



ISM-BUFFALO VIRTUAL MEETING/WEBINAR

Wednesday, December 16, 2020

12:00 pm - 1:00 pm via Zoom

Topic: Procurement, Purchasing & Negotiation

All companies that deal with materials such as manufacturers, distributor and retailers engage in procurement to support their enterprises. However some companies are able to purchase more effectively. And while large companies have a buying advantage based on size, there are many small and medium sized businesses which are high level performers. This presentation, which is a combination of real world examples and input from procurement leaders, will discuss how the companies which are top echelon performers differentiate themselves and deliver more value from the purchasing department. Information covered to include:



1. Key points for Purchasing and Supply Management
2. Importance of Purchasing/Supply Management
3. Total Cost of Ownership
4. Contracts
5. Supplier Relations
6. Negotiations
7. Ethics
8. Future Trends

Presenter: Jack T. Ampuja

Jack Ampuja is a veteran executive with work experience at five Fortune 500 companies. In his last corporate slot Jack led a \$200 million division with 800 employees and 25 distribution centers. Jack is also an experienced educator having taught about 40 MBA courses at four universities. Jack has been certified in Purchasing Management and is a former officer and lifetime member of ISM-Buffalo.

Please reserve by noon Monday, December 14 but call for availability after.

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

We will confirm with log-in information.

No Cost to Attend for members & non-members alike!
Earn (1) CEH



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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.

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President's Message

Greetings and Happy Holidays to all-

As we are coming into the holiday season and the year comes closer to an end, I encourage everyone to focus on the things that are important to you and your families. In my life, I strive to be certain I'm intentional with how I spend time looking at media (news, entertainment, etc.). Just because it's out there, doesn't mean it's a good use of my time and energy!

As we work through current events, each one of us is challenged to find understanding, acceptance and to move forward with all that is happening. Please remember to celebrate the holidays however you are most comfortable. There is no pre-packaged answer - I encourage everyone to find joy and share with others whenever possible. Smile, say good morning or find another simple way to be gracious. Something small and insignificant to you may change another's life tenfold!

Happy Holidays and please stay safe everyone! Until next year...

Jayson DeGolier, CPSM, CPSD, CPIM, ICBB
 2020-2021 President

ISM-Buffalo Loses Valued Member

When ISM-Buffalo is able to resume in-person dinner meetings, we'll be missing one of our treasured members. On November 21, we lost William C. Kraus to the Covid-19 virus.

Bill had been an active member of ISM-Buffalo (NAPM) since 1966. He served the association as Attendance/Reception Chairman, Sargeant-at-Arms and worked on the following committees: Membership, President's Dance, Family Picnic, Golf Outing, Purchasing/Sales Outing, and House. As one of our steadfast volunteers, he was granted Honorary Membership in ISM-Buffalo in 2009 upon his retirement from the workforce.

At the time of his retirement, Bill was Vice President Purchasing at Advanced Thermal Systems in Lancaster. His lengthy purchasing career included Adasco Manufacturing Corporation and Bos-Hatten, Inc.

Pictured at right are (l-r) Bill Kraus and his good friends (and members) Jim Grzegorzczak and Dave Baumler. Our thoughts and prayers are with his wife Mary Ann, children, family and friends.



I, for one, will miss his smile and cheerful greeting at the reception table each month. Rest In Peace Bill.

Nancy Boyd Haley,
 Executive Secretary



ISM Global Benefits: Free Webinars

There are benefits to being an ISM member... Monthly member-only webinars are one of the many benefits our members enjoy most.

Webinar topics focus on hot trends, challenges and issues in our industry. They feature leading subject matter experts, offering insights and ideas that you won't find or hear anywhere else. Webinars are all about timely, relevant information that arm you with valuable knowledge for success.

This monthly member benefit allows you to keep your pulse on the latest news, information, trends and updates that impact our industry. If you can't make the webinars live, they are also available to members free and on-demand. Earn (1) CEH towards your recertification for each event.

Topics include:

- ♦ Blockchain Use Cases for Supply Chain Management
- ♦ Career Transition Services for Companies
- ♦ Career Transition Services for Individuals
- ♦ Cooperation with Suppliers
- ♦ COVID-19 Coronavirus Outbreak: Status Update (2)
- ♦ COVID-19 Coronavirus Outbreak: The Case for Planning, Preparedness and Proactive Action
- ♦ COVID-19 Research and the Impact on Supplier and Supply Chain Health
- ♦ ISM's 2019 Salary Survey: The Value of Supply Management Talent
- ♦ Navigating Turbulence by Sourcing Innovation
- ♦ Overcoming Procurement's Internal Image Problem
- ♦ Procurement & Career Hacks from High Potential Leaders
- ♦ Safeguard and Build Resilience in Your Supply Chain
- ♦ Sales Negotiation Tactics Every Buyer Should Know
- ♦ Smart City Solutions: Five Key Technology Areas
- ♦ Supplier Relationship Management - Supplier Performance, Development and Innovation
- ♦ Surviving the Future of Procurement - Driving Digital Transformation Forward and How to Start
- ♦ The Economic Impact of Supplier Diversity
- ♦ Tools for Enhanced Category Management in Food & Perishables

<https://www.ismworld.org/login>.

Then proceed to Webinars list.

ISM Membership Dues Reminder



Most of you have your ISM membership coming up for renewal at the end this month, December 31, 2020. By now you have received several notices from ISM national - The Institute for Supply Management. This renewal includes our local chapter.

Renew soon to ensure continued access to important member benefits like exclusive publications and research, Member Monday, member-only webinar events as well as member-only pricing on career-enhancing products and special events.

Please note: If your membership is not renewed by your membership expiration date, additional dues will apply to reinstate your member benefits.

You are a part of a global network of more than 50,000 professionals. ISM is your advocate and a leader in advancing the supply management profession through continued education, research and networking programs. Your membership helps ensure your professional association's ongoing success.

If you are experiencing financial difficulties due to pandemic-related job loss or involuntary income reduction, ISM may be able to help. Please, contact member services at 480-752-6276 or email membersvcs@ismworld.org.

ISM Membership
1.480.752.6276, opt. 8
membersvcs@instituteforsupplymanagement.org
www.instituteforsupplymanagement.org

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

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Membership Benefits...

USE YOUR ISM MEMBERSHIP BENEFITS

Make sure you keep your online profile up-to-date at www.InstituteforSupplyManagement.org.

Choose your publications and means of communication to take full advantage of benefits!

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 – Certified Professional in Supply Management (CPSM) and the Certified Professional in Supplier Diversity (CPSD) programs. Get 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...

William J. Gamble Scholarship Awarded



The William J. Gamble Memorial Scholarship award for 2020 has been awarded to Matthew Sokolowski. He is the son of ISM-Buffalo member June Sokolowski.

Matthew is attending the University of Dayton for a Mechanical Engineering degree. Upon receiving his application, he was in his third year of college as he works towards completing his Bachelor's degree.

As a Resident Assistant, Matthew has had the responsibility to oversee and supervise over 30 students – which he has done for two years. He is also a member of Alpha Phi Omega. This is a service fraternity which does community service to help the people in the Dayton area. A few examples are Shoes 4 the Shoeless, Refugee Tutoring, Food Drives, 4Paws, and Carlyle House.

Matthew plans to use this scholarship money to help further his education at the University of Dayton to obtain his degree.

With this strange year of COVID-19, Matthew has attended school onsite since September, with the end of the semester to be finished virtually.

Please help us congratulate Matthew on his award and wish him well in achieving his degree and moving into the work force. – Congratulations Matthew!!!!

Deb Hasley, CPSM/C.P.M
Gamble Committee Chairperson 2020

If you are interested in applying for the Gamble Scholarship Award in 2021, applications are submitted beginning February 2021, and must be emailed or postmarked by April 1, 2021.

In order to be eligible for this award you must be a spouse, child, grandchild, or niece/nephew of a current member of ISM-Buffalo, or a member yourself. You must be a full-time student in college (two year or four year institution) taking at least 12 credit hours (undergraduate) or 9 semester hours (graduate) per semester.



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