



👁️👁️ A Look Back

Hello, it's me again. Welcome all to tonight's Installation and Awards Night. Special thanks to Dave Baumber and Mike Lacki, our gracious hosts for the evening, for without them, we would just be loitering. Seriously, they put a lot of effort into pulling this together for us so if you liked it, please let them know.



Well wishes extended to those Board Members who are exiting the Board this year: Bruce Izard, Craig Hooftallen, Katie Dzielski, and Tim Terrana. Thank you for your contributions to the organization.

Gratitude to those who remain on the Board for the coming 2019-2020 year: Deb Hasley, Jim Austin, Julie Cross, Mike Lovelace, and Nancy Boyd Haley. Your dedication is appreciated.

A warm welcome to those joining our Board of Directors: Leigh Menzel, President Elect; Lizzie Quinones, Director of Membership; and Jayson DeGolier, Director of Program. We are happy to have you and look forward to a good year.

I would like to take the opportunity to reintroduce myself to the group. I am Martha Switzer, CPSM, active ISM member since 2007, board member since 2015, and third time President of the organization. I have been in manufacturing since 2001, holding positions in operations, purchasing, planning, and warehouse and inventory control management. What all of that means is that I am older than I look. But really, I like what I do. All the complaints anyone, (myself included) seem to have about a job or a company seem to conclude with the old adage, "the grass isn't always greener". I've faced company closures and layoffs and been unemployed more than I would have liked to have been over the past 7 years. It can be tough out there and I know it firsthand. Luckily, the job market has improved, and we now have more choices as to who our employer will be.

With that, some questions arise; Does this company appreciate me? Will this company invest in me? And ultimately, will this company survive? Well, if you work for Amazon, the answer is yes, and Alexa is probably listening right now. Other employers, however, need to take note. Answers to those key points will either become an anchor for one's loyalty to a company or an anchor used to sink your ship. Employers need to realize the criticality and urgency of answering these questions in employees' minds or else they will be unable to compete for talent and lose in their

recruitment and retention efforts in the immediate future. I have a favorite quote from Maya Angelou, "I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel." Whether or not a company thinks they are demonstrating that they value their employees, it is all about how they make individuals feel. That is why empathy should be one of the top sought after skills in business, but unfortunately most times, it falls to the wayside. I always try to remain objective. Trying to understand things from another person's perspective is exceptionally valuable.

The landscape of learning is changing, and it seems employers are cutting back their budgets on providing educational opportunities to their people. That decision seems like an easy one to make, but I guarantee that it sends the wrong message to employees and whether consciously or subconsciously, devalues them. These decisions to cut funding have ultimately made a negative impact on this long-standing non-profit organization and like organizations nationwide.

There is value in our educational programs. There is value in obtaining our certifications. There is value in our professional network of peers and educators, but I need your help in showing your employers that there is value here. We need your help in showing your peers and bosses that there is value here. We have been increasing collaborations with other local organizations, introducing new programs, venues, and speakers, and that will continue.

I will stand by my commitment to the members of our organization to see us through the changes of the coming year. I appreciate your support.

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



2019-2020 Board of Directors: (l-r) Julie Cross, CPSM; Mike Lovelace, C.P.M.; Deb Hasley, CPSM; Jayson DeGolier, CPSM, CPSD; Jim Austin, CPSM; Lizzie Quinones; and Leigh Menzel, C.P.M. Missing from photo: Martha Switzer, CPSM; and Nancy Boyd Haley.



ISM-Buffalo Buylines

a publication of

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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

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Terrana Receives Special Recognition from President Switzer

(The speech given by Martha Switzer at the Awards Dinner on June 12th.)

The President's Award for Excellence was established in 1992 in recognition of noteworthy performance in the best tradition of doing things right the first time; and exemplifying a total quality spirit.

The recipient of this award is a very special person and a longtime supporter of ISM- Buffalo. He is not one to dominate conversations or be the loudest person in the room. He waits patiently and politely to be heard. Traits that I haven't quite seemed to emulate myself, but that I respect in him. As I pay tribute to him on this evening, it is important for me to assure him that his voice has in fact been heard.



Tim Terrana came on the Board of Directors this past year as our Director of Membership. At that point and at this point in time, that is certainly no small feat. He undertook the role with a fervor and a desire to be as effective as possible in assisting the organization in recruitment efforts. Thanks to Tim's fall seminar and membership drive on relevant supply chain topics, with more attendance than we have seen in recent years, we did increase our membership numbers. This in part led ISM-Buffalo to receive the high honor of the 2018 Chapter Excellence Award from ISM National. We owe Tim our thanks for that contribution: Thank you, Tim.

Your loyalty and dedication in both your personal and professional life are so admirable. Your devotion to your family, job, and ISM throughout the years serves as an inspiration to us all. I know that your wife, Julie, is looking down on you and your daughters today from above with love and pride, as the wonderful husband, father, and man that you are.

I know that life has not been easy, but rather than dwell in the darkness, you chose to gravitate towards the light. You are kind, caring, and respectful of others. Those attributes are getting harder and harder to find these days. Tim, even though your time on the Board has ended, I want you to know that you will always be heard and welcome here. Please raise a glass for our recipient of the 2019 President's Award for Excellence, Tim Terrana, C.P.M.

ISM-Buffalo Offers Vendor Display Tables at Meetings

Members are asked to spread the word to suppliers and your own 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.

We're **now accepting vendor applications and sponsorships** for the 2019-2020 program year starting with the September meeting. (see calendar within newsletter)

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



Martha Switzer Honored with Association's Highest Award

(The speech given by Deb Hasley at the Awards Dinner on June 12th.)

I am honored to be chosen to present the winner of this year's William J. Gamble Memorial Award.

This award is the medium where due recognition is made each year for the contribution by a member of ISM-Buffalo to the advancement and/or the welfare of this Association, the Purchasing/Supply Chain Profession, or any of its members. The 2019 William J. Gamble Award winner is no different than those past winners of the most prestigious honor of ISM-Buffalo.

The recipient joined NAPM/ISM-Buffalo in 2007. They are a passionate contributor to the organization. Their journey with ISM-Buffalo moved them to join the Board of Directors in 2017 as Director of Operations, and then quickly moving up to President-Elect that program year. In June of 2016, this person became President of ISM-Buffalo. In 2018 they were honored by receiving the President's Award of Excellence. This person is currently the President of ISM-Buffalo. She once again stepped up when duty called and will continue on as President for another program year. On behalf of the 2019 William J. Gamble Committee, it is an honor to present the 2019 William J. Gamble Memorial Award to Martha Switzer, CPSM. Congratulations Martha, this award is well deserved!!!!



Snapshot of the 2019 ISM-Buffalo Awards Dinner at Sandy Beach Yacht Club on Grand Island



Top Row- John Domres, Sr., C.P.M., past president and emcee for the evening. The beautiful backdrop out the window at the Sandy Beach Yacht Club on Grand Island. Outgoing director Bruce Izard poses with President Martha Switzer, CPSM.
Middle Row - President Martha Switzer thanks outgoing director Craig Hoofallen with an engraved plaque clock. ISM-Buffalo past presidents Mike Lovelace, C.P.M. and Leigh Menzel, C.P.M. share a laugh. ISM and Yacht Club member Mike Lacki, C.P.M. plays the piano during cocktail hour.
Bottom Right - Tim Terrana, C.P.M., outgoing director, poses with President Switzer.

ISM Awards William J. Gamble Memorial Scholarship to Clark Jordan

(The speech given by Barbara Arber, C.P.M. at the Awards Dinner on June 12th.)

William J. Gamble was a charter member of the Purchasing Agent's Association of Buffalo and later was awarded honorary membership in recognition of his exceptional service to the purchasing profession at local, district, national and international levels.

He was noted for his unfailing kindness, graciousness and courtesy toward all of whom he came in contact with, he exhibited a deep and sincere interest in his fellowman regardless of race, creed or color and he consistently advocated and promoted purchasing education and purchasing as a profession.

In honor of William J. Gamble, a scholarship is made available each year, funded by the annual golf outing, and the student or students who most closely exhibit the traits that Mr. Gamble has set forth may be selected for this scholarship. The William J. Gamble committee has the very important job of selecting any scholarship winners.

This year, five very worthy students made this a difficult decision but the committee finally agreed upon our winner, Mr. Clark Jordan, son of ISM-Buffalo member Kim Jordan.

Clark is a student at Texas A & M University at College Station with a major in business and he plans to graduate in May 2022. Last summer he worked at Moog in the stock room and the Aircraft Group's shipping department. This summer he will work at Moog in their Supply Chain Management department of the Aircraft Group focusing on Electronics.

His volunteer experience includes Alumni Leadership Mentor with Youth Leadership of Buffalo. The program brings together students from different WNY High schools and teaches them leadership skills and the importance of community service. Under Clark's leadership, they created, funded and executed their own community service project, one of which was setting up an apartment for a Burmese refugee family of five. He is a game-day volunteer with



Miracle League of WNY, an organization that strives to give mentally and physically handicapped youth the chance to the fun and camaraderie of playing baseball. He also sits as a member of the organization's junior board.

He also volunteered with BUILD while at college, a student founded organization that constructs various projects for the less fortunate.

Lastly, he is a lector at St. Louis Church in Buffalo, NY. He began doing this in high school and continues to do so whenever he is home.

Congratulations to our scholarship winner!

Pictured above are Wm. Gamble Committee Members: John Domres, Sr., C.P.M.; Barbara Arber, C.P.M.; Clark Jordan (scholarship recipient); and Deb Hasley, CPSM.

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website at
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A LOOK AT OTHER ISM-BUFFALO EVENTS EARLIER THIS YEAR....

May 2019 - Plant Tour of Sumitomo Rubber USA was very popular with our members and guests. Thanks to our tour guides for a very educational event on how tires are produced.

June 2019 - Jim Austin mans a table at the annual DiVal Safety Summit to promote ISM-Buffalo membership and events.

June 2019 - Semi-annual Supply Chain Forum at Niagara University. Thank you to Jack Ampuja and Jim Kling for extending an invitation to ISM members.

June 2019 - Members and guests toured the Richardson Olmsted Complex learning about it's rich history and continued renovations and repurposing.



ISM-Buffalo's Twin Tiers Golf Outing held June 18 at Pine Acres Country Club in Bradford, PA with Catering by Old Library Restaurant



Thanks to these Hole Sponsors:
BDI, Lakes Pipe & Supply, Penn-Elko Spring, EM Cummings, Ryerson Steel, Car Mate Trailers, Philpac Corp.

Golf Outing Committee:
Kurt Keller, Chairman;
Nancy Boyd Haley, Debbie Pusateri, Lynn Driskel, Melanie Austin, Andy Kurcsics, Martha Switzer, and Deb Hasley.



Calendar of Events



Monday, August 5, 2019

Golf Outing - The Links at Ivy Ridge, Akron
Call Nancy at (716) 648-0972 to sign up

Wednesday, September 11, 2019

Monthly Dinner Meeting
Place: The Irishman Pub & Eatery, Williamsville
Program: "Two Prong Approach to Supply Chain Sustainability". Speaker: Dan Healy

Sunday, October 6, 2019

Niagara Wine (& Beer) Trail Social Event

Wednesday, October 9, 2019

Joint Dinner Meeting with APICS
Place: Schnitzel & Co. - Transit Road, E. Amherst
Program: "Lean Office - Optimized Office Operations". Speaker: Lisa Scolnick

Wednesday, October 23, 2019

Facilities Management & Maintenance Expo
Hamburg Event Center - 10:00 am - 4:00 pm

Friday, November 8, 2019

Full-Day Seminar - Classics Banquets, Amherst

Wednesday, November 13

Monthly Dinner Meeting - Chef's Restaurant

Wednesday, December 11, 2019

Holiday Social Event

Wednesday, January 8, 2020

Monthly Dinner Meeting

Wednesday, February 12, 2020

Joint Dinner Meeting with APICS

Wednesday, March 11, 2020

Supply Management Month Vendor Fair & Dinner Meeting

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
Classics Banquets, Amherst

Wednesday, June 10, 2020

Installation & Awards Dinner Meeting



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

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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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