

Holiday Networking Party Dinner Meeting & Tour

Joint event with ASQ

Wednesday, December 13, 2017

Rusty Nickel Brewing Company

4350 Seneca Street,
West Seneca, NY 14224
(Behind Ebenezer Ale House)

6:00 - 9:00 p.m.

* dinner served at 6:30 p.m.

Dinner Menu:

Turkey, Ham, Mashed Potatoes, Stuffing,
Yams, Green Beans, Rolls, & Dessert

* Included are (2) free drink tickets
per person. The bar will be serving:
Rusty Nickel Brewed Beers,
Lockhouse Vodka, and 21 Brix Wines.

\$30.00 per person

FIRM RESERVATIONS due by Thursday, December 7th latest.

Late reservations and walk-ins CANNOT be accommodated.

ismbuffalo@roadrunner.com or (716) 648-0972

Payment in advance requested.

Checks payable to: ISM-Buffalo, Inc., PO Box 888, Hamburg, NY 14075 or by credit card.

SPACE LIMITED! First come, first served. Don't Delay.

EARN (1) CEH if you choose to take the optional tour



Buffalo Buylines

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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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President's Message



Where has 2017 gone? With Thanksgiving passed, now comes the rush of the holidays with shopping and spending time with family and friends. Not to mention being busy with year-end projects and reports for work!

The board wanted a "light" topic for December and we have decided on a joint meeting with ASQ at the Rusty Nickel in West Seneca. Tours are being offered to everyone. If you choose to take the tour you will earn 1 CEH for the event. The menu looks great and this will be a sit-down dinner. Reservations are limited, so please contact Nancy right away to make your reservations for this fun event.

Your 2018 annual dues invoice came out in early November and we are already receiving many renewals. ISM-Buffalo really appreciates everyone's prompt attention in handling their renewal and paying the invoice in a timely fashion. If you don't recall seeing the emailed invoice, contact Nancy for a copy today. Help us save time and money by paying without numerous reminders. There is a lot of effort from the board that goes into this annual exercise. We have limited resources, so any volunteers to help us with retaining members, and finding new members, would be appreciated.

Lastly, Program Director Craig Hoofallen and Operations Director Jim Austin, along with the rest of the board, are working diligently to bring you interesting new programs and venues for 2018. We'll share information as it becomes available; watch your inbox!

Happy Holidays to you and yours!

Deb Hasley, CPSM/C.P.M.
2017-2018 President

At the November 1st Meeting at Salvatore's:

Below are some of the vendors sponsoring the meeting; thanks to EcoTech Office Environments, Jamestown Container, 716 ProClean and Culligan Water. At right, is new member Neha Deck of Multisorb accepting her new member certificate from Membership Director Katie Dzielski.



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



This month I was lucky enough to talk briefly with Brandon Jones. First, a quick background on him: Senior Purchasing Manager responsible for all purchases in the facility in Depew, NY, a facility in Cary, NC and a facility in Halifax, NC. Among those 3 plants, 13 direct reports, 8 of which are in NY, 4 in Cary and 1 in Halifax, ranging from Buyer to Senior Buyer to 1 Supplier Development Engineer who works on developing new sources, supplier approvals and scorecards. Direct supervisor is the supply chain manager for MTS Sensors. PCB has manufacturing at all 3 locations and total is ~800-1000 employees strong.

Can you explain a little on how you got to where you are, what your career path was?

Sure, I am a degreed history major; I was an athlete in high school and college - played basketball. When I was finishing my degree I started working full time at a construction supply company. The woman who was the purchasing manager at the time bought all the products that we sold and she was going on maternity leave. They said, "hey, who wants to try it?", so I did. It was in addition to everything else I was doing for a while, and then when she came back they asked me to stay and continue to learn. All the while I felt comfortable doing it; felt comfortable on the phone, and started looking into professional certification, those kinds of things. When I finished my degree I left there into another purchasing roll, in manufacturing - my first time in manufacturing. I worked there for a couple years, learned what to do, what not to do - moved on from there to another company where I was for 6 years, same thing. Slowly more responsibility; slowly more learning. At that company, I got my green and black belt and my C.P.M. I then came to PCB and I've been here for 6 years, and same thing, more learning, slightly more responsibilities, more successes than failure, slowly climbing the ladder one rung at a time, even within the supply chain organization here. But again, I went to school to be a teacher, I'm student teaching shy of being a teacher. I think my personality, my leadership style, and my communication style probably came more from athletics than schooling, and I think that's probably what I use more every day than the fact that I can tell you the presidents in order - that doesn't help me every day.

You seem to have a lot of confidence and some of the learning you've had, like the black belt and certifications, you didn't have to get. So where does that drive to better yourself come from, and then what do you have in store for the next 3 years or so?

I've just always had this drive to compete. Much of that green/black belt was a great opportunity to meet people and I really like meeting new people and working within new teams. A lot of that training is a team environment so you work really closely with people. I feel like, I can be a good leader on a team, I can be a good follower on a team, so it really just comes from wanting to be competitive. In competitive environments I feel like I thrive - I'm probably too competitive, especially as a father.

Q & A



**Brandon Jones,
CPSM, C.P.M.**

Purchasing Manager at PCB
Piezotronics

VBLSS Green Belt Trained-University of
Michigan Engineering
VBLSS Black Belt Trained-University of
Michigan Engineering

By Matt Swanekamp, CPSM

Can I jump in for a second, more of a sidebar. I'm also too competitive; I can't even play board games with my kids. But one of my biggest problems is, in a day to day office, there's no scoreboard. A lot of times there's no opposing team. How do you channel that in a healthy way?

I've said for a long time, and I think it's very much a sales mentality sometimes, right? Every interaction I have with somebody, there is no scoreboard right, but I play it like there is. So every call you make to a supplier trying to expedite, you're either going to sell them on why they have to do it or they're going to sell you on why they can't. I feel like the more times you deliver that they can for the organization, the better that you feel and the more you want to do it. So I feel like there's a scoreboard in my head, and I know that people rely on me, and that makes me want to continue to do that, with an eye on let's fix this problem so we don't have to keep firefighting, because nobody wants to firefight all the time.

So how do you track those successes? Is there anything you do, maybe a highlights list?

It's becoming easier and easier. Because a lot of our review form in the old days was just a Word document. Now we have an interactive self-review process, where you can go in, in real time, electronically and keep highlights. I try to summarize it at the end of the week. I used to do it by day and I've found with 13 people and 3 plants and 3 kids, that's impossible. So I try to, before I leave on Friday, to say, what happened this week that was awesome and great and what was my role in it, and what happened this week that sucked and what was my role in it / what could I have done differently. You know, it takes 10 minutes, but if you do 10 minutes every Friday, or even every other Friday. You end up with a whole catalogue of potential continuous improvement ideas, when your boss says "hey, we gotta do this better", then I don't have to spend time on it. I just go to my file and say, what is kicking my ass all over this place, let's work on that, selfishly, let's work on that, and maybe it's not the best thing for the company, but probably it is. I think it's important, you owe yourself that, if you're going to spend that much time with water cooler talk, on the web, doing LinkedIn, which I do all that, but I think you owe it to yourself to find the time to commit. I put it on my calendar, commit to yourself that you're going to spend 5-10 minutes in some sort of reflection mode on the week that was. I find I feel better about it when I leave. I feel better about it when I come in the following Monday and I feel like I'm blindsided by less because I'm almost anticipating things that may become issues before they become issues.

Last question here, are there maybe 1-2 things in the past year or so that you've been most proud of, that you and your team has been able to accomplish?

I've been here for 6 years, and we've saved \$5mil in 5 years, incrementally. I think we've transformed the purchasing organization from what was referred to as a black hole, to a cornerstone of the company. Somebody that's not only included in discussions at a pretty high level, but encouraged to be included, which I think is critical. I think we continue to be on the front lines of those discussions. We've just implemented what I think is one of the best scorecards I've ever seen - the most comprehensive, best in class scorecard that I've ever seen. That's probably the most recent big win but we've certainly had a hand in many huge orders from a tactical standpoint where we've rallied the supply base to be able to do something that no one thought they could do. The biggest thing is always going to be, we've taken a pretty substantial amount of money out, year over year, which means we're really getting cost out and keeping it out of our product.

Professional Placement Committee Report/Job Openings

If you are interested in looking for a new position, please forward your resume to Heather Leising, Chairman of the Professional Placement Committee. If a job comes up and you look like a good match, Heather 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 Heather as well.



Heather Leising: hleising@noco.com.

POSITION AVAILABLE:

MATERIALS AND SUPPLY CHAIN MANAGER at Buffalo based manufacturing firm.
For more information: Jack Ampuja, jtampuja@supply-chainoptimizers.com



Calendar of Events

Educational Dinner Meeting
Wednesday, January 10, 2018
The (Historic) Eagle House Restaurant
5578 Main Street, Williamsville, NY 14221

Educational Dinner Meeting
Joint Meeting with APICS
Wednesday, February 21, 2018

SUPPLY MANAGEMENT MONTH
Vendor Fair & Educational Dinner Meeting
Wednesday, March 14, 2018

Educational Dinner Meeting
Wednesday, April 11, 2018



Every Member... Get a Member

Grow our network of SCM professionals.
Introduce an associate to join ISM-Buffalo.

Membership information - ismbuffalo.com or contact our office at (716) 648-0972 or ismbuffalo@roadrunner.com.

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



Introduce Suppliers to ISM-Buffalo

Members are asked to spread the word to their suppliers and 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.

To celebrate Supply Management Month in March, our **Executive Night & Vendor Fair** will feature up to 15 vendor tables during an extended networking hour prior to our dinner and program. Additional sponsorship opportunities are available for this meeting as well.

Contact our Executive Director Nancy Boyd Haley at ismbuffalo@roadrunner.com or (716) 648-0972 to supply your leads or to get the flyers and applications.



Reach out

to supply chain professionals with purchasing power
with an ad.

For as little as \$25.00 per month. Contact Nancy Boyd Haley at (716) 648-0972 or ismbuffalo@roadrunner.com.



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