

Celebrate your profession this month! Invite co-workers and bosses to join you for our biggest meeting of the year!

Program:

Logistics Preparedness and Socially Responsible Logistics



Disasters can strike anytime, anywhere. Effective logistical planning for the relief effort following a disaster or crisis begins before the incident occurs. It is a crucial aspect in providing immediate assistance to those who have been affected. In his presentation, Mr. Rich will speak about the role that logistics plays in disaster preparedness and some of the considerations for an effective response effort. Mr. Rich will discuss the concept of "Socially Responsible Logistics" and spotlight an organization engaged in the practice as well as his own company's recent involvement in the relief effort during the Flint Water Crisis.



About the Speaker:

Robert Rich III
President, ROAR Logistics

Bob Rich III was born in Buffalo, New York and has lived here all his life. Bob studied at St. Lawrence University and received his MBA from Canisius College. Bob has served on various boards both locally and nationally related to transportation as well as helping the people and institutions in Western New York and the various communities in which his company operates.

Bob started ROAR Logistics in 2003 and, through the hard work and efforts of he and his team, has grown the company to sales of over \$70M annually with six offices nationwide and agents in over 115 countries. ROAR has been recognized by Business First newspaper for nine years in a row as being one of the fastest-growing companies in Western New York. Bob believes that to be successful in business you have to be a hands-on leader and demand of others what you demand of yourself.

Bob will tell you that most important him are his children Jenna and Eric and his dog Lola. He will also tell you that the greatest advice he ever (jokingly) gave his children was to stay out of the transportation industry.

MARCH 2017

Supply Management Month

Vendor Fair & Executive Night Dinner Meeting

Wednesday, March 8

Classics V Banquets
2425 Niagara Falls Blvd.
Amherst, NY 14228

4:30 - 6:00 p.m.... Registration,
Come early! Vendor Displays,
Hors D'oeuvre,
Cash Bar & Networking
6:00 - 7:00 p.m... Meeting & Dinner
7:00 - 8:00 p.m....Program & Prizes
Bring your business cards!

Dinner Entree Choices:

- 1) Panko Parmesan Crusted Chicken
 - 2) Maple Pecan Glazed Pork Loin
 - 3) Garlic Crusted Tilapia
- (Contact the office in advance with vegetarian or special dietary requests.)*

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

Please reserve with entree choice as early as possible by March 3rd.

Space permitting, reservations may be accepted later.

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

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

EARN (1) CEH

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.

2016-2017 Board of Directors

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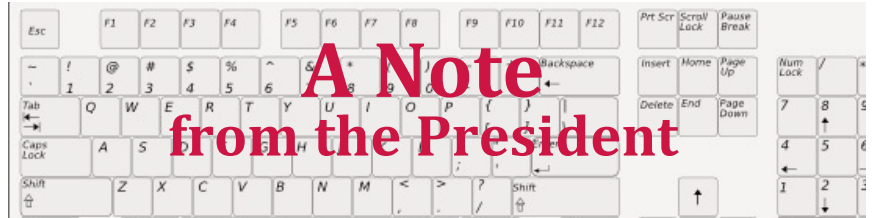
Michael A. Lovelace, C.P.M. (562-0288)

Affiliated with:

Institute for Supply Management
www.instituteforsupplymanagement.org

NY NJ Forum

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



Dear Members, Colleagues, and Friends,

As we March into some great weather with a Spring in our step, thawing out from the winter, we know that there are brighter days ahead. In honor of March being celebrated across the globe as Supply Management month, we are having our annual vendor fair and executive night on Wednesday, March 8th, in Amherst, at Classics V. I am very excited about this event! It's always a fun occasion. Be sure to invite all your colleagues to come out for an enjoyable evening. We will be raffling off some prizes so bring your business cards!

Thank you to all of our participating vendors: Jamestown Container, Office Depot, Mid-City Furniture, Kraftwerks, Corr Distributors, Cascades Containerboard Packaging, Ecotech Office Environments, Minoritech/Grainger, Constellation Energy, National Fuel Resources, Philpac, Doritex, M&T Corporate ReUse, Nut & Bolt Fastening Solutions and W.B. Mason.

March is also top management night when we not only try to encourage bosses to attend, but we hear from a "top manager" from a successful local company with a keynote address. This year, it is my great pleasure to welcome, Robert Rich III, of the Rich Products' family, President of ROAR Logistics. Mr. Rich has been working on a program just for this occasion and we eagerly anticipate hearing him speak.

It is not often that our organization focuses on the subject of logistics. Please come out and show your support for ISM and Mr. Rich, as he discusses Socially Responsible Logistics and highlights how he leveraged his logistics company to be of service in times of crisis. I am looking forward to a great turn out for this event. I will see you there!

Lastly, I am pleased to announce the appointment of Katie Dzielski of Multisorb Technologies as Director of Membership effective immediately. This is a critical position that I am very happy to have filled. Katie has been a regular attendee of ISM events and is always willing to lend her support to the organization...and she does so with a smile. Please join me in welcoming Katie to the board! We appreciate your support.



Martha Switzer, CPSM
2016-2017 President

Mark your calendars; stay tuned for detailed information.



Supply Chain Management (SCM) Symposium
Friday, May 5, 2017 ♦ 8am-4pm

Subjects to include:

Supplier Relationship Management and more.



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

SOCIAL MEDIA COORDINATOR NEEDED

Vendor Fair Participants

March 8 from 4:30-6:00 pm
at Classics V Banquets

Please Support Them!



CASCADES CONTAINERBOARD PACKAGING
4444 Walden Ave. • Lancaster, NY 14086
(716) 651-2000

Contact: Jackie Wattie, Sales Consultant
Email: jackie_wattie@cascades.com
<http://www.cascades.com>

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ready.



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(716) 627-1182

Contact: Mike Farrell, Sr. Business Devel. Mgr.
Email: mike.farrell@constellation.com
<http://www.constellation.com>
Energy price risk management.



CORR DISTRIBUTORS, INC.
89 Pearce Ave. • Tonawanda, NY 14150
(716) 873-8323

Contact: Ed Corr, Vice President
Email: ecorr@corr distributors.com
<http://www.corr distributors.com>

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(716) 684-6600
Contact: MaryBeth Otremba, Sales Group Leader
Email: marybeth.otremba@doritex.com
<http://www.doritex.com>

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full-service provider for
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• Williamsville, NY 14221
(716) 580-3725
Contact: Les Switzer 876-0185
Email: lswitzer@eoesolutions.com
www.eoesolutions.com



Ecotech is proud to offer the following: new, used, and remanufactured office furniture sales; complete office decommissioning; rental and leasing programs; furniture buyback programs; project management; national product locator services; design and interior space planning; installation; and more!

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2775 Broadway St., Ste. 150 • Buffalo, NY 14227
(716) 651-3700

Contact: Larry Hudson, VP Sales & Marketing
Email: LJ.Hudson@jamestowncontainer.com
<http://www.jamestowncontainer.com>



Jamestown Container provides custom corrugated, foam and plastic packaging, litho-laminated and labeled retail cartons, expert design support, shipping and safety supplies, and contract packaging services.

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Email: annmariez@kraftwerks.net
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Email: dblady@mtb.com
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Email: steve@midcityoffice.com
<http://www.midcityoffice.com>

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Vendor List continues on next page...

More vendors at March 8 Vendor Fair...

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Contact: Richard Marcaida, Sales Rep
Email: RJ@Minoritech.com
<http://www.minoritech.com>

Manufacturer of converted and fabricated products and solutions for a wide variety of industries. We've facilitated the distribution of both domestic and offshore manufacturing components for OEMs, supplies and chemicals for MRO and R&D marketplace, raw and converted materials, and medical and laboratory equipment, and AV equipment.



Sharing table with...

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(716) 220-5884

Email: melissa.stroka@grainger.com
<http://www.grainger.com>



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NATIONAL FUEL RESOURCES INC.

165 Lawrence Bell Dr., Ste. 120

• Williamsville, NY 14221

(716) 630-6719

Contact: Katie Wolf, Marketing Director

Email: kwolf@nfrinc.com

<http://www.nfrinc.com>

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(716) 882-1568

Contact: Dean Kempf, General Manager

Email: dkempf@nbfastening.com

<http://www.nbfastening.com>

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♦ Ronald White, Business Development Manager
(585) 729-0441

Email: ronald.white1@officedepot.com

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PHILPAC CORP.

1144 Military Rd. • Kenmore, NY 14217
(716) 875-8005

Contact: Gus Hermann, Sales Consultant

Email: gus@philpaccorp.com

<http://www.philpaccorp.com>

Manufactures and distributes a complete line of packaging and shipping products -- corrugated, foam, crates, pallets, supplies and equipment.



W.B. MASON CO. INC.

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<http://www.wbmason.com>

♦ Ken Pelletier, Account Executive

ken.pelletier@wbmason.com

(716) 909-5756

♦ Matt Hover, Branch Manager

(508) 436-8649

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Bring Business Cards for Drawing Entries



Thank You

to these companies for co-sponsoring
the networking reception along with us!

- ♦ Doritex Corp.
- ♦ M&T Corporate ReUse
- ♦ National Fuel Resources
- ♦ Office Depot

Professional Placement Committee Report



Looking Ahead

Your membership gets you a unique benefit. Employers looking to fill supply chain positions within their companies reach out to our association for qualified candidates. They recognize that as a member of ISM-Buffalo you are interested in enhancing your professional development and staying abreast of industry trends. Perhaps you've even achieved certification that shows your higher level of commitment. So, they go straight to the source of good candidates.

So, when hiring managers contact us, do you want a foot up on the competition? If you are interested in looking for a new position or exploring our options, please send your resume to Heather Leising at hleising@noco.com.

Heather will hold your resume and contact you directly if she knows of an open position and thinks you may be a good fit. She will then pass the information onto you so you can contact the hiring company. All of this is done in complete confidentiality.

If your company is hiring, or if you know of an open position in supply chain management fields, pass that information along to Heather as well.

Wednesday, April 12
Millennium Hotel, Cheektowaga

Speaker: **Jack Cook, Ph.D.**
President of Certified Success

Subject: **Supplier Risk Management**



Dr. Jack Cook is a professor, speaker, author, and consultant. He is an Assist. Professor of Management Information Systems at SUNY 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. Dr. Cook holds numerous professional certifications, including CFPIM, CPSM, CSQE, and CSCP.

- Jim Austin, Director of Operations

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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



Patrick Derleth
Vice President
East Side Machine Inc.

Jennifer L. Quarcini
Purchasing Manager
Mirion Technologies (Conax Nuclear)

Holly Russell
Fleet Operation Specialist
NOCO Incorporate
Welcome back!

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



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 May, 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.

Not sure about the board? Contact us about helping out on a committee such as Membership, Golf Outing, Program and Marketing.

ismbuffalo@roadrunner.com

ISM EVENTS OF INTEREST



Wednesday, March 8, 2017

Supply Management Month Executive Night
Vendor Fair & Dinner Meeting

Place: Classics V Banquets

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

Friday, May 5, 2017

SCM Symposium: Full Day of Seminars & Workshops

Wednesday, May 10, 2017

Educational Dinner Meeting & Election Night



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, 648-0972 or
ismbuffalo@roadrunner.com.



A look at some recent ISM events...

K-TECHnologies tour
on January 26--

Right: Jessica Bartolotti
& Josh Klemann from
Ivoclar Vivadent.

Below: Bruce Izard of
M&T Bank & Bob
Kostran, Watson
Bowman Acme.



February 8th dinner meeting
at Salvatore's where
together with APICS, over
90 people enjoyed a
presentation by Tom Dee
of ECHDC.

Top Photo:

Karen Nendza, CPSM,
CPSD of University at
Buffalo (on left) accepts her
framed CPSD certificate
from President Martha
Switzer, CPSM.
Congratulations Karen!



Bottom Photo:

Kristy Smith of University at
Buffalo (on left) is presented
with her membership
certificate by President
Martha Switzer, CPSM.
Welcome Kristy!

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