

Program:

Supplier Risk Management: Identifying, Analyzing, and Responding to Risk Factors

One only needs to look at the headlines to realize the tremendous challenges facing organizations in coping with supply risks. Disruptions in supply increases costs and threatens business continuity. Every step in the supply management process involves risk, yet supply vulnerability is an area that many organizations have not adequately planned. This presentation is focused on helping those in supply management meet supply risk management challenges.



Learning Objectives

- Categorization of risk and sources of risk
- Risk gathering techniques
- Methods of determining the impact and probability of risk
- Responses to risk
- The development of contingency plans to ensure business continuity

About the Speaker:

Jack Cook, Ph.D., CFPIM, CPSM, CSQE, CSCP
President, Certified Success

Jack Cook, Ph.D., 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 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.

Looking to earn more hours to renew your ISM certifications? You can earn 7 hours/year by joining our Board of Directors. We are looking for committee members, directors and a president-elect. If you have questions and would like more information on how you can be involved, please contact President-Elect Deb Hasley 622-1329 (cell) or dhasley312@hotmail.com.

Educational Dinner Meeting

Joint Meeting with ASQ

Wednesday, April 12, 2017

Millennium Buffalo Hotel
2040 Walden Avenue
Cheektowaga, NY 14225

5:00 - 6:00 p.m.... Registration,
Vendor Displays, Cash Bar &
Networking

6:00 - 7:00 p.m... Meeting & Dinner
7:00 - 8:00 p.m....Program

Dinner Buffet

Garden Salad, Sliced Fresh Fruit,
White Fish w/Toasted Almonds &
Herb/Butter Sauce, Sliced Roast
Sirloin w/Bordelaise Sauce, Roasted
Red Potatoes, Vegetable Medley,
Assorted Desserts

\$30.00 - Members
\$35.00 - Non-Members/Guests
\$20.00 - Full-Time Students

Please reserve as early as possible by April 7th
Space permitting, reservations may be accepted later.

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

**Please cancel if unable to attend;
last minute to cell 481-3528.*

EARN (1) CEH

*** Items and charitable contributions are being collected for Friends of the Night People; see page 4 for more information.*

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.

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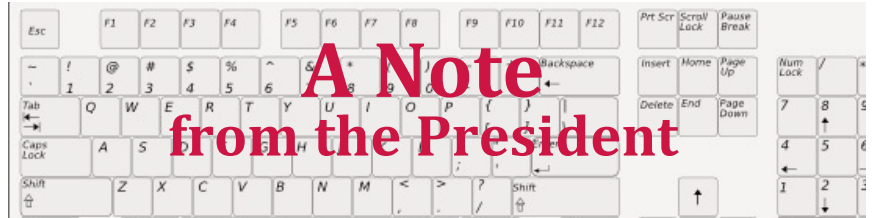
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A Note from the President

Dear Members, Colleagues, and Friends,

As we finally get settled into spring, we approach a couple exciting events in store for April! On Thursday, April 6th, we will be having a tour of Tapecon, followed by some food and drinks at Flying Bison Brewery.

On Wednesday, April 12th, we enjoy a joint meeting with ASQ and welcome the return of Jack Cook, Ph.D. and his program- Supplier Risk Management: Identifying, Analyzing, and Responding to Risk Factors. We are asking for donations to be made at this meeting for Friends of the Night People, an organization, which provide meals and other services to the homeless. Please bring canned goods or paper products for donation.

Coming from a background of heavily regulated manufacturing myself, I know that it is critical that you have a supplier base that you not only can count on to deliver on time, at a competitive cost, and supply a good quality product, but that the supplier is able to meet certain standards to even be considered for addition to the Approved Supplier List. Jack will take us through the process of the identifying points that are potentials for risk, analyzing the likelihood of those risks turning into problems for your business, determining how critical those risks would be, and developing action plans on how to respond and resolve potential issues so not to be detrimental to your business. This is a must see presentation.

On Friday, May 5th, we have an excellent line-up for the Supply Chain Symposium featuring Jeffrey Berk, COO of Client Loyalty, speaking on Supplier Relationship Management, Leading Practices to help suppliers do more for your organization, and Evaluating Supplier Relationship Risk. We also have Larry Mietus, Founder of Speaking of Strategy and his program, Why Should Anyone Follow Your Lead? and Mastering Presentation Skills. I am certain this all day program will be of much value to anyone in your organization. Please spread the word, as this is relevant to positions outside supply chain as well.

Please mark your calendars for Monday, June 26th for the golf outing moving to the Buffalo area at Holiday Valley Resort. This event is limited, so please reserve soon. If you don't wish to golf, there are other activities and strictly a meal package to give you an opportunity to come out and network. I am hoping to be at all of our events.

As always, your support is appreciated. Your support enables us to continue to offer programs and events to inform and educate our local supply chain professionals. Please see specific details within the newsletter for all of the upcoming events. Have a Happy Easter! See you in the spring.

Martha Switzer, CPSM
2016-2017 President



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

SOCIAL MEDIA COORDINATOR NEEDED

Plant Tour

Thursday, April 6, 2017



Tapecon Inc.

701 Seneca Street, Suite 255, Buffalo, NY 14210

Details:

Park in the attended lot on Seneca Street. Bring in your parking ticket for validation. Enter the building at the visitors' entrance at 315 Larkin Street.

No pictures please. No high heels or open-toed shoes.

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

6:00 - 7:00 p.m.... Tour & Presentation on "Cash Conversion Cycle"

7:15 - 9:00 p.m.... Dinner follows at **Flying Bisons Brewing Company**, 840 Seneca Street, Buffalo, NY 14210 for Pizza, Wings, Salad, Fried Dough & Soft Drinks. And, of course, you can order your own flights of beer!

\$15.00 Members, Non-Members, Guests & Students

Reservations by April 4th but may be accepted later.

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

**Please cancel if unable to attend...if last minute, text or phone 481-3528.*

EARN (1) CEH

Tapecon is a source for innovative printing and converting solutions. They are a trusted provider to OEMs for contract manufacturing of prototypes, components, assemblies, and full production services involving custom materials converting and specialized application printing. Tapecon is able to combine their knowledge, capabilities, and service to create a wide range of products custom-tailored to fit your needs, and they've have been doing it since 1919.

Their capabilities are too many to mention but include: Contract Manufacturing, Custom Converting, Labels, Security Printing, Smart Ink Printing and Printed Electronics, Keypads and Displays. With their extensive experience in a wide range of flexible substrates, conductive and biomedical 'inks', plastics, foams, porous materials and adhesives for medical, electronic, and industrial applications they can advise on selection, assist in design, and solve application challenges.

Tapecon continues to investigate and implement the use of new materials as they emerge in the market. They further multiply their services by leveraging a close working relationship with world class material suppliers.

Tapecon ensures that they meet your demanding product specifications through their ISO processes and a wide assortment of tools and equipment. While on the tour of their 80,000 sq. ft facility, we'll **see some of the impressive machinery and processes in operation** that make them so successful.

Vendor Display/Corporate Sponsors

April 12 at Millennium
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Collection for Friends of the Night People on April 12th

ISM-Buffalo has adopted a charity of the month for April. Friends of the Night People, Inc., located at 394 Hudson Street in Buffalo, is a charitable organization that helps the poor, homeless and destitute. They provide food, clothing, medical care, counseling and hope to those in need. All services are provided free of charge without a sliding income scale. Friends of the Night People rely on the generosity of volunteers and contributors.

The Friends of the Night People was organized as a non-profit organization back in 1989 and in 2016 they served 138,842 meals to the needy.

We are asking you to bring to the April meeting, donations of canned/boxed food, (new) clothing, toiletries, paper goods for this organization.

Their web site www.friendsofnightpeople.org identifies specific needs including: coffee, cereal, formula, diapers, paper products, canned vegetables, and more.

- Dave Gardner, C.P.M.
Drive Coordinator

April 1st Deadline
approaching fast...



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, 2017**. (Please Note: This is not a scholarship for current high school seniors.)

Applications for this years 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. Up to \$2,000.00 is slated to be awarded.

The committee is comprised of five former William J. Gamble Memorial Award winners chaired by Debbie Pusateri.

Applications may be obtained by contacting our Executive Director, Nancy Boyd Haley at the association office (716) 648-0972 or ismbuffalo@roadrunner.com.



Nominate a Member for Association's Top Honor

ISM-Buffalo is also accepting nominations for the **William J. Gamble Memorial Award** for the 2016-17 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 Debbie Pusateri through ISM-Buffalo by April 1st.

Debbie Pusateri, Chairman

Supply Management Month Celebration

In spite of the unprecedented wind outside, almost 100 people enjoyed our Vendor Fair and dinner meeting on March 8th at Classics.



Left Column:

Top: Tim Terrana, C.P.M. of Hohl Machine & Conveyor talks with Doritex Corp. reps: Mary Beth Otreмба, Danielle Fischer and Michelle Palovich.

Bottom: Amy Nelson; Kristy Smith, UB; Craig Hoofallan, UB and Jim Austin, CPSM, UB.

Right Column:

Top: New Member Lori Hoffman of Worldwide Protective Products in center accepts her membership certificate from President Martha Switzer, CPSM and new Membership Director Katie Dzielski, Multisorb Technologies.

Bottom: Steve Sommers of MidCity Office Furniture talks with some of our attendees.

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ISM EVENTS OF INTEREST



Thursday, April 6, 2017

Plant Tour
Place: Tapecon Inc., 701 Seneca St., Buffalo 14210
Dinner Flying Bisons Brewing Co., 840 Seneca St.

Wednesday, April 12, 2017

Educational Dinner Meeting & Joint Meeting with ASQ
Place: Millennium Hotel Buffalo
2040 Walden Ave., Cheektowaga, NY 14225
Speaker: Jack Cook, President of Certified Success
Topic: Supplier Risk Management

Friday, May 5, 2017

SCM Symposium: Full Day of Seminars & Workshops
Place: Classics V Banquets, Amherst, NY

Wednesday, May 10, 2017

Educational Dinner Meeting & Election Night
Place: Curly's Grille, 647 Ridge Rd., Lackawanna 14218

ISM International Supply
Management
Conference

ism2017.org/



Wednesday, June 14, 2017

Installation & Awards Dinner

Monday, June 26, 2017

Golf Outing
Place: Holiday Valley Resort,
Ellicottville, NY

Chairman: Kurt Keller

To help out on the event including
Chinese Auction, please contact
Nancy at ISM-Buffalo, (716) 648-0972 or
ismbuffalo@roadrunner.com.



Melanie Austin

Buyer
Arvos Inc.

Janet B. Scott

Purchasing/Logistics Manager
VanDeMark Chemical Inc.
Welcome back!

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



**Supply Chain
Management
Education &
Certification**

ISM-Buffalo is formulating plans to have a trainer facilitating discussion and assisting you in preparing for the CPSM exams. Order the CPSM Study Guide from ISM national to begin.

We are still trying to determine interest in these training sessions before we can give more details (costs, dates, locations, etc). We are determined to keep the cost low and make it convenient to most. If you would like to be added to a list of possible attendees, please email Nancy, ismbuffalo@roadrunner.com.

Continuing Education Hours (CEH) will be awarded for participation. Please tell your colleagues as well... although costs will be discounted for members in good standing, this training will be open to all interested parties.

- Dominic LoTempio, CPSM

Mark your calendars; stay tuned for detailed information.



**Seminar
Conference**

Supply Chain Management (SCM) Symposium
Friday, May 5, 2017 ♦ 7:30am-4:00pm
Place: Classics V Banquets, Amherst, NY *** **EARN 7 CEH**
Cost: \$100.00 Members; \$125.00 Non-Members

Presenter: **Jeff Berk of ClientLoyalty** on "Supplier Relationship Management Interactive Workshop";
"Leading Practices to Help Suppliers Do More for Your Organization"; "Evaluating Supplier Relationship Risk"
Presenter: **Larry Mietus of Speaking of Strategy:** "Why Should Anyone Follow Your Lead?" including
"Mastering Presentation Skills"