



Installation & Awards
Dinner Meeting

**TUESDAY,
June 9, 2015**

Sean Patrick's Restaurant

3480 Millersport Highway
Getzville, NY 14068

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

\$20.00 - Past Presidents

\$15.00 - Full-Time Students

Buffet Dinner:

Potato Soup

Salad

Oven Roasted Herb Potatoes

Vegetable Medley

Roasted Turkey

Italian Sausage

Top Round of Beef

Penne Pasta

Dessert

** Vegetarian option available with
advance reservation.*

Reservations requested by Friday,
June 5th but will be accepted later.

ismbuffalo@roadrunner.com

or (716) 648-0972

** Please cancel if unable to attend.*

Introducing the...
**2015-2016 ISM-Buffalo
Board of Directors**



Dominic
LoTempio,
CPSM

President



Gregory J.
Nerogic, CPA,
CPSM

President-Elect



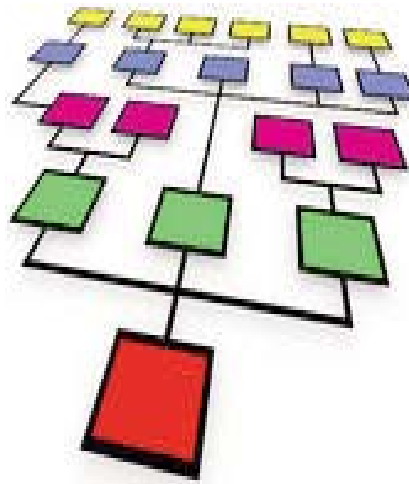
Tracy
Rodemeyer

Treasurer



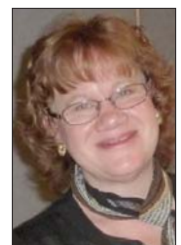
Julie Cross,
CPSM

Secretary



John E. Domres,
Sr., C.P.M.

*Counselor &
Advisor*



Nancy Boyd
Haley

*Executive
Secretary*



Brandon M.
Jones, C.P.M.

*Affiliate Support
Council Director*



Martha Switzer,
CPSM

*Director of
Operations*



Raul Martinez
*Director of
Membership*



Kirk Hassenfratz
*Director of
Program*

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)

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.instituteforsupplymanagement.org

NY NJ Forum
www.ismnynj.org

President's Message



Greetings Members-

We've completed another great program year that saw numerous topics and programs of educational benefit to our members. Many thanks to those involved in organizing the events and to you, our members, for coming out to support their efforts to fulfill our mission of providing you with educational and networking activities. Your continued feedback is critical to the board as we begin to plan our topics and programs in the coming program year.

On Tuesday, June 9 at Sean Patrick's Restaurant, ISM-Buffalo will be installing our 2015-2016 board of directors. We're excited to welcome them to the leadership ranks of the association and look forward to their insight, energy and fresh perspectives. We will also be honoring our exiting board members; please join us in thanking them for their service. At the meeting, our William J. Gamble Memorial award and Scholarship and several other Awards will be presented.

Our annual Buy/Sell Golf Outing and Clambake is on Tuesday, June 23. 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, gift baskets, gift certificates or anything that we can add to the goody bags or the Chinese Auction. Donations can be brought to the June dinner meeting or please 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.

Lastly as this is my last official President's Message for a while, I would like to thank all of our board members and volunteers for their great service. ISM-Buffalo, formerly NAPM Buffalo, is an organization steeped in tradition. It is only as successful as its volunteers; without them we could not carry on our mission to elevate the profession of supply management.

While I continue to reflect on my two consecutive terms as your President, I do so fondly. I took away so much more from the organization than I gave. Balancing my home life and work life with my ISM Buffalo responsibilities was not always easy, but was worth all of the sacrifice in the end. I learned and grew professionally and personally based on the wonderful leadership opportunity the association trusted me with. I am honored to have served as your President; the call to serve was a key catalyst in my growth and development as a leader.

With Energy,

Brandon

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



Julie Cross, CPSM Appointed to the ISM-Buffalo Board of Directors

At the transitional meeting of the 2015-2016 Board of Directors on May 19, President-Elect Dominic LoTempio, CPSM appointed Julie Cross, CPSM to fill a one-year term on the board. An opening occurred with the departure of board member Linda Dersam, C.P.M. who resigned due to job obligations. Ms. Cross will serve as Secretary on the 2015-2016 board.

Julie Cross, CPSM Senior Associate Buyer/Planner Thermo Fisher Scientific

Julie has been a member of the association since 2007 after relocating to the area from Pittsburgh, PA. In Pittsburgh, Julie worked for a small medical device company specializing in orthopaedic implants. She held various roles including customer service, quality, operations support, procurement and planning/scheduling. She began working at Invitrogen (now Thermo Fisher Scientific) in 2006 primarily as an indirect buyer focusing on MRO's and services. Over the last eight years, Julie's buying role has expanded into direct materials primarily concentrating on packaging components, finished good OEMs (both US and Europe), and irradiation services. Julie earned her CPSM in October of 2013.

Join our Facebook page, **ISM – Buffalo.**
Join our LinkedIn group
ISM– Buffalo Chapter.

ISM-Buffalo thanks MidCity Office Furniture for their continued support as a corporate sponsor/vendor at our monthly meetings. Give Steve Sommers a call (716) 832-0138.



**Reach out**
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Nancy Boyd Haley at (716) 648-0972 or
ismbuffalo@roadrunner.com.

Tour of Edwards Vacuum a Success

On May 6, 2015, members of ISM-Buffalo met at Edwards Vacuum for a tour of their impressive, 64,000 square foot facility. Edwards Vacuum is a global company, founded in 1919 in the United Kingdom. The Niagara County location of Edwards Vacuum employs a team of almost 200 people, and, impressively, contributes more than 25% of the global sales revenue. The company provides integrated engineered solutions such as vacuum products, and abatement systems. Their products are generally used as part of the overall manufacturing process of well-known products such as semi-conductors, LEDs and solar cells.

During our tour, Jeff Mickel, the Operations Manager responsible for the Niagara location, explained to us that the technology that Edwards Vacuum provides allows for the production of other products. For example, the company designs abatement systems to scrub manufacturing exhaust of harmful gasses and pollutants, allowing the gas to be returned to the environment safely. Their company also has the ability to create custom business solutions to fit the highly technical needs of many of its manufacturing customers. For example, they could design a vacuum that would be sensitive enough to secure a thin microchip.

During our tour, we were impressed by the company's dedication to safety; each of our members donned a reflective safety vest and safety glasses prior to entering the manufacturing area. We also noted the company's dedication to the environment. Edwards Vacuum not only creates environmental solutions, but also has internally approached a 100% recycling goal. The company has almost zero landfill waste, yet maintains a goal to convert their small amount of non-recyclable waste by burning and converting to energy.

Thank you to Edwards Vacuum for hosting our members. It's always a pleasure to understand how another industry operates in our neighborhood.

Bob Kostran, C.P.M.
Chairman, Plant Tour Committee



Karen Nendza, CPSM proudly displays her framed certificate presented by Dominic LoTempio, CPSM at the May dinner meeting. Karen is Team Coordinator/Senior Buyer at University at Buffalo. Congratulations!

Supply Management Career & Job Market Blog



I was asked within the past week or so, how the job market looks for Supply Chain/Procurement professionals. I firmly believe and have seen firsthand, there are many advertisements for all job descriptions within the profession from CPO to purchasing coordinator. There is even a shift in hiring companies' posture; while procurement positions in true blue chip companies still entails a protracted slow process with hiring companies continuing to be highly selective, there are many positions where companies are finding it harder to get an adequate number of candidates. It seems, this will continue to be the case and I am increasingly receiving requests for resumes. I currently have resumes for a handful of members and continue to send these out upon employer requests, consistent with your direction on the registration form.

If you have not previously done so and would like to register with the career placement service you may request a registration form and forward your resume. If you have already registered but would like to update your resume, I would invite you to do so. Although you may not be thinking about job change in the coming summer months, I do not anticipate the demand for resumes to slow. If you are currently in the market this should be good news.

Here are a couple jobs you may be interested in:

Many thanks to ISM Director Michael Cercone who was asked to pass along a listing from Olin Chemical in Niagara Falls seeking talent for the role of **Purchasing Agent** at their Niagara Falls Plant. The Plant Purchasing Agent is responsible for sourcing and procuring goods and services at the best price in compliance with Olin's policies and procedures. This role purchases complex items with detailed specifications. This is a seasoned professional involved in developing specifications and performing analysis to balance the value of competing bids. This person will provide direct performance feedback and supervision to Warehouse Technicians. Apply via the Company Website.

Also John Domres at Cobham Mission Systems Division has relayed that his company is still seeking a **Buyer/Planner**. Interested parties may forward resumes directly to John at john.domres@cobham.com who has kindly offered to hand carry these to the HR department.

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



Sign up now for ISM-Buffalo's

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!**

Download the registration form from
www.ismbuffalo.com

Invite Suppliers

Donate a prize

Chairman:
Kurt Keller
kckeller1@hotmail.com
(814) 558-4811