



*Celebrate our profession!*

## MARCH IS SUPPLY MANAGEMENT MONTH



Please join us for our biggest meeting of the year. **Come early for the Vendor Fair** and prize opportunities! **Guests encouraged.**

*Continuing with our tradition of featuring a successful local business, we are happy to hear from a top executive.*

### Guest Speaker:



**Gary D. Thompson**  
**VP-Copack Sales, NA - Refresco**

Gary Thompson is a native of WNY, born and raised in Jamestown. His formal education is in Account/Finance and Computer Science with his Masters work in Business Administration. Gary also holds a P.CRM (Professional of Customer Relations Management) certification.

Gary has been fortunate to have a long and diverse food-based CPG career with experience in a wide range of categories from ice cream to alcohol. In the past 27 years with what is now Refresco, Gary has had the privilege to hold leadership roles in:

- Project Management
- Finance & Cost Management
- Operations
- IT Systems & Development
- International Business Development & Supply
- Warehouse and Logistics
- Procurement & Supply Chain
- Commercial

### Program: **Living the Supply Chain - 30 Years of SCM Transformation**

My intention is not to give a "speech", but rather share my story of how over the last 30 years I've had the fortune of being part of what is probably the most transformational time in supply chain history.

*Continued on page 2*

## Supply Management Month Vendor Fair & Executive Night Dinner Meeting

Joint Meeting with APICS Buffalo Chapter  
Invite bosses and co-workers!

**Wednesday, March 11, 2020**

### The Tonawanda Castle

69 Delaware Street  
Tonawanda, NY 14150



*(Large parking lot across the street & on-street parking available)*

- 4:30-6:00 p.m.... Vendor Fair** with 15+ Suppliers,  
Purchasing Passport to Prizes, Cash Bar,  
Gourmet Hors D'oeuvre  
**6:00-7:00 p.m..... Dinner**  
**7:00-8:30 p.m.....Program & Prizes**

### Dinner Entree Choices:

- 1) Stuffed Chicken Breast (Asiago, Parmesan Risotto) with Pesto Cream Sauce
  - 2) Beef Tenderloin Topped with Bacon & Gorgonzola
  - 3) Pistachio Crusted Salmon
  - 4) Chef's Choice Vegetarian
- Including: Greek Salad with Oregano Vinaigrette; Ciabatta Bread; Smoked Gouda & Bacon Potato Gratin; Roasted Vegetable Medley; Chef's Special Dessert.

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

*Please reserve with entree choice as early as possible. **Due by March 2nd***

[ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) or (716) 648-0972

*\*Please cancel if unable to attend; if last minute to Nancy's cell 481-3528. Cancellations after March 2nd will be billed. Substitutions are allowed.*

**Earn (1) CEH**

**Charity of Month: Child and Family Services'  
Haven House - see pg 2**



**ISM-Buffalo, Inc.**  
PO Box 888

**Hamburg, NY 14075-0888**  
Phone: (716) 648-0972

**E-Mail: [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com)**  
**[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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**ISM-  
Buffalo  
Monthly  
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Reports are archived  
on our website at  
[www.ismbuffalo.com](http://www.ismbuffalo.com)**



**Continued from page 1**

That journey provided me the opportunity to “live” supply chain. Whether it was pumping out bins of tomato paste (yes that’s true) or helping map out the order to cash process in partnership with the largest CPG companies in the world ... somehow it involved supply chain.

The fun thing now looking back is we had no idea that we were actually part of “creating” this history ... inventing things along the way... ahead of VMI, before there was CPFR, MRP... All this while technology was evolving at light speed and literally influencing its path. There’s one theme however that hopefully resonates throughout my story, and that’s the importance of relationships and the roles they played throughout this adventure.

So, as you listen to this story, hopefully you find it relates to you in some way, that you feel comfortable to ask some questions and together we have a few laughs .... possibly at my expense.

**ISM-Buffalo’s Charitable Initiative for March is Child and Family Services’ Haven House**

**Please bring items from the list to the March 11th dinner meeting.**



**Wish List**

**Overall Agency Needs:**

- Liquid and/or foaming hand soap
- Personal Hygiene Items
- School Items, especially:
  - Backpacks (new or gently used)
  - Pens (blue and black ink)
  - Winter hats, gloves, scarves and coats (new or gently used – all sizes)
- Strollers – single and double (new or gently used)
- Underwear (all kids ages/sizes/new only)
- Socks (all kids ages/sizes/new only)
- Pajamas (all kids ages/sizes)
- Blankets (twin)
- Tiweks and washcloths
- Sheet sets (twin)
- New Pillows
- Gentlease Formula
- Diapers, Pull-ups, and wipes
- Baby Bottles

To donate any of these items directly, please contact Child & Family Services Development Department, [publicrelations@cfsbny.org](mailto:publicrelations@cfsbny.org) or (716) 335-7234.

**Haven House Needs:**

**Items that are needed ASAP:**

- Hair product brands: Ampro Style Shine & Jam, Pink Oil Sheen, BB Super Grow, Pink Lotion and Pantene Gold
- Diapers: Size 5 & 6
- 2T, 3T, 4T and 5T pull-ups
- Baby Wipes
- New pillow cases (pillows are not a current need)
- Gift cards to: Walmart, Target, or Visa in any size.

**Items needed soon**

- New microwave ovens and/or small household appliances
- New infant car seats
- Infant strollers and larger (New or gently used)
- New, dark-colored twin bed sheets and comforters (the shelter uses twin size beds)
- Thick, twin size blankets for winter (New or gently used)

To donate any of these items directly, please contact Lauren Gorlick, Community Relations Coordinator for Haven House, [Igorlick@cfsbny.org](mailto:Igorlick@cfsbny.org) or (716) 335-7237.

# ISM- Buffalo Vendor Fair Participants

March 11 from 4:30-6:00 pm at The Tonawanda Castle

ARRIVE EARLY TO VISIT WITH THEM USING YOUR PURCHASING PASSPORT TO PRIZES WHILE ENJOYING GOURMET HORS D'OEUVRE



**ALLIED ENVIRONMENTAL SERVICES**  
19 Ransier Dr., Ste. C • W. Seneca, NY 14224  
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Email: lauren@csbebler.com  
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C.S. Behler, Inc. is a commercial construction supply distributor supplying sealants, insulation, tools and more.



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Email: ecorr@corr distributors.com  
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DiVal Safety is a distributor of safety equipment, industrial and contractor tools & supplies, maintenance, repair and operating (MRO) products.

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Continued on page 4



**Vendor Fair March 11th continued...**

**GRAYBAR**

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**Contact: Tom Misener, Outside Sales Rep**

**Email: thomas.misener@graybar.com**

**http://www.graybar.com**

Graybar, a Fortune 500 company, specializes in supply chain management services, and is a leading NA distributor of high quality components, equipment and materials. We serve the construction market; the commercial, institutional, and government (CIG) market; and the industrial and utility markets. Graybar products and services support new construction infrastructure updates, building renovation, facility maintenance, repair and operations, and original equipment manufacturing.



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**4974 Harlem Rd. • Amherst NY 14228  
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**Contact: Brian Fowler, Account Manager**

**Email: brian.fowler@hilti.com**

**http://www.hilti.com**

Hilti is a multinational company that develops, manufactures, and markets products for construction, building maintenance, energy and manufacturing industries.



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**Special Thanks to these Vendors for co-sponsoring our Vendor Fair and Networking Reception.**

**Chemical Distributors Inc.  
Corr Distributors Inc.  
Custom Engineering Company  
Fastenal Company  
Hilti  
Philpac Corp.  
Pooley Inc.**



**Mark your calendars now!**

**ISM-Buffalo Golf Outing  
Monday, August 3, 2020  
The Links at Ivy Ridge  
Akron, NY**

**Chairman: Rob Conti**



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.

# ISM-Buffalo Announces Awards

Nominations Sought by April 1 Deadlines



## Scholarship

ISM-Buffalo is accepting applications for the **William J. Gamble Memorial Scholarship** to be awarded to a member of ISM-Buffalo or the spouse, son, daughter, niece, nephew or grandchild of a member of ISM-Buffalo.



Applicants must be enrolled as a full-time student in a two (2) or four (4) year institution whose programs are considered above the high school level. Full time is interpreted as twelve (12) semester hours per semester, undergraduate, or, nine (9) semester hours per semester, graduate. A transcript of records showing the most recent semester completed must accompany the application which must be received on or before April 1, 2020. *(Please Note: This is not a scholarship for current high school seniors.)*

Applications for this year's award are reviewed by the committee after April 1 and are judged solely on the applicant's scholastic ability, career plans and community activities. No advantages are given the applicant based on his or her relationship to an ISM member. Only the chairperson of the committee knows the names of the applicants to insure non bias on the part of the committee. \$1,000.00 is slated to be awarded.

Applications may be obtained by contacting our Executive Secretary, Nancy Boyd Haley at the association office (716) 648-0972 or [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com).

## Nominate a Member for Association's Top Honor



ISM-Buffalo is also accepting nominations for the **William J. Gamble Memorial Award** for the 2019-2020 program year. This is our organization's highest honor and it recognizes the exceptional service to the purchasing profession that both William J. Gamble and a chosen recipient have. The importance of the award goes beyond measure – to say you are a recipient of the award is truly an honor and solidifies your place in the history and legacy of our organization. If you know a member that you feel meets the criteria of the William J. Gamble Award, please submit your recommendation to Chairman Deb Hasley through ISM-Buffalo at [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) by April 1st.

### WM. CONNORS MEMORIAL SCHOLARSHIP AWARD

The William Connors Memorial Scholarship Award was established in 1988 to give members of the Association the opportunity to continue their education through Purchasing Materials Management and/or related courses offered at accredited institutions of higher education or through business institutes or through participation in ISM national or local affiliate seminars or workshops for which

a CPSM point(s) is offered.

Eligible is any member of ISM-Buffalo, Inc. who is working toward his/her professional certification or re-certification and who is NOT benefiting from their employer by reimbursing them for the educational costs.

One (1) award per member (maximum value of \$250.00) will be paid as reimbursement for qualified educational course-work, seminar, or workshop.

Contact [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) or (716) 648-0972 for an application. Completed applications are due by April 1, 2020 and winner(s) will be presented in June.

### JOSEPH HUTKA PROFESSIONAL PURCHASING (SCM) PAPER AWARD

The Joseph Hutka Professional Purchasing (SCM) Paper award was established in 1988 to provide a means of recognition on an annual basis of the author of a superior professional purchasing (SCM) paper which effectively communicates ideas in the Purchasing/Materials Management/SCM area to members of the Association and the academic community.

Any member, student, or non-member of the Association is eligible to present a paper. They must meet the requirements of length (2-3 pages, double spaced), topic (Supply Chain Management), and the deadline (to be received on or before April 1, 2020). The successful author will receive a \$100.00 monetary card. The paper will be published in the *Buffalo Buylines* newsletter. Submissions should be sent to [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com).

**Nominations for the following awards should be sent to [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) by the April 1st deadline.**

### PURCHASING PROFESSIONAL OF THE YEAR

The Purchasing Professional of the Year award was established in 1996 under the term of President Debora L. Winter and is "designed to recognize and reward an individual who exemplifies the consummate purchasing/materials management professional. Someone who has remained abreast of new developments in the industry, someone who takes the time to impart knowledge and experience to others, who remains circumspect in all dealings, and who best demonstrates leadership and excellence in our field."

### VENDOR OF THE YEAR AWARD

The Vendor of the Year Award was established in 2020 under the term of President Martha Switzer. This award provides recognition of a company which provides sponsorship contributions to the organization and demonstrates significant dedication and commitment to building a strong

**Awards continued on page 6**

## ISM Awards continued from page 5

relationship with ISM-Buffalo. Awarded by majority vote of the Board of Directors.

### ORGANIZATION OF THE YEAR AWARD

The Organization of the Year Award was established in 2020 under the term of President Martha Switzer. This award provides recognition of an organization that best supports the mission and values of ISM-Buffalo by way of the number of members and participation in local ISM programs and events. Awarded by majority vote of the Board of Directors.

### EDUCATOR OF THE YEAR AWARD

The Educator of the Year Award was established in 2020 under the term of President Martha Switzer. This award provides recognition of a speaker who consistently engages, motivates and inspires audiences with their programs, demonstrating passion for imparting their knowledge upon the membership of ISM-Buffalo in support of our mission. Awarded by majority vote of the Board of Directors.



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.

Those members who successfully recruit/sponsor a new member within the next few months will receive:

- 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."

**Lizzie Quinones, ISM-Buffalo Director of Membership**  
**(616) 304-8943 or Lizzie\_Quinones@linde.com**

# Calendar of



# Events

**Tuesday, April 14, 2020**

### Joint Dinner Meeting with PMI

Program: Rosaleen Nogel, Buffalo Sewer Authority  
*Chef's Restaurant, 291 Seneca St., Buffalo 14204*

**Wednesday, May 13, 2020**

### Joint Dinner Meeting with ASQ

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

**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



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