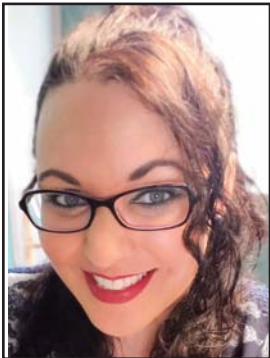




Presenting ISM-Buffalo's
2019-2020
BOARD OF DIRECTORS



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Director of Program



Lizzie Quinones

Director of Membership

Installation & Awards Dinner Meeting

**Wednesday,
June 12, 2019**

**Sandy Beach Yacht Club
1851 Winter Road
Grand Island, NY 14072**

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

Buffet Dinner Menu

Garden Salad
Dinner Rolls & Butter
Roasted Chicken
Chef Carved Pork Loin
Lasagna (meatless)
Scalloped Potatoes
Baked Beans
Vegetable Medley
Assorted Desserts

\$30.00 - Members & Guests of Member

\$35.00 - Non-Member Guests

\$20.00 - Full-Time Students

Please reserve by Friday, June 7th

Space permitting, reservations may be accepted later.

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

***Please cancel if unable to attend.**

We're looking forward to a great evening of fun, food, cocktails, networking and musical entertainment by our own Mike Lacki. Thanks to ISMB members Dave Baumler & Mike Lacki for hosting us at their club!

ISM-Buffalo Buylines

a publication of

ISM-Buffalo, Inc.

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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.

2019-2020 Board of Directors

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COUNSELOR & ADVISOR

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Affiliated with:

Institute for Supply Management
www.instituteforsupplymanagement.org

Dear Members, Colleagues, and Friends,

We find ourselves at the end of our 2018-2019 program year. I would like to thank everyone for all their contributions to ISM over the past year. I wish those leaving the Board of Directors great success in their personal and professional endeavors. Thank you to Craig Hooftallen, Bruce Izard, Tim Terrana, and Katie Dzielski. Each one of you assisted the organization with our mission of bringing wonderful educational opportunities to our membership.

Staying on the Board for the 2019-2020 program year are Deb Hasley, James Austin, Mike Lovelace, Julie Cross, and Nancy Boyd Haley. I am grateful for your continued support. Your continued loyalty to the organization has been invaluable.

I am honored to welcome new members to our Board, Leigh Menzel as President-Elect, Jayson DeGolier as Director of Program, and Lizzie Quinones as Director of Membership. I am eager to learn from you and work with you. I am looking forward sharing ideas for the upcoming year.

Thank you to all our members, who continue to support ISM, who volunteer and participate in our educational and social events. Our Board works hard to promote and host events that appeal to the community. If anyone has any recommendations on a program topics, speakers, venues, tours, or events they would like to share with us for the upcoming year, we would love to hear your suggestions!

It is a privilege to return as your ISM-Buffalo President and to sit alongside such a wonderful group of people this year and all my years on the Board.

Just because our program year is over, doesn't mean we don't still have some wonderful events coming up! ISM-Buffalo will be making a vendor appearance June 4th at the **2019 DiVal Safety Summit, June 3rd-5th at the Conference and Event Center in Niagara Falls**. DiVal is offering an amazing event with world class speakers on safety. If you are lucky enough to be attending this event, make sure you stop by to see us. <http://www.divalsafety.com/ss19-class-descriptions>.

For all of those who are too busy to attend any events during the week but want something educational and fun to do on the weekend, we have an event for you. We are going on a tour of the **Richardson Olmsted Campus in Buffalo on Sunday, June 9th at 12:30 pm**. Please arrive by 12:15 pm at the latest as the tour will start promptly at 12:30 pm.

General admission is \$40 for ISM members and guests of members and closed toe shoes are required. Please contact Nancy at ismbuf@ismbuffalo.com to reserve, prepayment preferred. Cash or check also accepted day of the tour. I am looking forward to this tour. It has always been one of those things I've wanted to do and just never booked. It is even better to be able to go with own private group. Thank you to Jim Austin for facilitating this event.

Please join me in welcoming our new and returning members to the Board and wishing our exiting Board members well at our **Installation and Awards Dinner, on Wednesday, June 12th at the Sandy Beach Yacht Club on Grand Island**. Come and spend the evening with us enjoying tasty food and drinks, camaraderie, and the beautiful scenery. It will be a wonderful evening with wonderful people.

Do you like to golf? The **Twin Tiers Golf Outing and Clambake returns to Pine**

Continued on page 3

President's Message continued from page 2

Acres Country Club in Bradford, PA on Tuesday, June 18th. Please see flyer in the newsletter or contact Nancy or golf committee chairman, Kurt Keller for further information.

We have another golf outing coming up in the Buffalo area at **The Links at Ivy Ridge in Akron, on Monday, August 5th.** Please contact Nancy or golf committee chairman, Rob Conti for further information.

Golfers, please make your reservations as soon as possible. We are also looking for vendor sponsorships and donations for our raffle for both outings.

I hope to see you at one of our summer events!

Martha Switzer, CPSM
President, ISM-Buffalo, Inc.

Directions to Sandy Beach Yacht Club
1851 Winter Road, Grand Island, NY 14072

From the Buffalo and surrounding areas to the south of Grand Island:

Take the I190 North over the South Grand Island Bridge Take 1st exit (exit 181a) and continue on Rt324W (Grand Island Blvd). Turn right onto Baseline Rd. and continue north until the end and make a right onto East River Rd. In about 1/2 to 3/4 of a mile, turn left onto Winter Rd. The guest parking lot where we will all park is on your immediate left corner (very obvious). You will see our Yacht Club building will be straight ahead.

From the Niagara Falls area and North of Grand Island

Take the I190 South over the North Grand Island Bridge and get off at exit 20a (West River Pkwy). At the end of the ramp, follow sign to East River Rd and make a left at the quick stop sign. Travel about 2 miles until you reach Winter Rd on your left and follow parking directions above.

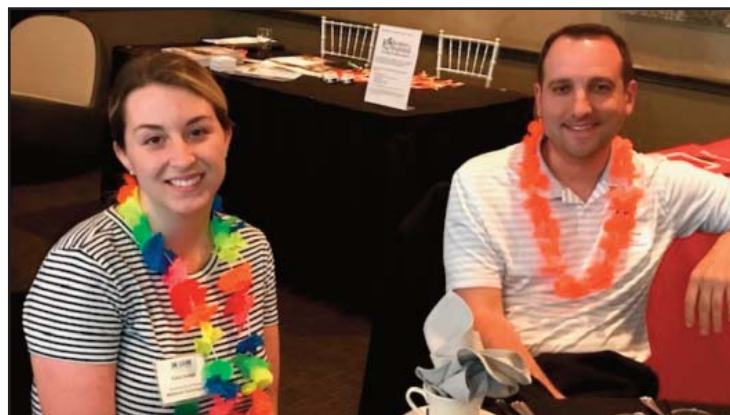
We headed to the tropics for our May meeting at Curly's Grille where we enjoyed their famous Caribbean Buffet and some fun with our associates from ASQ at this joint meeting.

Below Left - Good response from the crowd listening intently to Steven Diloia from Axiom Coaching, LLC.

Bottom Left (l-r): ISM-Buffalo President Martha Switzer, CPSM and ASQ Buffalo Chairman Nunki Winoto.

Right Column: Kristin Wolf, winner of the most tropical attire.

Right Bottom: Katie Dzielski and Brian LaPlante chillin.





Join us for a private behind the scenes 2-hour tour of ...

THE RICHARDSON OLMSTED CAMPUS

Sunday, June 9 2019

444 Forest Ave
Buffalo, NY 14213
601-1150

12:30 PM

Please arrive by 12:00 PM



Led by an expert docent, visitors will gain access to spaces untouched since the 1970s. During the tour, visitors will experience the site's original structures as well as the healing landscape designed to serve as a therapeutic environment for patients. Visitors will also learn about the philosophies integrated into the 145-year-old former state hospital facility by architect Henry Hobson Richardson, landscape architects Frederick Law Olmsted and Calvert Vaux, and mental health advocate Dr. Thomas Kirkbride.

**Members, Guests of Members, & Students
over 13 years - \$40**

Guests - \$50.00

RESERVE BY MAY 31, 2019

Space is Strictly Limited

Call Nancy at 716-648-0972

ismbuf@ismbuffalo.com

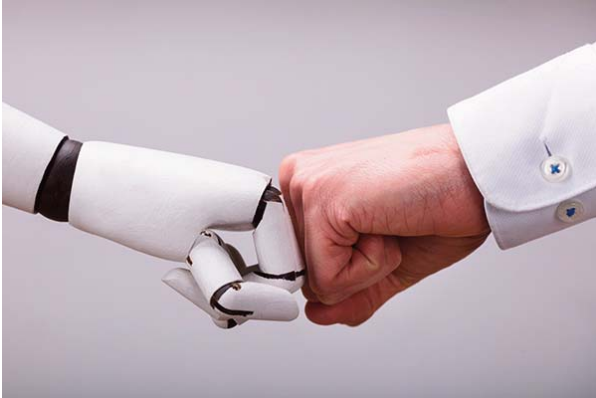


Note: Due to the untouched nature of the historic buildings, tours are not wheelchair accessible and require significant walking and climbing of stairs. Hardhats will be provided and sturdy, close-toed shoes are required.

SupplyChain Management Review

https://www.scmr.com/article/while_you_were_sleeping_robots_took_over

**While you were sleeping, robots took over.
It's tough to overlook the innovations robots bring to
the supply chain.**



Latest News

Procurement is getting its digitized act together
April intermodal volumes see slight annual gain, reports IANA
AAR and Class I members tell Congress to pass USMCA sooner than later
Locus Robotics announces technology collaboration partnership with RightHand Robotics
The Raymond Corp. wins IFOY award for virtual reality simulator
More News
All Resources

By Gary Forger, special projects editor · May 22, 2019

Holy robots!

It seems that most everywhere you look in the past couple of months there are robots. And they are almost always doing something new.

To start, look at the news coming out of the ProMat and Automate shows in April, where robots dominated even though there were many more than 1,000 exhibitors with supply chain solutions. The introductions ranged from collaborative robots to pick-and-place to autonomous mobile robots and beyond. Artificial intelligence and cloud-based systems figured prominently too.

Meanwhile, you now have to watch out for mobile robots at your local store. When you go to Walmart, look for robots taking inventory storewide. Ditto for grocer Giant Eagle. Robots in the personal care and pasta aisles? Really? It's happening now.

Of course, Amazon's bots continue to proliferate to fill your e-commerce orders. Meanwhile, Ryder Systems is cycle counting in its smart warehouses with robots from Fetch Robotics. Hollar, which offers products starting at \$1 online, has deployed inVia Picker robots at its new Cincinnati warehouse.

Don't overlook companies like family-owned national 3PL Barrett Distribution. It's using Locus Robotics' order picking

robots to fill orders at its facility in Franklin, MA. "This most recent busy season we were able to utilize the bots to ship a record number of packages with less head count than we've had before," explains Doug Varga, vice president information technology at Barrett.

That puts robots in a nutshell – higher throughput with less labor. But don't expect people to go away. Collaborative robots, those that work alongside people in the warehouse especially, are at the top of people's cap ex budgets these days.

All this robotics technology is having an impact.

"Industry is making the transition from fixed automation to robotics," says Christopher Barber, CEO of North America at intelligent robotics supplier GreyOrange. "We are at a juncture very similar to the mid-1980s when computers were first taking their place in manufacturing and distribution. Clearly, big changes are coming," Barber adds.

Demand for robots is expected to be strong for the foreseeable future. ABI research expects today's automated warehouses worldwide to climb from 4,000 to 50,000 by 2023. The firm says those facilities will have four million robots.

The International Federation of Robotics projects 14% annual growth in robot sales globally through 2021. In North America, non-automotive robot sales were up 17% last year over 2017, explains Jeff Burnstein, president of the Association for Advancing Automation, in this month's NextGen: The Interview.

Just as important, venture capital is flowing to robot startups. GreyOrange raised \$140 million last year, bringing the total raised to \$170 million. Meanwhile, Locus Robotics raised an additional \$26 million last month, bringing total funding to nearly \$70 million. Those are just two examples.

Here's what a recent investor in Fetch Robotics had to say. "The warehouse and automation market is estimated at over \$40 billion today, and is poised to double over the next five years. Our investment in Fetch complements and extends our portfolio of exceptional leaders who are transforming the global supply chain," says Brian Nugent, founding general partner at Sway Ventures.

Continued on page 6



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ismbuf@ismbuffalo.com.**

...Robots...continued from page 5

Innovation is leading the way here. Clearly, there is nothing static about robots these days. Not only are they mobile but many are incorporating artificial intelligence to enhance performance and efficiency over time.

At the ProMat show, RightHand Robotics received the Innovation Award for best innovation of an existing product. The company introduced its RightPick2, an integrated software and hardware platform. The autonomous piece-picking platform incorporates new skills using artificial intelligence enabled vision and motion control software with deep learning.

Here are four other recent examples of new introductions of mobile robots with AI from the recent shows.

InVia offers a cloud-based robotics-as-a-service management system for its robots. The artificial intelligence-based system learns the warehouse and improves processes over time.

Vecna recently introduced its AI-based platform for coordinating workflow of piece-picking robots and people. It analyzes current operations and adjusts processes within pre-set norms.

Boston Dynamics has acquired Kinema Systems that enables industrial robotic arms with deep learning technology to locate and move boxes on pallets.

Geek+ introduced autonomous mobile robots for warehousing and order fulfillment. They are powered by machine learning to improve picking and inventory accuracy.

These and other robots already do or will someday communicate with the cloud, which opens up a new horizon. "I fully expect that learning will be shared across a fleet of robots using cloud communications," says A3's Burnstein. "That will continuously upgrade the capabilities of robots if not in real time, in near real time," he adds.

It seems that as robots meet up with the cloud, the sky's the limit for this NextGen technology.

Gary Forger is special projects editor for Supply Chain Management Review. He can be reached at grforger@gmail.com.

May 22, 2019

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



Supply Chain Optimizers
P.O. Box 537
Getzville, NY 14068-0537
716-574-0121



About Supply Chain Optimizers

Supply Chain Optimizers is a management advisory firm founded upon the principle of taking waste out of the supply chain. Our solutions have traditionally delivered savings in the 10-20% range of total supply chain cost. We also deliver dramatic improvements in our client's sustainability as a result of our recommendations. For a computation of what this can save for your company, please look at: How much can we cut your costs.

Our packaging optimization business has been active for over 25 years during which time we have completed more than 500 projects. Our projects have shown significant savings and we typically operate on a gain sharing basis. If we cannot develop savings for our clients, there is no charge for our services. With e-commerce growing at a much faster rate than the total economy, packaging optimization has taken on new urgency for many shippers wrestling with the shipping complexity inherent in this sector. SCO has specific, unmatched expertise in e-commerce and a strong track record to back up that claim.

The SCO team has many years of international experience, especially on the northern border between USA and Canada. We apply our operating knowledge to help clients navigate the complexity of dealing with customs and regulations in two countries. In fact, we can manage the border crossing process for clients on a continuing basis.

If your issue involves the supply chain, more than likely we have already dealt with a similar problem in the past. Because we are staffed with experienced operating executives, we have real world knowledge in all facets of supply chain operations. The business services we offer are specific to areas in which we have such expertise, so that we can outperform direct competitors and, in all cases, deliver excellent results that have major bottom line impact for our clients.



**Every Member...
Get a Member**

Grow our network of SCM and purchasing professionals. Introduce an associate to join ISM-Buffalo. Membership information is available at ismbuffalo.com or contact our Executive Director Nancy Boyd Haley at (716) 648-0972 or ismbuf@ismbuffalo.com.

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Cargo Risk Management & Marine Insurance
Foreign Trade Zones
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Our consulting staff licenses and certifications include:
Licensed U.S. Customs Broker <
Certified Customs Specialist <
Certified U.S. Export <
Compliance Officer
Certified ITAR Professional <
Certified Export Specialist <

Links in the Chain

FREE ON BOARD (INCOTERM) (FOB)

Incoterm used only in maritime trade (transport by vessel) under which responsibility for the shipment transfers from exporter to importer when shipment is loaded aboard the vessel. Seller must load the goods onto the ship. Centuries of maritime tradition says that the FOB point is the Ship's Rail, also referred to as "Freight on Board." This is the older maritime term of trade. If the freight falls while loading, however, it is the exporter's responsibility if it lands on quay, but it is the importer's responsibility if it lands on ship. The documentation of delivery is the ocean bill of lading or sea waybill.

VIRTUAL SUPPLY CHAIN

A futuristic concept where supply chain links exist only to meet short-term, specific needs, using temporary services and staff.

- Submitted by Jim Austin, CPSM



Areas of Expertise

- Lean Six Sigma
- Supply Chain Management
- Information Systems
- Electronic Commerce
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To do more for the world than the world does for you - that is success.
Henry Ford
 - *Sayinggoodbye.org*



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

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ISM—Buffalo, Inc.

ISM-Buffalo invites you to participate
in our 28th Annual Twin Tiers

Buy/Sell Golf Outing & Clambake

Tuesday, June 18, 2019

Pine Acres Country Club

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

Double Golf Shotgun Starts:

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

PM: 1:30 pm

Buffet Lunch & Clambake: 12 noon to 5 pm

Steak Cookout at approx. 6 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 with peppers & onions; pasta salad; potato salad; deli platter; Cajun potato barrels; cheese & crackers; vegetable platter.)

Four Person Scramble Format - for all levels of golfers!

Note: Only soft spikes are allowed on course.

- **Golf Package \$150.00** (greens fees, cart, buffet lunch, clambake, beverages & steak dinner)
- **Lunch & Dinner Package \$75.00** (buffet lunch, clambake & steak dinner at 6:00 pm)
- **Sporting Clays, Skeet & Trap available.** Email Kurt, kckeller1@hotmail.com for details.
- **Hole Sponsorships Available - \$100.00**
- **Corporate Sponsorships Available – Flights \$200.00** (limited to 5); **Beverage \$300.00** (includes ad in our association newsletter and recognition on the website)
- **Basket Auction Donations Needed** – The Chinese Auction has grown to approx. 50 items. Contact us for your donation drop off or pick up. Executive Secretary Nancy Boyd Haley at our office (716) 648-0972 or ismbuf@ismbuffalo.com. Proceeds benefit ISM-Buffalo educational and scholarship programs with a portion to a worthy charity.

The Institute for Supply Management (ISM)- Buffalo, Inc. is a professional membership organization of supply chain professionals. Visit us at ismbuffalo.com to learn more.

RESERVATION FORM

ISM-Buffalo Buy/Sell Golf Outing & Clambake • Tuesday, June 18, 2019

Please complete the form below to register for this year's event.

Contact Name: _____ Phone: _____

Fax _____ Email: _____

Company Name: _____

Address _____ City/State/Zip: _____

_____ Reservations for Golf Package @ \$150.00	\$ _____
_____ Reservations for Lunch, Clambake & Dinner Package @ \$75.00	\$ _____
_____ Hole Sponsorship @ \$100.00	\$ _____
_____ Flight Sponsorship @ \$200.00	\$ _____
_____ Beverage Sponsorship @ \$300.00	\$ _____
	Total \$ _____

_____ Contact me for a Chinese Auction/Basket Raffle or Prize donation.

Golf Participants: (please type or print)

Name _____
Title _____
Company _____
Email _____
Tee Time: 8AM _____ or 1:30 PM _____

Name _____
Title _____
Company _____
Email _____
Tee Time: 8AM _____ or 1:30 PM _____

Name _____
Title _____
Company _____
Email _____
Tee Time: 8AM _____ or 1:30 PM _____

Name _____
Title _____
Company _____
Email _____
Tee Time: 8AM _____ or 1:30 PM _____

Meal-Only Package Participants: (please type or print)

Name _____ Title _____ Company _____

Name _____ Title _____ Company _____

Make checks payable to ISM-Buffalo, Inc.

or Charge my: MC/Visa/Discover/AmEx Acct. # _____

Exp.Date: _____ CVV: _____ Zip Code Associated with card: _____

Mail to: ISM-Buffalo, Inc. ♦ PO Box 888 ♦ Hamburg, NY 14075-0888

ISM-Buffalo Phone: (716) 648-0972 ♦ Email: ismbuf@ismbuffalo.com ♦ Fax: (716) 646-1599

Questions: Contact Golf Chairman KURT KELLER, kckeller1@hotmail.com or (814) 558-4811

Confirmation will be emailed or faxed once payment is received.