



Welcoming our 2020-2021 BOARD OF DIRECTORS



Jayson DeGolier, CPSM, CPSD, CPIM
President



Heather Titanic, MBA
Treasurer



Julie Cross, CPSM
Secretary



**Awards & Installation
Dinner Meeting
Wednesday,
September 16, 2020**

**Magruders
4995 Broadway
Depew, NY 14043**

5:00-6:00 p.m.... Registration,
Networking with masks, Cash Bar
6:00-8:00 p.m... Installation,
Dinner & Awards

Buffet Dinner Menu

Tossed Chef Salad
Roast Beef with Gravy
Stuffed Chicken Breast
Garlic Roasted Potatoes
Corn
Apple Crisp with Ice Cream

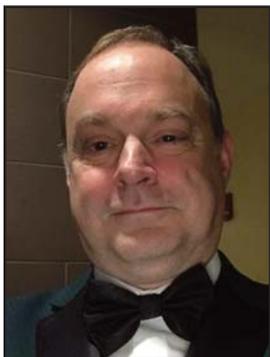
\$30.00 - Members
\$35.00 - Non-Member/Guest
\$20.00 - Full-Time Students

*Please reserve by Friday, Sept. 11
but call for availability after.*

Social Distancing Space Limited.

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

**Please cancel if unable to attend.*



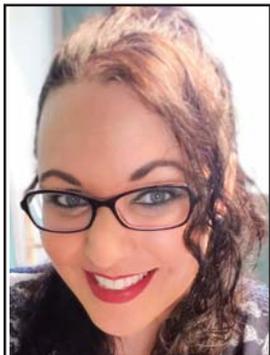
James M. Austin, MBA, CPSM
First Vice President



Andrea Semski
Director of Education



Kristin Wolf
Director of Communications



Martha Switzer, CPSM
Past President



Nancy Boyd Haley
Executive Secretary



Social Distancing Rules Apply at Magruders:

- ◆ Must wear face covering when not seated at table.
- ◆ Tables 6 feet apart.
- ◆ Max capacity 62.



ISM-Buffalo, Inc.
PO Box 888

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

E-Mail: ismbuf@ismbuffalo.com
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.

2020-2021 Board of Directors

PRESIDENT

Jayson DeGolier, CPSM, CPSD
 (363-3253)

FIRST VICE PRESIDENT

Jim Austin, MBA, CPSM (645-2632)

SECRETARY

Julie Cross, CPSM (774-0363)

TREASURER

Heather Titanic, MBA (587-1975)

IMMEDIATE PAST PRESIDENT

Martha Switzer, CPSM (374-2984)

DIRECTOR OF EDUCATION

Andrea Semski (539-7422)

DIRECTOR OF MEMBERSHIP

Open

DIRECTOR OF COMMUNICATIONS

Kristin Wolf (216-4702)

DIRECTOR OF PROGRAM

Open

DIRECTOR OF CERTIFICATION

Open

EXECUTIVE SECRETARY

Nancy Boyd Haley (648-0972)

Affiliated with:

Institute for Supply Management
www.ISMWorld.org



President's Message

Greetings everyone!

It has been a while since the last newsletter was published. The Coronavirus pandemic brought sweeping changes and affected us all. We remain committed to doing our part to support the health and wellness of our members. We are excited to start taking steps forward as we work to restore the programming we are all accustomed to.

As this newsletter reflects, the new Board of Directors is in place and we have been working diligently to restore activities to our members, while also continuing to work through the changes that are being sent from ISM National.

We have now scheduled, though late, the installation and awards dinner for Wednesday, September 16th. This would have been in June under the normal timing. We have a venue that can handle the size of the group and allow for the social distancing requirements that are still currently in place. We are excited to present numerous volunteer recognition awards and our annual scholarship. We are looking forward to reconnecting with our SCM peers! This first step is important as we can now look at the potential for beginning our monthly dinner events again as well.

We, the Board, have also been looking at the requirements to potentially offer more virtual programming as well. This is a further step with having the ability to bring programming and information to our membership even when we cannot gather in a group. More to follow on this as this is a new and exciting feature that we have not been able to offer previously.

All this being said, I will close with saying that more information will be flowing as the Board moves forward on planning and layouts. Also, please feel free to contact me if there are any questions, thoughts, or suggestions. Stay safe everyone.

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

P.S. New awards this year include: Educator of the Year, Vendor of the Year and Organization of the Year. We hope you'll join us in recognizing our esteemed associates! Also, see page 4 of this newsletter for a high honor bestowed upon ISM-Buffalo, Inc.



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

ISM-Members:

Make sure you keep your online profile up-to-date at www.ismworld.org. Choose your publications and means of communication to take full advantage of benefits!

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 for 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-New Jersey Webinars

Assessing Leverage and Inspecting For Risk

- ♦ 9/10/2020....1:00-2:30 pm....Free for ISM Members

<https://www.ismnj.org/insidepages/meetings/>

Labeling round containers by hand is slow, and labels are frequently put on crooked, which can impact the image of your company.

Advent cost effective semi-automatic labelers are the answer!

There are 6 models to choose from.



The 205 model 5-gallon pail labeler can label as many as 15-20 plastic or metal pails a minute.



The 310 model can label up to 400 small round containers in 10 minutes!

Fast, consistent labeling, in minutes not hours!

Learn in just 15 minutes. No skill is required, the labeler does it all. Call us with details of what you want to label and we will help you!

MARKTEC
Automated Marking, Labeling & Packaging Systems
1-800-627-5832
sales@marktecprods.com
8785 AgPark Drive N., Batavia NY 14020 | www.marktecprods.com

You Can Lease-Purchase Now!

Start-up is going to be **slow**, many companies have incurred **losses** and cash flow is **tight**.

You don't have to wait to obtain equipment you need now.



We have a comprehensive line of marking, labeling, and packaging equipment that is available via a **Lease-Purchase Agreement** that can extend over 24-60 months, depending on your needs. We also have equipment that can be rented for 2-6 months for as little as \$30.00/day.

Call for more details, we are here to help you!

MARKTEC
Automated Marking, Labeling & Packaging Systems
1-800-627-5832
sales@marktecprods.com
8785 AgPark Drive N., Batavia NY 14020 | www.marktecprods.com

FDA urges consumers not use certain hand sanitizer products



The FDA has created a chart that outlines the information on hand sanitizer labels for consumers to use to identify a product that:

- ♦ Has been tested by FDA and found to contain methanol or 1-propanol.
- ♦ Is labeled to contain methanol.
- ♦ Has been tested and is found to have microbial contamination.
- ♦ Is being recalled by the manufacturer or distributor.
- ♦ Is subpotent, meaning it has less than the required amount of ethyl alcohol, isopropyl alcohol or benzalkonium chloride.
- ♦ Is purportedly made at the same facility as products that have been tested by FDA and found to contain methanol or 1-propanol .

FDA advises consumers not to use hand sanitizers produced by the **manufacturers identified in this link**. Consumers can easily identify which hand sanitizer products to avoid by using the following information:

- ♦ The names of the specific manufacturers.
- ♦ NDC number, which may also be located on the product label.
- ♦ The name of the distributors that sell, or sold, or had planned to sell specific hand sanitizers products produced by these manufacturers.

Distributors may use more than one manufacturer to produce their hand sanitizer products, which are then marketed under the exact same brand or product name. Distributors often do not identify the manufacturer on the product label and are not required to do so under federal law. Consumers should be aware that FDA's recommendation against using a distributor's specific hand sanitizer product(s) manufactured by a particular manufacturer, as listed, does not extend to:

- ♦ A distributor's products bearing the same brand name as listed below, but made by a different manufacturer
- ♦ Other products distributed by the same distributor

If a product on the list does not identify the manufacturer on the label, consumers can contact the distributor whose name appears on the label to find out who manufactured the product. If the distributor refuses to clarify this information when contacted by a consumer, FDA advises consumers not to use that product.

For more information, click this link to search your product- **Is Your Hand Sanitizer on FDA's List of Products You Should Not Use?**

ISM® Announces Chapter Excellence Awards and Chapter of the Year Goes to ISM-Buffalo!

Institute for Supply Management® (ISM®) announced its 2019 award recipients of the Chapter Excellence Award and Chapter of the Year.

Chapter Excellence Awards

ISM® Chapter Excellence Awards recognize ISM® chapters that demonstrate an awareness and distinction in their professional operations, educational offerings and ability to recruit, train and retain members, while at the same time communicating the value and prestige of ISM® and the supply management profession. The chapter selected for the Chapter of the Year Award has surpassed the designated core competency requirements, including but not limited to membership growth, professional and certification development, passionate volunteers, and a valuable chapter community.



2019 Chapter of the Year Award: ISM—Buffalo, Inc.

Each ISM® chapter, regardless of size, has the opportunity to achieve chapter excellence recognition by meeting each of the core competency requirements. Eleven chapter led with excellence in 2019 including: Buffalo, Rio Grande Valley, Nevada, Western Wyoming, Lake Superior, Utah, Denver, Southeast Michigan, New Mexico, Greater New Orleans and Pittsburgh.

Congratulations 2019-2020 President Martha Switzer, CPSM and her board team members!

Calendar of Events



Wednesday, September 16, 2020
Awards & Installation Dinner Meeting
Magruder's
4994 Broadway, Depew, NY 14043

Wednesday, October 14, 2020 (tentative)
Educational Dinner Meeting - Joint with APICS

Wednesday, November 11, 2020 (tentative)
Educational Dinner Meeting - Joint with WNY Sustainable Business Roundtable