



Program:

“Part 2 - Parcel Analytics-Vizion 360”

This learning session will present how you can utilize Business Intelligence tools to visualize, enforce, and manage some of the common methodologies that are taught in production and inventory management and can be used throughout your supply chain. See how you can use your data to expose real cost saving and efficiency opportunities. Attendees will get the chance to see how business intelligence can assist in the following topics:



- Theory of Constraints
- Flex Spending
- Root Cause Analysis
- Lean Inventory

Co-Presenters:

Matt Boucher –Team Lead–Mfg. & Supplychain Solutions



A young Leader at Vizion360, Matt has been developing Business Intelligence solutions for 6 years and leads the manufacturing and supply chain team. During that time, Matt has developed and implemented several complex models including Theory of Constraints (Manufacturing), Flex Spend and Inventory Optimization. A Certified Microsoft Solution Expert in Data Analytics, Matt helps companies implement cloud based business intelligence solutions using Microsoft Power BI and other platforms such as Tableau.

Giles Manias – Director – Parcel BI



A proud Buffalo native, Giles shifted from data collection to data analytics in 2017 and has been leading the Parcel BI product team for Vizion360, an award winning business intelligence and analytics firm in Cleveland, OH.

Prior to Parcel BI, Giles spent 24 years in the Bar

Code/Data Collection industry, providing warehouse management, logistics, and data collection applications in the supply chain and healthcare markets. Giles is presenting a case study in Parcel Analytics alongside a customer (Reliable Parts of Dallas TX) at this year’s Parcel Forum in Dallas.

Educational Dinner Meeting

Wed., November 13, 2019

Chef’s Restaurant

291 Seneca Street, Buffalo 14204

5:00-6:00 p.m.... Registration & Networking

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

7:00-8:15 p.m.....Program & Q&A

Dinner Entree Options:

- 1) Boneless Chicken Cacciatore & Spaghetti
- 2) Lasagna with Meatball
- 3) Small Spaghetti Parmesan

\$30.00 - Members & Guests of Member

\$35.00 - Non-Member Guests

\$20.00 - Full-Time Students

*Please reserve with entree choice by
Friday, Nov. 8th;*

reservations may be accepted later.

ismbuf@ismbuffalo.com

or (716) 648-0972

**Please cancel if plans change. Cancellations
after EOB Monday will be billed.*

Earn (1) CEH

ISM’s Charity of the Month -



Feeding & Clothing the Homeless of Buffalo
Food Pantry, Mobile Soup Kitchen, Thrift Store

*Please bring items to the Nov. 8 seminar &/or the
Nov. 13 dinner meeting...*

Food Items: Canned Baked Beans, Spaghetti
Sauce, Canned Chili

Toiletries: Razors, Toothbrushes, Toothpaste

Warm Wear: Warm Gloves, Socks



ISM-Buffalo, Inc.
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 Hamburg, NY 14075-0888
 Phone: (716) 648-0972
 E-Mail: ismbuf@ismbuffalo.com
www.ismbuffalo.com

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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Calendar of Events



Friday, November 8, 2019

Full-Day of Seminars

Program: DDMRP with Kim Jordan and Dan Rubach; Parcel Data Management with Brian Sternberg & Giles Manias; Self-Management and Accountability with Joan Graci; and Social Awareness in the Workplace with Joan Graci.

Earn (6) CEH

Classics V Banquets
 2425 Niagara Falls Blvd.
 Amherst 14228

* Full details within this newsletter.

Wednesday, November 13

Monthly Dinner Meeting

Chef's Restaurant
 291 Seneca Street
 Buffalo 14204

Wednesday, December 11, 2019

Holiday Social Event & Team Building Exercise

Escape Room Adventures of WNY
 62 Webster Street (3rd Floor)
 N. Tonawanda, NY 14120

Wednesday, January 8, 2020

Monthly Dinner Meeting

Program: Continuous Improvement with Kate Wehrmeyer

Wednesday, February 12, 2020

Joint Dinner Meeting with APICS

Wednesday, March 11, 2020
Supply Management Month Vendor Fair & Dinner Meeting

Tonawanda Castle
 69 Delaware Street
 Tonawanda, NY 14150

Tuesday, April 14, 2020

Joint Dinner Meeting with PMI

Program: Rosaleen Nogel, Buffalo Sewer Authority

Wednesday, May 13, 2020

Joint Dinner Meeting with ASQ

Friday, May 15, 2020

Supply Chain Symposium Full-Day Seminars

Program: Business Continuity with Dave Bissonette; Dynamic Pricing and Strategic Customers with Mike Wei. More subjects to be added.

Classics V Banquets
 2425 Niagara Falls Blvd.
 Amherst 14228

Wednesday, June 10, 2020

Installation & Awards Dinner Meeting

* Tours and Social Events to be added as plans are confirmed.



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

Photo/Audio/Video Release: From time to time, ISM uses photos and/or audio/video of participants in public event spaces in our promotional and educational materials. By virtue of your attendance, you agree to the use of your likeness in such materials, including print and/or electronic media without further notification or authorization.



Niagara University Supply Chain Center of Excellence presents... Supply Chain Management Seminars

- Supply Chain & Logistics Management – Monday, March 16, 2020
- Procurement, Purchasing, and Negotiation – Tuesday, March 17, 2020
- Warehousing and Inventory Management – Wednesday, March 18, 2020
- Transportation and Freight Management – Thursday, March 19, 2020
- International Logistics – Friday, March 20, 2020

Register prior to January 1, 2020 for a 50% discount. Only \$175 per session!
www.niagara.edu/supplychain

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.









NIAGARA SHEETS LLC

Amy Hudson Sales Manager

716-998-5146

amy.hudson@niagarasheets.com

	
<small>BB-2: Low Cost Taper with Lots of Capabilities</small>	<small>SB-2EX: For Light, Heavy, Narrow & Small Cases</small>
	
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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 Secretary Nancy Boyd Haley at (716) 648-0972 or ismbuf@ismbuffalo.com.



ISM—Buffalo, Inc.

A Full-Day of Learning! Join us on Friday, November 8, 2019 8:30am-4:00pm

Presentations

DDMRP

What is DDMRP and how has it helped one local company to reduce inventory, improve customer service and create a systematic planning and execution system used across their global manufacturing operations?

DDMRP is an operational planning & execution tool that right-sizes inventory at strategic locations throughout the entire supply network while dampening supply chain volatilities. These strategic inventories decouple the entire supply network and absorb inherent variabilities and volatilities enabling visibility, control, responsiveness, and agility.

Learn how Moog got started, lessons learned along the way and current status to becoming a Demand Driven company.

Parcel Data Management - Making sense from your Parcel invoice data to reveal cost savings opportunities

This interactive learning session will review some of the challenges in working with Parcel Carrier invoices and how Business Intelligence tools can expose significant cost saving opportunities. This session will cover the language of parcel, carrier strategies, and how to connect with your data to expose real cost savings opportunities. Attendees will get the chance to see how business intelligence can:

- Reveal opportunities to improve data, policies, and practices to lower shipping costs
- Use Historical Data to Improve Contracts and pricing going forward
- Connect true costs to sales and expose the impact parcel costs have on margin

DETAILS:

Place:

Classics V Banquets
2425 Niagara Falls Blvd., Amherst, NY 14228

Schedule:

8:30-9:00 am....Registration
9:00 am - 12:00 pm....Presentations
12:00 - 12:30 pm.....Lunch
12:30 - 4:00 pm....Presentations

Cost:

ISM-Buffalo Members: \$129.00
Non-Members: \$179.00
Includes: light breakfast and lunch

Earn (6) CEH for this affordable event!

Space Limited; Reserve now to secure spot at
ismbuf@ismbuffalo.com ♦ (716) 648-0972
All registrations due by 11/1

Self-Management and Accountability

Provides tools for developing control over one's emotions and in turn, stress. Participants will discover the strategies that are intended to build an individual's ability to engage in self-monitoring, self-evaluation, and self-reinforcement.

Social Awareness in the Workplace

This workshop covers research for improved strategies in mindfulness, empathy, and understanding others more succinctly. Attendees will gain an appropriate understanding and tools to respond to the needs of others through verbal and non-verbal communication.

Seminar continues next page

Presenters

Dan Rubach Advanced Analytics Leader MOOG Aircraft Group

Dan was a pioneer at Moog on the DDMRP topic and has been inspirational in helping to ensure we understand and continue to move forward to improve Moog's inventory positions, on-time customer delivery and lead-time reductions. Dan joined the inaugural AG Command Center in March 2013 as a Lead Analyst with a focus on supporting manufacturing engineering interests. Prior to this he was an Operations Project Engineer and Manufacturing Engineer in ICD. Before coming to Moog, Dan worked in combustion research and development for Praxair and as a Manufacturing Engineer and a Sales Engineer for Sumitomo Electric. He began his career in manufacturing as a Toolmaker.



Dan holds Masters degrees in Predictive Analytics from Northwestern University and in Manufacturing Operations Management specializing in Lean Manufacturing from Kettering University. These are in addition to technical diplomas in Electronics, Toolmaking & Machining, a Six-Sigma Black Belt and Associates and Bachelor's degrees in Industrial Engineering and Manufacturing Management. Dan is currently pursuing his PhD from Binghamton University in Data Analytics.

Kim Jordan AG DDMRP Implementation Leader, Command Center Manager MOOG Aircraft Group

Kim manages the Moog Command Center and is the DDMRP Implementation Leader for the Aircraft Group. Kim's team has been instrumental in introducing, educating and leading Moog on the journey to implement a Demand Driven approach across the globe. The team has developed tools using DDMRP principles to "protect and promote flow of relevant information and materials".



Kim joined Moog in 2012 as a Materials Management Contractor and then as the inaugural Manager of the AG Command Center where she developed a cross functional, multi-shift team. The team manages, monitors and assists various Moog Operations, Quality, and Supply Chain activities to improve overall operations and customer communications. The team has developed and implemented standardized processes, communication tools, and metrics with a goal of forward looking problem solving processes to ensure operational performance. Kim is a trained facilitator/mentor for Problem Solving / A3's.

Kim has a B.S. in Business Studies from Buffalo State and an MBA from Canisius. She is APICS certified (CPIM), a Certified Purchasing Manager (C.P.M.), Certified Professional in Supply Management (CPSM) and holds a Lean Six Sigma Green Belt. Prior to joining Moog, Kim was the Supply Chain Leader for CPL Niagara / Bristol Myers Squibb where she worked for 23 years. In her career, she held multiple leadership roles in Materials Management, Supply Chain, Business Development, and Manufacturing Operations.

Brian Sternberg Lead Advisor and Coach Parcel BI / Advisory Services

After 37 years of being fully integrated with ALL facets of the domestic & international market place with the largest logistics firm in the world- UPS, Brian Retired from his position as Sr. Supply Chain / Pricing Analyst. Over his 37 Years at UPS, Brian worn many hats from driving trucks, handling corporate accounts personally, and being a customer advocate in his role as a Revenue Manager. Since Retiring in 2015, Brian has been engaged with former UPS clients, FedEx/DHL, & 3PL users to leverage his experience, assisting and educating them in Pricing and Revenue Management market place within the Parcel, LTL, FTL, and the Global Forwarding space.

Brian was a keynote speaker at the National Parcel Forum and Convention over the past three years and has been a contributing writer to the National Publication "Parcel Magazine". In 2017 was honored and selected to the advisory board of the "National Parcel Forum". Brian is now engaged in continuing to share his Passion for Parcel as the lead advisor and educator for Parcel BI.



Giles Manias Director Parcel BI

A proud Buffalo native, Giles shifted into from data collection to data analytics in 2017 and

has been leading the Parcel BI product team for Vizion360, an award winning business intelligence and analytics firm in tropical Cleveland OH.

Prior to Parcel BI, Giles spent 24 years in the Bar Code / Data Collection industry, providing warehouse management, logistics, and data collection applications in the supply chain and healthcare markets. Giles is presenting a case study in Parcel Analytics alongside a customer (Reliable Parts of Dallas TX) at this year's Parcel Forum.

Bios continue & registration form next page

Joan Graci
Speaker, Author, Talent & Business Coach



As part of APA Solutions' neuro-leadership team Joan has made it her mission to bridge the communication gap between leadership and the people they employ by disrupting human capital norms. She has successfully applied 3 decades in the recruiting space of collecting and analyzing data to defy traditional beliefs as it relates to the mindset of the workforce. She has spent the past 5 years further pursuing education on how advances in neuroscience validates that everyone has access to the development of new ways of thinking. Joan has utilized this knowledge to unpack how this innovative brain-based methodology helps thinkers, teams and organizations benefit from self-awareness.

As a result, companies that are bold enough to use math and science to align their people strategy to their business goals have successfully experienced exponential revenue

growth, retention and engagement rates. This science puts the "BEST" to work.

ACHIEVEMENTS

Joan received a brain-based certification from the NeuroLeadership Institute and completed the Women's Leadership Development Program at University of Pennsylvania's Wharton School of Business. She is a graduate and former president of the University of Buffalo Center for Entrepreneurial Leadership Alumni Association and remains an active member of the UB community, as well as a mentor and committee leader for the Canisius College Women's Business Center. She also received a 2015 Woman of Influence award, issued by Buffalo Business First, which honors female entrepreneurs who have grown their business by making outstanding contributions to society.

REGISTRATION FORM
ISM-Buffalo Seminar - Friday, November 8, 2019
ISM-Buffalo Member Fee: \$129.00; Non-Member Fee: \$179.00

Company Name: _____

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