

Program:

Plant Tour & Presentation

Join us for a plant tour of Staub Machine Company on Wednesday, December 9 at 5:30 p.m. Staub is the only company in Buffalo offering solutions with 3D printing. Staub mainly uses this technology for prototyping, but did you know that it can also create customized, fully-functional parts? At Staub Additive, they will work with you to create concept models, prototypes, fixtures, tooling, or end-use parts on your schedule.

At this plant tour you will see how products come to life from concept to completion. We'll also get a look behind the curtain of Staub's production machining operations. Staub focuses on unattended machining, manufacturing component parts around the clock. Automated processes and robotics allow for high production and quality with minimal labor. In May of this year, Staub was recognized with the award for Operational Excellence at Buffalo Business First's Manufacturing Awards.

Afterwards, we will head to Hideaway's for some food, drink, and good company!



Educational Plant Tour & Dinner Meeting

**Wednesday,
December 9, 2015**

staubTM

Staub Machine Company
4 Grimsby Drive, Hamburg 14075

5:30-6:00 p.m.... Registration at Staub; Mix & Mingle
6:00-7:00 p.m.... Presentation & Plant Tour
7:00-8:00 p.m..... Finger Foods Light Dinner, Cash Bar & Camaraderie

at
Hideaway's in the Quality Inn
5440 Camp Road, Hamburg 14075

\$20.00 - Members/Non-Members/Guests

Reservations requested by Friday, December 4th but will be accepted later.

ismbuffalo@roadrunner.com

or (716) 648-0972

** Please cancel if unable to attend.*

EARN (1) CEH

Directions: From NYS Thruway 90 take Exit 57, follow Rte. 75 South onto Camp Road towards Hamburg. Turn right on Elmview Drive and left onto Grimsby. Staub is the last building on the left. Parking lot on side of building and Shop Entrance will be marked. After the tour, Hideaway's is located on Camp Road near the Thruway.

Happy Holidays to you and yours from the ISM-Buffalo Board of Directors!



Buffalo Buylines

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Mission Statement

The Mission of ISM-Buffalo, Inc. is to advance the purchasing 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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President's Message

Happy Holidays! I hope everyone had a wonderful Thanksgiving this past week. While I was out of town visiting family, I hear that the weather in Buffalo was excellent (and I'm a bit jealous that I wasn't there to enjoy it).

Our December dinner meeting has a twist this month; we are having a tour of Staub Machine Company (6pm – 7pm), with finger foods following at Hideaways (7pm – 8pm). Staub, who was rated as one of WNY's Best Places to Work in 2015, will be giving ISM-Buffalo a close look at 3D manufacturing. This should be an interesting tour (1 CEU will be offered), and I hope that you can make it! Please note that registration for this meeting is limited, so please send in your reservation ASAP!

NOTE: ISM Buffalo is looking for your help. As we have in the past, we hope to use our resources to assist the local community in need. Last year we donated to the Buffalo Food Bank and Erie County Hospice; both were extremely thankful. While we are absolutely open to working with these organizations again this year, we are always looking for member suggestions. If you have a suggestion, please send it to Nancy (ismbuffalo@roadrunner.com). While there is no deadline for suggestions, the sooner the better so we may look into options.

If you are interested in CPSM preparation sessions, please contact Nancy so we can get an estimate for capacity. We are hoping to have some sessions, possibly beginning near the end of January 2016. More information will follow in the near future.

To those of you that I will not see before the new year, have a great holiday, and I hope see you in 2016!

Cheers,

Dominic LoTempio, CPSM
President, 2015-2016

2016 Membership Dues are now due. Watch for your invoice and pay promptly to avoid interruption of your member benefits.



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

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Supply Management Career & Job Market Blog



"You do not need to know precisely what is happening, or exactly where it is all going. What you need is to recognize the possibilities and challenges offered by the present moment, and to embrace them with courage, faith and hope."

— Thomas Merton

For those involved in a job search, the month of December can be especially challenging. Keeping faith that every journey has high points and low, a job searcher needs to keep spirits up and maintain perspective. The weeks of December should be seen as opportunities to prepare for that next step in your career. Stay upbeat, keep networking, maintain healthy habits such as exercise and moderation, and remain confident that although the job market seems like it may be frozen, things can heat up very quickly.

The month of December is traditionally a busy month filled with holiday get-togethers, decorating, baking, card writing, and generally the holiday hustle and bustle. Job searchers are tempted to pull back, to slow down during this time of the year. While it is true the number of hiring decisions tends to decrease, hiring decisions do not stop! Hoping to hit the ground running some employers will move to fill job vacancies to coincide with the coming New Year these decisions can happen quickly at this time of the year.

It is most important that you be kind to yourself, embrace connections to family, the community, consider volunteering as another avenue for networking and maintaining perspective. Most of all, look to embrace the present moment as a time to remain thankful and optimistic; stay connected. Remember 2016, is an election year, and the US economy is historically robust in an election year. Thank you all for your continued positive feedback. I wish everyone a "best ever" holiday season and a joyous, healthful, prosperous New Year.

Gregory Nerogic, CPSM, CPA
Chair, Career Placement Committee
gjnerog@gmail.com (716) 868-2854 (Cell)



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to purchasing pros **with an ad.**

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Nancy Boyd Haley at (716) 648-0972 or
ismbuffalo@roadrunner.com.**

DOUBLE DOWN DOUBLE DOWN

Membership Recruiting Program



- ◆ **Share the Knowledge!**
- ◆ **Share the Experience!**
- ◆ **Get Paid!**

For any new* Regular Member that you recruit, ISM-Buffalo will give you a check for \$30.00....or Double Down and get \$60.00 in credit toward ISM-Buffalo educational dinner meetings or seminars. Your choice.

You know potential members -- co-workers, SCM pros from your supplier companies, neighbors...think about it. Share the knowledge gained from your membership in ISM. Talk to them about educational dinner meetings with topics on contracting, logistics, etc. Let them know about our plant tours.

** Applications available from Nancy at the office or on our web site at ismbuffalo.com. Make sure your name is on the new member's application after "How did you find out about us?" If joining on ISM national's web site, have them note promotional code "MBR050" and notify us of your new member's name.

* A new member is defined as an individual that has not been an ISM National (Regular) member since 1/1/2012.

The program will run through May 31, 2016.

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At the November 18 Dinner Meeting...



Above: **Connie Nellis, CPSM** (right) of Superior Group is all smiles as she receives her framed certificate to acknowledge her accomplishment as a certified professional in supply management from ISM.

Right: Director Martha Switzer, CPSM also presents a certificate to **Brandon Jones, CPSM** of PCB Piezotronics who recently passed his bridge exam to upgrade his C.P.M. certification.



EDUCATIONAL PLANT TOUR & MEETING
Wednesday, December 9, 2015
 Staub Machine Company & Hideaway's Restaurant, Hamburg

EDUCATIONAL DINNER MEETING
Wednesday, January 13, 2016
 Program: *Supplier Risk: Are You Prepared?*
 Speaker: Robert Conti, VP, Sr. Mgr. of Operations, Supply Chain Management, First Niagara Bank

EDUCATIONAL DINNER MEETING
 Joint Meeting with APICS-Buffalo
Wednesday, February 17, 2016
 Place: Salvatore's Italian Gardens
 Speaker: Jack Cook

EDUCATIONAL DINNER MEETING
 Supply Management Month
 Vendor Fair & Executive Night
Wednesday, March 9, 2016
 Place: TBD



2016 Resolution....

- Get involved in your association.

Contact Nancy at our office 648-9128 to find out how.



New Members pause for a moment at the November 18th meeting holding their framed membership certificates presented by Membership Director Raul Martinez of Edwards Vacuum. Pictured left to right are: Dennis Schultz, Johnson Controls Inc.; Gail Malzan; Cathy Hansen, University at Buffalo; Raul Martinez.