



Program:

# Sustainability and the Supply Chain



Learn to formulate effective business and supply chain strategies that lead to an actionable, proactive agenda for sustainability that will ensure profitability as well as social and environmental responsibility.

We will focus on the environmental impact of the extended supply chain that includes suppliers, third party service providers and consumers, and take a cradle-to-cradle approach that includes product design, raw material sourcing, manufacture, transportation and storage, consumer use and eventual disposal and recycling. Concepts will be illustrated with real world examples, with insights from scholarly research and case studies.



**Speaker: Aditya Vedantam, PhD**  
Assistant Professor of Operations  
Management & Strategy  
University at Buffalo

Aditya Vedantam is assistant professor of operations management and strategy. He holds a doctorate in management from Purdue University and a master's in engineering from the University of Michigan. His research focuses on sustainable and socially relevant operations with emphasis on clean energy technology development, recycling and reuse in supply chains.

## Educational Dinner Meeting

Wednesday,  
February 13, 2019

### Chef's Restaurant

291 Seneca Street, Buffalo, NY 14204

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

### Dinner Entree Choices:

- 1) Boneless Chicken Cacciatore & Spaghetti
- 2) Meat & Cheese Lasagna
- 3) Spaghetti Parmesan

\$30.00 - Members & Guest of Member\*  
(\*added member benefit)  
\$35.00 - Non-Member Guests  
\$20.00 - Full-Time Students

***Please reserve with entree choice as early as possible by Friday, Feb. 8th.***

Space permitting, reservations may be accepted later.

[ismbuf@ismbuffalo.com](mailto: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**

See page 3 for information on the information gathering of ISM-Buffalo at Lumagination at the Botanical Gardens on Sunday, February 10.

## ISM-Buffalo Buylines

ISM-Buffalo, Inc.  
PO Box 888  
Hamburg, NY 14075-0888  
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[www.ismbuffalo.com](http://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.

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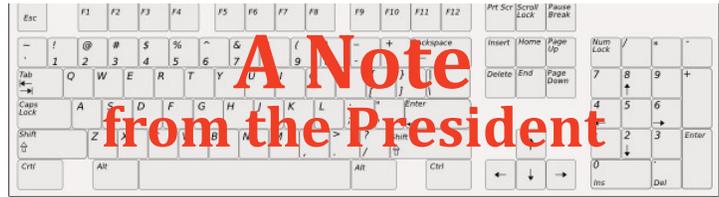
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Dear Members, Colleagues, and Friends,

I hope everyone fared well through our first storm of the year and some freezing temperatures. Thankfully, we are back into double digit temperatures for the next couple weeks. We make our much anticipated return to Chef's on Wednesday, February 13th for our next dinner meeting. We will be collecting new fleece blankets for donation to the SPCA, a charity near and dear to the heart of our Director of Social Events and Charities, Katie Dzielski, who volunteers at the association.

Our program this month is on **Sustainability in the Supply Chain**, as presented by Dr. Aditya Vedantam, Assistant Professor, Operations Management and Strategy School of Management, University at Buffalo. This topic is a very necessary and crucial element of the supply chain and impactful to our environment and future generations.

### Social, economic, and environmental sustainability should be at the heart of every supply chain.

Data from Nielsen finds that 66% of global customers are willing to pay more for sustainable goods.

And these customers are looking to buy from companies that:

- **Design** products that are biodegradable and environmentally sustainable.
- **Source** materials ethically from organizations that follow social and humanitarian practices.
- **Manufacture** with minimal waste and environment impact.
- **Deliver** with logistics processes that optimize loads to reduce mileage, emissions, and carbon footprint.
- **Operate** assets and equipment in an energy-efficient manner that is safe for the environment and workforce.



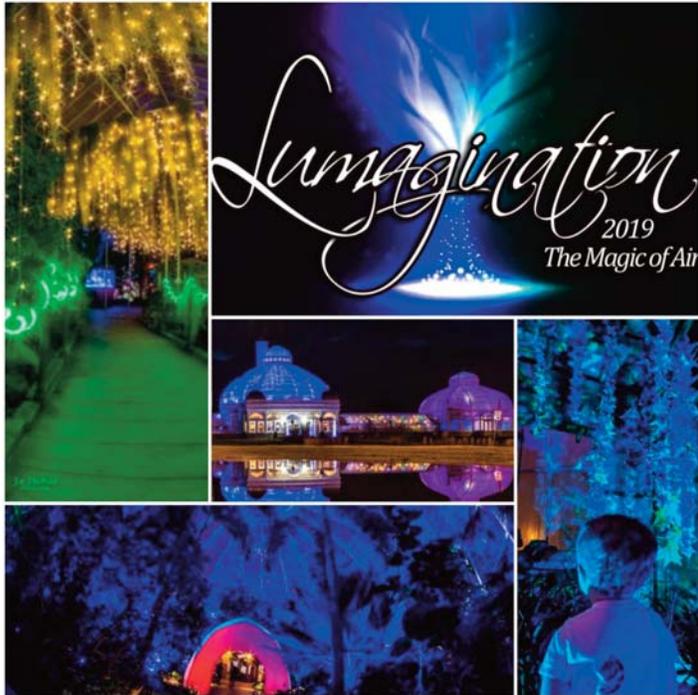
While these may be daunting challenges, companies have an incentive to move forward beyond the moral imperative. Sustainable supply chain processes, after all, are good not only for the environment but also for worker safety, customer satisfaction and – in many cases – for cost reduction as well.

Richard Howells ©2019 Forbes Media LLC. All Rights Reserved.

### **Tell Me What You Want: A Sustainable Supply Chain**

Thank you to Dr. Phil Hancock, MBA, CPSM, CPSD and Multisorb Technologies for hosting a fantastic first Module program for our **CPSM review sessions**. I can attest that the class facilitated some very thoughtful discussion and gave our membership the opportunity to get the inside scoop on both the format and content of the exams. If you are interested in pursuing certification, I urge you to join me this Friday, **February 8th** for our next review session. It is an exceptional value of \$100 for members/\$150 for non-members and includes breakfast and lunch. It will not be time wasted. Please contact Nancy at [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) to make your reservation today for this session or the final session Friday, **March 1st**.

*Continued on page 3*



We invite everyone to join us for our first weekend meet up and family event, **Sunday night, February 10th**, for **Lumagination** at the **Botanical Gardens** at 6 pm. Bring your significant other, friends, and family to share in this magical event with your friends at ISM. The event runs until 9 pm. Come as you are, pay at the door, and stay as long as you please. I have really been looking forward to this event. Please see the details below.

**The Magic of Air** - The interior of the Botanical Gardens will be illuminated to excite imaginations, stimulate the senses and entertain all ages! Air motivates ordinary things to move in amazing ways. There are so many magical surprises in store at this exhibit - colorful and creative lighting, dancing silks, bouncing paper cranes, hot air balloons and kites of all sizes, metallic mobiles, cyclones of fabric and so much more! #Lumagination @BuffaloGardens

February 10 - Family Night with the Buffalo Zoo 6-9pm  
Buffalo Zoo Members, with valid ID, receive Botanical Gardens' Member prices. Everyone will enjoy added kids' activities, animal interaction and more!

Lumagination is produced by:



General Public Tickets:

- \$14 Adults
- \$12 Seniors (62+)
- \$12 Students (13+ with ID)
- \$6 Kids 3-12
- Kids 2 and under free

Botanical Gardens Members' Tickets:

- \$12 Adults

- \$10 Seniors (62+)
- \$10 Students (13+ with ID)
- \$6 Kids 3-12
- Kids 2 and under free

**March 13th is our Top Management Night and Vendor Fair at the Tonawanda Castle**, with a program on building a safer work environment by Dale Lesinski, VP, Dival Safety. This is sure to be a phenomenal event! We only have a couple of spots left for tabletop vendors, if you would like to take this opportunity to promote your business with us. Make your reservations soon.

We also have some great joint meetings coming up with the Project Management Institute in April and the American Society for Quality in May. Our golf outing is in June.

If anyone has any ideas on speakers, venues, activities, events, or volunteer opportunities for the association, we welcome all ideas. We appreciate your support. Happy to be of service.

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



**Douglas J. Drake**  
Account Executive

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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.



# Links in the Chain

## Aggregate Inventory Management

The size of many inventories requires that they be broken down into groupings for the purpose of control. Aggregated inventory is the further collection of these groupings into a single entity to enable the establishment of operating policies, key performance indicators, targets and reports. Aggregate Inventory Management enables such things as the overall level of inventory desired to be established and then appropriate controls implemented to ensure that individual operating decisions achieve that goal, at optimum cost.

## Supply chain sustainability

The management of environmental, social and economic impacts and the encouragement of good governance practices, throughout the lifecycles of goods and services. The objective of supply chain sustainability is to create, protect and grow long-term environmental, social and economic value for all stakeholders involved in bringing products and services to market.

<https://www.logisticsbureau.com/supply-chain-glossary/>

- Submitted by Jim Austin, CPSM

## Vendor Display/Meeting Sponsors

February 13th meeting at  
 Chef's Restaurant  
*Please Support Them!*



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EcoTech retails new, refurbished and "as is" office furnishings in WNY. Decommissioning & liquidation nationwide. Design, installation and servicing.



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](mailto:ismbuf@ismbuffalo.com) for the application and more info.



716-361-5237

call or text

[cindymariessweets@gmail.com](mailto:cindymariessweets@gmail.com)



**ISM-Buffalo Monthly Business Survey Reports are archived on our website at [www.ismbuffalo.com](http://www.ismbuffalo.com)**





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## What is a Company's Most Valuable Asset? Not People

Posted on December 20, 2018

**Data-rich companies are dominating markets and re-shaping supply chains.**

The well-worn adage that a company's most valuable asset is its people needs an update. Today, it's not people but data that tops the asset value list for companies. And it will become increasingly difficult to compete with large enterprises that are amassing huge volumes of this asset.

By "large enterprises" I mean corporate behemoths such as Amazon, Facebook, certain leading financial institutions, and telecommunications companies. These organizations are collecting data on customers on an unprecedented scale. When combined with advances in artificial intelligence and machine learning, and ever-expanding sensor networks, they will establish a grip on markets that will be extremely difficult to break.

In some cases, they have already carved out market positions that to all intents and purposes are impregnable.

### Prescient supply chains

This is not a dystopian vision, but a fact of life as we move deeper into the age of digitalization. My professional field, supply chain management, offers a glimpse of this new reality.

For example, one of the most taxing challenges facing supply chain professionals is matching supply with demand, especially in notoriously volatile businesses such as fashion apparel. The dramatic growth of e-commerce has compounded the challenge. Get this balancing act wrong – and companies frequently do – and the result is excess inventory or lost sales and customers, both of which can be immensely costly. Create large imbalances on a regular basis over an extended period, and your days as a viable business are numbered.

Companies that are able to create granular, accurate demand forecasts that can be modified on the fly in response to unexpected demand shifts, and closely tie these to manufacturing and delivery operations, can avoid such missteps and stay ahead of the competition.

Some companies, notably the retailer Zara, have become masters at responding speedily to demand changes with new designs and moving products to store shelves to take advantage of new selling opportunities.

But big data and advanced analytics can take these capabilities to unimaginable levels. These technologies will yield insights into customer buying behaviors that enable

companies to track market fluctuations more precisely, and to anticipate shifts in buying preferences with remarkable prescience.

### Future scenario

This is happening in so many areas of the supply chain that it's impossible to adequately chronicle the changes in this piece. But here's a scenario taken from a blog post written by some of my colleagues at MIT, that illustrates the possibilities that are emerging.

A consumer is conversing with a retailer via a digital assistant such as an Alexa or Facebook Portal. Perhaps the person is interested in buying a garment. All the while, the camera on the device or on her smartphone relays images of the jacket she is wearing to the retailer, as well as her body measurements for a perfect fit. The retailer analyzes the images and combines the analysis with other data, such as weather forecasts and fashion trends in that area. The person's buying history is also added to the data mix. During the conversation, the retailer searches its proprietary supplier capabilities data bank and sends the customer information to a number of suppliers who have relevant inventory or the ability to custom-make garments on the fly using 3D printing. The suppliers send digital images of their offers to the retailer. The retailer, in turn, sends images of garments that the buyer might want to purchase, with special coupons offered by the suppliers to sweeten the deal (of course, the entire supply chain information exchange and transactions are handled digitally). She makes a choice, and the item is made and delivered. Details of the transaction become part of a demand pattern analysis that is used to hone future demand forecasts for the garment purchased. Relevant intelligence from the conversation enhances the retailer's market database and provides valuable pointers for designers.

This is just one, relatively small example of how data and the AI algorithms derived from it can integrate a company, its suppliers, and its customers. Companies that possess this type of data wield significant competitive advantage.

### Signs of future times

It can be rightly argued that technologies such as these will spawn more innovators, who could ultimately compete with the big boys. No doubt there will always be innovators, but the degree to which they can compete with data-rich market leaders is narrowing. The better algorithms in



**Continued on page 6**

## "...Valuable Asset..." continued from page 5

the age of machine learning are owned by those organizations that have more data to train the algorithms. And better algorithms result in stronger business results.

Even if a company does not make products, it can sell this type of data – Facebook is an obvious example (note the New York Times' recent exposé of secret data trades between Facebook and companies such as Amazon) – increasing its profit potential and consolidating its position as an unassailable source of consumer data.

In the science fiction movie Rollerball, the world of business has been reduced to a handful of mega-corporations such as the Energy Corporation. We are a long way from such a world, but the primacy of data and its impact on the competitive landscape should give us pause for thought.

*This post was written by Yossi Sheffi, Elisha Gray II Professor of Engineering Systems at MIT and Director of the MIT Center for Transportation & Logistics.*

## Read Buylines and Win a Prize!

- 1) Write down the correct answer on the back of your business card.
- 2) Place it in the basket at the Feb. 13th meeting.
- 3) Win a prize. \*



\* If your correct answer is drawn. One entry per person.

## This month's question is...

Which of the following are needed in order to establish a benchmark against which performance will be measured?

- I Before-the-fact controls
- II During-the-fact controls
- III After-the-fact controls

- (A) I only
- (B) II only
- (C) I and III only
- (D) I, II and III



Culinary Art's Specialists, Inc.  
2268 Union Road  
Cheektowaga, New York 14227  
Phone: 716.656.8943  
Fax: 716.656.8945



## 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: FVigars@gmail.com**

### POSITIONS AVAILABLE:

- ♦ Buyer, Gemcor/Ascent Aerospace - Debbie Garwol, HR Mgr. 674-9300 ext. 207. ascentaerospace.com.
- ♦ Purchasing & Contract Specialist, Gateway-Longview - online at gateway-longview.org.
- ♦ Senior Buyer, Praxair, Inc. - Lizzie Quinones, Procurement Manager. lizzie\_quinones@praxair.com



## Reach out

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# Member Incentives

## Have you always wanted to be published? Apply for the Joseph Hutka Professional Purchasing (SCM) Paper Award



**OBJECTIVE:** To provide a means of recognition on an annual basis to the author of a superior professional purchasing paper which effectively communicates ideas in the Supply Chain Management area to members of the Association and the academic community. The paper is to be of high professional standard based on research, thought development, effective communication skills, and organized presentation.

**ELIGIBILITY:** Any regular or associate member of ISM-Buffalo, Inc., or student, or non-member of the Association is eligible to present a paper. They must meet the requirements of length (2-3 pages, double spaced), topic (Supply Chain Management), and the deadline (to be received on or before February 28, 2019).

**AWARD PROVIDES:** The Board of Directors will handle determination and selection from the applications. The successful author will receive a \$100.00 monetary card. The paper will be published in the *Buffalo Buylines* newsletter.

For an application, contact the ISM-Buffalo office, [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) or (716) 648-0972.

## William Connors Memorial Scholarship

An Educational Grant that the association awards to an ISM-Buffalo, Inc. **member who does not receive monetary reimbursement from their employer.** Applications are due by February 28, 2019 and winner(s) will be selected in March. Contact [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) or (716) 648-0972 for an application and more details.

**OBJECTIVE:** To give members of ISM-Buffalo, Inc. the opportunity to continue their education in the field of Supply Chain Management and/or related courses offered at accredited institutions of higher education, through business institutes or through participation in ISM-Buffalo, Inc sponsored or affiliated seminars or workshops for which they offer continuing education hour(s).

**ELIGIBILITY:** Any regular or associate member of ISM-Buffalo, Inc. who is working toward his/her professional certification or re-certification and who is NOT benefiting from their employer by reimbursing them for the educational costs.



**AWARD PROVISIONS:** One (1) award per member (maximum value of \$250.00) will be paid as reimbursement for qualified educational coursework, seminar, or workshop.

## 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.

We're **now accepting vendor applications and sponsorships** to the **annual Vendor Fair on March 13th during Supply Management Month.** We're excited about the historic and spectacular Tonawanda Castle as our site this year!

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](mailto:ismbuf@ismbuffalo.com) or (716) 648-0972 to supply your leads or to get the flyers and applications.



Join our Facebook page, **ISM – Buffalo**

Join our LinkedIn group, **ISM– Buffalo Chapter**

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## 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](http://ismbuffalo.com) or contact our Executive Director Nancy Boyd Haley at (716) 648-0972 or [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com).

## ISM & APICS Joint Meeting on January 16th...



A nice crowd enjoyed a presentation by Gary Pezzuti on Interviewing Skills at Joseph's Country Manor in Depew. Top right: L-R are Membership Director Tim Terrana, C.P.M., Wendt Corporation; President Martha Switzer, CPSM, Sumitomo Rubber; and new member Kristin Wolf, VWR. At right are: Tim Terrana and new member Andrea Semski, Robinson Home Products.

**We need volunteers to snap some good candid shots of our meetings and events. Contact Nancy at [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com). Or, mention your willingness with your reservation.**



## Scholarship Announced



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, 2019. *(Please Note: This is not a scholarship for current high school seniors.)*

Applications for this year's 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. Gam-

ble Memorial Award winners and is chaired by Barbara Arber, C.P.M.

Applications may be obtained by contacting our Executive Director, Nancy Boyd Haley at the association office (716) 648-0972 or [ismbuf@ismbuffalo.com](mailto: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 2018-19 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 Barbara Arber through ISM-Buffalo by April 1st.



Barbara Arber, C.P.M., Chairman

*Celebrate our profession!*

## MARCH IS SUPPLY MANAGEMENT MONTH



Join ISM-Buffalo at our annual  
**VENDOR FAIR & TOP MANAGEMENT NIGHT**

**Wednesday, March 13**

**4:00 pm - 8:30 pm**

**The Tonawanda Castle, 69 Delaware Street, Tonawanda, NY 14150**

*(Large parking lot across the street and on-street parking available)*

**4:00-6:00 p.m.**.....Vendor Fair with 15+ suppliers; Purchasing Passport to Prizes; Networking; Cash Bar; Passed Gourmet Hors D'oeuvre & Fruit/Cheese/Vegetable Displays

**6:00-7:00 p.m.**.....Dinner & Meeting

**7:00-8:00 p.m.**....Program, Announcements & Prizes

### **Entree Choices:**

- 1) Stuffed Chicken Breast (Ricotta, Pancetta & Sundried Tomato) with Garlic Cream Sauce
- 2) Stuffed Beef Flank Steak (Toasted Baguette) with Rosemary Demi
- 3) Pistachio Crusted Salmon
- 4) Chef's Choice Vegetarian

Rounding out the meal: Greek Salad with Oregano Vinaigrette; Ciabatta Bread; Sour Cream & Chive Twice Baked Potato; Roasted Vegetable Medley; Chef's Special Dessert.

**Cost:** \$30.00 Members & Guests of Members; \$35.00 Non-Member Guests; \$20.00 Full-Time Students

**Speaker:** Dale Lesinski, Vice President, DiVal Safety Equipment, Inc.

**Program: "Improving your Safety Culture is not as tough as you think!"  
Especially if you know what to do and how to do it!**

Employers want their employees to be safe. They Are OSHA compliant and have dedicated significant resources to employee safety but results still fall short. The "Safe 4 Culture Changer Program" delivers the necessary practices for an effective safety culture, driving your safety performance and continuous improvement by creating a sustainable guide that becomes the cornerstone of your safety program. This session will cover several key components necessary for positive culture change. It also identifies the most common mistakes that many companies make resulting in shortfalls, lackluster results and the same old "flavor of the day" mentality from their employees. Attendees will walk away with fresh ideas, new approaches and real world tools to improve their safety culture and implement them immediately.

**Vendors to date include:** **BDI-Buffalo**, **Buffalo Paper & Twine**, Corr Distributors, **Custom Engineering Co.**, DiVal Safety Equipment, **R.P. Fedder Corp.**, Kraftwerks, MidCity Office Furniture, Minoritech/Grainer, Philpac Corp., **Pooley Inc.**, Simply Yours Gifts & Specialty Baskets, **Starco Lighting Inc.**

\* Bold denotes reception sponsors.

\*\* Several tables are available at this time; contact Executive Director Nancy Boyd Haley at [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) or (716) 648-0972 for availability.

**Reservations with entree choice are being accepted by email to [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) or (716) 648-0972. Guests encouraged. Reservations due by **MARCH 4 latest.****



# Welcome New Members

**Heather Titanic**  
Executive Recruiter  
Search Solution Group



# Calendar of Events

**CPSM Review Classes**  
**Friday, February 8, 2019**  
Multisorb Technologies

Social Networking Event - Lumagination  
**Sunday, February 10, 2019**  
Botanical Gardens, South Park Avenue

Educational Dinner Meeting  
**Wednesday, February 13, 2019**  
Chef's Restaurant, Seneca Street, Buffalo

**CPSM Review Classes**  
**Friday, March 1, 2019**  
Multisorb Technologies

Educational Dinner Meeting -  
Supply Management Month  
**Top Management Night  
& 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  
Speaker: Lisa M. Maul, MBA, PMP  
Program: Project Management for Better  
Organizational Management

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**

Twin Tiers Buy/Sell Golf Outing & Clambake  
**Tuesday, June 18, 2019 (tentative)**  
Pine Acres Country Club, Bradford, PA

**Log on to our [ismbuffalo.com](http://ismbuffalo.com) website  
calendar page for additional information on  
programs added as it becomes available.**



"I don't get it. Everytime I try to take inventory,  
I nod off!"

**ISM Annual Conference**  
April 7-10, 2019  
Houston, TX  
[www.ism2019.org](http://www.ism2019.org)



*\* If you are planning to attend, let ISM-Buffalo Executive  
Director Nancy Boyd Haley ([ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com))  
know so we can connect you with other ISM-Buffalo  
members attending.*



#### Areas of Expertise

- Lean Six Sigma
- Supply Chain Management
- Information Systems
- Electronic Commerce
- Manufacturing
- Service Management

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