



K-TECH is a high performance, high reliability contract manufacturing company. That means we build electronic and electromechanical assemblies for global companies like Lockheed Martin, Parker Aerospace, Alstom, Knorr, Moog, SpaceX, NASA and Cobham. Our highly trained and certified workforce uses a variety of tools, technologies, and processes to manufacture products at our 54,000 square foot facility. We rely on LEAN, Six Sigma, and other advanced manufacturing techniques to produce high-reliability systems for markets, customers, and applications that can't fail, for uses where they must work...without question.

At K-TECH we're relentless in our pursuit of high-performance and high reliability because we know, at the end of the day our work keeps people alive and our country safe.

During the tour you'll see production in our "bomb factory" where we produce solenoids for the Paveway III guided missile. K-TECH also has a long term contract to build parts for the F-35 Striker jet fighter. You'll see the lab used to build those parts. Along the way, we've identified points of interest where a K-TECH leadership team member will explain the many interesting and high tech assemblies we make here everyday.

Notes: Safety glasses will be provided. No open-toed shoes allowed.

Dinner Meeting & Plant Tour Wed., December 14, 2016

K-TECH

4090 Jeffrey Boulevard, Buffalo, NY 14219

5:30 - 6:00 p.m.... Registration & Networking

6:00 - 7:00 p.m... Tour & Presentation

7:00 - 8:00 p.m....Dinner & Meeting

Catering by Chef's - Buffet Menu:

Chef Salad, Meatballs, Rigatoni, Chicken Cacciatore,
Italian Sausage w/ Peppers & Onions, Cheesecake,
Bottled Beverages

Only \$20.00 (note a \$10 reduction from normal fee) for
Everyone! --Members, Non-Members, Guests & Students

Reservations by Dec. 7th but may be
accepted later. ismbuffalo@roadrunner.com
or (716) 648-0972

* Convenient pre-pay with all credit cards.

*Please cancel if unable to attend.

EARN (1) CEH



Buffalo Buylines

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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.

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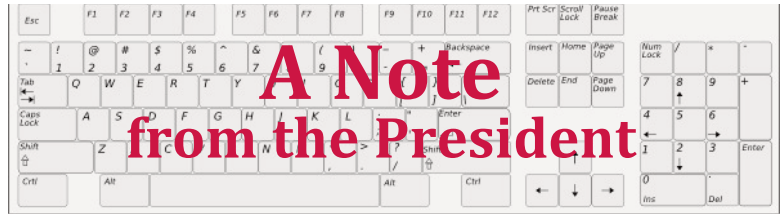
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Dear Members, Colleagues, and Friends,

Ready or not, here comes the holiday season! We get to enjoy days spent with family and friends, cold weather activities, and of course the inevitable strain on our personal finances. This festive period of the year can be stressful for many (I would wager most) with extra demands on our time and money. This is a time when we are urged to be joyful in our spirit and kind in our hearts. This can be a challenging feat and that knowledge may in fact add to our stress.

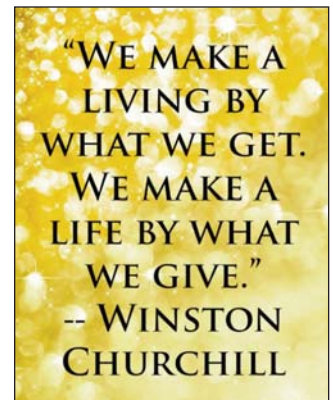
I would like to take a moment to say thank you for those who continue to lend their support to our organization. Your contribution is noticed and valued. We appreciate every attendee at our meetings, every volunteer who assists us, and every person who challenges us to be better. Your input is always welcomed. Your opinions matter to us. We respect your busy schedules.

To ease your wallet a bit for the December meeting, we are extending a \$10 reduction in price. This month, we are taking a tour of K-TECHnologies in Blasdell following with a buffet catered by a local favorite, Chef's. More of an informal meeting, hoping to see some new and familiar faces!

This holiday season, remember to spend time with those you love. Do what makes you happy. Be generous within your means. Don't allow others' expectations affect your judgment. Be kind and joy will follow.

From all of us at ISM-Buffalo, Happy Holidays!!!

Martha Switzer, CPSM
2016-2017 President



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

SOCIAL MEDIA COORDINATOR NEEDED

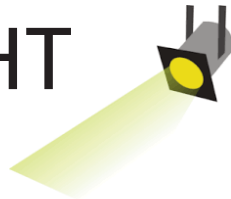


ISM-Buffalo Monthly Business Survey Reports are archived on our web site at www.ismbuffalo.com

**Is your company participating?
Contact Dr. Jay Walker, NU Economist and ISM Survey Chairman
(jwalker@niagara.edu) about how to be counted in this short and confidential survey.**

SPOTLIGHT

ON PROGRAMS



Welcome New Members

Dear Colleagues:

On behalf of your Board, and at the personal request of your Director of Operations, we are exceptionally excited to welcome John Bourdage of Bourdage Consulting as our guest speaker at our **January 11, 2017** meeting at My Tomato Pie Banquets, 3035 Niagara Falls Blvd in Amherst.



Mr. Bourdage is a graduate of the internationally renowned Ivor Spencer School for Butler Administration and Personal Assistants in London, a Five Star Diamond award winning school. Ivor Spencer, recognized as the foremost expert of entertaining, etiquette and protocol, was toastmaster and event coordinator for Buckingham Palace. Mr. Bourdage received training in such areas as manners and etiquette, food and wines, entertaining, and British style butler service. Mr. Bourdage studied clothing with various tailors on Savile Row, restaurant and hotel management at the Ritz and Savoy hotels, cigars and tobaccos at Alfred Dunhill, wines under a master sommelier, and specialty shopping at Harrods. John is a life-long member of the Guild of British Butlers.

While in London Mr. Bourdage served as associate project director for a "Royal Gala and Ball" in honor of her Royal Highness, the Duchess of Kent.

Reservations are limited by the number of seats available, so book today for a highly applicable and entertaining evening.

- Jim Austin, Director of Operations

2017 Membership Dues Payments Due Now...

Watch for your personalized invoice in the mail soon or pay from the previously emailed invoice.

Renew your membership now. Don't miss out on the exciting programs we've planned.



Note that we now accept American Express!

Katie Dzielski
Materials Specialist
Multisorb Technologies

Jeff Eggleston
Commodity Lead
Cobham Mission Systems

Brian LaPlante
Technical Buyer Planner
Multisorb Technologies

Barbara Cristiano
HSBC Technology & Services

Peter Duringer
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Nicole Van Dusen
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Every Member...Get a Member. Find the application on our web site or contact Nancy at ismbuffalo@roadrunner.com or 648-0972.

Invite Suppliers & Your Own Company to Advertise to Purchasers



Members are encouraged to spread the word to their marketing department that we offer opportunities to get their message out to our 200 members.

At our general meetings, we invite 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 on our schedule.

This newsletter accepts "business card" advertising for only \$35 per month, or \$25 for multiple ad commitment. Other ad sizes available as well. We appreciate our advertisers and their continued support!

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.



Looking Ahead

MARCH 2017

Supply Management Month

Dear Colleagues:

On behalf of your Board, we continue to excite in bringing you very special events this program season. Wednesday, **February 8** is our next joint meeting with our sister organization APICS. Our featured speaker is Thomas P. Dee, President of Erie Canal Harbor Development Corp. (ECHDC)



Mr. Dee is leading the \$70 million transformation of Buffalo's Canalside into an urban entertainment district—literally, the new front door of Buffalo! Paving the way for over \$350 million in private investment, Canalside has become a 12-month destination hosting over 1 million visitors annually.

"With hundreds of events scheduled throughout the year, there's something for everyone at Canalside."

Extending to Outer Harbor Buffalo, Queen City Bike Ferry, and the Ohio Street Corridor (River Fest Park, Silo City, and Buffalo RiverWorks); the ECHDC is developing our waterfront with multiple locations for people to access and enjoy the water's edge.

Mark your calendars and make plans to attend. Watch for open registration to reserve early.

- Jim Austin, Director of Operations

March is Supply Management Month and we are celebrating in a BIG way.

Mark your calendar now for our **Wednesday, March 8** celebration of, well, ourselves! In addition to an expected 17 vendors and displays, we are very fortunate to have Robert Rich III, President and CEO of ROAR Logistics—the wholly owned logistics subsidiary of Rich Products Corp.—as our featured speaker.

A veteran of Rich's logistics department since 1991, Mr. Rich founded ROAR Logistics in 2003. Roar Logistics offers a full spectrum of rail, ocean, air, and road transportation services to local, national, and global customers.



Based in our home city of Buffalo, ROAR boasts six locations throughout the U.S..

And, for those of us who reluctantly admit our age, you might remember Bob's performance in the movie *The Natural*, performing the role of Robert Redford's son Ted Hobbs. And look for Bob, along with his Daughter Jenna Rich, in the 2015 short movie drama *Loyal to the Game*.

Make sure you make your reservations early as space will be limited. Billed as "Executive Night", we encourage you to invite your bosses now as well.

- Jim Austin, Director of Operations



Below is a snapshot of some of the almost 90 people in attendance at the November 9 joint meeting of ISM and APICS at Salvatore's. They enjoyed an interesting presentation from Mike Ford of TQM Works Consulting on Lean Six Sigma.



Seeking CPSM or CPSD Certification?

Are you looking to pursue ISM professional certification in the coming year? Our Buffalo Affiliate is currently sponsoring a member to go through the "Train the Trainer" program with national so we can offer our members more opportunity to participate in review sessions and study groups to assist you in your educational goals.

If you are working on, or plan to work on, CPSM or CPSD certification, please drop us a line. We are gauging interest as we schedule the sessions for winter/early spring.

Contact our Executive Director Nancy Boyd Haley at ism-buffalo@roadrunner.com or call (716) 648-0972.



EVENTS OF INTEREST



Wednesday, December 14, 2016

Dinner Meeting & Plant Tour of K-TECHnologies

Wednesday, January 11, 2017

Educational Dinner Meeting
My Tomato Pie Banquets, 3035 Niagara Falls Blvd.
Speaker: John Bourdage, Bourdage Consulting
Topic: "Business Etiquette"

Wednesday, February 8, 2017

Educational Dinner Meeting & Joint Meeting with APICS
Place: Salvatore's Italian Gardens, Transit Rd., Depew
Speaker: Thomas Dee, President, ECHDC
"Erie Canal Harbor Development: 2017 & Beyond"

Wednesday, March 8, 2017

Supply Management Month Executive Night
Vendor Fair & Dinner Meeting
Place: TBD
Speaker: Robert Rich, III, President, ROAR Logistics
Topic: "Socially Responsible Logistics"

Wednesday, April 12, 2017

Educational Dinner Meeting & Joint Meeting with ASQ
Millennium Hotel
Topic: Supplier Risk Management

Spring 2017

SCM Symposium: Full Day of Seminars & Workshops
Contact Program Director Christine Sokolowski to suggest speakers or topics or to assist with the planning.
csokolowski@k-technologies.com

April 30-May 2, 2017

ISM International Supply Management Conference
Orlando, FL

Wednesday, May 10, 2017

Educational Dinner Meeting & Election Night

Wednesday, June 14, 2017

Installation & Awards Dinner

June 2017

Golf Outing
Chairman Kurt Keller welcomes your assistance.
kckeller1@hotmail.com.

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