

Program:

**Harness Your Raw Data for
Enhanced Planning and Performance**



Traditional production planning systems are increasingly being pushed to their limits. With a mix of growing customer expectations, pricing pressures, volatile fuel prices, and an increasingly diverse supplier base, wastes abound in many supply chains. This is where data analytics and big data provide a competitive advantage. Data analytics is the science of examining raw data to help draw conclusions about information. Global supply chains provide an excellent opportunity to utilize big data and data analytics. Through better decision making, a company's supply chain costs structure can be modified over time to improve profitability.

When planning future production, over the planning horizon, the required product mix and load in each time bucket must be determined. Matching required production levels to existing resources can be challenging. So the algorithms used to plan and schedule what actual work will be started at each manufacturing facility is very important to making sure the enterprise is profitable.

Production planners must work closely with other departments like marketing, sales, and logistics. And making sure the combination of sales forecasts and actual customer orders truly represents (with a margin of error) reality is a must. Therefore, the data analytic algorithms used to optimize performance measures is critical to the production planning group. In addition to an accurate sales forecasts, an accurate estimate of productive capacity is also difficult. This presentation will provide supply chain professionals with ideas for improving their own operations, by better utilizing their raw data for informed decision making.

List Three Learning Objectives:

1. Describe why production planning is so hard
2. Explain the production planning hierarchy & its impact on SCM
3. Define ways that production planning can minimize waste across the supply chain

Presenter: Jack Cook, Ph.D., CFPIM, CSCP, CSQE

Jack Cook, Ph.D., CFPIM, CSCP, CSQE is a professor, speaker, author and consultant. He has been a professor for over thirty years, teaching operations and information systems at the Rochester Institute of Technology, Washington State University, and SUNY Geneseo. He currently teaches at SUNY Brockport. His areas of expertise include supply chain management, lean thinking, information systems, operations management, and electronic commerce. Dr. Cook is a Certified Fellow in Production and Inventory Management (CFPIM), Certified Supply Chain Professional (CSCP), Certified Software Quality Engineer (CSQE), and a Master Lean Six Sigma Black Belt. He has conducted review courses for APICS, ISM and ASQ certifications, and has developed and delivered many seminars and on-site training programs. His education includes a Ph.D. in Business Administration, an MS in Computer Science, an MBA, MA in Mathematics, and a BS in Computer Science.

Educational Dinner Meeting
Joint Meeting with APICS

**Wednesday,
February 17, 2016**

Salvatore's Italian Gardens

6461 Transit Road, Depew 14043

5:00-6:00 p.m.... Registration, Cash
Bar, Networking & Displays
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 - Full-Time Students

Deluxe Buffet

salad, fresh fruit, olive salad,
chicken francaise, meatballs,
top round of beef, turkey & gravy,
penne pasta with marinara,
mashed potatoes, green beans,
glazed carrots, dessert

Reservations requested by
Friday, February 12th
but will be accepted later.

ismbuffalo@roadrunner.com

or (716) 648-0972

** Please cancel if unable to attend.*

EARN (1) CEH

**Bring donations for our
"Community Outreach" Charity of
the Month. See list of needs on pg 3.**

Thank you to this month's sponsors:

EME Solutions, Inc.

Norampac Industries

Prentice Office Environments

(See page 3 for more details)

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.

2015-2016 Board of Directors

PRESIDENT

Dominic LoTempio, CPSM (645-4503)

PRESIDENT-ELECT

Greg Nerogic, CPSM, CPA (868-2854)

SECRETARY

Julie Cross, CPSM (774-0363)

TREASURER

Tracy Rodemeyer (686-1859)

AFFILIATE SUPPORT DIRECTOR

Brandon Jones, CPSM (684-0002 x2123)

DIRECTOR OF MEMBERSHIP

Raul Martinez (512-0840)

DIRECTOR OF PROGRAM

OPEN

DIRECTOR OF OPERATIONS

Martha Switzer, CPSM (681-1700 x224)

COUNSELOR AND ADVISOR

John Domres, Sr., C.P.M. (667-6421)

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.mypurchasingcenter.com/purchasing/profiles/ism-new-york-new-jersey-forum



President's Message

In keeping our tradition of joint meetings with our friends from APICS-Buffalo, I'm looking forward to our February 17th dinner meeting at Salvatore's Italian Gardens. Professor and Consultant Jack Cook, who has worked with both associations, will be there to present. Please remember to mark your calendars as this meeting is the third Wednesday of the month as opposed to our usual second Wednesday of the month meeting.

I am excited to announce our March and April dinner meeting presenters. For our March 9th Executive Night, we are honored to bring in Stephen Harrington, Group VP-Procurement, M&T Bank. In April, we will have Professor and Economist Jay Walker. Jay runs the ISM-Buffalo Business Survey, and will be in to review the data that he has received (mostly from you members!), current trends, and what it all means. This should be a very interesting and informative session.

As a reminder, ISM-Buffalo has chosen the Buffalo City Mission as a charity of interest. We will be collecting donations at the February meeting. Please read through the newsletter for additional details.

I hope to see you all at Salvatore's for our February 17th joint dinner meeting!

Cheers,

Dominic LoTempio, CPSM
President, 2015-2016



Participation is the real key to benefiting from your membership. Sign up to help out... you'll be glad you did.

Contact: Nancy Boyd Haley at ismbuffalo@roadrunner.com or 648-0972 with questions or to volunteer.

MEMBERSHIP ACTIVITIES COMMITTEE (MAC)

- Recruitment
- Orientation & Involvement
- Attendance & Reception
- Retention

SPECIAL EVENT COMMITTEES

- Golf Outing in Bradford, PA
- Supply Management Month- Executive Night Dinner- March

EDUCATION TEAM

- Seminars, Workshops
- Pre-Meeting Forums
- Program Speakers
- Plant Tours
- CPSM & CPSD (Certification)

MARKETING COMMITTEES

- "Buylines" Newsletter
- Public Relations/Photography
- Tabletop Displays
- Corporate Sponsorships
- Web Site
- Student Chapters
- Social Media Networking

OPERATIONS & ADMINISTRATION COMMITTEES

- House (Facilities Selection & Meeting Registration)
- Strategic Planning
- Constitution & Bylaws
- Business Survey
- Professional Placement

Interested in serving on the Board of Directors? Call Dominic LoTempio or Brandon Jones; contact info listed at left.



Vendor Displays/ Corporate Sponsors

Wednesday, February 17
at Salvatore's Italian Gardens
Drop by or give them a call!

EME SOLUTIONS, INC.
PO Box 152 • Getzville, NY 14068
(716) 692-0010
Contact: Paul K. Donahue
E-mail: pkd@emesolutions.net
<http://www.emesolutions.net>



One stop solution for all your business electronics needs. We offer many types of printers, copiers, equipment, supplies, and repair.

NORAMPAC INDUSTRIES
4444 Walden Avenue • Lancaster, NY 14086
(716) 651-2000
Contact: John Park, Sales Manager
E-Mail: john_park@norampac.com
<http://www.cascades.com>



Norampac Industries designs and manufactures corrugated packaging solutions. We'll display corrugated packaging products - industrial and retail ready.

PRENTICE OFFICE ENVIRONMENTS
472 Franklin Street • Buffalo, NY 14202
(716) 884-8452
Contact: Jan Malof
E-Mail: jmm@prentice.us
<http://www.prentice.us>



Design, procure & install solutions for all commercial spaces: corporate, education, healthcare & hospitality. Displaying ergonomic workstation, seating and flooring options.

MARCH 2016

Supply Management Month

ISM-BUFFALO JOINS OTHER SUPPLY MANAGEMENT ASSOCIATIONS WORLDWIDE TO RECOGNIZE MARCH AS SUPPLY MANAGEMENT MONTH

ISM-Buffalo, in conjunction with various supply management associations worldwide, will be celebrating March as Supply Management Month. This special month recognizes the unique role supply management professionals play in helping to build better business and government in Western New York, throughout the United States, and around the world.

Supply management professionals make important contributions to the quality, efficiency, and profitability of small and large organizations and businesses in public and private sectors across the United States. Nationally, supply management professionals are responsible for managing and monitoring billions of dollars' worth of goods and services every year, which directly influences the U.S. economy.

ISM-Buffalo is a not-for-profit association representing over 200 supply management professionals in manufacturing, government, educational, institutional, and service organizations throughout the area.

In recognition of Supply Management Month, we will be holding our premier event of our calendar on **Wednesday, March 9, 2016** with our annual **SMM Executive Night & Vendor Fair** at the **Millennium Hotel**. Stephen Harrington, Group VP, Corporate Procurement at M&T Bank will deliver a keynote address.

Mark your calendars and invite associates to attend with you. Contact Nancy at our office, (716) 648-0972 for vendor display information.



ISM-Buffalo's Community Outreach

Reaching out to help our community, ISM-Buffalo will be collecting items for the Buffalo City Mission at its January and February dinner meetings.

Personal Care Needs:

- Shampoo
- Conditioner
- Hair Brushes/Combs
- Tissues
- Deodorant/Antiperspirant
- Disposable Razors
- Body Wash
- Baby Wipes
- Disinfectant Wipes
- Diapers Size 3, 4, 5, 6
- Pull up Training Pants

Clothing Needs:

- New Socks (men, women, & children)
- New Men's Underwear (boxers/briefs)
- Men's T-Shirts- XL, XXL, XXXL
- Pajamas
- New Women's Underwear (L, XL, XXL)
- New Women's Bras (All Sizes)

Food Needs:

- Canned Tuna
- Stews
- Manwich
- Ham
- Canned Chicken
- Soups
- Mac and Cheese
- Canned Vegetables
- Baked Beans
- Ramen Noodles

Supply Management Career & Job Market Blog



What a strange winter thus far, global warming, El Niño, winter storm Jonas all combine to befuddle us. Last Sunday, I flew from Buffalo to Greensboro, NC. Here in Western New York we had less than a half inch of snow, but I arrived in North Carolina to six inches which fell during the same weekend. Interestingly, that six inches was enough to close schools for a whole week!

I shared my amusement with a fellow traveler, that in Buffalo, we often find ourselves buried in fifty inches or more overnight but rarely do schools or businesses close. Of course, observed this fellow, I am sure Western New York has invested heavily in its snow handling infrastructure, expecting large snowfalls with the potential to paralyze the region; while Greensboro likely has a total of 5 plows with 6 drivers (OK, a bit of an exaggeration). Greensboro's snow removal strategy, knowing 50 degree sunny weather is, at most, a week away, relies heavily, on Mother Nature's sun take away what winter storms leave. Although given the relatively high snowfall last week, it took almost the whole week for schools to reopen. That said, after five days the roads were just as passable as they are, day 2, in Buffalo (absent the salt). Proper preparation for come what may; securing, leveraging or investing in the right tool for a strong response, applies equally well to a job search as in snow removal.

In your job search you must put your plan together; for your resume: rewrite, rewrite, rewrite until it conveys a succinct, message of who you are, what you can offer an employer along with why they should care. Consider if you need to pay a professional to help. If you don't already have a "go to" cover letter, there are plenty of model letters out there. Put a written job search together, get organized and stay organized. You should keep a running history of Companies, Positions, and Persons Contacted along with a follow up plan and date. I usually maintained a log in Excel, but I stumbled into a new app that purports to help in this regard www.jibberjobber.com. Have a look and if you decide it is the tool you need and you use it, drop me a note as I'd love to hear feedback.

Finally, have a look at your on-line presence. Concerning social networking, leave Facebook for family and friends. (But please be careful how much and what you share as "TMI" could derail your job search). LinkedIn is the de facto standard for professional networking. Spend time cultivating your professional presence through your profile. You should ensure your profile has a picture, a professional headshot. Work to build your profile further by asking former colleagues for endorsements. Continue cultivating your network, both on line and with regular attendance at ISM meetings. In short, make sure you have properly invested in the tools you will need to properly respond to the fast moving job market.

A few **JOB OPPORTUNITIES** you may be interested in:

FIDELIS CARE: FELLOW MEMBER: John Mong, Purchasing Manager at Fidelis Care passed along a Purchasing Support Associate position in Fidelis' Amherst Office. Requirements: One to three years purchasing experience required; previous experience with electronic purchasing systems preferred. AA/AS - Associates Degree or equivalent required. To learn more about Fidelis' Mission and growing company, please visit www.fidelis-care.org. You may also apply via their website.

SR INSTRUMENTS: SR Instruments Inc., 600 Young Street, Tonawanda, NY 14150; Peter Adolf, HR Manager, e-mail: padolf@srinstruments.com; 716/693-5977; www.srinstruments.com. Seeking a Purchasing Manager: 5-7 years in Procurement, Purchasing, Manufacturing Environment; proven track record of Continuous Improvement and Cost Reductions in an ISO manufacturing environment. International sourcing; Solid experience using MRP/ERP planning systems.

KISTLER INSTRUMENTS: is seeking an experienced planner with strong SAP background. Apply online: www.kistler.com; 75 John Glenn Drive, Amherst, NY 14228-2171. USA Tel. 716/691-5100, Direct 716/213-5740, Fax 716/691-2704; FELLOW MEMBER nancy.woomer@kistler.com.

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

Celebrating 30 Years
Thank You For Your Support

MDS
ASSOCIATES

●●●
Healthcare, Clean Room, Industrial Safety Supplies Distributor

Specializing in Head-to-Toe Personal Protective Equipment (Gloves, Apparel, Respirators etc.), Disposable Wiping Solutions, Jan-San, First Aid, Infection Control, Contamination Control Single-Use Supplies and Much More!

+800.274.4637
+716.668.4001
Fax +716.668.4496
MDSassociates.com

Locally Owned Family Operated Certified W.B.E.

Reach out
to purchasing pros **with an ad.**

*Members --
Please ask your company &
suppliers to support us.*

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

MORE "PAYBACK" MEMBER BENEFITS



Joseph Hutka Professional Purchasing (SCM) Paper 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 29, 2016).

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, ism-buffalo@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 29, 2016 and winner(s) will be selected in March. Contact 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.



Norampac



**4444 Walden Ave
Lancaster, NY 14086**

For Local Custom Corrugated Packaging Solutions



**800-333-6525
716-651-2000**

lancaster_box@norampac.com



William J. Gamble AWARDS 2015-16 Program Year

As I sit for the last time as Chairman of the William J. Gamble committee, I reflect back on past winners and the commitment they made to the organization from a longevity standpoint and have come to realize that future award winners may come from a different kind of member. As life continues to change in the coming years, our members will serve for a lesser period of time in leadership roles but that should not diminish the importance of their contribution to our organization and profession.

This is an organization born and raised on volunteerism and it will continue to be that way for years to come just in a very different way from years past. We will continue to recognize those who have achieved the status as set forth by William J. Gamble back during his tenure with the organization.

Thank you for the opportunity to be your William J. Gamble Committee Chairman.



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, 2016.

Applications for this year's 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.; Deb A. Hasley, CPSM; and Timothy J. Terrana, C.P.M.

Applications may be obtained by contacting our Executive Secretary, 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.)

ISM-Buffalo is also accepting nominations for the **William J. Gamble Memorial Award** for the 2015-2016 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 know 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 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

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 Dominic LoTempio at dsl4@buffalo.edu. The deadline for nominations is February 29, 2016.

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.

DOUBLE DOWN DOUBLE DOWN

Membership Recruiting Program

- ♣ Share the Knowledge!
- ♣ Share the Experience!
- ♣ **Get Paid!**



For any new* Regular Member that you recruit, ISM-Buffalo will give you a check for \$30.00....or Double Down and get \$60.00 in credit toward ISM-Buffalo educational dinner meetings or seminars. Your choice.

You know potential members -- co-workers, SCM pros from your supplier companies, neighbors...think about it. Share the knowledge gained from your membership in ISM. Talk to them about educational dinner meetings with topics on contracting, logistics, etc. Let them know about our plant tours.

** Applications available from Nancy at the office or on our web site at ismbuffalo.com. Make sure your name is on the new member's application after "How did you find out about us?" If joining on ISM national's web site, have them note promotional code "MBR050" and notify us of your new member's name.

* A new member is defined as an individual that has not been an ISM National (Regular) member since 1/1/2012.

The program will run through May 31, 2016.

EDUCATIONAL DINNER MEETING
Joint Meeting with APICS-Buffalo
Wednesday, February 17, 2016
Place: Salvatore's Italian Gardens
Speaker: Jack Cook

EDUCATIONAL DINNER MEETING
Supply Management Month
Vendor Fair & Executive Night
Wednesday, March 9, 2016
Place: Millennium Hotel
Keynote Speaker: Stephen
Harrington, M&T Bank

EDUCATIONAL SYMPOSIUM
Spring 2016

EDUCATIONAL DINNER MEETING
Wednesday, April 13, 2016
Speaker: Dr. Jay Walker, Niagara
University

PLANT TOUR
Spring 2016

EDUCATIONAL DINNER MEETING
& ELECTION NIGHT
Wednesday, May 11, 2016

INSTALLATION & AWARDS
DINNER MEETING
Wednesday, June 8, 2016

TWIN TIERS GOLF OUTING &
CLAM BAKE
Tuesday, June 21, 2016



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

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

SOCIAL MEDIA
COORDINATOR
NEEDED.



ISM2016
ANNUAL CONFERENCE
May 15-18, 2016 | Indianapolis

Institute for Supply Management (ISM) invites you to attend ISM2016 - our annual international conference. Join over 2,500 global supply chain and procurement professionals for three days of learning, sharing, and networking with the best and brightest minds in supply management.

Member, early-bird and team discounts for attending are available.

www.ISM2016.org

ISM-Buffalo
Monthly
Business
Survey
Reports



are archived on our
web site at
www.ismbuffalo.com