



Program:

## Continuous Improvement within the Supply Chain

Some key elements that will be covered in this presentation:



- Basics of Lean and Continuous Improvement
- General Opportunities for CI in the Supply Chain
- Steps to Follow when Implementing CI
- Identifying Waste
- Common Problems

**Presenter: Kate Wehrmeyer**

Kate Wehrmeyer has over thirty years of experience using structured problemsolving skills in industry as well as her community. Kate inspires organizations to improve their performance through her skills as a consultant, trainer and facilitator.



She has experience with multi-national companies, start-ups, associations, NGOs, and individuals.

Kate Wehrmeyer is the president and founder of Optimal Flow Consulting. A graduate of GMI Engineering & Management Institute, she obtained a Bachelor of Science in Industrial Engineering and a Master of Science in Manufacturing Management. Kate has received several intellectual property awards and has published a thesis on changeover time reduction in injection molding operations. Prior to establishing her own company, Kate worked in multiple business functions including operations, engineering, HR and IS with General Motors, Delphi, Cliffstar, Cott Beverages and Rich Products.

Kate has an acute ability to see people and organizations as unique. Her awareness and appreciation leads to a personalized engagement, because one size does not fit all.

Kate is conscientious, practical, structured and follows a clear and analytical thinking style. She is objective and neutral, basing opinions on logical analysis of observable facts and hard data to provide practical solutions to real-world problems. She believes in ensuring quality in everything she does in work and life. Her self-motivation and seemingness endless reserve of energy create both enthusiasm and momentum.

Kate's passion is having an impact and helping others succeed while sharing her knowledge and experience.

### Educational Dinner Meeting

Wed. January 8, 2020

### Classics' V Banquets

2425 Niagara Falls Blvd. Amherst 14228

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

#### Dinner Entree Options:

- 1) **Chicken Valentino**-boneless chicken breast stuffed w/ roasted red peppers & mozzarella cheese topped w/ white wine cream sauce.
- 2) **Grilled Salmon**-brushed w/ a honey lime glaze topped with pineapple salsa.
- 3) **Vegetable Capellini**-angel hair pasta with artichokes, red peppers, and other assorted vegetables topped w/ garlic sauce.

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

***Please reserve with entree choice by Friday, January 3rd.*** 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**

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



See page 3 for more details.



ISM-Buffalo, Inc.

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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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#### PRESIDENT-ELECT & COUNSELOR & ADVISOR

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Affiliated with:

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

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



## ISM-Buffalo Announces Changes to Membership Renewal Process

On November 25th, all of our members received an email notice from ISM National ([membersvcs@instituteforsupplymanagement.org](mailto:membersvcs@instituteforsupplymanagement.org)) regarding your membership renewal with subject line **ISM Membership - Renew Today**. Please note this is a new renewal and billing process. If you have not seen this email please check your Spam Folder. If you still cannot locate this email, please let us know and we will ensure you are sent this notification.

Membership registrations and renewals are now being handled through ISM National. The renewal notification email contains a link to ISM website. 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".

If you encounter any difficulties please let us know and we will assist you.

- Lizzie Quinones  
ISM-Buffalo Director of Membership

**\*\* Note that ISM National has dissolved the option for what we call our Associate Membership, which was strictly the Buffalo Chapter. All members of ISM Chapters must now be full members, including National benefits as outlined below. National will honor the renewal rate (rather than a new member rate) for our Associate members to join through January 31, 2020.**

By becoming a member of ISM Global, not only will you get to keep all of the benefits of being a part of your local chapter, you will join the nearly 50,000 supply management professionals around the globe who rely on ISM for valuable benefits that help on the job and to obtain their career goals. Here are some of the benefits that come along with your membership:

- **Member Monday**
  - o Supply management resources delivered to your inbox each Monday
- **Member Exclusive Monthly Webinars**
  - o Learn about relevant topics, from subject matter experts, free of charge
- **Inside Supply Management® Magazine**
  - o Delivered to you 6 times per year with industry news, trends, ISM Report On Business® coverage, and much more
- **Membership Savings**
  - o In one year, you can save nearly \$4,000 on webinars, Annual Conference registration, and certification preparation and testing

To learn more about all the benefits of membership here: <https://www.instituteforsupplymanagement.org/membership/current-members>. ISM Current Member Page

To renew your membership with ISM Global and ISM Buffalo contact Member Services at 480.752.6276 option 8. Or [membersvcs@instituteforsupplymanagement.org](mailto:membersvcs@instituteforsupplymanagement.org).

# Special Election at January 8 Meeting

On Wednesday, January 8 at Classics V Banquets, members will be asked to vote to fill a vacancy that has occurred on the board of directors. Earlier this fall, President-Elect Leigh Menzel, C.P.M. resigned from the board due to other commitments.

The nominations committee, endorsed by the board of directors, would like to submit Jayson DeGolier, CPSM, CPSD, CPIM, ICBB to be elected to the position of President-Elect effective immediately. The role would lead to the presidency for the 2020-2021 association year, installed in June 2020.

Jayson has been an active member of ISM-Buffalo since January 2016. He was elected to the board in May 2019 and has been serving as Director of Program. His bio information is included in the May 2019 issue of Buffalo Buylines that is archived on our website.

## 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 Izard will be climbing those stairs!

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

\* If you'd like ISM-Buffalo to consider supporting one of your charities, contact a board member.

## Vendor Display/Meeting Sponsor

January 8th meeting

*Please Support Them!*



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For a Better Day at the Office™

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.



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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.

# Calendar of Events



**Wednesday, January 8, 2020**

## Monthly Dinner Meeting

Program: Continuous Improvement in the Supply Chain with Kate Wehrmeyer  
*Classics V Banquets*  
 2425 Niagara Falls Blvd., Amherst, NY 14228

**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

Speaker: Gary Thompson, VP of Refresco Beverages  
*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: Natalie Simpson, UB on Incident Management

**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**

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

**Twitter**

**Instagram**

# 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@Praxair.com](mailto:Lizzie_Quinones@Praxair.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.