

Program:

Supplier Risk: Are You Prepared?

How much have you considered the risks associated with your supply chain? This presentation takes a look at some of the specific risks to consider and reviews how planning ahead by implementing a systematic process and utilizing 3rd party tools can help you overcome the pitfalls if/when they occur.



During his presentation, Rob will cover the following:

- Understanding regulatory requirements impacting your supply chain
- Assessing your ability to manage your supply base
- Utilizing 3rd party tools to improve your management process
- Taking inventory of applicable specific risks
- Developing a plan for managing those risks
- Case Studies reflecting the exposure to risk at sub-tier suppliers

Presenter: Robert Conti (C.L.P.), First Niagara Bank

Robert Conti is a supply chain operations leader and Certified Lean Professional (C.L.P.) with experience that includes manufacturing, distribution and financial services industries. With over twenty years of experience in supply chain / vendor management, Rob has also managed multiple functions within an organization including sales, customer service, and quality control. Rob's ability to quickly develop expertise in new areas of responsibility makes him a valuable asset where flexibility and the ability to promote change are key.

As VP and Sr. Manager of Operations/Supply Chain Management, Rob leads a team of Sourcing Managers as they collaborate with business units to identify opportunities for cost reductions or improved performance from suppliers. Rob and his team manage various categories of spend, lead organizational Request for Proposals, engage vendors in contract negotiations, and create value through the purchasing process. Rob also leverages his LEAN background to identify efficiency opportunities and implement process improvements.

Educational Dinner Meeting

**Wednesday,
January 13, 2016**

Protocol Restaurant

6766 Transit Road
Williamsville, NY 14221

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

\$15.00 - Full-Time Students

Dinner Entree Choices:

- 1) Broiled French Cut Pork Chop
- 2) Pan Roasted Chicken Breast
- 3) Horseradish Crusted Salmon

Reservations **with entree choice**
requested by Friday, Jan. 8th but will
be accepted later.

ismbuffalo@roadrunner.com

or (716) 648-0972

** Please cancel if unable to attend.*

EARN (1) CEH



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.

Buffalo City Mission's vision is to restore hope to the homeless and hurting of Western New York. They provide emergency shelter and nourishing meals to thousands of homeless men, women and children. With the strengths of the Men's Center and the new state-of-the-art

"List of Items Needed" continued on page 2

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

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(868-2854)

gjnerog@gmail.com

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WEBMASTER

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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

Greetings and Happy New Year! I'm excited about the new year, and hope that ISM-Buffalo can be a part of your 2016. We have some great events coming down the line; it's difficult not giving more information now, but as soon as we work out some details we will make announcements. That said, I trust the membership will be as excited as I am once we release the information!

ISM-Buffalo member Dr. Phil Hancock has offered to run a study group to help members prepare for the three CPSM exams. If you are interested, please contact Dr. Hancock directly (hancock@glenochil.com). The proposed dates that Dr. Hancock is available are Sundays - January 31st, February 28th, and April 10th.

Please remember that annual membership dues are now due. It's through member support that we are able to continue to offer monthly meetings, plant tours, training sessions, the business survey, etc. Without you, there is no ISM-Buffalo!

It's become tradition that we use our resources to assist the community. So, we will be accepting donations of goods for Buffalo City Mission at the January and February meetings. See a list of suggested items below. Last year we donated to the Buffalo Food Bank and Erie County Hospice; both were extremely thankful.

Finally, we are beginning our search for potential board members for next year. Please note that ALL members can be elected to the Board of Directors. If you're interested, please contact anyone from the current board for more information. Being a board member is a great way to:

- Become more involved in the association
- Build your resume for future opportunities (early-to-mid career)
- Give back to your industry and the association (mid-to-late career)

I hope to see you at Protocol Restaurant for our January 13th dinner meeting!

Cheers,

Dominic LoTempio, CPSM
President, 2015-2016

List of Items Needed continued from page 1



shelter for women and children, Cornerstone Manor, Buffalo City Mission provides comprehensive recovery programs to help homeless men, women and children rebuild stable, healthy, productive lives.

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 Yams, Beans, Corn...
Baked Beans
Ramen Noodles

Supply Management Career & Job Market Blog



Happy New Year:

"Dear God, for 2016 please give me a FAT bank account and a THIN body and please don't mix them up like you did this year. Thanks!"

SOURCE: <http://mysterious-kaddu.blogspot.in>

Each of us, at the start of a New Year, is drawn to make resolutions to improve ourselves, and to see this as a time of renewal or possibly a time of change. We reflect on where we are in various facets of our lives; how we are progressing, in our life goals, our personal lives, our health, our careers. This time of reflection can propel you to new heights of optimism or if unchecked into a possible state of discouragement, depending on what you make of it.

My column this month reflects on the following: without proper perspective, you can set yourself up for failure. Over-optimistically committing to a laundry list of unrealistic resolutions, seeking to change everything at once, is as ill-advised as allowing discouragement to hold you from taking any action.

New diets, swearing off tobacco, new exercise plans, signing up for the CPSM exam, starting a search for a new job, replacing colas with green smoothies, volunteering, getting involved, signing up for a professional or self-improvement course, taking steps to network, reaching out to old friends and colleagues are all worthwhile goals. However, if attempted simultaneously as your January 1st resolutions you will likely be quickly overwhelmed. Prioritization is the most important tool necessary to set a realistic plan of how you get from here to there. Your best chance of being successful is taking a "big picture" view of where you are.

That same larger perspective view allows you to see beyond what may seem like an overwhelming set of circumstances that may have you stuck in the mud. Job searchers, especially those who have been seeking that ideal position for some time, may see obstacles. With the proper perspective, these obstacles may require changes in direction that might include, committing to a CPSM or CPSD; or perhaps refocusing and refueling a job search. Reframing obstacles to seeing them as "adventures" can lead you in new directions. Whether you are on the right track or the wrong track, it is imperative that you see the only way you can fail is to stop moving as it is the surest way to being hit by an on-coming train! Become resilient.

On a positive front, it bears noting that in December, continued strong economic indicators, including strong federal job reports were considered strong enough to compel the Federal Reserve to increase the federal funds rate by 25 basis points for the first time in (7) seven years.

Chairman Janet Yellen used a perfect analogy comparing the economy to a large ocean liner. The Fed was able to see that the economy continues to gather steam, to a point that full employment is soon achievable, risks having the ship go out of control if unchecked. This has compelled this first tap on the brake. There is a plethora of articles which continue to highlight the emerging shortage of talent in Supply Chain Management at all levels. Look for 2016 to be a great year to consider a job change, or to find that dream job, if you are currently in the market.

Continue monitoring the job boards as there continue to be good opportunities available.

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

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.

Staub Machine Company Plant Tour



Twenty-nine members and guests enjoyed the hospitality of Staub Machine Company on December 9th. Getting an inside look at Staub's cutting edge technology, members peppered the numerous Staub team members with questions throughout the tour. It was clearly evident that employees agree with Business First's 2015 designation of Staub as one of the Best Places to Work in Western New York.

Thank you to members Dave Baumler and Kirk Hassenfratz for snapping some photos during the tour.



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 Conners 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.



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, C.P.M.; 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



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

*Members --
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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

EDUCATIONAL DINNER MEETING
Wednesday, January 13, 2016
Place: Protocol Restaurant
Program: *Supplier Risk: Are You Prepared?*
Speaker: Robert Conti

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: TBD
Keynote Speaker: TBD

EDUCATIONAL SYMPOSIUM
Spring 2016

EDUCATIONAL DINNER MEETING
Wednesday, April 13, 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

2016 Membership Dues are now due. Pay promptly to avoid interruption of your member benefits.



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

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

SOCIAL MEDIA COORDINATOR NEEDED.

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.

ISM-Buffalo Monthly Business Survey Reports



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