



Program:



**Project Management for
Better Organizational
Management**

Operational excellence, cost efficiency, strategic planning... all common buzzwords and themes employees tend to hear every day at work from their management and leaders. But employees also tend to hear all their organizational complaints on a daily basis too... poor communication, bad data, management doesn't understand or know how things really work, etc... Unfortunately the disconnect between the themes is often rooted in organizational inefficiency that results when integrated processes aren't well aligned among different functions, data that doesn't get checked for validity and consistency which is used to make informed decisions, and lack of clear roles and responsibilities that make it easy to point fingers. These are the same issues that usually plague projects that tend to overrun cost and schedule goals, or not achieve their key milestones. Even though project scheduling, integration and cost control is often thought of to describe projects, the discipline behind these activities can be applied much more broadly to help organizations better succeed and operate more efficiently.

**Speaker: Lisa M. Maul, MBA, PMP
Alethian Strategies, LLC**

Ms. Maul has built a tenured program and project management career through successful senior level involvement with Project Integration and Control, Business, Operations and Contract Management. Her career encompasses more than twenty-five years of progressive experience managing development, justification and execution of annual budgets in excess of \$100 million, as well as life-cycle projects that exceed \$1 billion to support major construction, engineering, decommissioning, manufacturing and IT projects in the environmental management, aerospace and defense industries.



Lisa has substantial experience with the federal budget,

Continued on page 3

Educational Dinner Meeting

Joint Meeting with PMI Buffalo
(Project Management Institute)

TUESDAY, April 9, 2019

Tewksbury Lodge
249 Ohio Street, Buffalo, NY 14204

5:00-6:00 p.m.... Registration,
Networking, Cash Bar, Vendor Displays
6:00-7:00 p.m... Meeting & Dinner
7:00-8:15 p.m.....Program & Q&A

Buffet Dinner Menu

Rolls, Coffee, Tea & Soda
Cheese & Crackers/Vegetable Platter
Strawberry & Blueberry Salad w/Mixed Greens,
Candied Walnuts, & Feta w/Poppyseed Dressing
Beef Roulade w/Bread Stuffing & Gravy
Baked Manicotti w/Marinara Sauce
Medley of Seasoned Vegetables
Garlic Parmesan Mashed Potatoes
Cream Puffs, Eclairs & Mini Cheesecakes

\$30.00 - Members & Guest of Member
\$35.00 - Non-Member Guests
\$20.00 - Full-Time Students

Please reserve by Thursday, April 4th.

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

**** Donations for Ten Lives Club collected;
see list within newsletter.***

ISM-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.

2018-2019 Board of Directors

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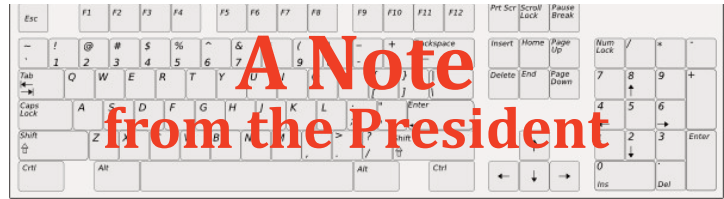
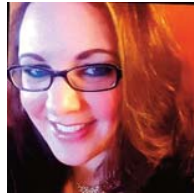
Dr. Randall Cragun (rcragun@niagara.edu)

WEBMASTER

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

Affiliated with:

Institute for Supply Management
www.instituteforsupplymanagement.org



Dear Members, Colleagues, and Friends,

I would like to personally thank all of our attendees and sponsors for our March Vendor Fair. Dale Lesinski from DiVal Safety gave a great presentation. ISM-Buffalo is excited to support DiVal at their annual Safety Summit this June. We are so grateful for our member and vendor support.

As part of ISM-Buffalo's initiative to become more active and involved in giving back to the community, we will be collecting for charities at dinner meetings and begin involvement in charitable volunteer opportunities. Special thanks to those who generously donated to our charity of the month, the Genesis Center. We will be accepting donations for the Ten Lives Club in Blasdell, NY during our April meeting. Their Wish List can be found in our newsletter. Donations are, of course, completely optional for attendees.

We have a lot of events in the works for members and guests. We have our very first joint meeting with PMI coming up Tuesday, April 9th at a new venue, Tewksbury Lodge. Lisa Maul, MBA, PMP, an experienced supply chain and project management professional, will be presenting, "Project Management for Better Organizational Management". Ms. Maul will be outlining the discipline behind effective project scheduling, integration, and cost control, which lead to operational excellence. We will learn why even with the best intentions and planning, some initiatives fail and what strategies you can implement to prevent that cycle.

On Wednesday, May 8th, we return to Curly's for a joint meeting with ASQ Buffalo for our Caribbean Night! Wear your best Hawaiian shirt and get a chance to win a prize. Our speaker is Steven Diloia - President, Axiom Coaching and his program, "Leadership and its Effects on Quality in Business".

Wednesday, June 12th is our installation and awards dinner. If you are interested in joining our Board of Directors or a committee for the 2019-2020 program year, please reach out to Deb Hasley or me for information. You will earn CEHs towards your recertifications. The more involved with ISM you become, the more CEHs you can earn. We would love to have you join our Board. Or, if not ready for that commitment, committees could always use your help. Ask us what you can do to help.

We are finalizing plans for a seminar in May. Topics include Blockchain, Green Logistics, Procurement Leadership, and Inventory Accuracy. Keep an eye out for upcoming details on this Inventory and Supply Management seminar.

I have a tour in the works with my employer, Sumitomo Rubber, slated for mid-May. Have you ever wondered what the inside of a tire looks like or what goes into producing them? Have you ever driven by our plant and wondered what the facility looks like? Join us on the tour and find out. Tire manufacturing is a very interesting process to learn about and one that not many get an opportunity to experience.

This summer, we will have our annual ISM-Buffalo "Twin Tiers" Golf Outing & Clam-bake on Tuesday, June 18 at Pine Acres Golf Club in Bradford, PA, as well as a second local golf outing at The Links at Ivy Ridge in Akron on Monday, August 5th.

We will be offering more tours and social events than ever before for members, colleagues, friends, and family. Some ideas we are looking into are the Buffalo Zoo, the Richardson Complex, possibly something with the Historical Society, and a wine tour. If you have an idea for a tour, social event, volunteer opportunity, or something you

Continued on page 3

President's Message continued from page 2

would like to collaborate with ISM on in the future, please let us know. We are always open to new activities and ideas.

Martha Switzer, CPSM
President, ISM-Buffalo, Inc.



April 9 Meeting continued from page 1

contract acquisition and project management processes as both a federal employee for the Department of Energy and commercial employee for Westinghouse, Los Alamos Technical Associates, URS (now AECOM), and Moog. She is currently the Owner and Principal of a program and project management consultancy named Alethian Strategies that helps clients improve their company's performance by implementing well developed projects, or solving problems and developing viable solutions informed through critical analysis of current operations and evaluation of integrated processes.

When not busy evaluating spreadsheets, developing project plans or reviewing validity of critical path schedules, Lisa enjoys spending time with her family, walking her dogs, traveling, and photography.

Vendor Display/Meeting Sponsors

April 9 meeting at
Tewksbury Lodge
Please Support Them!



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Email: doug.drake@meridianitinc.com
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Meridian IT, from our Buffalo offices and others, provides IT Infrastructure and Services around them. Practice areas include all facets of Telephony, Network Security, Storage, Back Up and Recovery, Database Assessments and Management, Virtualization and Analytics to help business thrive.



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With our shatterproof TLED lamp series, fast fuse socket kits & patented inline fuse connector, we provide robust, reliable and cost-effective lighting solutions.



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 info.

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Global Supply Chain Risk Events Increased 36% in 2018 According to Resilinc's Annual EventWatch



Report finds that many supply chains may not be adequately prepared to handle disruptions. Resilinc CEO Bindiya Vakil recommends carefully evaluating manufacturing suppliers for supply chain vulnerabilities.

By Patrick Burnson,, Executive Editor · March 7, 2019

Resilinc's newly released 2018 EventWatch Report reveals that not only have global risks increased overall, but volatile and uncertain geopolitical conflicts—including the U.S.-China trade conflicts and Brexit—pose some of the most potentially costly and disruptive supply chain impacts.

This is the ninth year Resilinc has conducted the research, and some of the findings came as a surprise.

“Supply chain, sourcing, and procurement professionals are on the front lines of managing global trade risks for their companies,” said Bindiya Vakil, Resilinc CEO. “2018 challenged them in new ways, and 2019 is shaping up to present continued uncertainty as long-standing trade relationships are reconfigured.

“Along with Brexit and the U.S.-China trade conflicts, organizations have to anticipate how other major changes in trade relationships could affect their procurement strategies—from NAFTA 2.0 to the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP), which already spans a trading bloc of about 500 million people and may soon expand to include more countries,” said Vakil. “There's also the new EU-Japan trade agreement to evaluate and the UK's bilateral negotiations with the U.S., Japan and other countries. As our team has been recommending for years, a key strategy to manage such highly fluid situations is scenario planning and preparation.

Throughout the year, Resilinc EventWatch issued a total of 2,629 event alerts—more than seven per day, on average, and an increase of 36% year over year. Of these, the firm classified 907 events as those impacting its customers’

Continued on page 5



ISM-Buffalo's Charitable Initiative Continues with Ten Lives Club

With our intent to give back to the community, we will be continuing our “charitable initiative” of adopting a charity at our monthly dinner meetings. Donations will be collected for Ten Lives Club at the April 9 dinner meeting

Ten Lives Club is a registered 501(c)3 non-kill, non-profit cat adoption group devoted to reducing the number of cats euthanized each year due to overpopulation and lack of space in shelters. TLC saves the lives of cats through rescue, adoption, spay/neuter services or feral feeding assistance. The main operations shelter is in Blasdell, with over a dozen satellite locations. Relying solely on donations, over 300 volunteers help on a daily basis in areas such as cleaning, adoptions, and fundraising.

www.tenlivesclub.com

Wish list (urgent needs in bold face)

- **Purina Kitten Chow (yellow bag)**
- **Purina Cat Chow Complete (blue bag)**
- Clumping cat litter
- Yesterday's News cat litter
- Paper towels
- **Natural all-purpose cleaners**
- Rescue Disinfectant
- 13 gallon garbage bags & 30 gallon garbage bags
- Brooms & dustpans
- Latex-free disposable gloves
- Medium & Large latex exam gloves
- Scrub brushes
- Laundry detergent
- Dryer sheets
- Dish soap
- Hand soap
- Hand sanitizer
- Toilet paper
- Gently used towels & washcloths
- Disposable paper bowls
- Sandwich size Ziploc bags
- Advantage II flea treatment
- L-lysine supplement powder
- Fortiflora supplement powder
- Isopropyl alcohol, 99%
- Loose catnip
- **Postage stamps**
- **Two-pocket folders**
- **Brochure holders**
- 8.5" x 11" plastic flyer holders
- Plastic storage tubs with lids
- **Medium/large baskets/containers for raffle baskets**
- Gift cards (restaurants, grocery, gas, etc.)

Global Supply Chain Risk continued from page 4

mapped supplier sites, and therefore requiring an impact assessment. Across the globe, Resilinc's event data showed that 21,152 suppliers and 58,191 supplier sites producing 552,950 parts across multiple tiers in the supply chain were potentially affected during 2018.

One critically important insight emerging from the 2018 EventWatch data points to potential vulnerabilities in a significant percentage of global supply chains. Data showed that 66% of the sites flagged as potentially impacted by a supply chain event were manufacturers; and of these, only 12% had identified an alternate manufacturing site to meet customer needs in the event of disruption to the primary manufacturing site.

"With the global supply chain so fraught with uncertainty and instability, supply chain professionals should be examining where sole-source manufacturing suppliers make their supply chains vulnerable and how they can work with suppliers to identify and qualify alternate manufacturing sites," said Vakil. "This is just one example of the opportunities to reduce risks of disruption and improve the overall resiliency of the supply chain systems that are at the heart of companies' performance and profitability."

EventWatch data for 2018 also captured a 640% increase year-on-year in Regulatory Change events and a 370% increase in Protest/Riot events. While some of the increase in both event categories can be attributed to a refinement in Resilinc's criteria, the dramatic growth of these types of events clearly speaks to growing political turmoil globally.

To be sure, there were plenty of more immediately disruptive events in 2018. The top five most significant events were all natural disasters: four extreme weather events and the February 2018 Taiwan Earthquake. In combination, these natural disasters impacted more than 24,000 supplier sites with an average time to recovery of between 19 and 25 weeks.

In an interview with SCMR, Vakil noted that supply chain managers are still on "a multi-year journey," reaching various maturity models at different stages of the game.

"At the same time, companies must ensure that new risk managers are up to speed with the technological tools being offered," she says. "Most of them cannot afford too much risk exposure during that learning curve."

Shahzaib.Khan, Resilinc's director of operations, added that the worst thing a company can do is wait.

"Given the urgency of risk issues, we have onboarded four new industries, comprising aerospace, food & beverage, consumer goods, and furnishing," he said. "We see more growth ahead as awareness broadens."

The five types of events that occurred most frequently in 2018 were:

1. Mergers & Acquisitions;
2. Factory Fires/Explosions;
3. Reorganization/Management Change;
4. Business Sale or Spin-off;
5. Factory Shutdown/Disruption.

Highlighted datapoints from the report:

- Resilinc EventWatch issued 2,696 event notices for a 36% increase year over year which averages about seven per day. Of these, Resilinc classified 907 events as those impacting its customers' mapped supplier sites, and therefore requiring an impact assessment.
- Illustrating that many global supply chains may not be adequately prepared when adverse impacts do occur, Resilinc's data showed that of the 12,558 manufacturing supplier sites that were in the zones of impact of potentially disruptive events, only 12% had an alternate manufacturing site available. In Life Sciences, only 4% had an alternate site available; in Food & Beverage, 3%; and in Aerospace & Defense, 0.4%.
- Reflecting the geopolitical turmoil of 2018, Regulatory Change events grew by 640%, while Protests/Riots increased 370%.
- The top 5 most reported events were: Mergers & Acquisitions; Factory Fire/Explosion; Reorganization/Management Change; Business Sale or Spinoff; and Factory/Shutdown Disruption.
- Changes in ownership, management or business structure (reflected in the event types: Mergers & Acquisitions; Reorganization/Management Change; and Business Sale or Spinoff) accounted for 30% of 2018 events. Such events often have impacts that do not manifest immediately but can eventually lead to serious disruptions and even a total loss of supply as strategic decisions are made around exiting non-core business lines or selling business units.
- 2018's top 5 most destructive natural disasters were: the January North American Blizzard (also known as the bomb cyclone); Taiwan's 6.4-magnitude earthquake in February; Hurricanes Florence (U.S.) and Typhoon Mangkut (Philippines, Taiwan, China), which both occurred in September; and October's Hurricane Michael in the U.S.



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Links in the Chain

Scholarship Deadline April 1



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.

Cross Docking

A system where products for store orders are not put away into the warehouse racking for later picking but are processed into store orders on arrival at the RDC. This can entail breaking down the inward delivery into store ready consignments or if the consignments are pallet sized moving the pallets across the docking area for loading onto the store delivery vehicle. This movement of product across warehouse vehicle docking bays gives the process its name

Deterministic Inventory Control Models

An inventory control system where all the variables and parameters used are known, or can be calculated with certainty. The rate of demand for items, and the associated inventory costs, are assumed to be known with assurance and the replenishment lead time is assumed to be constant and independent of demand.

Source: <https://www.inboundlogistics.com/cms/logistics-glossary>

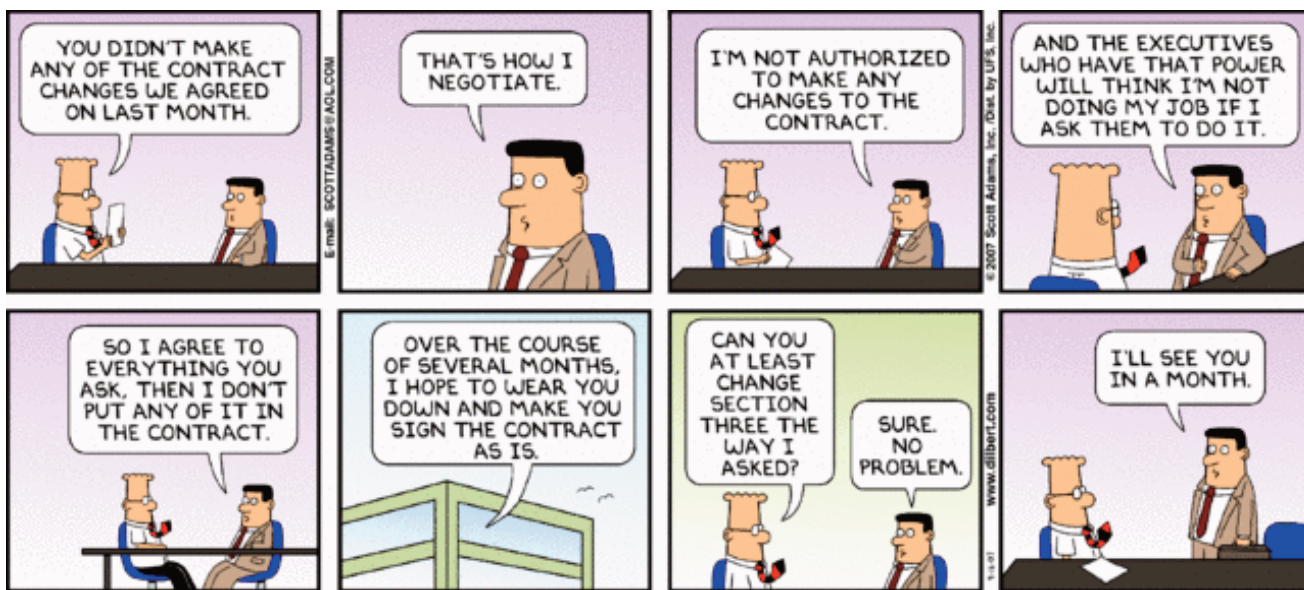
- Submitted by Jim Austin, CPSM

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. A transcript of records showing the most recent semester completed must accompany the application which must be received on or before April 1, 2019. *(Please Note: This is not a scholarship for current high school seniors.)*

Applications for this years award are judged solely on the applicant's scholastic ability, career plans and community activities. 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.

Applications may be obtained by contacting our Executive Director, Nancy Boyd Haley at the association office (716) 648-0972 or ismbuf@ismbuffalo.com.

Barbara Arber, C.P.M., Chairman



Every Member... Get a Member

Grow our network of SCM and purchasing professionals. Introduce an associate to join ISM-Buffalo. Membership information is available at ismbuffalo.com or contact our Executive Director Nancy Boyd Haley at (716) 648-0972 or ismbuf@ismbuffalo.com.





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

A Look at the ISM-Buffalo March Vendor Fair at the Historic Tonawanda Castle



Almost 100 members and guests enjoyed our Supply Management Month Celebration. The majestic Tonawanda Castle was a beautiful setting as we enjoyed fabulous hors d'oeuvre while browsing the 14 vendors with our Purchasing Passports. Thanks to our vendors, cocktail hour sponsors, and those who donated door prizes. Special thanks to Dale Lesinski of DiVal Safety for an informative presentation on safety in the workplace. Hats off to the staff of the Tonawanda Castle who treated us like royalty!



A special invitation to members of ISM-Buffalo...

Buffalo World Trade Association

Monthly Dinner Meeting

Thursday, April 18, 2019 5:30pm

Location: Phillips Lytle Office, Downtown (Near Key Bank Center).
One Canalside, 125 Main Street, Buffalo, NY 14203-2887



Panel Discussion on 301 Tariffs out of China

Moderator: Jon Yormick Phillips Lytle, US trade Attorney

Panelist: Jim Trubits, VP Mohawk Global Trade Advisors
Joe Adamo, VP Umbra

*Tim Terrana, C.P.M., Buyer Wendt Corp.

**ISM-Buffalo Membership Director*

Topics:

- 301 Tariffs: Strategies to mitigate impact to your business
- 301 Tariffs: Supply Chain Strategies and Future Planning
- 301 Tariffs: Short-Long Term Strategies

More information and registration at <http://www.bwta.org>



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Supply Chain Optimizers

P.O. Box 537
Getzville, NY 14068-0537
716-574-0121

About Supply Chain Optimizers

Supply Chain Optimizers is a management advisory firm founded upon the principle of taking waste out of the supply chain. Our solutions have traditionally delivered savings in the 10-20% range of total supply chain cost. We also deliver dramatic improvements in our client's sustainability as a result of our recommendations. For a computation of what this can save for your company, please look at: [How much can we cut your costs.](#)

Our packaging optimization business has been active for over 25 years during which time we have completed more than 500 projects. Our projects have shown significant savings and we typically operate on a gain sharing basis. If we cannot develop savings for our clients, there is no charge for our services. With e-commerce growing at a much faster rate than the total economy, packaging optimization has taken on new urgency for many shippers wrestling with the shipping complexity inherent in this sector. SCO has specific, unmatched expertise in e-commerce and a strong track record to back up that claim.

The SCO team has many years of international experience, especially on the northern border between USA and Canada. We apply our operating knowledge to help clients navigate the complexity of dealing with customs and regulations in two countries. In fact, we can manage the border crossing process for clients on a continuing basis.

If your issue involves the supply chain, more than likely we have already dealt with a similar problem in the past. Because we are staffed with experienced operating executives, we have real world knowledge in all facets of supply chain operations. The business services we offer are specific to areas in which we have such expertise, so that we can outperform direct competitors and, in all cases, deliver excellent results that have major bottom line impact for our clients.




"I'm tracking the book you requested ...
ooo, the truck just hit a pothole."



Welcome New Members

David Rozanski
Supply Chain Supervisor
Harmac Medical Products, Inc.

Chuck Wilson
Director of Procurement
Upstate Niagara Cooperative, Inc.



Calendar of Events

Educational Dinner Meeting - Joint with PMI
Tuesday, April 9, 2019
Tewksbury Lodge, Ohio Street, Buffalo, NY
Speaker: Lisa M. Maul, MBA, PMP
Program: Project Management for Better
Organizational Management



SCM Symposium -
Friday, May 3, 2019
Topics include: Blockchain,
Green Logistics,
Procurement Leadership,
Inventory Accuracy and
more

Educational Dinner Meeting - Joint with ASQ
Wednesday, May 8, 2019
Curly's Grille, 647 Ridge Road, Lackawanna, NY 14218
Curly's popular Caribbean Buffet
Speaker: Steve Diloia, President, Axiom Coaching
Program: Leadership and its Effects on Quality in Business™

Plant Tour
Sumitomo Rubber - USA
May 2019

Installation & Awards Dinner
Wednesday, June 12, 2019

Twin Tiers Buy/Sell Golf Outing &
Clambake
Tuesday, June 18, 2019
Pine Acres Country Club, Bradford, PA
Chairman: Kurt Keller
kckeller1@hotmail.com
(814) 558-4811

Golf Outing
Monday, August 5, 2019
The Links at Ivy Ridge, Akron, NY
Chairman: Rob Conti,
Robert_A_Conti@yahoo.com



**Log on to our ismbuffalo.com website
calendar page for additional information on
programs added as it becomes available.**

** If you'd like to join the team to work on any of
these events, please contact Executive Director
Nancy Boyd Haley to see how you can help.*



Niagara University Supply Chain Management Seminars

Monday, May 20 - Supply Chain & Logistics Management
Tuesday, May 21 - Transportation & Freight Management
Wednesday, May 22 - Purchasing & Supplier Management
Thursday, May 23 - International Logistics
Friday, May 24 - Inventory Management & Warehousing

Register:
Call: Gerry Catalano 716-286-8173
E-Mail: CBAcenters@niagara.edu
**Ask about ISM member discounts if
registered by May 7.**
Visit: www.niagara.edu/supplychain

Introduce Suppliers to ISM-Buffalo

Members are asked to spread the word to suppliers and your own 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.