

Educational Dinner Meeting
& Annual Election Night

**Wednesday,
May 13, 2015**

Protocol Restaurant

6766 Transit Road
Williamsville, NY 14221

5:00-6:00 p.m.... Registration, Cash
Bar & Networking

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

7:00-8:00 p.m..... Program

\$30.00 - Members

\$35.00 - Non-Members/Guests

\$15.00 - Full-Time Students

Dinner Entree Choices:

- 1) New York Strip Steak
- 2) Chicken Piccata
- 3) Grilled Salmon with Lemon
Beurre Blanc Sauce

Reservations **with entree choice**
requested by Monday, May 11 but will
be accepted later.

ismbuffalo@roadrunner.com

or (716) 648-0972

** Please cancel if unable to attend.*

EARN (1) CEH



Program:



**Discover how to find ~10%
in hidden profitability across
your supply chain with
cross-functional packaging
optimization projects**

In January, both UPS and Fedex began to charge for transportation on the greater of box size or weight. This change could increase shipping costs as much as \$1 billion per year. Many large companies have some temporary protection via contract but small and medium sized shippers are fully exposed to this change right now and will bear the brunt of it. However there are some tactics that can be employed to soften the cost impact.

Jack Ampuja will lead a hands-on workshop with many examples of ineffective boxes that are more costly to ship and describe in detail what can be done to make your packaging more efficient so that shipping costs can be lower.

Presenter: Jack Ampuja, Supply Chain Optimizers

Jack Ampuja, a member of ISM-Buffalo, serves as Executive in Residence at Niagara University and as President of Supply Chain Optimizers which is the North American leader in packaging optimization with more than 500 completed projects over the past 25 years. Some of the companies they have helped reduce the cost of small package shipments by optimizing packaging include Office Depot, Toys-r-Us, American Girl/Mattel, Lillian Vernon and Target Stores.

Since last fall, Jack has written more than a dozen articles for various trade journals such as Logistics Management, Supply Chain Management Review and Buffalo Business First on this topic. During the past decade Jack has made hundreds of presentations on packaging optimization all over USA and Canada as well as Argentina, Belgium, Denmark, Ghana, Netherlands, Sweden and United Kingdom.

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.

2014-2015 Board of Directors

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open

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Greg Nerogic, CPSM, CPA
(868-2854)

gjnerog@gmail.com

BUSINESS SURVEY

Dr. Jay Walker (286-8311)

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

Affiliated with:

Institute for Supply Management
www.ism.ws

NY NJ Forum
www.ismnynj.org

President's Message



Greetings Members –

SPRING HAS SPRUNG!!

Starting out the month of May, we're hosting a **Plant Tour on Wednesday, May 6** from 5:30-7:30 p.m. at Edwards Vacuum in Sanborn. We're excited to have the opportunity to view 2nd shift production as part of the tour and presentation. There is no cost to attend, but we ask that you make a reservation so we can let our hosts know for the light dinner they are supplying. Also, guests are invited to join you. One CEH will be awarded to participants needed recertification credit hours. Thanks to members Raul Martinez and Bob Kostran for setting up this tour. *Details on page 5 of this newsletter.*

After Richard Dietz presented the "The Economic Outlook for Buffalo and Upstate New York" in April, which was one of our highest rated programs of the year, we are excited to bring our members our final educational dinner meeting of this program year. Looking ahead to **May 13 at the Protocol**, our speaker will be Jack Ampuja and the topic will be surrounding the revised Weight/Dimension requirements with carriers like FedEx and UPS.

May is also our annual Election Night where we'll be electing two new directors and a President-Elect for our board. Attend to show your support of the candidates as listed on page 3.

Our **awards and installation dinner** follows on **Tuesday, June 9** at **Sean Patrick's** Emerald Isle. Note change from our normal Wednesday night; please save the date on your calendars. We look forward to honoring and showing support for our association's leaders, past and present. Please join us for this special night.

Our annual Buy/Sell **Golf Outing and Clambake** is on **Tuesday, June 23**. This highly successfully event, chaired by Kurt Keller, has approximately 200 golfers participate each year down in the Twin Tiers region. We are asking our members to solicit donations, such as company shirts, hats, coffee mugs, or anything that we can add to the Chinese Auction or gift bags for the participants. Donations can be brought to either the May or June dinner meetings or call Nancy in our office to arrange for pick up the items. Please remember that the proceeds from the golf outing are used to fund our Gamble scholarship for ISM Buffalo members and their family.

With Energy,

Brandon

Brandon M. Jones, C.P.M.
2014-2015 President



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

Join our LinkedIn group
ISM– Buffalo Chapter.

Introducing ISM-Buffalo Board of Directors' Candidates



Nominations and Elections Chairman Debbie Pusateri has announced the following slate of candidates. Two members volunteered to serve two-year directorship terms: Kirk Hassenfratz and Martha Switzer, CPSM. Nominated as President-Elect was Gregory J. Nerogic, CPSM, CPA.

Dominic LoTempio, CPSM will move up to the presidency for 2015-16. Directors continuing their service on the board are: Tracy Rodemeyer and Raul Martinez.

Since there are less than the three candidates as mentioned in our bylaws, there is no contest and one ballot will be cast for the candidates at the May 13 meeting. Come to show your support for our future leaders.

President-Elect Candidate:

Gregory J. Nerogic, CPSM, CPA

A life-long Western New Yorker and a self described "Buffalo Booster", Greg Nerogic has been an ISM-Buffalo member since 2013. Greg responded to the call to service as the chairperson for the Career Placement committee in 2014. He has now responded to the call to serve as the Chapter President-Elect.

Greg graduated from UB with a Bachelor of Science in Accounting and Finance whereupon he worked early in his career in Banking, then Public Accounting after passing the four parts of the NYS CPA exam (all 4 parts passed together on his first and only attempt), moving to a number of financial leadership roles with multiple manufacturing companies in WNY prior to returning to full-time study in Manufacturing Operations Management and Management Science earning his MBA from UB. Hired to provide financial leadership to a network of global data center operations, he crossed into Procurement via the world of IT sourcing, contracting and vendor management: the IT Financial Controller became the IT Vendor Manager/IT contracts specialist, for the Business Process Outsource organization ClientLogic until the 2006 SITEL /ClientLogic acquisition, whereupon Greg became a contact consultant to multiple WNY clients and an adjunct Professor at Trocaire College. Greg also attended Caltech's Merger and Acquisition integration boot camp, earning a certificate of completion in 2007.

In 2009 responding to the financial meltdown, a manufacturing focus gave way to a reinvented focus in the Healthcare space, moving to Buffalo-based Prodigy Health (Meritain Health) which shortly thereafter was acquired by Aetna where he has been employed since 2010; earning his CPSM in 2014, also passing the Certified Lean Professional (CLP) exam in September of the same year and currently preparing for the CPSD.

Greg and wife Sharon are proud parents of twin daughters, Abby and Cosette who are juniors in Williamsville schools and active in Amherst girls' softball, where Greg and Sharon have been parent volunteers. Additionally, Greg

and family are active parishioners at St. Leo's Roman Catholic Church.

Greg has pledged an ongoing commitment to ensure the ISM-Buffalo Chapter continues to grow and become an increasingly meaningful resource to the membership.

Director Candidates:

Kirk Hassenfratz, MBA

Having discovered the association last year through the ISM NY NJ Forum Conference, Kirk Hassenfratz has been an active participant in each event since then. He's quickly become the "go-to" person for assistance at dinner meetings, especially helpful at the recent Vendor Fair and Executive Night dinner meeting in March.

Kirk has a varied background from a number of years in education to aerospace and biotechnology. He earned his BSB/A from UB in 1998 and his MBA from University of Phoenix in 2006.

Kirk feels its time to give back to ISM and its members who so warmly welcomed him as a member earlier this year.

Martha Switzer, CPSM

Martha Switzer has been an active member of ISM Buffalo since 2007. She earned her degree in Business, Management, and Economics from Empire State College with a 3.79 GPA. She obtained her CPSM and is continuing to expand her knowledge in Purchasing, Inventory Control, and Logistics at every opportunity.

Martha's journey into the field of Material Control and Purchasing began in 2003 at Gaymar Industries (Stryker Medical) where she had been employed since 2001. She continually took on more tasks and as a result of her positive performance, she was promoted within the company on four occasions. She always approaches new opportunities with an eagerness to learn and a confidence towards helping others and succeeding in a task.

In 2014, Martha accepted a position at Island Oasis Frozen Cocktail Company as Inventory Coordinator. The role was a new on-site addition to the Buffalo Plant, which is the dairy segment of the business. Island Oasis is the global leader in delivering the world's finest frozen drinks. Its cocktail mixes and smoothies are enjoyed worldwide – throughout North America, Mexico and the Caribbean, and in distant locations as far as Asia. In addition, co-packing makes up a large portion of the business.

Martha's diligent efforts within her first year making strong contributions to the company did not go unnoticed and she was promoted to Materials Manager. She oversees six direct reports and is responsible for the management of all aspects of materials flow. She maintains control and accuracy of all inventory transactions, procurement, planning, scheduling, cost, warehouse, receiving, and shipping. She has a wide breadth of knowledge in procurement and inventory control inclusive of many various industries.

Described by former coworkers as a "skilled problem solver and decision maker who knows how to execute and is not afraid to roll up her sleeves". "Martha is well recognized for her attention to detail, tactical execution skills, and her ability to perform both independently, as well as a motivating member of cross-functional teams". All are welcome attributes that she is bringing to the ISM board of directors.

Supply Management Career & Job Market Blog



One question that often comes up in a job search: "should I use a recruiter?" Clearly there are pros and cons to both answers, and what may be the right answer for one person, may not hold for another. This month, I would like to explore some thoughts and perhaps help you answer the question for yourself.

Recruiting firms are first and foremost, relationship driven: whether on the hiring side or the candidate side, I've never worked with a recruiting firm, but rather an individual recruiter. Most telling for me is that, the recruiter who takes the time to get to know me while I am in a search, also becomes the most adept at bringing me the best fits when I am hiring. I keep an active dialog with my "go to" recruiters.

It is noteworthy that because over 80% of jobs are filled via networking, the use of a recruiter, helps you leverage your network contacts with a well connected recruiter's rolodex. While growing your career, you will naturally be growing your contact list and you will find the best networkers are less likely to need a recruiter; however those who are excellent networkers are most likely to have a strong set of recruiters within their contacts list. So if you are not a good networker, or if you are early in your career, a recruiter may be a "must have" asset.

Understanding how the recruiter makes money is important to make transparent the risks and rewards. A placement for a recruiter is revenue; you represent a sale for them. As such, if you are easy to present: steady 5 to 7 year stints with growing responsibility, no gaps in employment, no career change, not too old or too young; you are gold to the recruiter. A good recruiter is likely to have multiple open orders for you. These placements are the quick hitters for recruiters and many recruiters only work in this type of world. Expect this type of recruiter will do less with candidates who are more difficult to present. Also, this type of recruiter is very likely to play it safe with regard to compensation, even if you were grossly undervalued by your prior company.

A relationship based recruiter is more likely to focus on harder to fill orders, more often willing to work with harder to place candidates to find a good match. This recruiter is more likely focused on lower volume, but many times more lucrative orders (sometimes a higher compensation package). This type of recruiter becomes your advocate and coach. Being able to have an honest and frank discussion with your recruiter and having that resource in your corner is most important when you need to sell yourself. Always remember however, the recruiter is still being compensated by the hiring company. The relationship focused recruiter is more likely to better match candidate with opportunity; as a candidate you will want to do your home-

work on any company presented to you to ensure you truly believe it is a good match.

Recruiting firms tend to specialize along functional lines, but the lines have always been blurry. Accountants have their recruiter specialists, ie. Robert Half International (RHI), but a quick look will find a Supply Chain Manager role currently advertised (April 28, 2015). Here are a handful of links to some of the firms who profess a Supply Chain/ Procurement focus. There are many more as a web search will yield: <http://jmjphillip.com/index.html>; <http://www.michaelpage.com/our-expertise/procurement-and-supply-chain-recruitment>; <http://www.aplin.com/supply-chain-operations-management.html>; <http://www.ds-global.com/markets/procurement/>.

I would encourage you explore and ask many questions, should you decide to work with a recruiter. I personally would encourage you to add some recruiters to your professional network.

Gregory Nerogic, CPSM, CPA
Chair, Career Placement Committee
gjnerog@gmail.com
(716) 868-2854 (Cell) or (716) 688-0690 (Home)



Vendor Display/ Corporate Sponsor

Wednesday, May 13
at The Protocol Restaurant
Drop by or give them a call!

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(716) 832-0138

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E-Mail: steve@midcityoffice.com
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ismbuffalo@roadrunner.com.



ISM-Buffalo announces

**Twin Tiers
Buy/Sell
Summer
Golf Outing
& Clambake**

**Tues. June 23,
2015**

Pine Acres Country Club
1401 West Warren
Road/Rt 770
Bradford, PA 16701

**Catered by
Old Library Events**

**Golf, Sporting Clays,
Clambake, Steak
Dinner, Raffles,
Prizes, & Fun!**

- ♦ Download registration form from www.ismbuffalo.com.
- ♦ Invite Suppliers.
- ♦ Donate a prize.

Chairman:
Kurt Keller
hckeller1@hotmail.com
(814) 558-4811

ISM-Buffalo presents..



6416 Inducon Drive West
Sanborn, NY 14132

Wednesday, May 6, 2015

5:30 p.m.-6:00 p.m. Registration

6:00 p.m.-7:30 p.m. Light Dinner, Presentation
& Plant Tour

** Second Shift activity observation*

Thanks to Edwards Vacuum for providing our refreshments and opening their facility to us during active production. This allows us to present this program to you at no cost! Earn (1) CEH.

**Reservations are required to 716/648-0972
or ismbuffalo@roadrunner.com**

** If unable to attend after reserving, please be courteous to our hosts & cancel.*

About Edwards Vacuum -

Edwards is a leading developer and manufacturer of sophisticated vacuum products, abatement solutions and related value-added services. Vacuum is where low pressure or pure environments are created and abatement is the making safe of any harmful by-products.

Edwards has over 4,200 employees - operating in approximately 30 countries worldwide. We have a rich 95-year history serving a \$6+ Billion market - with 23 manufacturing and service facilities worldwide, serving 30,000 satisfied customers.

As a leading global company, we set high standards of performance and ethical behaviors. We are judged by how we act and our reputation is upheld by how we live our core values every day.