

MARCH 2018

Supply Management Month

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

Program:

"Selling Purchasing to Your Internal Customers"

Humility is a wonderful thing, but in the workplace, getting credit for all of your efforts takes a little more extra work. Many would be uncomfortable to shout "look what I did" as one can certainly be perceived as arrogant, self-centered, or not a team player. However there are many subtle ways to communicate your efforts, ideas and accomplishments through everyday practices. Take a tour through a quick look at communicating upward through these simple steps.



- Keys to growing your own personal development
- The rewards for good planning
- The 3 Piles - Getting time to think and act on change
- Best practices to "Communicate Upward"
- Leadership Challenges in 2018 and beyond

About the Speaker: Jim DeFilippis, VP/GM
NOCO Energy Corp.

Entrepreneurial leadership executive with over 40 years' experience managing sales, marketing, operations, personnel, procurement, vendor relations, and merchandising. Specifically at the district, regional, and corporate level for start-up, family owned and established retail corporations.

Jim was born and raised in Morristown, NJ. In 2003, while working as a Director at Giant Markets in Carlisle PA, Jim was relocated to the Buffalo Market where he served as the VP of Operations for Tops Markets. For the past 5 years Jim has served as the Vice President and General Manager of locally owned NOCO Energy Corp.

Earlier in his career Jim held positions as Director of Produce for Kings Supermarkets, and Shop-Rite Supermarkets in New Jersey. Additionally he owned and operated his own food businesses for 13 years.

Vendor Fair & Executive Night Dinner Meeting

Wednesday,
March 14, 2018

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

4:30-6:00 p.m.... Registration,
Vendor Tables, Networking,
Cash Bar, Hors D'oeuvre
6:00-7:00 p.m... Meeting & Dinner
7:00 - 8:15 p.m....Program & Prizes

Dinner Entree Choices

- 1) **Beef Burgundy** with egg noodles in red wine reduction with green beans
- 2) **Chicken Capellini** with angel hair pasta and vegetables
- 3) **Stuffed Filet of Sole**, crabmeat dressing rolled in Dover sole, bechamel sauce with rice pilaf and green beans
- 4) **Broccoli Tomato Bow Tie Pasta**, tri-colored pasta with tomato, broccoli, scallions and parmesan cheese in a light garlic & oil sauce

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

Reserve early – by March 9th*

*Space permitting, reservations may be accepted later.

ismbuf@ismbuffalo.com

or (716) 648-0972

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

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: ismbuf@ismbuffalo.com
www.ismbuffalo.com

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 (855-6515)

AFFILIATE SUPPORT DIRECTOR

Martha Switzer, CPSM (374-2984)

DIRECTOR OF PROGRAM

Craig Hoofallen (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)

WEBMASTER

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

Affiliated with:

Institute for Supply Management
www.instituteforsupplymanagement.org



President's Message



Dear Members, Colleagues, and Friends-

March is Supply Management Month. We are having our annual vendor fair and executive night on Wednesday, March 14th in Amherst at Classics V. Our February dinner was also at Classics V and the food was outstanding! Be sure to invite all of your colleagues to come out for an enjoyable evening. In addition, we will be giving away some prizes as we re-institute the vendor fair passports.

Our speaker for this most important month in Supply Chain will be Jim DeFilippis, Vice President of NOCO Energy Corp. This carries on our tradition of having a speaker from a successful locally-owned and grown company.

Thank you to all of ISM's participating table top vendors once again supporting us. You can see the write-ups on each company on pages 3-4. Whether you attend on March 14th or not, please consider patronizing our supporters!

For our February dinner, we had a joint meeting with APICS. In May we'll be joining with ASQ members on May 17th. It's great to see our supply chain friends and continue to build extending relationships.

Along with March, comes time for our nominations for Board Members. Important spots to fill are President-Elect and a new President, who would assume the head role immediately in May 2018. Please contact myself, Nancy Boyd Haley or Martha Switzer if you are interested in a position on the board or even on a committee.

The William J. Gamble Memorial Scholarship applications are available now. This scholarship (of up to \$2,000.00) is awarded to members, spouses, their children, grandchildren or nieces/nephews. Deadline for submissions is April 1st. It's never too early to begin the process for submitting your applications. Contact Nancy at our office for the application.

Our program committee is pulling together the rest of our programs for the year including dinner speakers, seminar presenters and plant tours. Watch for more information soon!

Finally, please help expand our network by sharing membership information with colleagues and suppliers. Contact Nancy at our office ismbuf@ismbuffalo.com for more information.

See you all on March 14th!

Deb Hasley, CPSM/C.P.M.
2017-2018 President



NEW EMAIL ADDRESS:
ismbuf@ismbuffalo.com

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



ISM- Buffalo Vendor Fair Participants

March 14 from 4:30-6:00 pm at Classics V Banquets



716 PROCLEAN
6575 Transit Rd. • East Amherst, NY 14051
(716) 730-1001
Contact: Sue Eulrich
Email: info@716proclean.com
<http://www.716ProClean.com>

Your one call cleaning solution: janitorial, crime/trauma/
hoarder clean up,
bio-hazard
remediation, real
estate preparation, and much more.



**BBG2GO MEAL PREP SERVICE
& BUFFALO'S BEST GRILL & CATERING**
4510 Lake Ave. • Blasdell, NY 14219
(716) 545-1517

Contact: Julie Baun
Email: order@bbg2go.com
<http://www.bbg2go.com>

BBG2GO is a fresh, weekly meal prep
service featuring \$6 fit meals and \$6 fast
meals, desserts, soups and more!



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

Contact: John Boardway
Email: john_boardway@cascades.com
<http://www.cascades.com>

Designs and manufactures
corrugated packaging solutions.
On display, corrugated packaging
products, industrial and retail
ready.



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>

Corr Distributors is a 90+
year old family business
that distributes
sustainable cleaning
equipment and supplies.



CULLIGAN WATER
31 Lewis Road • Akron, NY 14001
(716) 542-4500

Contact: Tom Herberger
Email: tomculliganman@roadrunner.com
<http://www.culligan-watertreatment.com>

Culligan commercial/
industrial water treatment. **better water. pure and simple.™**



HOVER NETWORKS INC.
40 Gardenville Pkwy. • Buffalo, NY 14224
(716) 458-1865

Contact: Dylan Quinlan, Sales Executive
Email: dquinlan@hovernetworks.com
<http://www.hovernetworks.com>

Buffalo's largest cloud based phone system provider. We
have set ourselves up to provide a com-
pletely different customer experience.
We take pride in solving your business
communication challenges.



KAMAN INDUSTRIAL TECHNOLOGIES INC.
245 Cooper Ave. • Tonawanda, NY 14150
(716) 874-7565

Contact: Tony Capizzi, Account Mgr.
Email: anthony.capizzi@kaman.com
<http://www.kamandirect.com>

Kaman offers immediate access
to any power transmission or
motion control component for
MRO or OEM use, all from a
single source.



KRAFTWERKS
92 Cooper Ave. • Tonawanda, NY 14150
(716) 876-9000

Contact: Ann Marie Ziske
Email: annmariez@kraftwerks.net
<http://www.kraftwerks.net>

Kraftwerks assists with space & productivity challenges,
including project management, design, installation and
maintenance. WBE Certified.



The Purchasing Passport to prizes is back!

Come early to the ISM Vendor Fair on March 14th from 4:30-6:00
p.m. at Classics V. Bring business cards too.

MIDCITY OFFICE FURNITURE
2495 Main St. • Buffalo, NY 14214
(716) 832-0138
Contact: Steve Sommers
Email: steve@midcityoffice.com
<http://www.midcityoffice.com>



MINORITECH, INC.
15 Hytec Cir. • Rochester, NY 14606
(585) 247-1610

Contact: Richard Marcaida,
Sales Rep
Email: RJ@Minoritech.com
<http://www.minoritech.com>
WNY-NYS MBE company that
sources MRO, Lab, AV and IT supplies.



Sharing table with...
W.W. GRAINGER, INC.
Contact: Melissa Stroka
(716) 220-5884
Email: melissa.stroka@grainger.com
<http://www.grainger.com>



A leading MRO distributor offering a
broad range of industrial equipment,
maintenance supplies, tools and parts.

PHILPAC CORP.
1144 Military Rd. • Kenmore, NY 14217
(716) 875-8005
Contact: Rob Conti, General Manager
Email: rconti@philpaccorp.com
<http://www.philpaccorp.com>

Serving WNY for 35 years, Philpac
supplies corrugated, foam and
wood packaging; equipment &
equipment supplies/servicing; and
other packaging supplies (tape,
bubble, stretch wrap, etc.).



POOLEY INC.
196 Vulcan St. • Buffalo, NY 14207
(716) 852-3780
Contact: Eric Cottrell, Sales Manager
Email: eric@pooleyinc.com
<http://www.pooleyinc.com>

Pooley Inc. is a material handling,
power transmission and fluid handling distributor. We also offer fabrication and install services for belting, hose and light machine repair.



RAPID REFILL
3410 Sheridan Dr. • Amherst, NY 14226
(716) 768-0921

Contact: Mitch Woodard, VP
Email: mitch.rapid.refill@aol.com
<http://www.buffalorapidrefill.com>
Rapid Refill is a NYS certified SDVOB. (Veteran Owned Small Business) For over 5 years we have been providing copy paper, inks, toners, ribbons, maintenance kits for all types of printers, copiers, dot matrix, multi-functional and mailing machines. In addition, servicing and offering MPS options to complement these products.



STAPLES ADVANTAGE
2420 Sweet Home Rd., Ste. 130 • Amherst, NY 14228

(716) 799-1705
Contact: Kevin Rivers Business Development Mgr.
Email: kevin.rivers@staples.com
Email: AnnMarie.Caron@staples.com

Staples Advantage offers full-service account management, customized pricing, comprehensive reporting, eco-conscious solutions and more for businesses locally or with a national scope.



SYRACUSE LABEL & SURROUND PRINTING
200 Stewart Dr. • N. Syracuse, NY 13212
(315) 422-1037

Contact: Peter Norris,
Marketing Coordinator
Email: pnnorris@syrlsp.com
<http://www.syrlsp.com>

As one of the largest and most versatile label converters in the East, Syracuse Label & Surround Printing is capable of meeting virtually all of your labeling needs. We offer both digital and flexographic printing solutions with a product portfolio that includes: flexible packaging, shrink sleeves, pressure sensitive labels, cartons.



Do you know a vendor who would like to reach our members with their product or service? Contact Nancy at the ISM-Buffalo office ism-buf@ismbuffalo.com for the application and more info. Openings for April 11 and May 17 meetings still available.

Special Thanks to these Vendors for co-sponsoring our Networking Hour snacks....

- Corr Distributors
- Kaman Industrial Technologies
- Kraftwerks
- Philpac Corp.
- Staples Advantage





Looking Ahead

Wednesday, April 11

5:00 pm - 8:00 pm

ISM-Buffalo Educational Dinner Meeting
at Curly's Grille, 647 Ridge Rd., Lackawanna, NY 14218

Speaker: John Manzella

John Manzella is a world-recognized author and speaker on global business, competitive strategies and the latest economic trends. He has written several books, including *Global America: Understanding Global and Economic Trends and How To Ensure Competitiveness*, *Grasping Globalization: It's Impact and Your Corporate Response*, and *Mexico & NAFTA: The Real Impact*.

His op-eds have been nationally syndicated and his views have appeared in *The Wall Street Journal*, *New York Times*, *Bloomberg*, *NPR*, *Xinhua (China)*, *La Jornada (Mexico)* and *Lianhe Zaobao (Singapore)*. Additionally, he is a contributing writer for *American City Business Journals*, owner of 43 metropolitan weekly publications.

John also is chair of the Upstate New York District Export Council, a position appointed by the U.S. Secretary of Commerce, and Northeast Regional Legislative Coordinator for the National Association of District Export Councils. Additionally, he is founder of both the *ManzellaReport.com*, a premier source for global business and economic news and analysis, and *Manzella Trade Communications Inc.*, a public affairs, publishing and consulting firm, and former President and CEO of *World Trade Center Buffalo Niagara*.

Program:

Global Trends, China and Preparing for What's Ahead

Hyper international competition and new destructive technologies are forcing companies to delve deeper into their core competencies and become more innovative, retain new talent, and expand internationally. Yet, volatility, shifting demographics, emerging risks, and a more aggressive China add complexity. This stimulating and insightful program separates myth from reality, analyzes the Chinese political, economic and business landscape, provides a world economic outlook, reveals global trends, and offers strategies to help companies succeed in today's fast-changing international environment.

Let's have some fun! Wear your favorite Hawaiian shirt. Win a prize for best theme outfit.



**Members: \$30.00; Guests \$35.00;
Full-Time Students \$20.00**

**Reservations being accepted now by email to
ismbuf@ismbuffalo.com or (716) 648-0972.**

**Curly's Popular
Caribbean Buffet**



- Jamaican Jerk Pork w/ Mango Chutney
- Jamaican Jerk Chicken
- Black Bean Soup
- Curly's Red Beans & Rice
- Curly's Coleslaw
- Fresh House Rolls & Butter
- Curly's Grilled Corn
- Key Lime Tart
- Peanut Butter Mousse Cups

Fred Vigars Receives Life Membership



Lewis "Fred" Vigars, is an active member and perennial volunteer for ISM-Buffalo. Having recently retired from NFTA and wanting to stay active in the association, he was granted Life Membership. Such status is available to those who have been a member for 10 years or more. We look forward to seeing more of Fred as he has volunteered for even more committees and tasks!



**Welcome
New Members**

Heather L. Graw

Buyer/Planner

The Mentholatum Company

Arlene M. Sebastian

Procurement Compliance Specialist

NFTA

Cristin Stewart

Assistant Director of Procurement

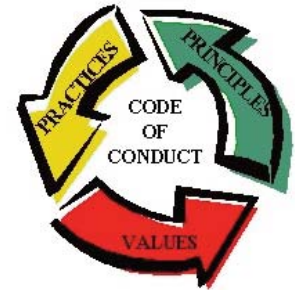
Alfred State College



Every Member... Get a Member

Grow our network of SCM and purchasing professionals. Introduce an associate to join ISM-Buffalo. Membership information - ismbuffalo.com or contact our office at (716) 648-0972 or ismbuf@ismbuffalo.com.

ISM Updates Principles and Standards of Ethical Supply Management



Keeping up with the pace of change in today's business world is a challenge for supply managers. Technology and the expanding interconnectivity of our world bring new opportunities and new challenges. The next generational wave in the workforce creates new opportunities for improvement but breaks the old rules.

The ISM Ethical Standards Committee acknowledges the need for ISM to ensure our guiding principles and standards of ethical supply management are relevant to supply managers around the globe. With that in mind, the Committee updated and revised the ISM Principles and Standards of Ethical Supply Management. The updated Principles and Standards were ratified by the ISM Board of Directors at the February 1, 2018 meeting of the Board. ISM has set the standard for ethical practice for almost a century, and we intend to continue to do so in the future. Click here to obtain your own copy of the updated Principles and Standards.

EcoTech Office Environments
New - Remanufactured Pre-Owned Office Furniture



255 Great Arrow Ave. Suite 222
 Buffalo, NY, 14207
 Office: 716-580-3725

Design-Installation
 Relocation-Decommissioning

www.eoesolutions.com



BBG2GO

from Buffalo's Best Grill

A FRESH MEAL PREP SERVICE

\$6 MEALS~EASY. CONVENIENT

AFFORDABLE. DELICIOUS.

bbg2go.com // 716-545-1517



Calendar of Events

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, 2018. *(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 ismbuf@ismbuffalo.com.

Nominate a Member for Association's Top Honor

ISM-Buffalo is also accepting nominations for the **William J. Gamble Memorial Award** for the 2017-18 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

Educational Dinner Meeting
Wednesday, April 11, 2018
Curly's Grille, 647 Ridge Road, Lackawanna, NY 14218
Enjoy their famous Caribbean Buffet
Speaker: John Manzella

SCM Symposium --- May 2018

Educational Dinner Meeting
Thursday, May 17, 2018
Millennium Hotel Buffalo

Installation Dinner & Awards Night
Wednesday, June 13, 2018

Golf Outing & Clambake
Tuesday, June 19, 2018
Pine Acres Golf Club, Bradford, PA
Catered by Old Library Catering



ADHESION CONTRACT

Contractual relationship wherein one party dictates all the terms of the agreement, not subject to negotiation. Sometimes referred to as a "take it or leave it" contract or "à prendre ou à laisser" contract (especially in international contracts).

ZERO-BASED PRICING

A form of cost analysis based on a review of all cost elements, and subsequently working with internal customers and with suppliers to reduce the total combined cost of purchased materials, equipment, labor and services.

Source:

<https://www.instituteforsupplymanagement.org/Glossary/GlossaryTermDetail.cfm?TermID=2839>.

ISM-Buffalo Monthly
Business Survey
Reports
are archived on our
website at
www.ismbuffalo.com

