sure your pond is the right size for your continued growth and if there is an oversized unmovable carp in the way, it may be the right time to consider other ponds.

Of course the decision to continue with your current employer or to make a move to better yourself, is a decision fraught with risk and not to be taken lightly, especially in a tight economy. But the important message here is, given the backdrop of recent good economic indicators, you should take the action step to at least take stock and review if a job change makes sense for you and if so, consider testing the waters. If the answer is yes, your ISM career placement function is routinely being approached with opportunities. If you're not registered, consider doing so today. The current opportunities coming to light would seem to indicate the market is right.

## CURRENT JOB OPPORTUNITIES:

(Reference as an ISM-Buffalo referral in your cover letter)

**Supply Chain Director:** Buffalo NY, Manufacturing Company. 4 year degree, 5-7 years, ERP and Shipping System Experience required. You may contact Chanel Gilmore who is recruiting for her client. Submit your resume directly to: [cgilmore@krgstaffing.com](mailto:cgilmore@krgstaffing.com).

**BUYER:** Buffalo NY, Buffalo Wire Works, 2 year degree, 3-6 years sourcing experience. Resumes directly to: [employment@buffalowire.com](mailto:employment@buffalowire.com).

**NEW HAMPSHIRE High Tech Recruitment (Multiple Positions):** High-Tech Procurement Analyst: SAP MRP Super User/Master Data Manager, SAP MRP Super User/Master Data Manager, Business Unit Financial Accounting/Controller: More information contact Nanci Cronk: [nanci.cronk@themavengroup.com](mailto:nanci.cronk@themavengroup.com).

**Confidential Search Sr. Purchasing Agent:** Buffalo NY, Buffalo Manufacturer, 4 year degree, 5-7 years sourcing experience. Contact me directly: [gjnerog@gmail.com](mailto:gjnerog@gmail.com).

Best Regards,

Gregory Nerogic, CPA, CPSM  
Chair, ISM-Buffalo Placement Committee  
[gjnerog@gmail.com](mailto:gjnerog@gmail.com)  
(716) 319-7335

# 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 230 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. (Note - March 11 Supply Management Month special event still has tables available at newsletter publication date.)



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. We appreciate our advertisers and their continued support!



For great exposure to our professional supply chain/ purchasing members, consider becoming a "Friend of ISM-Buffalo" through its corporate sponsorship program. Packages have been developed that include advertising on our association web site in addition to the vendor display and newsletter advertising.



Contact our Executive Director Nancy Boyd Haley at [ism-buffalo@roadrunner.com](mailto:ism-buffalo@roadrunner.com) or (716) 648-0972 for the flyers and applications on any of these programs.



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

Join our LinkedIn group  
**ISM– Buffalo Chapter**.



# Calendar of Events

Educational Dinner Meeting

**Wednesday, February 11, 2015**

**Banchetti by Rizzo Banquet Facility**

Speaker: Larry Clark on "Supply Chain Engineering"

Supply Mgmt. Month Vendor Fair & Dinner Meeting

**Wednesday, March 11, 2015**

Salvatore's Italian Gardens, Transit Road, Depew

Educational Dinner Meeting

**Wednesday, April 8, 2015**

Speaker: Richard Dietz, Federal Reserve Bank

Educational Dinner Meeting & Election Night

**Wednesday, May 13, 2015**

Speaker: Jack Ampuja on Logistics - new dimensional weight regulations at UPS & FedEx

Installation & Awards Dinner

**Tuesday, June 9, 2015**

Twin Tiers Golf Outing & Clambake

**Tuesday, June 16, 2015**

## MARCH 2015

### Supply Management Month

March is dedicated by ISM as "Supply Management Month" and ISM-Buffalo is hosting our annual SMM Executive Night and Vendor Fair on Wednesday, March 11, 2015 at Salvatore's Italian Gardens. The purpose of this special event is to bring awareness of the importance of Supply Management and the impact we have on the bottom line of our companies.

The meeting is also an opportunity to show your company's leaders and prospective members the benefits of belonging to ISM-Buffalo. So, invite bosses and associates to join you.

**Wednesday, March 11, 2015**

Salvatore's Italian Gardens, Transit Road, Depew

4:30-6:00 p.m.....Vendor Displays & Networking

6:00-8:00 p.m.....Dinner & Keynote Address\*

8:00-8:15 p.m.....Door Prizes & Awards

Entree Choices: 1) Chicken Francaise; 2) Sliced Pork with Cranberry Chutney; 3) Asiago Bruschetta Tilapia.

\* Details are being finalized for a keynote address by a leader from a top local company.

Reservations with entree selection are being accepted now at [ismbuffalo@roadrunner.com](mailto:ismbuffalo@roadrunner.com) or (716) 648-0972.