



Next Educational Meeting  
*Joint Meeting with APICS*

**Wednesday,  
January 14, 2015**

**Grapevine Banquets**

(Former Hearthstone Manor)  
333 Dick Road, Depew 14043

5:00-6:00 pm....Registration,  
Cash Bar, Displays\* & Networking  
6:00-8:00 pm...Dinner & Program

\$30.00 - Members  
\$35.00 - Non-Members/Guests  
\$15.00 - Full-Time Students

**Dinner Entree Choices:**

- 1) Apple Almond Chicken
- 2) Salmon with Dill Sauce
- 3) Manicotti

Reservations with entree choice  
requested ASAP by Fri., Jan. 9th  
but may be accepted later.

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

***Please cancel if unable to  
attend after reserving.***

***EARN (1) CEH***

*\*This month's sponsor:  
MidCity Office Furniture  
(see page 3)*

Program:

**Using Creative Problem  
Solving to Stimulate  
Thinking & Develop  
Innovative Solutions to  
Supply Chain Issues**



A recent search of the Wall Street Journal for the term Creativity revealed that from 2000 until now over 2400 articles referred to the term, with over 250 in 2014 alone. There are many reasons for the widespread interest in the topic. Several companies have reported significant increases in R&D and patentable ideas as a result of putting employees through creativity training. Multiple sources claim that creative solutions can yield ROIs of 300% or more. Still other articles claim that in an era of such rapid change creativity is a necessity for survival. Regardless of the motivation it is clear that many companies are interested in cultivating a more creative workforce.

While the drive to increase productivity in the workforce seems to be increasing the vast majority of working adults don't feel they are creative. Many explanations are offered for this lack of creativity in adults. For example, there is a common perception that creativity is a capability that you are either born with or not. Artists, and fiction authors have it but most of us don't. Others claim that we are all born creative, but that years spent in an educational system that required conformity kills our natural creativity. In addition, the push for standardization coming from the quality/lean paradigms seems to conflict with the idea of using creativity in the workplace.

In this presentation we will discuss the perceptions and misperceptions surrounding creativity to show how creativity can work alongside concepts like standardized work. We will also review the basic mechanics for stimulating creativity, then using common operations management and supply chain issues we will work with the group to apply creative problem solving tools to generate innovative ideas.

**Presenter: J. Brian Atwater, PhD, CPIM, Jonah**

Brian is an assistant Professor of Operations Management at Indiana University Southeast (IUS). Prior to IUS he taught for 14 years at Utah State University where he also worked as an examiner with The Shingo Prize for Manufacturing Excellence. Brian has provided consulting services for several businesses including Apple, Carrier Transicold, Schuller/Manville and 3M.

At IUS Brian teaches graduate courses in Systems Thinking, Operations Management, and Project Management. Brian has published over 50 articles in a wide variety of business journals including the APICS Magazine, Operations Management, and the Academy of Management. He currently a member of the committee that oversees the Basics Module of the CPIM.

# 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](mailto:ismbuffalo@roadrunner.com)

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

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# President's Message



Greetings Members –

I hope everyone had a wonderful and safe holiday! I can't believe that we are starting a New Year already; I am excited to get back into the swing of things in 2015. I would like to thank everyone who was able to attend our December event at the Lancaster Opera House.

As we move into the New Year, please remember that annual membership dues are due now. Also, our Nominations Committee has begun to seek candidates for next year's board, so if you are interested in joining, or would like to help out on a committee, or start the discussion to join our board, please see one of the current board members for more information.

I hope to see you at our January 14 meeting at the Grapevine Banquet Facility for an interesting joint meeting with APICS. The speaker is Brian Atwater, Assistant Professor of Operations Management at Indiana University Southeast, who will speak on creative problem solving within the supply chain. As I mentioned at the last dinner meeting, please feel free to call me or email me with any suggestions or new program ideas that you have.

If you have a local charity that is close to your heart and needs support, please get in touch with either Dominic LoTempio or myself. ISM Buffalo is looking for suggestions on a few charitable endeavors to support during 2015.

With Energy,

*Brandon*

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

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

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

**Registration Desk Help 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.

**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 [martinez\\_rb@yahoo.com](mailto:martinez_rb@yahoo.com) or Dominic LoTempio at [DSL4@buffalo.edu](mailto:DSL4@buffalo.edu).

## 2015 Dues Are Due Now

Contact the office  
today to arrange  
payment.



## Financial Awards Available to Members



### 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 in March. Contact [ismbuffalo@roadrunner.com](mailto:ismbuffalo@roadrunner.com) or 648-0972 for an application and more details.

**OBJECTIVE:** To give members of ISM-Buffalo, Inc. the opportunity to continue their education through SCM, Purchasing, Materials 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.

### Joseph Hutka Professional Purchasing Paper Award

**OBJECTIVE:** To provide a means of recognition on an annual basis of the author of a superior professional purchasing paper which effectively communicates ideas in the Purchasing/Materials/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 the ISM-Buffalo, Inc., or student, or non-member of the Association is eligible to present a paper. They must meet the requirements of length (7-10 pages, double spaced), topic (Supply Chain Management, Purchasing/Materials 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 U.S. Savings Bond. The paper will be published in a future *Buffalo Buylines* newsletter.

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



## Vendor Display/ Corporate Sponsors

Wednesday, January 14  
at Grapevine Banquets

*Drop by or give them a call!*

### MIDCITY OFFICE FURNITURE

2495 Main Street  
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MidCity sells quality office furniture after programming and space planning for our clients' wants and needs.



Contact Nancy Boyd Haley at [ismbuffalo@roadrunner.com](mailto:ismbuffalo@roadrunner.com) or (716) 648-0972 for available dates for Corporate Sponsor/Vendor Displays.

## SPEAKER IDEAS NEEDED --

Do you have any ideas for dinner meeting speakers or seminars? Just drop us a line with the referral or better yet, help with the planning.



Serving on the Program Committee is a way to get more involved and impact the association.

Contact Program Director Michael Cercone, CPSM at [mjc521@hotmail.com](mailto:mjc521@hotmail.com) for more information.



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

# Career Placement Committee Report



Happy New Year! 2015 holds the promise of economist predictions of increased opportunities and it appears Procurement Professionals will be increasingly in demand. Some pundits are projecting a perfect storm is near at hand that will find qualified Supply Management Professionals in short supply. The start of the year may be an ideal time to review your resume...whether a tweak or a major rewrite, you should consider what you need to say and how concisely you are saying it. You should also check your web presence, in social media sites, registrations with job search portals or simply what comes up when you "google" yourself. Review how your web presence will be perceived and clean it up if necessary.

While a scatter gun approach to a job search may feel good in that it will keep you busy, you should consider focusing your efforts on targeted opportunities - specific industries, commodities, geographic locations that may help you focus your presentation. It may make sense to look for ancillary industries in addition to the industries you have prior experience in. Although it may be true "you can learn, what you need to learn" in a new industry or commodity, you will stand out from other candidates when you bring direct experience in a particular industry, commodity, supplier type, et.al. as a value add. Many times it makes better sense to put more focus on writing a superior cover letter than to mass apply to anything and everything that might work for you.

Resist the temptation to jump at anything. As difficult as this may be, recognize that sometimes it makes better sense to pass on an opportunity that is not "right" for you. This is hard in that you need to be honest with yourself as to what is the right next opportunity. Let your focus on career advancement guide you.

As always, continue to network, network and network. Come to the monthly ISM meetings to maintain contact with fellow professionals; continue reaching out to past colleagues, supervisors and fellow job seekers. You may be looking for Sourcing Director opportunities, but instead become aware of a Vendor Manager Opportunity. By sharing information with others, you will do others a good turn which invariably has a way of boom-a-ranging right back to you.

Most of all, with the holidays now past, keep your perspective, maintain a positive outlook and continue moving forward. Get some exercise or physical activity. Don't get hung up on the ups and downs that go along with a job search. Be good to yourself and take heed of the fact that the very next call, may be the one. In my most recent review of the local job boards I found among other good opportunities the following:

- ♦ Kaleida is looking for a Procurement Agent. Apply on

their website. Recruiter: Lori Seamans  
♦ Buffalo Public Schools is accepting applications for Director of Purchasing. Apply on their website RB# 14-86

Best Regards,

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

## Welcome New ISM-Buffalo Members!

**Carmen M. Ferrando**  
*Buyer*

Oxbo International Corp.

**Jared Firestone**  
*Buyer*

Oxbo International Corp.

**Linda Deni**  
*Purchasing Agent*  
University at Buffalo

**Ankur Garg**  
*Materials Manager*  
Cummins Inc.

**Carmen M. Ferrando**  
*Buyer*

Oxbo International Corp.

**Mary E. Magoffin**  
*Purchasing Assistant/Buyer*  
Niagara Transformer Corp.

**Marie F. Nielsen**

**Tina M. Perfetto**  
*Customer Relations Manager*  
K-TECHnologies Inc.

**Amanda R. Sedore**  
*Student, Niagara University*

**Patrick W. Wilmore**  
*Student, SUNY @ Buffalo*



**Every Member...  
Get a Member!**

The Membership Application can be found on our web site or contact Nancy Boyd Haley at [ismbuffalo@roadrunner.com](mailto:ismbuffalo@roadrunner.com) or 648-0972 with your lead.

## Invite Suppliers & Your Company to Advertise to SCM Professionals

Members are encouraged to spread the word to their marketing department that we offer opportunities to get their message out to our 240 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 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  
Joint Meeting with APICS-Buffalo  
**Wednesday, January 14, 2015**  
The Grapevine Banquets, 333 Dick Rd., Depew

Educational Dinner Meeting  
**Wednesday, February 11, 2015**  
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**

Installation & Awards Dinner  
**Tuesday, June 9, 2015**

Twin Tiers Golf Outing & Clambake  
**Tuesday, June 16, 2015**



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