



**Program:**

**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?**

Learn about the Moog Aircraft Group and their on-going transformation from a push to a pull system using Demand Driven Material Requirements Planning (DDMRP). Developing a strategy and a plan for each part is no small task but the data shows that DDMRP methodology is making a difference.

Moog's Planners and Buyers are not just placing orders they are Analysts helping to improve the bottom line by using DDMRP and monitoring buffers. Making and buying parts that will not be timely consumed has stopped and this cash and capacity is now used to procure the parts being consumed, when they are needed, and in the quantities that support the part buffer health.

Using simple inputs (MOQ, LT) and data (demand and supply variation), Moog has incorporated strategic and dynamic decoupling points of inventory (buffers) to protect the flow of parts. Moog's pilots and case studies show superior on-time delivery, right-sized inventories, lead-time compression, and an improvement in overall customer satisfaction.

**Presenter: Kim Jordan, CPSM, CPIM, C.P.M.**

**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 at Moog. The team has developed extensive 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 Company where she worked for 23 years. In her career, she held multiple leadership roles in Materials Management, Supply Chain, Business Development, and Manufacturing Operations.

**Educational Dinner Meeting**  
Joint Meeting with APICS

**Wed. February 12, 2020**

**The Cove Seafood & Banquets**

4701 Transit Road, Depew, NY 14043

5:00-6:00 p.m.... Registration, Cash Bar, Vendor Displays, Networking  
6:00-7:00 p.m... Meeting & Dinner  
7:00-8:15 p.m.....Program & Q&A

**Big Kahuna Dinner Buffet:**

Coconut Shrimp (cocktail hour)  
Chef Salad & Fresh Breads  
Caribbean Jerk Chicken  
Blackened Tilapia & Mango Salsa  
Caribbean Rice  
Caribbean Potato  
Caribbean-Style Vegetables  
Sundae Station

\$30.00 - Members & Guests of Member  
\$35.00 - Non-Member Guests  
\$20.00 - Full-Time Students

**Reserve as early as possible!**

**by Wed. Feb 5th.** Reservations may be accepted later; please contact us.

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

**\*Please cancel if plans change.**

**Earn (1) CEH**

**Charity of the month:**  
**American Lung Association's**



See page 3 for more details.



**ISM-Buffalo, Inc.**  
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**Hamburg, NY 14075-0888**  
**Phone: (716) 648-0972**

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**[www.ismbuffalo.com](http://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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**Renew ISM Membership By January 31st to Avoid Penalties**

Membership registrations and renewals are now being handled through ISM National. You can log into your national account and follow the prompts to renew your membership. It is a quick and easy process. Follow the prompts for Membership Renewal. Click on "Access Your Open Orders". Review the information and click on "Pay Now".

Act today to get your \$295.00 dues payment into ISM national (Tempe, AZ) by the end of January to avoid a \$50.00 reinstatement fee.

ISM National has dissolved the Associate Membership option. All members of ISM Chapters must now be full members. Full membership will give you the benefits listed below in addition to your local chapter benefits. ISM National will honor the renewal rate (rather than a new member rate) for our Associate members to join through January 31st, 2020. To get this \$295.00 rate, you must contact ISM customer service directly by phone or email and identify yourself as a Buffalo Associate member who wishes to upgrade.

You have the following 3 payment options. Please be sure to indicate you are a member of ISM-Buffalo!

1. Credit Card by Phone - contact member services at (480) 752-6276, opt. 8.
2. Online ([www.instituteforsupplymanagement.org](http://www.instituteforsupplymanagement.org)) individually with credit card.
3. Want to mail a check? Please contact member services at (480) 752-6276, opt. 8 to process your renewal and request your invoice. A copy must be included with your check.
4. Customer service [membersvcs@instituteforsupplymanagement.org](mailto:membersvcs@instituteforsupplymanagement.org)

Here is a short summary of your membership benefits:

- Member Monday - Supply management resources delivered to your inbox every Monday
  - Member Exclusive Monthly Webinars - Learn about relevant topics, from subject matter experts, free of charge
  - Inside Supply Management Magazine - Delivered to you 6 times per year with industry news, trends, ISM Report on Business coverage and much more!
  - Certification - preferred pricing on certification and many opportunities to earn Continuing Education Hours (CEH).
  - Membership Savings - In one year you can save nearly \$4K on webinars, Annual Conference registration, and certification preparation and testing.
  - Additional Benefits - You will have access to - tools and templates database, research releases, articles library, bid specifications database, and so much more...
- Please go to <https://www.instituteofsupplymanagement.org/membership/current-members> to learn more about your membership benefits.

If you have questions or would like assistance, call our Executive Secretary Nancy Boyd Haley at (716) 648-0972 or [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com).

- Lizzie Quinones  
 ISM-Buffalo Director of Membership

P.S. Stay involved with ISM-Buffalo by purchasing a Meal Package for our monthly dinner meetings. Contact Nancy at our office for details.

## ISM-Buffalo's Charitable Initiative for January & February



### EVERY STEP COUNTS

Step up and make a positive impact for lung health by supporting the mission of the American Lung Association and its **Fight For Air Climb** fundraising event on **March 21, 2020**. Participants will be climbing the 24 Floors and 470 Stairs of the Main Place Tower. **Volunteers are needed** for registration, handing out water bottles, stairwell monitors, and cheers between 7am-12pm on the day of the event. If you'd like to volunteer, contact [BuffaloClimb@Lung.org](mailto:BuffaloClimb@Lung.org) for more details.

You can also sponsor a participant; our own Bruce Iazard will be climbing those stairs!

ISM-Buffalo will be collecting cash, checks and raffle prize donations for the climbers' after party.

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## Vendor Display/Meeting Sponsor

February 12th meeting

at The Cove Banquets

*Please Support Them!*



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**Contact Executive Secretary Nancy Boyd Haley at 716-648-0972 or [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) for availability of vendor display table openings in our 2019-2020 program year schedule.**

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.

## Membership Recruitment Incentive



We are seeking your support to continue to grow our chapter membership! Chapter membership growth means increased networking opportunities for all of us with more supply chain management professionals in the area.

We are asking all members to provide name and contact information of at least 3 colleagues, business partners or others you know who might be interested in joining us. Those members who successfully recruit/sponsor a new member within the next few months will receive the following:

- Free admission to one of our general dinner meetings (\$30 value).
- a "mystery" \$20 gift card for each new member who joins due to their referral. Gift card(s) will be presented at dinner meeting. You must be present to win.

Contact us for the membership brochure. "ISM membership means access to quality training, resources and connections to grow your career and your company."

Please help us grow our Chapter! Any questions about this incentive offer, please don't hesitate to contact me directly.

Lizzie Quinones, ISM-Buffalo Director of Membership  
(616) 304-8943 or [Lizzie\\_Quinones@linde.com](mailto:Lizzie_Quinones@linde.com)

## Calendar of Events



**Wednesday, February 12, 2020**  
**Joint Dinner Meeting with APICS**  
*The Cove Seafood & Banquets*  
4701 Transit Road, Depew, NY 14043

**Wednesday, March 11, 2020**  
**Supply Management Month Vendor Fair & Dinner Meeting**  
Joint Dinner Meeting with APICS  
Speaker: Gary D. Thompson, Vice President, Refresco Beverages  
Presentation: "Living the Supply Chain - 30 Years of SCM Transformation"  
**Tonawanda Castle**  
**69 Delaware St., Tonawanda, NY 14150**  
**Contact Nancy at our office (716) 648-0972 for vendor display availability.**

**Tuesday, April 14, 2020**  
**Joint Dinner Meeting with PMI**  
Program: Rosaleen Nogel, Buffalo Sewer Authority

**Wednesday, May 13, 2020**  
**Joint Dinner Meeting with ASQ**  
Speaker: TBD

**Friday, May 15, 2020**  
**Supply Chain Symposium Full-Day Seminars**  
Program: Business Continuity with Dave Bissonette; Dynamic Pricing and Strategic Customers with Mike Wei; and Jessica Copeland with TBD subject.  
*Classics V Banquets*  
2425 Niagara Falls Blvd., Amherst, NY 14228

**Wednesday, June 10, 2020**  
**Installation & Awards Dinner Meeting**



Join our Facebook page, **ISM – Buffalo**

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### Supply Chain Optimizers

P.O. Box 537  
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#### 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.