



Presenting ISM-Buffalo's  
**2018-2019**  
**BOARD OF DIRECTORS**



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**Craig R. Hooftallen**  
*Director of Program*

**Installation & Awards  
Dinner Meeting**

**Wednesday, June 13, 2018**

**Rizotto Ristorante**  
930 Maple Road  
Amherst, NY 14221

5:00-6:00 p.m.....Registration,  
Cash Bar, Networking  
6:00-8:00 p.m.....Installation,  
Dinner & Awards

**Buffet**

Salad Caprese  
Pasta with House Red Sauce  
Parmesan Risotto  
Chicken Milanese  
Porcini Crusted Salmon  
Baby Red Potatoes  
Grilled Vegetables  
Breads & Spreads  
Homemade Gelato

*\* Vegetarian Option (chef's choice) with  
advance request*

\$30.00 - Members  
\$35.00 - Guests  
\$25.00 - Past Presidents

Please reserve early for us to better  
plan. Requested by June 8th.  
Space permitting, reservations may  
be accepted later.

**ismbuf@ismbuffalo.com**  
**or (716) 648-0972**

Please cancel if unable to attend.  
Cancellations after noon on 6/11  
will be charged.

## ISM-Buffalo Buylines

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[www.ismbuffalo.com](http://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*

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Julie Cross, CPSM (774-0363)

#### **TREASURER**

Bruce Izard, MBA (855-6515)

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#### **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**

*Open*

#### **COUNSELOR AND ADVISOR**

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

#### **EXECUTIVE DIRECTOR**

Nancy Boyd Haley (648-0972)

### Major Committee Chairs

#### **PROFESSIONAL PLACEMENT**

Fred Vigars (861-5540)

#### **BUSINESS SURVEY**

Dr. Randall Cragun ([rcragun@niagara.edu](mailto:rcragun@niagara.edu))

#### **WEBMASTER**

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

*Affiliated with:*

Institute for Supply Management  
[www.instituteforsupplymanagement.org](http://www.instituteforsupplymanagement.org)

# President's Message



Dear Members, Colleagues, and Friends-

I think summer has finally arrived. The weather has finally taken a turn for the better!

In May, ISM held an all-day SCM Symposium with two great speakers. I'd like to take the opportunity to thank Martha Switzer and Jim Austin for their dedication to making sure this event was a success.

In June, we have our upcoming Installation & Awards dinner at Rizotto's. Weather permitting, we will have cocktails on the patio. Please join us at this dinner meeting to enjoy your fellow members and support the 2018-2019 Board members. Even though the program year is over, be assured the Board of Directors does not rest over the summer. We will be booking our meeting venues for next year and looking for speakers. If you are interested in any topics, please let us know either by email, or filling out the surveys at the end of each dinner meeting. Also, if you have a speaker you would like to see, please work with Craig Hooftallen, our Director of Program, to set this up.

We are always looking for members to volunteer in any way. It could be for just one meeting, or as a committee chair. Please see anyone on the Board of Directors to express interest. I'm sure we can "match you up" with something you would enjoy doing. Remember, many hands make small work.

It's time for our Golf Outing once again. This year it will be on Tuesday, June 19, back at Pine Acres in Bradford, PA. This will be my first year going to Pine Acres and I'm told the event down there is awesome! We are hoping our Buffalo members are (1) getting their foursome together and registering, (2) we welcome volunteers if you are not a golfer, but (3) most importantly, we need our members to rally up their suppliers for donations to either the Chinese Auction or sponsoring a hole or a flight. Remember that proceeds from this event go towards our educational and scholarship funds and a donation will be made to a worthy charity!

Have a Great Summer!

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

**Wes Froebel**  
President  
136 Broadway, Suite 101  
Buffalo, NY 14203  
716.855.3867





# Links in the Chain

## FLOW-THROUGH CROSS-DOCKING

A distribution technique in logistics of breaking down loads at receiving, moving the materials via automated systems, sorting the materials and routing the materials to outbound trailers or railcars for delivery to customers. This eliminates or minimizes the need for warehousing.

Source: ISM Glossary of Key Supply Management Terms

- Submitted by Jim Austin, CPSM



**“So.... How can we blame procurement?”**

Source: <http://www.distributiondigest.com/images/10-07-13winner.jpg>

## Read Buylines and Win a Prize!

- 1) Write down the correct answer on the back of your business card.
- 2) Place it in the basket at the June dinner meeting.
- 3) Win a prize. \*



\* If your correct answer is drawn. One entry per person.

## This month's question is...

A supply manager is tasked with acquiring training services for a group of engineers who will be part of specialized sourcing team charged with driving an aggressive cost-reduction program. Which of the following methods would be MOST appropriate for the supply manager to employ in identifying appropriate training solutions?

- (A) SWOT Analysis
- (B) Industry benchmarks
- (C) Request for information
- (D) Porter's Five Forces



## Calendar of Events

Installation Dinner & Awards Night  
**Wednesday, June 13, 2018**  
 Rizotto Ristorante, 930 Maple Rd., Williamsville 14221

Golf Outing & Clambake  
**Tuesday, June 19, 2018**  
 Pine Acres Golf Club, Bradford, PA  
 Catered by Old Library Catering  
 Full details at [www.ismbuffalo.com](http://www.ismbuffalo.com)  
 Chairman: Kurt Keller, [kckeller1@hotmail.com](mailto:kckeller1@hotmail.com)

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## Supply Chain News: Bosch Technology Event another Indication Autonomous Cars and Trucks Coming Soon

**First Phase will be Hub to Hub Automated Freight Moves, Company Executive Predicts, as Company Notes System Redundancy is Key**

**May 30, 2018**

Probably some relatively small percentage of US motorists will recognize Bosch as the name of a supplier of parts of various kinds to the auto industry.

Before long, the brand may become much better known as being a key player in the development of technologies that power autonomous passenger cars and freight trucks.

That as the company held an open house showcasing its technology progress last week at what Bosch called the Mobility Experience US 2018, held at the Bosch Proving Grounds site outside Detroit.

As reported by Heavy Duty Trucking magazine, while most of the news systems for autonomous vehicles were featured for use on cars, almost all are likely to make their way to trucks soon as well.

And Bosch is very bullish indeed on the prospects for self-driving trucks.

Jason Roycht, Vice President, North America regional business leader for commercial vehicle and off-road, said the first fully autonomous trucks are likely to operate from hubs based outside major population centers such as Los Angeles, Las Vegas, Denver, Salt Lake City and others.

"If we lay out a logical hub-to-hub system separated by 200 to 600 miles, we could start developing the infrastructure needed to switch from regional trucks to automated linehaul," Roycht said. "Those hubs would become natural stations for fueling whether it's an electric charging station or a hydrogen distribution center."

Among the technologies featured at the Bosch event were the latest developments in advanced driver assistance systems (ADAS) – stepping stones on the pathway to automated driving. ADAS has been a major growth driver for Bosch, as the company expects to generate sales of 2 billion euros globally from ADAS systems, which tie together sensors and reactive driving systems.

That includes something Bosch calls AEB Cyclist, which uses sensors to detect cyclists alongside and ahead of the vehicle, monitoring speed, distance and direction of travel to calculate the risk of a collision. In the case of an immi-

nent collision, the system automatically brings the vehicle to a stop to avoid or reduce the severity of an accident.

Bosch also featured another highway assist system, a partially automated driving function installed in a 2018 Maserati Ghibli. It combines "stop & go" and lane centering functions to control the vehicle's speed, acceleration and braking.

Key to autonomous car and truck success will be redundant systems to guard against failures, Bosch says.

For example, the company showed a redundant braking system that combines Bosch's electromechanical brake booster (called iBooster) and electronic stability control (ESP) systems, each of which is capable of independently performing braking functions for the vehicle in the rare case of a single failure.

"Bosch is convinced that fully autonomous commercial vehicles will be operating on US highways sooner than most people expect, as the technical advances just keep coming."

And Bosch's Servolectric Paraxial Servo Unit (EPSapa) also provides redundancy that activates steering in the event the primary system is unable to operate.

Bosch is even testing systems that use wireless connectivity to provide sensing beyond line-of-site limitations. For example, the company's V2X technologies achieve beyond the line-of-sight sensing by facilitating communication between vehicles and sensors ahead in the road. This gives drivers information and more time to react to potentially dangerous situations in scenarios such as left turns and pedestrians in intersections – and will soon provide autonomous vehicles with the data they need for advanced decision-making earlier in the driving process.

Bosch is convinced that fully autonomous commercial vehicles will be operating on US highways sooner than most people expect, as the technical advances just keep coming.

Source: <http://www.scdigest.com/ONTARGET/18-05-30-1.PHP?cid=14271&ctype=content>.



**ISM-Buffalo Monthly Business Survey Reports are archived on our website at [www.ismbuffalo.com](http://www.ismbuffalo.com)**





ISM—Buffalo, Inc.

ISM-Buffalo invites you to participate in our 27th Annual

# Buy/Sell Golf Outing & Clambake

Tuesday, June 19, 2018

## Pine Acres Country Club

1401 West Warren Rd (Route 770), Bradford, PA 16701

### Double Golf Shotgun Starts:

AM: 8:00 am (registration 7:00-7:40am)

PM 1:30 pm

Buffet Lunch & Clambake: 12 noon to 5 pm

Steak Cookout at approx. 6:00 pm



### \*\*\*All Food Catered by Old Library Events\*\*\*

(Lunch Buffet includes: clams prepared 5 ways; beef on weck, wings, meatballs, baked pasta in sauce, Italian Sausage, pasta salad, potato salad, deli platter, Cajun potato barrels & more!)

\*\*\* See flyer and full details at [www.ismbuffalo.com](http://www.ismbuffalo.com) Calendar page.

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