

## President's Retrospective

I'd like to thank everyone for coming to Banchetti's tonight to show your support for our incoming President, Deb Hasley, to recognize the incoming and outgoing Board of Directors, and congratulate our deserving award recipients.



Deb has a great group of people on her board this year. Under Deb's leadership, I am confident that our association is going to be better than the last year has been. She's already made some strategic changes to our executive structure, which will greatly benefit the organization. I am hopeful that we can keep that momentum for a successful path into the future for many more years to come.

You haven't seen the last of me. I'll be here on the Board of Directors, supporting the organization in whatever capacity is needed. I am very grateful to have been able to serve as your President. It has been a wonderful learning opportunity and a year of substantial personal growth for me as well.

On the topic of learning and growth, I would like to take a moment to share a little bit from a recent interaction that resonated with me. I met with our May speaker, Professor Hayden recently who said that he felt that he had a duty to students and young professionals to assist them in their education because "they are the future CEOs" and leaders sitting before him.

What a fantastic thought. What a fantastic way to look at your profession, at students, at people whom are not yet at their definitive "peak". To look at these faces and say to yourself, I have a responsibility to work for them, to help these leaders on their path to do great things. Such a simple concept. Such a huge obligation. Surely, he didn't have to take that level of personal ownership in such a grandiose way.

It's clear that he has a passion for what he does and it shows. The example that he sets is inspirational. Professor Hayden may not have realized that I was going to leave with that thought in my head or that it was so purposeful to me at the time, largely because I just kept rambling on...or as he put it, "You're good for 20 minutes on the wrong phone number".

All of us on the Board of Directors, all of us in this room today, and anyone reading this paragraph, needs to remember that WE work for our membership and WE have a responsibility to each other to promote and educate those around us about our chosen profession. Neither Deb, nor I, nor any one person should be expected to act alone. We are stronger together. Supply Chain is a profession that keeps growing with more and more opportunities opening up every year. It's such a wonderful and varied field. It is such an exciting time!

There are jobs in every industry. There are clerical roles all the way up through Chief Supply Officer. Our profession is finally being recognized as being more than just a clerical or administrative role. We see technical roles within supply chain on the rise. We see executives finally understanding the need for strategic management in their purchasing teams.

I am proud to be a part of this profession. I am proud to have been a part of this organization for the past decade. I am proud for the opportunity to stand alongside such a great group of people.

I'm not exactly sure where my path will lead in the future, with the lessons that I have yet to learn, the challenges that I have yet to face, or the opportunities that I have yet to discover.

However, one thing I know for certain. Wherever I go or whatever I do, I want to be in an environment that supports, educates, develops, inspires, and empowers people to be their best selves. We are all deserving of that. We are all capable of great things and ISM has been a big part of that development for me. Thank you for being a part of my journey.

Martha Switzer, CPSM  
ISM-Buffalo President 2016-17

### Within this issue:

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## Buffalo Buylines

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### Mission Statement

The Mission of ISM-Buffalo, Inc. is to advance the supply management 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.

### 2017-2018 Board of Directors

#### PRESIDENT

Deb Hasley, CPSM (408-0152)

#### PRESIDENT-ELECT

Position Open

#### SECRETARY

Julie Cross, CPSM (774-0363)

#### TREASURER

Bruce Izard, MBA (840-7977)

#### AFFILIATE SUPPORT DIRECTOR

Martha Switzer, CPSM (374-2984)

#### DIRECTOR OF PROGRAM

Craig Hooftallen (645-4572)

#### DIRECTOR OF OPERATIONS

Jim Austin, CPSM (645-2632)

#### DIRECTOR OF MEMBERSHIP

Katie Dzielski (408-0132)

#### DIRECTOR OF MARKETING

Heather Leising (614-1220)

#### COUNSELOR AND ADVISOR

John Domres, Sr., C.P.M. (667-6241)

#### EXECUTIVE DIRECTOR

Nancy Boyd Haley (648-0972)

### Major Committee Chairs

#### PROFESSIONAL PLACEMENT

Heather Leising (614-1220)

#### BUSINESS SURVEY

Dr. Randall Cragun

([rcragun@niagara.edu](mailto:rcragun@niagara.edu))

#### WEBMASTER

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

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[www.instituteforsupplymanagement.org](http://www.instituteforsupplymanagement.org)

#### NY NJ Forum

[www.mypurchasingcenter.com/purchasing/profiles/ism-new-york-new-jersey-forum](http://www.mypurchasingcenter.com/purchasing/profiles/ism-new-york-new-jersey-forum)

## Awards Presented at June Dinner Meeting:

### CARL F. GREEN MEMORIAL AWARD

The Carl F. Green Memorial Award was established in 1983 to recognize and honor the "unsung heroes" who have contributed time and talent to the continued growth of ISM Buffalo. All current and past members of the Buffalo Association are eligible except presidents and recipients of local, district or national awards.

As a recent addition to our ISM membership, Katie Dzielski has always been willing to lend a hand to our organization. She has provided assistance to us at our dinner meetings by helping at the registration table and by soliciting new members, all done with a smile and a friendly demeanor.



This year, Katie advanced both within the supply chain profession and also within ISM by coming on the board as our Director of Membership. Congratulations to our Carl F. Green Memorial Award winner, our unsung hero, Katie Dzielski.

### THE PRESIDENT'S AWARD FOR EXCELLENCE

This award was established in 1992 in recognition of noteworthy performance in the best tradition of "Doing things right the first time" and exemplifying a Total Quality Spirit.

**James Austin, CPSM**, in addition to being the extremely dependable in extending his commitment to ISM-Buffalo, has always sought to brainstorm on ways we could make improvements to the organization, whether that be a new venue, new program, or a fun idea to generate interest from the membership.

He's filled in gaps in whatever function was needed. Jim promoted us on social media; got suppliers to participate and donate to our events to generate revenue; and petitioned his colleagues and students to attend our meetings.

Very well spoken, Jim always takes an opportunity to speak to our membership at meetings or submit an article in the newsletter. He can be counted on to network and spread the word, creating greater visibility of our organization within the community.

Even during the times when the weather or other obstacles have been against us, Jim's been there and helped us press on. It is that level of dedication to our group that is necessary to guarantee our ability to survive. Prices for venues increase year over year and our membership is declining because of the lack of company funding, a retiring workforce, and perhaps a general lack of awareness and interest from local professionals.

He has continually challenged us to do more and to do better, always acting in the best interest of the organization. Our group is very lucky to have this example of Total Quality Spirit representing our association. ISM Buffalo is pleased to present The President's Award for Excellence to **James Austin**. Thank you and congratulations!

Martha Switzer, CPSM  
ISM-Buffalo 2016-17 President



## Association Awards Scholarships

William J. Gamble was a charter member of the Purchasing Agent's Association of Buffalo and later was awarded honorary membership in recognition of his exceptional service to the purchasing profession at local, district, national and international levels. He was noted for his unfailing kindness, graciousness and courtesy toward all of whom he came in contact with, he exhibited a deep and sincere interest in his fellow man regardless of race, creed or color and he consistently advocated and promoted purchasing education and purchasing as a profession.

In honor of William J. Gamble, a scholarship is made available each year, funded by the annual golf outing, and the student or students who most closely exhibit the traits that Mr. Gamble has set forth may be selected for this scholarship. The William J. Gamble committee has the very important job of selecting any scholarship winners. This year, the decision was too close to call, therefore the Gamble committee decided to divide the award between two worthy students.

In alphabetical order:

Our first winner is Melanie Izard, daughter of Bruce and Denise Izard. Melanie attends American University in Washington DC, and her major is International Studies/Spanish Language/Latin American Studies. She expects to graduate in December 2018. Her volunteer experience includes being part of the Community Based Research Scholars program at school; she volunteers as a tutor at the Latino Student Fund and also at the Lucky Dog Animal Rescue shelter in DC.

Our second winner is Jaimie Pusateri, daughter of Debbie and Ed Pusateri. Jaimie attends Medaille College where she is planning to graduate with an MBA in Business Administration in December 2017. She volunteers for Habitat for Humanity; works with Junior Achievement-providing financial education to students, and also at Evergreen Health Service/Aids Walk where she volunteers at their events and assists with handing out awareness packets.

Congratulations to our scholarship winners!

Barbara L. Arber, C.P.M.  
Gamble Committee Member



*Pictured: On left is Melanie Izard and on right is Jaimie Pusateri.*

*Pictured at right, from left to right are: Dominic LoTempio, CPSM; Brandon Jones, CPSM; and Martha Switzer, CPSM. Dominic and Brandon were presented with outgoing board clock/plaques.*



## 2016 William J. Gamble Award Presentation to Brandon Jones

When you read the legacy of William J. Gamble and the reasons why the Foundation and ultimately the Award and Scholarship were formed it is clear that the person that wins this very prestigious award given by ISM-Buffalo comes with unparalleled credentials in our industry. The 2016 William J. Gamble award winner is no different than those that came before.

- The recipient of the William J. Gamble award for 2016 has been a member of ISM-Buffalo since 2007.
- This person immediately took the initiative to attain the C.P.M. certification which was awarded in 2009.
- Was awarded the President's Award for Excellence in 2013 by then President Debbie Pusateri.
- Did a year on the 2012-2013 board as Director of Professional Development. Then was slated to be President-Elect but at the beginning of the 2013-2014 Program year, the President needed to step aside for personal reasons and this person took over the organization. He was lucky enough to hold the office of President for 2 years.
- Our recipient has a long history in the field of supply chain at various manufacturing firms within WNY. There is even certification in Lean Six Sigma thrown in there for good measure.

On behalf of the 2016 William J. Gamble Committee it is an honor to present the 2016 William J. Gamble Award to Brandon M. Jones, CPSM, C.P.M.

John Domres, Sr., C.P.M.  
Gamble Committee

*Pictured: Brandon Jones, CPSM on left receives plaque from John Domres, C.P.M.*





## Incoming President's Address to the Members

*Deb Hasley's Speech, June 14th*

I'd like to begin by saying "Thank You" to all of our ISM members for the honor of nominating and electing me to be your President for the upcoming program year.



In reflecting on my years with NAPM/ISM, I have a vivid memory of being a shy/scared girl 20 years ago walking into my first meeting. I didn't know a soul. Art Williams (as many of you will remember fondly), came up to me and introduced himself, introduced me to some members, and made sure I had a place to sit for the dinner at his table. That night Art asked me if I wanted to volunteer in the organization and invited me to join the Professional Development Committee (also known as Pro-D). I wanted to get involved, however, I wanted to find out more about the organization and what it had to offer.

Each month I went to the dinners and sat at different tables to meet new members, and over the years I have met so many wonderful people. At the last dinner of that year, Art came up to me again and asked if I was ready to volunteer. He said that he would love for me to join the Professional Development committee...and so my journey began.

Through Pro-D I worked many years with Barb Arber, Dave Gardner and Beth Wruck who became my friends and mentors. I don't see them much outside of ISM, however, if any of us need anything, we know we can depend on each other -- and we have.

I Have Two Goals for My Presidency:

My First Goal is Membership. When I joined NAPM in 1997, there were 381 members. Today we are at 179 members. That means in 20 years we have lost 202 members (an average of 10/yr). Last year we did not have a Director of Membership. Katie Dzielski has stepped up and accepted this position for the next two years with a lot of enthusiasm. Katie has energy and can talk with anyone (that's a good thing!). Katie, I have a challenge for you. ISM's challenge is for you to get 10 new members by the end of 2017. With this challenge to Katie, I am also challenging ALL of our members -- when a new or prospective member comes to a dinner meeting, we ALL need to make them feel comfortable, like Art did with me. If you see someone sitting alone or with no one to talk to, please say "Hi" and introduce yourself. That is critical to us getting/keeping members and volunteers.

My Second Goal is Program. Craig Hooftallen has stepped forward to become our Director of Program. Craig has some tough shoes to fill, as we have had some wonderful speakers and symposiums over the years. We are always looking for ideas and contacts -- if you have any, please contact Craig or anyone on the board to pass that info along.

I am blessed to also have the rest of the board by my side:

- Along with Katie and Craig, we also welcome another new board member this year, Heather Leising (Director of Marketing).

And we welcome back:

- Martha Switzer (Affiliate Support, Past President)
- Julie Cross (Secretary)
- Jim Austin (Director of Operations)
- Bruce Izard (Treasurer)
- And of course Nancy Boyd Haley as our Executive Director (She is truly the backbone of this organization.)

I thank you all for volunteering to serve on the ISM Board and I am excited to work with each and every one of you. We still have the position of President-Elect open, so if anyone is interested, please see me.

I am thrilled that John Domres has accepted the position as my Counselor and Advisor. Through ISM I have worked with John in the past, and he has given so much to this organization over the years. He is a true asset to ISM.

In addition, I'd like to thank Debbie Pusateri, Martha Switzer, and Nancy Boyd Haley who have worked with me over this past year to get me ready to move into the Presidency.

Lastly, I would like to take this time to thank my fiancé, Bob, for supporting me, my profession and my presidency of ISM.

In closing, I promise to do all I can to lead this organization successfully through the year ahead. I am delighted to have such a wonderful team to work with.

Debra A. Hasley, CPSM/C.P.M.  
2017-2018 ISM-Buffalo President



The 2017-18 Board/Leadership Team assembled, left to right: Heather Leising; Katie Dzielski; Jim Austin, CPSM; Craig Hooftallen; Martha Switzer, CPSM; Bruce Izard; and Julie Cross, CPSM. Not pictured, Deb Hasley, CPSM; John Domres, C.P.M.; and Nancy Boyd Haley.

The former President and board of directors member of ISM-Buffalo talks about his path into the field of Supply Chain Management and his current position with the University at Buffalo.

**After reading about what you do, you seem like you have a cool job but I still don't really understand what you do. Is there any way you can break that down for me on a day to day basis?**

I can try; I'm kind of all over the place. I don't really focus on anything anymore; it used to be where I would just basically do a lot of contracts.

**How long have you been at UB?**

Six years in August. I still do contracts & RFP's, and then I also work on a lot of these odd and ends projects, anything that comes up that's a little different, usually gets sent over my way. Like one of them is the cafe for our downtown building, you know, why purchasing would be involved with helping put a cafe in a building I'm not sure, but that kinda fell on us to take care of. Or we had to get rid / sell a bunch of equipment a few years ago, UPS equipment, a couple generators, a 30' cooling tower and stuff like that. I worked with brokers to figure out how we could offload some of this equipment. It seems like whenever no one knows what to do with something it gets sent to the purchasing department.

**What does your purchasing dept. look like?**

We have the Assistant VP, Dan Vivian, that runs the department, Procurement Services. Underneath him is a director or two, the senior staff and our assistant staff.

**Are you guys broken apart by commodity or just by first come first serve?**

Commodity, we have teams, so I don't have a team, I report directly to Dan and that's part of the reason I get a lot of the miscellaneous stuff. All of the others have teams that they operate with. So there's tech team, a scientific team, an office supply team that handle printers printing services and a bunch of other misc. stuff. We have a capital equipment team which handles our large scientific multi-million dollar MRI purchases, stuff like that.

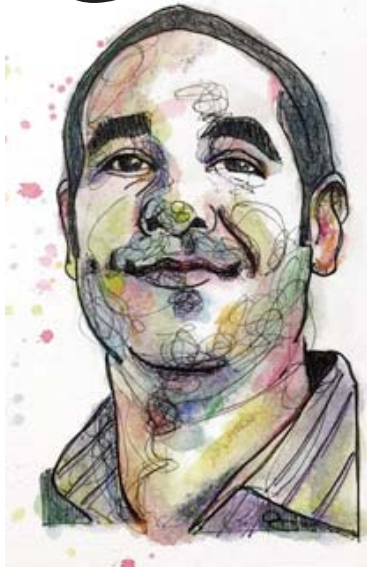
**Now do you just focus on UB or are you SUNY-wide? Are you connected to other places?**

Kind of both, there are 64 campuses within the SUNY structure, so we get some direction from SUNY and we work with them often, but we are our own university, so everything we do here we do for ourselves, but we do coordinate and are in constant contact with SUNY central.

**How did you get started in this?**

I worked in some retail management and operations management positions after I graduated with my bachelor degree, and part of my job was sourcing and negotiating contracts, and I

# Q & A



## Dominic LoTempio, CPSM

*Six Sigma Certified Black Belt*

Procurement, Business Services  
Operations Management and  
Strategy, School of Management  
University at Buffalo

By Matt Swanekamp, CPSM

liked it so I ended up going back to get my master's degree in supply chain here at UB. Once I graduated with that, I ended up applying here on recommendation and was hired.

**I haven't met too many people that went through that program at UB, what were your thoughts on it?**

I liked it because it was a 1 year focused master degree program through the school of management. What I tell people is, if you don't have a lot of work experience or are unsure of what it is you want to do, you go get an MBA, which is a 2-year program with a focus on marketing or supply chain but you also get more wide-range experience. If you have work experience and you already know what it is you want to do, they have 1 year master's programs, that's focused. I already knew what I wanted, so I went there.

**You would recommend it to other people?**

Yes, I actually have been teaching in it for the last 5 years. I teach Purchasing and Supply Management, so it's a purchasing specific class.

We focus a lot on the general buying process and experience, contracts, negotiating and overall business etiquette.

**Did you get involved in the teaching just through the contacts you made when you were going there?**

One of my objectives going through the program was to get a master's degree, work and eventually try to get a part-time teaching job because I enjoy teaching. It's something I've done in the past, teaching employees was part of my job at a couple places. I let my director of the program know that if a position was ever available I'd be interested, thinking that it would be a couple years down the road, but it opened up pretty soon and they brought me on to teach the class.

**In a lot of other fields, in sales, engineering so-forth, there's a pretty established career path of what you normally see people progress on. Supply Chain, I've never really seen it that way, you're 6 years in and doing some teaching, what do you see as your future career path or for someone in your shoes?**

In supply chain or specifically sourcing, I see two career paths, and I agree that it's not as structured as a lot of other industries. I've seen it where once someone gets to that senior buyer position, there are people that like to go off and focus on becoming an expert in certain commodities and they don't really want to manage. The other path is for those that want to get into management, managing procurement or sourcing or logistics departments. That's kind of the route I'm looking to go, down the line, whatever it is, manager, director, VP.

**Could you pick out 1 project that was somewhat unique or interesting in the past year, and walk through how it got on your plate and the steps you took to execute through completion.**

I'm the project manager for a software implementation for the university, which typically wouldn't be a purchasing person. That's what I've been spending 15-20 hrs a week on for a few months. It's for a travel and expense software called Concur, we're implementing that for the entire university to use. We're ready to go live with that in a couple weeks and be effective Jan 1. That's going to replace our paper process for all personal reimbursement and we have 3 funding sources here, so that means we have 3 different work flows that we need to work into the system, 3 different ERP systems that it needs to talk to and so forth. That's been interesting to work with IT, SUNY central as well RF Central (research foundation). We have 3 funding sources here, state funds which comes from SUNY, research funds which come from the research foundation - the grant money that comes in and then we have private funds which is the university foundation. Depts have access to all those different fundings depending on their roles in the university. Our core team of 12 has been working on implementing that along with a team from Concur.

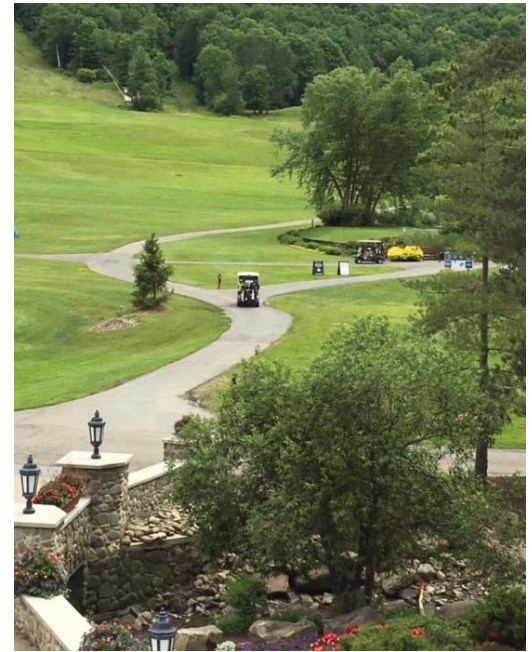


# ISM-Buffalo's Golf Outing... a Big Success!



The 26th annual ISM-Buffalo Buy/Sell Golf Outing was enjoyed by approximately 150 people on June 26th at Holiday Valley Resort in Ellicottville. Special thanks to our sponsors listed below and all those who attended. Proceeds of the outing support our scholarships with a portion to Mercy Flight.

**Golf Committee:** Kurt Keller, Chairman; Melanie Austin, Andy Kurcsics, Debbie Pusateri, Deb Hasley, Nancy Boyd Haley, Bruce Izard, and Martha Switzer.



## A big THANK YOU to our sponsors!

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Triad Plate Products  
Tyoga Container Co.



Photos from top:

- 1) Bruce Izard, M&T Bank (center) with his golf partners Glenn Kjewski and Chris Conant from CDW.
- 2) The beautiful Double Black Diamond course view from the dining room.
- 3) Andy Kurcsics, Partners Packaging, with Melanie Austin, Arvos, and her husband Jeff.
- 4) Time-Out at the Cabana Bar with Rich Brandon, Case Cutlery; Deb Hasley, Multisorb; Kurt Keller, Keller Sales & Procurement; and Melanie Austin, The Arvos Group.
- 5) Over 50 different items for the Chinese Auction on display.
- 6) The lucky winner of a golf bag donated by Try-It Distributing.



**What:** ISM-BUFFALO, INC SUMMER SOCIAL  
**When:** Wednesday, August 2nd 2017  
**Where:** Buffalo Brewing Company  
 314 Myrtle Avenue  
 Buffalo, NY 14204  
**Time:** 6pm  
**RSVP:** July 28th  
**Cost:** \$25 per person



<http://www.buffalo-brewing-company.com/>

ISM-Buffalo, Inc. invites you to join us for a summer social event at Buffalo Brewing Company in Larkynville. Owner John Domres Jr will give of us a brief history on the brewery as we sip samples of Buffalo's latest addition to the craft beer scene.

In addition to the samples, food will be provided. Further pints and growler fills can also be purchased.

*Guests are welcome!!* Space is limited so please RSVP to ISM Buffalo [ismbuffalo@roadrunner.com](mailto:ismbuffalo@roadrunner.com) or (716) 648-0972 by July 28th to secure your spot. Checks payable to ISM-Buffalo, Inc., PO Box 888, Hamburg, NY 14075-0888 or Cash, MasterCard, Visa or Discover payments accepted in advance.



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# Calendar of Events

ISM Summer Social Event  
**Wednesday, August 2, 2017**  
Buffalo Brewing Company