

Program:

**Aerospace 4.0:
Impact of the New Manufacturing Ecosystem
on Commercial Aircraft Supply Chain**

This presentation focuses on the changing demands for the Tiers 1-2 suppliers. The next generation aircraft (mid 2020s) will be adopting advanced manufacturing robotic applications (Cobots, Mobots), automated fiber placement, additive manufacturing and thermoplastic air-frame structures. The aircraft's clean sheet designs will require suppliers to move up the value chain with new composite technologies and evolving additive manufacturing (metal and plastic) processes which will require them to develop new set of engineering skills and invest large amounts of working capital for manufacturing equipment.



Will the U.S. commercial aircraft supply chain step up to develop and master these new technologies or will they simply keep their legacy machine tools/processes and move to service other industries? As for emerging aerospace clusters, (e.g. UAE and India) they have financial backing from large private and public companies and strategic vision to take on these new technologies.

About the Speaker: Dr. David Pritchard
Associate Professor/Aviation Researcher
SUNY- Empire State College

Dr. Pritchard is an Associate Professor at the State University of New York - Empire State College and his Ph.D. dissertation from the State University of New York University at Buffalo is titled "Global Decentralization of Commercial Aircraft Production: Implications to the U.S. Based Manufacturing Activity".

Dr. Pritchard has over 25 years of aerospace experience in the areas of international business, finance and supply chain management. During his 30 year career in the aerospace industry, he has been involved with seven aircraft launches, managed international offsets programs, completed foreign financing transactions and has expertise in aerospace marketing and product introduction into the regions of Europe, Russia, China and UAE.

Educational Dinner Meeting

**Wednesday,
September 13, 2017**

Rizotto Ristorante
930 Maple Road
Amherst, NY 14221

5:00-6:00 p.m.... Registration,
Cash Bar, Networking & Vendor
Displays (see page 3)
6:00-7:00 p.m... Meeting & Dinner
7:00 - 8:00 p.m....Program

Dinner Buffet

Insalata Abracci (salad)
Pasta Carbonara
Honey Marsala Glazed Pork Loin
Chicken Saltimboca
Baby Red Potatoes
Grilled Vegetables
Breads & Spreads
Cannoli Cake
*** Vegetarian Option with advance reservation: Eggplant Parmigiana**

\$30.00 - Members
\$35.00 - Non-Members/Guests
\$20.00 - Full-Time Students

Please reserve as early as possible...by Sept. 8th
Space permitting, reservations may be accepted later.

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

***Please cancel if unable to attend;
if last minute to Nancy's
cell 481-3528.**

**EARN
(1) CEH**

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 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.

2017-2018 Board of Directors

PRESIDENT

Deb Hasley, CPSM (408-0152)

PRESIDENT-ELECT

Position Open

SECRETARY

Julie Cross, CPSM (774-0363)

TREASURER

Bruce Izard, MBA

AFFILIATE SUPPORT DIRECTOR

Martha Switzer, CPSM (374-2984)

DIRECTOR OF PROGRAM

Craig Hooftallen (645-4572)

DIRECTOR OF OPERATIONS

Jim Austin, CPSM (645-2632)

DIRECTOR OF MEMBERSHIP

Katie Dzielski (408-0132)

DIRECTOR OF MARKETING

Heather Leising (614-1220)

COUNSELOR AND ADVISOR

John Domres, Sr., C.P.M. (667-6241)

EXECUTIVE DIRECTOR

Nancy Boyd Haley (648-0972)

Major Committee Chairs

PROFESSIONAL PLACEMENT

Heather Leising (614-1220)

BUSINESS SURVEY

Dr. Randall Cragun
(rcragun@niagara.edu)

WEBMASTER

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

Affiliated with:

Institute for Supply Management
www.instituteforsupplymanagement.org

NY NJ Forum

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



President's Message



Hi everyone, welcome back to our new program year! I cannot believe how fast this summer flew by.

Your Board of Directors is working together to bring you wonderful programs, new venues, a couple of tours and CPSM classes for the 2017-2018 Program Year. As always, we are seeking committee chairs and members. If there is any committee you are interested in joining, please feel free to contact that Board Member, Nancy Boyd Haley or myself. Remember, volunteers are the backbone of this organization. In speaking from my heart, I have met so many wonderful people through ISM working on committees, many of them have become my friends, not just acquaintances.

On Wednesday, September 13, we kick off our program year at a new venue - Rizotto's on Maple Road in Amherst. We will welcome Dr. David Pritchard as our speaker with a presentation titled "Aerospace 4.0: Impact of the New Manufacturing Ecosystem on Commercial Aircraft Supply Chain".

Membership is another focus we need to embrace this year. All of our membership needs to promote ISM to our local suppliers, and customers alike, to get the word out about ISM Buffalo. It's fascinating to me how many local supply chain people have never even heard about ISM.

I'd like to remind everyone of our 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.

The Facilities Management/Maintenance Expo is coming up quickly on Wednesday, October 18. ISM-Buffalo endorses this event and encourages members to invite their MRO suppliers to exhibit and share the invitation to attend with their facilities folks and buyers.

I look forward to seeing everyone again in September as we begin a new year of growth!

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

**"Keep Calm and call the
Supply Chain guy."**
~EverythingSupplyChain.com



Welcome New Members

Jessica Castillo
Buyer
Mod-Pac Corp.
Welcome back!

Paul L. Davey
Assistant Procurement Manager
B.E.S.T. Inc.

Kiha Sengkeomanivong
Purchasing Agent
Mod-Pac Corp.

Stephen Weigold
Manager of Purchasing & Analysis
Mod-Pac Corp.

Every Member...Get a Member. Find the application on our website or contact Executive Director Nancy Boyd Haley at ismbuffalo@roadrunner.com or (716) 648-0972.

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



Activated Carbon & Related Services

John Allen
Technical Representative

3774 Lakeshore Road Tel (716) 821-7830
Blasdell, NY 14219 Fax (716) 821-0790
Cell (716) 983-0576

Email: CarbonActivated@verizon.net
Website: www.carbonactivatedcorp.com

Vendor Display/Corporate Sponsors

Sept. 13 at Rizotto's
Please Support Them!



MARKTEC PRODUCTS INC.
8785 Ag Park Drive N • Batavia, NY 14020
Contact: Bill Cox, President/CEO
Phone: (585) 344-4102
Email: bill.cox@marktecprods.com
www.MarktecProds.com

Easteq Div. of Engage Technologies manufactures a comprehensive line of cost effective, time saving, Case sealers, L-Bar sealers, Bundlers, Shrink tunnels, and more. Easteq Equipment is First in Quality and Built to Last! We are your local full-line distributor for Easteq. Please call us today at 800-627-5832 to discuss how we can assist you to upgrade to current case sealing and shrink-packaging technologies and capabilities.



Do you know a vendor who would like to reach our members with their product or service? Contact Nancy at the ISM-Buffalo office ismbuffalo@roadrunner.com for the application and more info.

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



Andrew Kurcsics
158 Reading Avenue
Buffalo, New York 14220
716-743-2777 phone
716-743-2779 fax
716-583-8887 cell
andy@partnerspackaging.net
www.partnerspackaging.net

Shipping Supplies • Wood Products • Janitorial Supplies
Contract Packaging • Fulfillment Services

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.

POSITIONS AVAILABLE:

Buyer, Local Manufacturing Company
Contact: Tamara Bellanti, tbellanti@tomric.com

- Heather Leising: hleising@noco.com.



Calendar of Events

Educational Dinner Meeting
Wednesday, September 13, 2017

Place: Rizotto Ristorante, Maple Rd.

Speaker: Dr. David J. Pritchard, Pravco, Inc.

Topic: "Aerospace 4.0: Implications to the New Manufacturing Ecosystem"

Educational Dinner Meeting
Wednesday, October 11, 2017

Facilities Management & Maintenance Expo

Wednesday, October 18, 2017

10:00 a.m. - 4:00 p.m.

Fairgrounds Event Center, Hamburg, NY

Free Admission, Free Seminars

www.fmexpo.net

FACILITIES
MANAGEMENT



Educational Dinner Meeting
Joint Meeting with APICS
Wednesday, November 1, 2017

Salvatore's Italian Gardens

Speaker: Joe Rice, C.P.M., Benedict Negotiating Seminars, Inc.

Topic: "Ten Laws of Negotiation"



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.

ISM-Buffalo appreciates our advertisers, sponsors and vendors. Please support them!

Celebrating 30 Years
Thank You For Your Support

MDS
ASSOCIATES

Healthcare, Clean Room, Industrial Safety Supplies Distributor

Specializing in Head-to-Toe Personal Protective Equipment (Gloves, Apparel, Respirators etc.), Disposable Wiping Solutions, Jan-San, First Aid, Infection Control, Contamination Control Single-Use Supplies and Much More!

+800.274.4637
+716.668.4001
Fax +716.668.4496
MDSassociates.com

Locally Owned Family Operated Certified W.B.E.

Culligan Commercial/Industrial Water Treatment

Complete Water Treatment for:

- ♦ Educational Facilities
- ♦ Hospitals/Healthcare Facilities
- ♦ Hotels/Lodging
- ♦ Food Service/Restaurants
- ♦ Manufacturing
- ♦ Bio/Pharmaceutical



Culligan

better water. pure and simple.®

TOM HERBERGER

Licensed Water Treatment Specialist

Cell: 716-807-5202

www.culligan.com • tomculliganman@roadrunner.com

Office: 716-542-4500 • Fax: 716-791-4079

31 Lewis Road • Akron, NY 14001

BNMC WORKS

TUESDAY SEPT 26

3:30-5:00PM

UB'S ARTHUR O. EVE
EDUCATIONAL
OPPORTUNITY CENTER

555 ELLICOTT STREET, BUFFALO, NY

Free parking: Gateway Building-77 Goodell St. &
across from the Innovation Center-589 Ellicott St.

**Local, Women, Minority &
Veteran-Owned
Business Networking Event**

**THIS EVENT WILL CONNECT
BUSINESSES TO LOCAL BUYERS**

**Complimentary food and drinks
provided by local vendors.**

WHO SHOULD ATTEND?

BUYERS: Anyone who makes decisions about purchasing products or services for their company and would like to build relationships with local, women, minority & veteran-owned business.

Sign up at bnmcworksnetworking.eventbrite.com

SPONSORED BY



PRESENTED BY





JOIN US WEDNESDAY, OCTOBER 18, 2017!

The Event Center - Hamburg Fairgrounds | 5820 South Park Avenue | Hamburg, NY 14075
 Show Hours: 10:00am - 4:00pm

"Delivering Solutions In Today's Changing Environment."



The Western New York Facilities Management Expo is a regional showcase featuring products and services for maintenance, repair, operations, renovation, modernization and management of commercial, industrial, institutional, income properties... facilities of all types!

As the largest Facilities Management Expo in the WNY region featuring thousands of products and services from over 150 vendors, visitors from Western New York will learn from a wide range of displays, seminars, and demonstrations.

Vendor categories include roofing, solar energy, alarms, cleaning supplies and services, flooring, fire and carbon monoxide protection systems, furniture, LED lighting, signage, painters, recycling services, air quality, safety equipment and much more.

MEMBERS OF THE FOLLOWING PROFESSIONS ARE HIGHLY ENCOURAGED TO ATTEND:

- Architects
- Building Owners/Managers
- Business Owners
- Construction Managers
- Energy Managers
- Environmental Engineers
- Facility Managers
- Maintenance Personnel
- Plant/Operations Managers & Engineers
- Project Managers
- Property Managers
- Production Supervisors
- Purchasing Managers & MRO Buyers
- Real Estate Owners, Developers, Investors, Remodelers
- Safety Supervisors
- Superintendents of Buildings & Grounds

and anyone responsible for any facet of a facility

Visit our web page to see our list of Exhibitors & Seminars
www.fmexpo.net

SPONSORED BY:



Attending the expo allows property personnel to meet face-to-face with solution providers in a relaxed and professional atmosphere.

Pre-Register Online Today for Free Admission! www.fmexpo.net