



Program:

"Packaging - A Key Opportunity to Control Rising Freight Costs"



In the past year, U.S. freight costs rose about 10% - which was triple the growth of our national economy. As a result, companies such as Smuckers, Hormel, Kraft-Heinz 3M and Walmart have all issued recent profit warnings due to rising freight expense. Transportation carriers have really ramped up pricing pressure on shippers which have inefficient packaging. Unfortunately this action has hit small and medium sized enterprises very hard because they lack negotiating volume.

However, there is cost reduction opportunity for all companies whether they self-manufacture or purchase product. The top companies have successfully controlled rising freight costs by tackling packaging across the enterprise in self-manufactured products, inbound purchased products and outbound customer shipments.

Speaker: Jack T. Ampuja, C.P.M.
President, Supply Chain Optimizers

Jack Ampuja is president of Supply Chain Optimizers, the North American leader in packaging optimization with more than 500 completed projects over the past 30 years. He will review specific case studies from their files and demonstrate the value of packaging optimization on an enterprise-wide basis.



When Jack covered this topic at the national Parcel Forum, the presentation was ranked #2 out of 125 presentations. In the past three years Jack has been featured in more than 35 magazine articles and spoken at more than 40 events.

During his career, Jack has made presentations in 10 Canadian cities and 10 countries outside of North America....primarily on how packaging optimization drives freight efficiencies.

Educational Dinner Meeting

Joint meeting with APICS

**Wednesday,
October 10, 2018**

Classics V Banquet Center
2425 Niagara Falls Blvd.
Amherst, NY 14228

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

Dinner Entree Choices

- 1) **Stuffed Shrimp** - large prawns stuffed with lump crab & topped with mornay sauce
- 2) **Stuffed Chicken** - boneless breast with homemade stuffing & topped with gravy
- 3) **Smothered Sirloin Steak** - with onions & peppers and provolone cheese
- 4) **Vegetable Lasagna** - layers of assorted vegetables and cheeses drizzled with alfredo sauce

\$30.00 - Members

\$35.00 - Guests

\$20.00 - Full-Time Students

Please reserve as early as possible by Fri. Oct. 5th

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. Cancellations after EOB Monday will be billed.*

Earn (1) CEH

ISM-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.

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www.instituteforsupplymanagement.org



President's Message



Dear Members, Colleagues, and Friends-

At the September dinner meeting, we had a great presentation by Larry Mietus, Founder, Speaking of Strategy. Larry has so much energy and kept us all awake after a great dinner. He presented to us the differences between men and women, and the millennials and the future generations in the work place.

October brings us two large events:

- Our joint dinner meeting with APICS on Wednesday, October 10, at the Classic's V on Niagara Falls Blvd. in Amherst. This event will be held in the original building on the left when you pull into the parking lot.
- Nancy Boyd Haley's Facilities Management & Maintenance Expo to be held on Wednesday, October 17 at the Event Center on the Hamburg Fairgrounds. ISM-Buffalo is a supporter of Nancy's Expo. This tradeshow has grown to over 160 vendor displays showing products and services for the maintenance, repair and operation of all types of facilities. So, if you are an MRO buyer or are involved in your physical plant operations, please register to attend this free event taking place from 10am-4pm. If you're not the person at your company, please pass along information to co-workers. Pre-Registration online at www.fmexpo.net will allow you quick access to the show at the entrance. We also are looking for volunteers for the ISM Buffalo table to gain some new members and spread the word about our events.

It has come to our attention that people may not be receiving our emailed communications. Please be on the watch for the association emails that are typically sent twice monthly depending on the number of events. They will be coming from either email we are using, ismbuf@ismbuffalo.com or ismbuffalo@roadrunner.com. If you are not receiving them, please look in your Spam files, and get them cleared as acceptable to hit your inbox.

We're looking forward to November as well when we will host a full-day seminar on November 15th, in addition to our dinner meeting the night before on November 14th. Some information is within this newsletter, more to follow. Stay tuned!

Deb Hasley, CPSM/C.P.M.
2018-2019 President



Introduce Suppliers to ISM-Buffalo

Members are asked to spread the word to their suppliers and marketing department that we offer opportunities to get their message out to our 150 members.

At dinner meetings, vendors can sponsor the meeting & have a "Tabletop" display 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.

Advertising is also available in this newsletter for as little as \$25.00 per month for a business card sized ad. Other sizes available as well.

Contact our Executive Director Nancy Boyd Haley at ismbuf@ismbuffalo.com or (716) 648-0972 to supply your leads or to get the flyers and applications.

Vendor Display/Meeting Sponsor

October 10 meeting
at Classics

Please Support Them!



Links in the Chain

MIDCITY OFFICE FURNITURE
2495 Main St. • Buffalo, NY 14214
(716) 832-0138

Contact: Steve Sommers
Email: steve@midcityoffice.com
www.midcityoffice.com

MidCity sells quality office furniture after programming and space planning for our clients' wants and needs.



TONAWANDA CASTLE
69 Delaware Street • Tonawanda, NY 14150
(716) 743-8544

Contact: Richard saunders
Email: rsaunders@tonawandacastle.com
www.tonawandacastle.com

There are so many ways that the Tonawanda Castle can make your next business gathering an event of which to be proud. We have extensive experience to promote your company through scrumptious delicacies within a majestic setting.



Editor's Note:
The majestic Tonawanda Castle is the setting of our Supply Management Month Vendor Fair and Dinner on Wednesday, March 13, 2019

Do you know a vendor who would like to reach our members with their product or service? Contact Nancy at the ISM-Buffalo office ismbuf@ismbuffalo.com for the application and more info.

INDEFINITE DELIVERY CONTRACT

A type of contract employed when the buying organization is unsure of its production or operations schedule, the timing of a service activity, or the quantity of material or frequency of service to be required. The appropriate type of indefinite delivery-type contract may be used when the exact times or quantities of future deliveries are not known at the time of contract award. Variations of indefinite delivery contracts include: indefinite delivery/indefinite quantity, task order and delivery order, time and material contract, blanket agreement and requirements contract.

PLATEAU PRICING

A pricing strategy that takes into account any discrepancy between estimated purchase quantities and actual purchase orders. The supplier includes a progressive discount where every purchase made adds to the total dollar volume of purchases. When specific levels (plateaus) are reached, additional discounts are added automatically to any new purchases for the remainder of the year.

Source:

<https://www.instituteforsupplymanagement.org/Glossary/GlossaryAlphaChoose.cfm>

- Submitted by Jim Austin, CPSM



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FACILITIES MANAGEMENT EXPO



WHERE PROPERTY PERSONNEL & SOLUTION PROVIDERS MEET

Wednesday, October 17, 2018 from 10 am - 4 pm
The Event Center located on the Hamburg Fairgrounds
5820 South Park Avenue • Hamburg, New York 14075



Attending the expo allows property personnel to meet face-to-face with solution providers in a relaxed & professional atmosphere.

WHY ATTEND?

- DISCOVER solutions to your facility challenges
- Get your HANDS ON the latest technology, products & services from leading suppliers
- SAVE TIME & MONEY meeting with an array of solution providers - all under one roof
- LEARN by attending free seminars & demonstrations
- CONNECT with other industry professionals

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Show Manager:
NANCY BOYD HALEY | (716) 648-0972
nancy@fmexpo.net | www.fmexpo.net



Global Supply Chain News: Growing Trade Wars not having Much Impact on Global Logistics Yet



Maersk Says Impact on Global Trade almost Negligible - So Far - while Others Say Tariffs could Increase Shipping Demand

Sept. 11, 2018 SCDigest Editorial Staff

The still brewing trade wars resulting from US tariffs on goods imported from China and Europe and retaliatory tariffs back, with more on the docket, remain a big concern for many companies and economists.

But the US and global economy seem to show little negative impacts thus far (though that is not the case for individual companies). Why? It turns out that in comparison to global trade as a whole, the trade wars thus far amount to relatively small potatoes.

For example, the shipping sector's largest container carrier, Maersk Line, has estimated that global trade will be reduced by just 0.1 to 0.3% as a result of the escalating trade tensions.

That's obviously not very much.

Maersk did say its US container imports from China could be reduced by up to 4% if the trade war escalates, while Chinese container imports of US goods might be reduced by up to 6%. But most of the rest of world trade is unaffected.

"The impact of these tariffs on global trade is uncertain and depends on how much of the resulting price increase is absorbed by consumers, how much the US and its trading partners can diversify their imports, and the broader effects on business confidence, investment, and supply chains," Maersk said as part of its second-quarter earnings release.

The South China Morning Post reported that Japanese container carrier Nippon Yusen said that the demand for container shipping remained firm in its first quarter, which ended in June, but the completion of some large new ships had led to a standstill in the recovery of spot freight rates. The carrier said that shipping volumes for coal, grain and other dry bulk goods had increased.

That's probably why the Baltic Dry Index, which measures shipping rates for bulk shipping, has been on a tear, up nearly 80% since April, when trade tensions were building,

ending in the first US tariffs going into effect on July 6.

The index reached a 52-week high earlier in September, even as a second round of tariffs hit.

Chinese container carrier Cosco Shipping is also maintaining an even keel, so to speak, saying last week that growing trade protectionism, including the trade dispute between the US and China, could "inhibit the growth of the global economy to a certain extent," but it expects the global economic growth to continue, helping the volume of shipping using containers.

The Morning Post also reported that at Singamas Container Holdings, the world's second-largest shipping container manufacturer, as saying the escalating tensions have not dramatically cut into trade, but customers "are watching it very carefully," said Teo Siong Seng, CEO of the company.

So thus far, the tariff wars have been barely a blip on the global trade or ocean shipping sector. But where do we go from here?

“

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”

President Trump plans to move forward with tariffs on another \$200 billion of Chinese goods as early as next week, and Trump recently said he has "no time frame" for ending the dispute. China is sure to retaliate again.

That could push the impact on trade and into something that is meaningful.

Nevertheless, some observers even believe that the trade wars could be good for ocean carriers. How? Companies likely will be forced to use inefficient (meaning expensive) routes to try to get around the tariffs with new sourcing locations.

Source: <http://www.scdigest.com/ONTARGET/18-09-11-2.PHP?cid=14662&ctype=content>



New members among those who attended the September 12 dinner meeting. ISM-Buffalo President Deb Hasley, CPSM/C.P.M. of Moog and Membership Director Katie Dzielski of Multisorb Technologies pose with new members holding their framed certificates, David Megger of Cobham Mission Systems and Abigail Alexander of Multisorb Technologies.

SAY CHEESE....

We're looking for a few members to snap some photos at our dinner meetings and events. A small commitment of time to help out the association! Contact Nancy at the office ismbuf@ismbuffalo.com or 648-0972.



Professional Placement Committee Report/Job Openings

If you are interested in looking for a new position, please forward your resume to Fred Vigars, Chairman of the Professional Placement Committee. If a job comes up and you look like a good match, Fred will contact you so that you can send your resume to the company. As always, this is a confidential service for members.

Employers can also send their job postings/descriptions to Fred as well.

Fred Vigars: lamv4039@yahoo.com

POSITION AVAILABLE:

Purchasing Agent at International Imaging Materials, Inc. (IIMAK), at their Amherst, NY facility. IIMAK is a leading global manufacturer of printing, imaging and marking consumables. Contact HR Manager Jim Muscoreil at jim.muscoreil@iimak.com.

ISM-Buffalo presents a day of continued professional education, development and networking

Thursday, November 15, 2018 -- 8am-3:30pm

Classics V Conference & Banquet Center, 2425 Niagara Falls Blvd., Amherst 14228

Negotiations and Tariff Impact Updates Seminar

Distinguished speakers include:

Jack Cook, SUNY Brockport; Jack Ampuja, Supply Chain Optimizers; and Jim Trubits, Mohawk Global Trade Advisors

More detailed information on next page.

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

NEGOTIATIONS AND TARIFF IMPACT UPDATES SEMINAR

Thursday, November 15, 2018

Dear Colleagues,

I am thrilled to invite you and your networks to the Institute for Supply Management Buffalo's upcoming seminar, Negotiations and Tariff Impact Updates on November 15, 2018. You don't want to miss this opportunity to learn more about the ever changing policies, conditions, tactics and skills that impact the livelihood and longevity of our industries from industry experts!

We are honored to welcome our distinguished speakers from around the business community, Jim Trubits of Mohawk Global Trade Advisors, Jack Cook of Brockport University and Jack Ampuja of Supply Chain Optimizers. Please see their impressive work below. These experts will be sharing their wisdom and experience on negotiations, an extensive and timely overview and update on NAFTA and Chinese trade tariffs and tactics in controlling rising traffic costs.

Our seminar will be held from 8am to 3:30pm at Classics V Conference and Banquet Center, 2425 Niagara Falls Boulevard, Amherst, NY and will include a continental breakfast, a delicious lunch and snacks throughout the day. Registration will be \$199 for general admission, \$129 for ISM Buffalo members and \$79 for full time students, not in the work force. You don't want to miss the chance to invest in your professional and business future! **Earn 6 CEH.**

Those in attendance will also gain a year's associate membership to the Institute for Supply Management Buffalo, for those not currently a member. This group will also receive a free dinner voucher to a future ISM meeting, that features educational speakers. ISM Buffalo is the nation's oldest affiliate of the national Institute for Supply Management in the USA and as such works hard to provide our members and larger business community with ongoing education and professional growth opportunities as well as membership to an extensive network of industry and professional leaders.

Several local Universities will give brief presentations of their continuing education programs during the lunch break. Information tables will also allow you to get further detail of these graduate programs to plan your future.

We look forward to sharing the day with you and further deepening the skills of our impressive WNY business community. Don't delay your registration—this seminar is in high demand and will fill up quickly. Please do not hesitate to reach out with any further questions.

Best,

Timothy Terrana, C.P.M.
Membership Chairman, ISM Buffalo
Buyer: European and Asian Imports, Wendt Corp. Buffalo

SCHEDULE

8-9am Registration, Continental Breakfast, coffee & tea

9-10:45am **"Negotiations"**

Speaker: Jack Cook, Director of the Master of Business Administration program, SUNY Brockport

11-11:45am **"How to Control Rising Traffic Cost"**

Speaker: Jack Ampuja, Niagara University & Supply Chain Optimizers

11:45-1:00pm Lunch, University 10 minute **Presentations on Continuing Education**

1-1:15pm ISM Membership Presentation - Welcome new ISM-Buffalo Associate Members

1:15-3:15pm Keynote Presentation: **"Tariff's Current Impact Update - NAFTA, & Chinese Trade"**

Speaker: Jim Trubits, Vice President of Mohawk Global Trade Advisors

Jim Trubits has over 35 years of experience in compliance consulting and supply chain management. He is a regular speaker for international trade groups, including Ontario Exports and the National Customs Brokers and Forwarders Association of America (NCBFAA). As a leader in the global business community, he currently serves as an officer of the World Trade Center Buffalo Niagara. Jim graduated with a Bachelor of Arts degree from SUNY Buffalo and went on to complete the executive program in supply chain management at the Laurier Institute, as well as the International Air Transport Association's air cargo training program, passing "with distinction." He is a licensed Customs broker, certified Customs specialist, and endorsed by the National Association of Small Business International Trade Educators (NASBITE) as a Certified Global Business Professional

Jack Ampuja, President - Supply Chain Optimizers. Executive Director - Center for Supply Chain Excellence @ Niagara University. 30 years of supply chain management experience with five Fortune 500 firms. Former Vice President of Purchasing & Logistics for Rich Products in Buffalo. Jack is a regular speaker on supply chain issues and trends making over 50 hours of presentations annually to management groups.

Jack Cook, Director of the Master of Business Administration program, The College at Brockport the State University of New York (SUNY). Dr. Jack Cook is a professor, speaker, author, and consultant. His areas of expertise include Supply Chain Management, Lean Thinking, Information Systems, Operations Management and Electronic Commerce. Certified Six Sigma Black Belt professional. 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.

For more information, ismbuf@ismbuffalo.com.



"Someone outsourced 80% of our workforce to Indiana.
I think we can blame this one on the spell-checker!"



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Calendar of Events

Educational Dinner Meeting- Joint with APICS
Wednesday, October 10, 2018
Classics V Banquets, Terrace Room
2425 Niagara Falls Blvd., Amherst 14228

Facilities Management Expo
Wednesday, October 17, 2018 - 10am-4pm
Hamburg Fairgrounds Event Center
5820 South Park Avenue, Hamburg, NY 14075
www.fmexpo.net

Check seminar schedule for CEH opportunities.

Educational Dinner Meeting
Wednesday, November 14, 2018

Full-Day Seminar
Thursday, November 15, 2018

Meeting/Social Event
December 2018

Educational Dinner Meeting - Joint with APICS
Wednesday, January 16, 2019

Educational Dinner Meeting
Wednesday, February 12, 2019

Educational Dinner Meeting -
Supply Management Month Vendor Fair
Wednesday, March 13, 2019
Tonawanda Castle
69 Delaware Street
Tonawanda, NY 14150

Educational Dinner Meeting - Joint with PMI
Tuesday, April 9, 2019
Tewksbury Lodge
Ohio Street
Buffalo, NY

SCM Symposium - Full day of Seminars
Friday, May 3, 2019

Educational Dinner Meeting - Joint with ASQ
Wednesday, May 8, 2019
Curly's Grille
647 Ridge Road
Lackawanna, NY 14218

Installation & Awards Dinner
Wednesday, June 12, 2019

Buy/Sell Golf Outing & Clambake
Tuesday, June 18, 2019 (tentative)