

Executive Night & Vendor Fair



ISM-Buffalo, in conjunction with supply management associations worldwide, will be celebrating March as Supply Management Month. This special month recognizes the unique role supply management professionals play in helping to build better business and government in Western New York, throughout the United States, and around the world.

Supply management professionals make important contributions to the quality, efficiency, and profitability of small and large organizations and businesses in public and private sectors across the United States. Nationally, supply management professionals are responsible for managing and monitoring billions of dollars' worth of goods and services every year, which directly influences the U.S. economy.

ISM-Buffalo is a not-for-profit association representing approximately 200 supply management professionals in manufacturing, government, educational, institutional, and service organizations throughout the area.

It has become practice for our Buffalo association to feature an executive at a large WNY-based company as our keynote speaker. Join us for our premier event of the year on March 9.

Keynote Speaker: **Stephen T. Harrington**

Stephen Harrington is the Chief Procurement Officer at M&T Bank. In addition to the traditional procurement functions, Stephen is also responsible for Third-Party Risk Management and M&T's Global Offshore Office, which currently comprises over 700 dedicated resources across India. Recently he has been ranked among the top 25 CPOs in the country.

Prior to M&T, Stephen was responsible for Global Supply Chain Procurement for Chiquita Brands and Supply Chain Procurement for North and South America for Cadbury Schweppes. He also worked for Bank One, several manufacturing companies and the United States Navy.

Stephen holds a Bachelor's Degree from the Rochester Institute of Technology and an MBA from the University of North Carolina at Chapel Hill.

Program: **The Evolution of Procurement at M&T Bank**

M&T Bank is celebrating the 10th anniversary of the launch of strategic sourcing. Stephen Harrington will share how the Corporate Procurement Department has evolved over the past decade. He will also discuss the other areas – ranging from third-party risk management to global sourcing – that have been incorporated into the bank's procurement department over the last 10 years.



MARCH 2016

Supply Management Month

Executive Night Meeting & Vendor Fair

Wed, March 9, 2016

Millennium Hotel Buffalo

2040 Walden Avenue, Cheektowaga 14225

4:30 - 6:00 p.m.... Registration, Vendor Displays (see page 3-4), Cash Bar, Hors D'Oeuvres & Networking

*** Come early for your Purchasing Passport to Prizes!**

Bring Your Business Cards

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

7:00 - 8:15 p.m..... Program & Prizes

\$30.00 - Members

\$35.00 - Non-Members/Guests

\$15.00 - Full-Time Students

Dinner Entree Choices:

- 1) Sliced Roast Sirloin of Beef Jardiniere
- 2) Breast of Chicken Cordon Bleu with Asiago & Prosciutto
- 3) Mediterranean White Fish with Tomatoes, Black Olives, Herbs & Lemon Butter

Reservations with entree choice requested by Friday, Mar. 4th but will be accepted later.

ismbuffalo@roadrunner.com

or (716) 648-0972

* Please cancel if unable to attend.

EARN (1) CEH

Invite Bosses and Associates to join us in recognizing the importance of the Supply Chain to your Company!

Buffalo Buylines

ISM-Buffalo, Inc.
PO Box 888
Hamburg, NY 14075-0888
Phone: (716) 648-0972
Fax: (716) 646-1599
E-Mail: ismbuffalo@roadrunner.com

www.ismbuffalo.com

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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www.instituteforsupplymanagement.org

NY NJ Forum

www.mypurchasingcenter.com/purchasing/profiles/ism-new-york-new-jersey-forum



President's Message

To begin, a GIANT THANK YOU to the ISM membership, along with participation from APICS, for the many items that were brought in for donation to the Buffalo City Mission. Mark Nigro (CFO of the BCM) could barely hold in his excitement while Director of Membership Raul Martinez and I helped load up his vehicle. The Buffalo City Mission is an organization that not only helps to feed and house those in need, but also seeks to rebuild confidence and self-worth.

Remember, March is Supply Chain Management Month! To celebrate, ISM-Buffalo holds our annual Executive Night and Vendor Fair, a larger version of our regular dinner meetings. There will be multiple vendors for you to interact with, along with a keynote speech from Mr. Stephen Harrington, Chief Procurement Officer for M&T Bank. Mr. Harrington was ranked in the top 25 of all purchasing executives throughout the United States by ExecRank in 2012. Formerly with Chiquita International and Cadbury Schweppes, among others, Mr. Harrington has a deep pool of knowledge of which to share with the association.

We hope to see you at our March 9th meeting! Please invite your co-workers, bosses and potential members. Come early -- the event starts at 4:30 pm so you can visit the vendors with your "Purchasing Passport" to prizes.

Dominic LoTempio, CPSM
President, 2015-2016

Transition; Special Election on March 9

Members, please see the message from ISM-Buffalo 2015-2016 President-Elect Greg Nerogic on page 7 of this newsletter. While I am excited for Greg as he begins a new career in North Carolina, I am sad to see him leave. Greg has been an outstanding member of ISM, and has truly helped members with his enthusiasm and dedication as our Professional Placement Committee Chairman. I wish Greg much success and lots of Carolina BBQ.

ISM-Buffalo Board Member Martha Switzer, currently our Director of Operations, has (in principle) accepted the role of President-Elect. Pursuant to our Bylaws, there will be a special election held at our March 9 meeting. Martha has done an excellent job in her time on the board, bringing in new ideas and refreshing some old. I have full confidence that Martha will lead ISM-Buffalo to a successful presidency for the 2016-17 year.

Dominic LoTempio, CPSM, President, 2015-2016

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Vendor Displays/ Corporate Sponsors

Wednesday, March 9 at
Millennium Hotel Buffalo
Drop by or give them a call!

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E-Mail: bobd@advcircuit.com
http://www.advcircuit.com

Advance Circuit Technology is a high mix small to medium volume electronics contract manufacturer focusing on complex circuit board assembly.



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(716) 627-1182

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E-Mail: mike.farrell@constellation.com
http://www.constellation.com

Energy price risk management.



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http://www.divalsafety.com

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E-Mail: PatD@ESM1.com
http://www.ESM1.com

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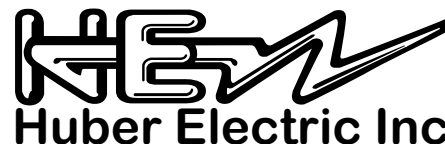


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Contact: Laura Tirone, President
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Vendor List continues on next page....

March 9 Vendor List continues...

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E-Mail: dennis.j.schultz@jci.com
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Email: kenneth.pelletier@officedepot.com
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Contact: David Denn, Sales Rep
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Thanks

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PURCHASING PASSPORT

The Vendor Fair & Networking Reception runs from 4:30 - 6:00. Make sure you come early to get your passport marked by vendors to be eligible for prizes. Bring business cards.



Supply Management Career & Job Market Blog



I am not sure what the groundhog prognosticator has revealed this year, based on his time tested, solar methods, but for most of us in Western New York, coming into March is to arrive at spring's front porch. So hold on, sunny days will be here in a blink. Thought I'd share some amusing thoughts and observations in this month's column.

As related to my ISM committee membership service, I regularly read many articles, news stories, columns and blogs related to Supply Chain, Purchasing, and Operations career trends, forecasts, recruiter columns. I picked up a Buffalo Newspaper this past Sunday and recalled when, early in my career, newsprint was a primary source of many job leads, second only to word of mouth networking. It was thus with much amusement that I read that anemic employment/classified ads section.

Those of us old enough to recall will remember the days when the Sunday Classified Ads were ten, twenty, thirty, or more pages long (OK, 30 may be over-romanticizing a bit). These ads were, in many instances half page, or larger recruitment ads from major employers trying to reach job prospects in the most efficient way possible in those pre-historic, pre-Internet days. Oh, how different it is today: a single page of Sunday employments ads, barely enough to line a parakeet cage, rarely containing any substantive leads. We now routinely turn to Monster, Indeed, CareerBuilder, BuffaloJOBS, and, dare I say?, Craigslist to search out leads. Boards have even sprung up to target certain professions, industries, career levels, among other specialty foci. Ladders.com which holds itself out as specializing in higher paying \$100K plus opportunities is one such that comes to mind. There employers seeking more highly qualified candidates can rely on Ladders to "weed out" candidates based on salary level.

This two way matching candidates to jobs has become a two way process analogous to the print ads from years past. Easy to fill positions that used a simple text print ad in newspapers now appear on mainstream job board where applicant response is usually sufficient to produce a good pool of candidates. Large print ads of the past were reserved for "hard to fill" positions where exacting qualification requirements served to eliminate a larger percentage of the applicants. In these cases, large ad strategies were employed to catch the eye of more potential applicants and increase the chance that a good fit will be enticed to apply. These days, employers have replaced the large ad strategy with a metadata or key word search of the job board electronic resumes. Getting to the top of a search result means having a sense of the key words that recruiters use to proactively search candidates – of course this changes over time. Ladders.com chairman, Marc

Cenedella recently published a list of the top 100 words their recruiters use when searching. I have included the list below with some thoughts. If you'd like to read the original article you may find it at: http://info.theladders.com/career-advice/100-words-to-get-you-hired?utm_source=zergnet.com&utm_medium=referral&utm_campaign=zergnet_693747.

Here are the search words you should consider adding to your resume as applicable:

INDUSTRY: *(If you have experience be sure the key words show up.)*

Healthcare; Manufacturing; Construction; Aerospace; Pharmaceutical (Pharma); Insurance; Automotive; Hospital; Food (not hospital food); Chemicals; Banking; Mortgage; Medical; Retail; Call Center; B2B; Medical Device; Technology; Financial, Software

JOB Descriptions/Titles:

Supply Chain; Sales; Project Manager; PMP; Accounting; Marketing; Engineer; Outside Sales; Java Developer; Staffing; Architect; Security; Human Resources CPA, RN; Financial; Finance; Devops; Developer; Infrastructure; IT; Migration; Packaging

Technologies/Skills/Tools:

Programming Languages: Java, .NET, Python, PHP, C++, Perl, Java and J2EE, Javascript, C#, Selenium, Powershell

Technology Environments/Frameworks: iOS, Agile, SaaS, Cloud, Android, Azure, Cisco, Hybris, SOA, AngularJS, Angular, ITIL, CRM, Linux, Manhattan Wmos, WMS, SCCM, SDLC, ETL, UI

Database: Oracle, Sql, SQL, Sybase, PI/Sql, OBIEE Applications: SAP, Salesforce, Actimize, Sharepoint, Informatica, Tableau, Workday, Cognos, QlikView, SAS

Big Data: Hadoop, Big Data, Teradata

Other: Spanish, Electrical, HVAC

**Gregory Nerogic, CPSM, CPA
Chair, Career Placement Committee
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Partners Packaging Inc.

Robin C. Paella
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SUNY @ Buffalo
** Reinstatement; welcome back!*

Darryll Popielarski
Senior Buyer
Delaware North

Susan Russell
Director-Procurement
Delaware North

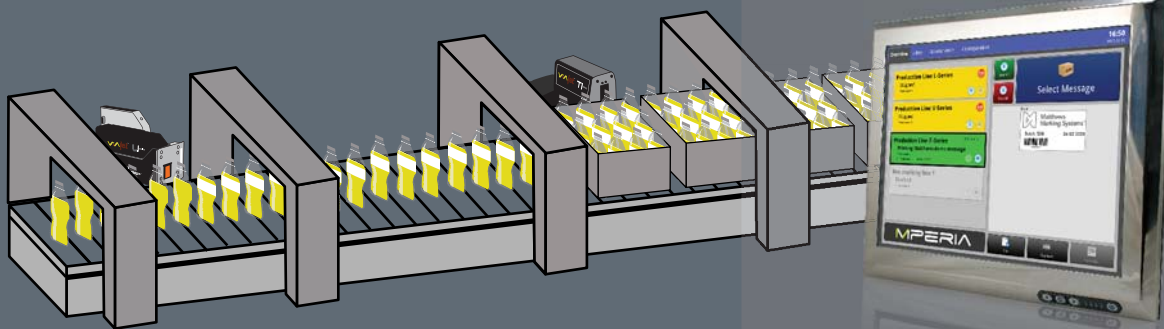
SUNY @ Buffalo Students:
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Callum D. Flynn
Kiran Babu Koyalamudi
Matthew K. Moliterno
Jittin Naik
Sanket Nemade

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Scholarship Applications Due April 1st

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, 2016.

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.

The committee is comprised of five former William J. Gamble Memorial Award winners. They are: John E. Domres, Sr., C.P.M.(chairman); Debora Pusateri; Barbara L. Arber, C.P.M.; Deb A. Hasley, CPSM; and Timothy J. Terrana, C.P.M.

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

Nominate a Member for Association's Top Honor

ISM-Buffalo is also accepting nominations for the **William J. Gamble Memorial Award** for the 2015-2016 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 John E. Domres, Sr., C.P.M. through ISM-Buffalo by April 1st. The Committee will review all recommendations at their April meeting.



John E. Domres, Sr., C.P.M.
Chairman, William J. Gamble Committee

To all my friends, colleagues, fellow directors and members of ISM Buffalo:

Due to extenuating circumstances attentive to my recent acceptance of a new career opportunity in Greensboro, NC, I find myself unable to fulfill my duties and responsibilities as your elected ISM-Buffalo President-Elect. While I continue to be most grateful and humbled by the opportunity you have given me, my pending move to Greensboro has me unable to assume to role of President for the upcoming program year, as the President-Elect responsibilities would require. Thus, it is with a heavy heart that I resign my role as ISM-Buffalo President-Elect effective March 9, 2016 to allow a new President-Elect to be chosen.

Once again my sincerest thank you to everyone, as I have felt your continued support throughout. The timing of my upcoming move does allow me to continue as a board member for the remainder of this program year; which I have agreed to do. I will also continue as the Chair of the Career Placement Committee (Happy to discuss this role if anyone has an interest in meaningful volunteer service).

Gregory J. Nerogic, CPA, CPSM



Andrew Kurcsics

158 Reading Avenue
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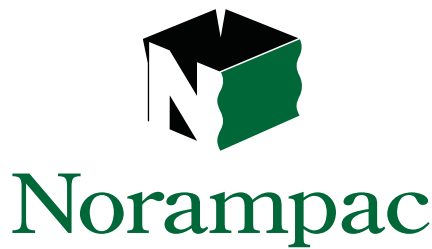
At the February 17 dinner meeting, **Deb Hasley, CPSM, C.P.M.** of Multisorb Technologies (on right) accepts her framed CPSM certificate from ISM Operations Director Martha Switzer, CPSM, of NutraBlend Foods.

www.ISM2016.org



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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.

EDUCATIONAL DINNER MEETING
Supply Management Month
Vendor Fair & Executive Night
Wednesday, March 9, 2016
Place: Millennium Hotel Buffalo
Keynote Speaker: Stephen T.
Harrington, M&T Bank

SCM SYMPOSIUM

Friday,
April 15,
2016

Full Day of
seminars and
workshops

**Watch for
more information soon!**



EDUCATIONAL DINNER MEETING
Wednesday, April 13, 2016
Speaker: Dr. Jay Walker, Niagara
University
Place: Bobby J's Italian American
Grille, 204 Como Park Blvd.

PLANT TOUR
Spring 2016

EDUCATIONAL DINNER MEETING
& ELECTION NIGHT
Wednesday, May 11, 2016
Speaker: Mike Diati, Business
Consultant/VP, Speed Global Svcs.

INSTALLATION & AWARDS
DINNER MEETING
Wednesday, June 8, 2016

TWIN TIERS GOLF OUTING &
CLAM BAKE
Tuesday, June 21, 2016
Place: Bradford Country Club

Mark Nigro, CFO (in suit) of the Buffalo City Mission accepts the generous donation of items brought to the February 17 meeting by members of both ISM and APICS. Membership Director Raul Martinez of Edwards Vacuum arranged this "community outreach" program.



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

