

Program:

Erie Canal Harbor Development: 2017 & Beyond

This presentation will tell the story of what has been accomplished and what is in the works centered around the ECHDC's mission statement, which is "Erie Canal Harbor Development Corporation's vision is to revitalize Buffalo's waterfront and restore economic growth to Buffalo based on the region's legacy of pride, significance, and natural beauty."



**Erie Canal Harbor
Development
Corporation**

About the Speaker:

Thomas P. Dee
President, ECHDC

Thomas P. Dee, president of Erie Canal Harbor Development Corporation, is responsible for advancing ECHDC's mission of revitalizing Western New York's waterfront.



Since Mr. Dee has taken the helm at ECHDC, Canalside and the surrounding district has flourished, establishing critical mass and a welcoming environment needed to maintain the momentum of Buffalo's waterfront development. Over the past seven years, ECHDC has dramatically increased its public events at Canalside. Since 2009 it has seen a 4000% increase in events and offerings. In addition to these accomplishments, private investment has been stimulated for the first time in generations along Buffalo's waterfront. To date, over \$350 million of private investment has been inspired by ECHDC's progress.

Before joining ECHDC, Mr. Dee was a Principal at Cannon Design where he oversaw and was responsible for projects worldwide.

A native of Buffalo, Mr. Dee received a bachelor's degree and an Executive Masters of Business Administration degree from the State University of New York at Buffalo. A member of the Leadership Buffalo Class of 2003, he also served on the Darwin Martin House and Cannon Design Board of Directors.

Educational Dinner Meeting
Joint meeting with APICS

**Wednesday,
February 8, 2017**

Salvatore's Italian Gardens
6461 Transit Rd. @ Genesee St.
Depew, NY 14043

5:00 - 6:00 p.m.... Registration,
Cash Bar, Vendor Displays &
Networking
6:00 - 7:00 p.m... Meeting & Dinner
7:00 - 8:00 p.m....Program

Dinner Menu

Entree Choices:

- 1) Sliced Pork with Cran-Apple Chutney
- 2) Bourbon Chicken
- 3) Classic Lasagna (meatless)

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

**Reserve as early as possible
before February 3rd.**

Space permitting, reservations
may be accepted later.

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

*Easy pay in advance with credit
card; call it in.*

***Please cancel if unable to attend.**

EARN (1) CEH

Buffalo Buylines

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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.

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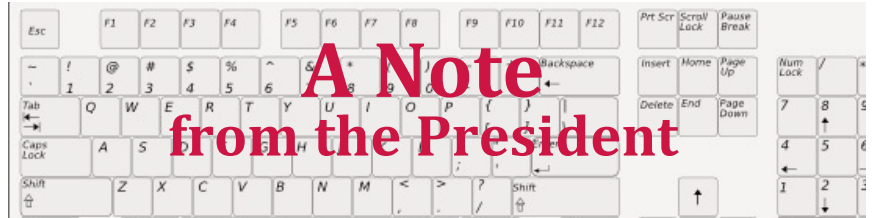
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Dear Members, Colleagues, and Friends,

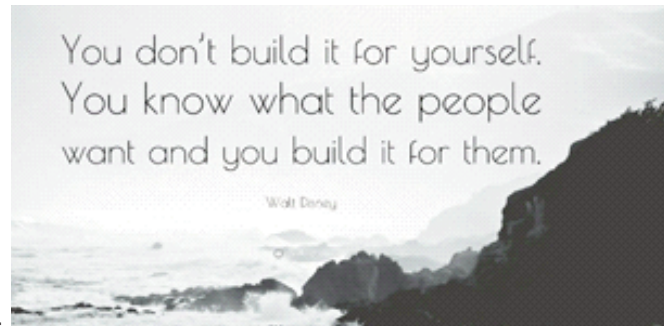
February is just around the corner! Thankfully we have seen a mild winter thus far. We are heading into the home stretch with Spring coming soon. In February we have a joint meeting at Salvatore's with our colleagues from APICS.

We welcome Thomas Dee, President of the Erie Canal Harbor Development Corp. and his program "Erie Canal Harbor Development: 2017 & Beyond." Over the past several years Mr. Dee has been the driving force behind increased events and offerings that have been happening at Canalside.

He has made incredible strides in the revitalization of Buffalo's waterfront. Please join us for an informative evening about where the waterfront development is now and where we can expect it to be in the future. I am excited to hear firsthand of what is in store for Buffalo!

Your Buffalo Board of Directors have been diligently working to secure new venues and get engaging speakers for upcoming events. Expect to see more detailed information soon regarding plant tours and seminars in the coming months. I know many of the membership obtained their CPSM the same time that I did, so there will be opportunities for you to get some of those 60 CEHs needed towards recertification.

If your membership is an Associate level only, you are missing out on some perks from being a Regular member, such as free webinars offered from ISM, to rack up those educational credits.



The national ISM 2017 conference is coming to Orlando May 21-24. Register early to receive your discounted admission. The former Twin Tiers golf outing is coming to Ellicottville's Holiday Valley Resort this June 26. Please keep an eye out for information on that event because availability is limited.

Do you know someone who you would like to nominate for Purchasing Professional of the Year? They do not need to be a member of ISM to be nominated. Deadline is February 28. More details are in this newsletter.

I look forward to seeing everyone at our upcoming events! Your support is appreciated.

Martha Switzer, CPSM
2016-2017 President



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 Martha Switzer, CPSM at mswitzer@nutrablendfoods.com.

The deadline for nominations is February 28, 2017.

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. Alford; Debora Alessi, C.P.M.; Dennis J. Badame, C.P.M.; William R. Ellis, C.P.M.; and Arthur J. Williams, C.P.M.



Certification Review Sessions

Looking to complete the CPSM as part of your New Year's Resolution? Well ISM-Buffalo is here to help you stay on course! We will have a trainer facilitating discussion and assisting you in preparing for the exams. First step is ordering the CPSM Study Guide from ISM national.

We are hoping to start training sessions in February 2017. Before we can give more details (costs, dates, locations, etc), we need to know how many people are interested in taking part. If you would like to be added to a list of possible attendees, please email Nancy (ismbuffalo@roadrunner.com) your intent.

Continuing Education Hours (CEH) will be awarded for participation in the sessions. 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. Good luck!

- Dominic LoTempio, CPSM

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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 welcome 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.

To celebrate Supply Management Month, our **March 8 Executive Night & Vendor Fair at Classics'** will feature up to 15 vendor tables during an extended networking hour prior to our dinner meeting featuring a keynote by prominent Buffalo businessman Bob Rich III. **Only a few tables are still available.**

Also, 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.



DiAnne George
Purchasing Manager
Cannon Design
...welcome back!

Lorraine "Lori" Hoffman
Buyer
Worldwide Protective Products, LLC

Kristy Smith
Purchasing Staff Assistant
University at Buffalo

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

WANTED

ISM-Buffalo is looking for a few good members to lead the organization into the future!

We welcome your contribution of energy, ideas and talents to the association!

Each year, several directors are elected to bring "new blood" to the board with the ability to provide input and be instrumental in launching different programs.

Benefits you receive include the ability to give back, to mentor students, to enhance your resume, gain new experiences, and improve your professional status with your current employer.

Questions? Contact Nominations Committee Members soon: Dominic LoTempio, Deb Hasley, Martha Switzer, or Debbie Pusateri.

2017 Membership Dues Due Feb. 3
Your invoice has been mailed. Renew your membership now. Call 716-648-0972.



Looking Ahead

MARCH 2017 Supply Management Month

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. He is currently researching and preparing a presentation just for ISM on **Socially Responsible Logistics**.



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..

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

Dear Colleagues:

We are excited to present Jack Cook, Ph.D., President of Certified Success, as our speaker for our **joint meeting with ASQ on April 12th** at the Millennium Hotel in Cheektowaga.



Dr. Jack Cook is a professor, speaker, author, and consultant. He is an Assistant Professor of Management Information Systems at the State University of New York at Brockport. His areas of expertise include Supply Chain Management, Lean Thinking, Information Systems, Operations Management and Electronic Commerce. Jack's extensive experience teaching and training over the last two decades includes over one hundred conference presentations and numerous journal articles. He has an entertaining and engaging approach and is known for bringing theories to life, resulting in him being honored five teaching awards.

"We often hear that the only constant is change. I believe that to be true. The changes witnessed in the last decade are humbling."

Dr. Cook holds numerous professional certifications, including CFPIM, CPSM, CSQE, and CSCP.

Reservations are limited by the number of seats available, so book early!

- Jim Austin, Director of Operations



Reach out

to purchasing pros
with an ad.

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

Speakers Include:

David Cameron, Former Prime Minister of the United Kingdom on today's GEOPOLITICAL events & what they mean to you.



General Colin L. Powell, USA (Ret), Former Chairman of the Joint Chiefs of Staff on the ultimate supply and logistics challenge: armed conflict.

<http://ism2017.org/>

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ISM EVENTS OF INTEREST



Wednesday, February 8, 2017

Educational Dinner Meeting & Joint Meeting with APICS

Place: Salvatore's Italian Gardens

6461 Transit Rd., Depew, NY 14043

Speaker: Thomas Dee, President, ECHDC

Topic: "Erie Canal Harbor Development: 2017 & Beyond"

Wednesday, March 8, 2017

Supply Management Month Executive Night

Vendor Fair & Dinner Meeting

Place: Classics V Banquet & Conference Center

2425 Niagara Falls Blvd., Amherst, NY 14228

Speaker: Robert Rich, III, President, ROAR Logistics

Topic: "Socially Responsible Logistics"

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

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.

krysia.soko@gmail.com.

Wednesday, May 10, 2017

Educational Dinner Meeting & Election Night

May 21-24, 2017

ISM International Supply Management Conference

Orlando, FL

Wednesday, June 14, 2017

Installation & Awards Dinner

Monday, June 26, 2017

Golf Outing

Place: Holiday Valley Resort, Ellicottville, NY

Chairman Kurt Keller

welcomes your assistance.

kckeller1@hotmail.com or

contact Nancy at the ISM-

Buffalo office, ismbuffalo@roadrunner.com.



Member Incentives



Have you always wanted to be published? Apply for the 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 28, 2017).

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, ismbuffalo@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 28, 2017 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.