



Program:



## Is the US Supply Chain completely broken?

For years the focus of supply chain management has been low cost and efficiency. The Covid-19 era has led many to conclude that worldwide supply chains are broken as everyone deals with massive product shortages, record high logistics costs and service reliability issues. The most common response from executive teams has been to question whether low cost and efficiency are still appropriate targets. Of note, when asked how he'd grade the U.S. logistics system now, Carl Bentzel, Federal Maritime Commissioner, gave it a D+ solely based on levels of congestion and current prices.

This presentation will discuss some of the adjustments now underway to address widespread supply chain deficiencies.



**Speaker: Jack T. Ampuja, C.P.M.**  
**President, Supply Chain Optimizers**

Jack Ampuja got involved with ISM-Buffalo while he was VP of Purchasing & Logistics at Rich Products. He completed his professional certification in Purchasing Management, and served as an officer of ISM-Buffalo.

Currently Jack serves as President of consulting firm Supply Chain Optimizers and Executive in Residence at Niagara University. He created and teaches the country's only course on

Ecommerce Logistics for the top-ranked online MBA program at University of Massachusetts-Amherst.

Jack is recognized as one of North America's leading presenters on supply chain topics with more than 160 presentations all over USA, ten cities in Canada and ten countries outside of North America. Many of you may have seen some of the 20 television interviews Jack has done recently on Covid-19 related supply issues for WGRZ TV of Buffalo and Newsy, a national online news service.

### Educational Dinner Meeting

**Wednesday,  
January 12, 2022**

**Chef's Restaurant  
291 Seneca Street  
Buffalo, NY 14204**

5:00-6:00 p.m.... Registration,  
Networking, Cash Bar, Vendor Display  
6:00-8:00 p.m... Dinner & Program

#### Entree Choices:

- 1) Boneless Chicken Cacciatore & Spaghetti
- 2) Lasagna with 1 Meatball
- 3) Spaghetti Parmesan

\$35.00 - Members & Guests of Members

\$40.00 - Non-Member Guests

\$25.00 - Full-Time Students

**Please reserve WITH ENTREE CHOICE by Friday, Jan. 7 but call for availability after.**

ismbuf@ismbuffalo.com or

(716) 648-0972

*\*Please cancel if unable to attend; substitutions allowed.*

**Members Earn (1) CEH**

**Covid Precautions in Effect**



ISM-Buffalo wishes you and yours a happy holiday season and prosperous new year!



**ISM-Buffalo, Inc.**

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**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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# President's Message

Greetings Membership!

As we close out another challenging year with the global pandemic and the resulting upheaval of our supply chain, we continue to find ourselves in uncharted waters. As a profession, we have needed to adapt and find creative ways to do our jobs. Our November dinner program opened our minds to some novel thinking methods/concepts to solve issues we're facing daily.

We'll continue our education on Wednesday, January 12 when we meet at Chef's Restaurant to discuss some of the adjustments now underway to address widespread supply chain deficiencies. ISM-Buffalo Member and popular presenter, Jack Ampuja, C.P.M. of Supply Chain Optimizers, will offer his insights with a program he so aptly titled, "Is the US Supply Chain completely broken?" We hope you'll join us.

As you plan to attend upcoming dinner meetings, you'll notice that we've had to raise our prices to cover costs. It's become increasingly difficult to find an available and affordable venue to host our meetings. Anyone who's eaten out recently understand our situation.

Your board has been busy working on bringing you interesting programs, both educational and social. Please reach out to one of us to let us know if there is something you'd like for us to consider.

And, with mention of our board of directors, that brings me to something important to ask of you. We would like your assistance on projects, events, and tasks that make our organization viable. For certified professionals, service to the chapter affords you the opportunity to gain CEH credits to maintain certification. Volunteering on the board is a great way to enhance your leadership and organization skills. If you're considering making a contribution of your time and talent to the association, give one of us a call....soon. Make it a New Year's resolution to "give back."

Finally, pay your dues when you get the notice from ISM, and remember to utilize your ISM membership to stay connected, engaged, and up-to-date with everything happening in supply management.

If you have questions or comments please feel free to email me at [Jayson.DeGolier@refresco.com](mailto:Jayson.DeGolier@refresco.com).

Jayson DeGolier, CPSM, CPSD, CPIM, ICBB  
President



**EDUCATIONAL DINNER MEETING**

**Wednesday, January 12, 2022**

Speaker: Jack Ampuja, C.P.M.

Topic: Is the US Supply Chain completely broken?

Place: Chef's Restaurant, Buffalo

**EDUCATIONAL DINNER MEETING**

**Wednesday, February 9, 2022**

Speaker: CaTyra Polland

Topic: TBD

Place: Classics V Banquets, Amherst

**WEBINAR**

**Wednesday, February 23, 2022**

**Time: 12PM - 1PM**

Presenter: Jan-Henner Theissen, Procurement Excellence & Transformation|Digital Procurement|Supplier Management|Supply Chain Risk Management

Topic: Supply Chain Risk & Resilience

**VENDOR FAIR & DINNER MEETING**

**Wednesday, March 9, 2022**

Speaker: Tom Zeis, Partner, Director of Turvo & Continuous Improvement, Port X Logistics

Topic: TBD

Place: The Cove Banquets, Depew

**EDUCATIONAL WEBINAR MEETING**

**Tuesday, April 12, 2022**

Joint Meeting with PMI online

**FULL-DAY SEMINAR**

**Friday, May 5, 2022**

Topics: Business Continuity with Dave Bissonette; Dynamic Pricing and Strategi Customers with Mike Wei.

Place: Classics' V, Amherst

**EDUCATIONAL DINNER MEETING**

**Thursday, May 12, 2022**

Joint meeting with ASQ

**INSTALLATION & AWARDS DINNER**

**Wednesday, June 15, 2022**

**All events will follow any CDC, New York State or local guidelines for safety.**



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# WEBINAR

## ISM-New Jersey Webinars

**Managing RFPs**

Thu, Jan 13, 2022.....2:00 PM - 3:30 PM **(Free)**

**Sourcing for Logistics Services: Insights from the Logistics Managers Index**

Wed, Jan 26, 2022.....2:00 PM - 3:00 PM **(Free)**

**Negotiating Via Video Conferencing Systems**

Thu, Jan 27, 2022.....2:00 PM - 3:00 PM **(Free)**

**Leading through Conflict in a Multigenerational Workplace**

Thu, Mar 10, 2022.....2:00 PM - 3:00 PM **(Free)**

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

# Professional Placement Committee Report



Hello. My name is Bruce Izard and I am the Chairman of the Professional Placement Committee for ISM-Buffalo. If you are job hunting, please forward your resume so I can forward it to any interested employers in the Western New York area. Likewise, if you are an employer seeking a purchasing/supply chain professional, please send me your job posting.

Send resumes to: [Bruce.Izard@NFTA.com](mailto:Bruce.Izard@NFTA.com).

For Job Postings and links, go to the [ISMBuffalo.com](http://ISMBuffalo.com) website. Click on Site Map then scroll down to Job Opportunities. Some current job openings are as follows:

## Supply Chain Openings - Cobham Mission Systems

### Bid & Proposal Manager – Supply Chain

<https://www.cobham.com/about-us/careers/job-search/job-role/?job=00VQO>

### Buyer/Planner II

<https://www.cobham.com/about-us/careers/job-search/job-role/?job=00VR3>

### Indirect Procurement Manager

<https://www.cobham.com/about-us/careers/job-search/job-role/?job=00VN8>

### Supply Chain Manager – Electrical

<https://www.cobham.com/about-us/careers/job-search/job-role/?job=00VPX>

### Supply Chain Manager – Mechanical

<https://www.cobham.com/about-us/careers/job-search/job-role/?job=00VPY>

### Supply Chain Manager – Tail Spend

<https://www.cobham.com/about-us/careers/job-search/job-role/?job=00VPZ>

### VCP Project Manager

<https://www.cobham.com/about-us/careers/job-search/job-role/?job=00VPW>



## MidCity Office Furniture Receives ISM-Buffalo Award

On Wednesday, November 17, MidCity Office Furniture was finally recognized as our 2020 Vendor of the Year. In presenting the award to Steve Sommer on behalf of MidCity, Past President Martha Switzer, CPSM cited how appreciative the association is for the company's steadfast support through participating as a sponsor vendor at a number of ISM-Buffalo dinner meetings each year. A true friends of ISM, we're looking forward to seeing Steve at events into the future, including the January 2022 meeting!

## Scenes from the November Meeting...



It was "heads up" at our educational dinner meeting on Wednesday, November 17 at The Irishman Pub & Eatery. Our speaker, Dan Coleman of Excelsior Learning, had us on our toes as he conducted an engaging program on applied creativity and more specifically, *Break-Set-Thinking*. As promised, the meeting was a dynamic environment with idea sharing...and lots of laughs.



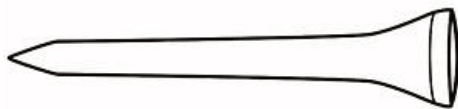
## Reach out

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Contact Nancy Boyd Haley at  
(716) 648-0972 or [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com).

## Dear Fellow Golf Groupies:

Don't fear the bogey man. Come birdie watching!



ISM-Buffalo's 2022 Golf Tournament is on June 10, 2022 at Terry Hills Golf Course in Batavia. Whether you're a Pro, Duffer or Sand Bagger, polish up your Baffie, Brassie, and Long Spoon; and join us for a fun day of Aces, Albatrosses, and Eagles. Bring your Colleague, Foursome, and Family for Prizes, Contests, and Comradery!

Don't fancy a stroll in the Short Grass, a Knee-knocker on the Dance Floor, or Barkies, Beaches, and Ponds? Then, let's meet up on the Nineteenth Hole, for dinner, drinks, and a Flight of fancy!

Reserve now—we'll let you know the details later.\*

Would you like to volunteer? We're looking for Committee members and just folks who can help-out on the day of the event. No experience needed, just contact our office.

- Jim Austin, CPSM  
First Vice President, ISM-Buffalo

\*Save the Date Flyer sign up form is on page 7.



## We Want Your Sneakers

ISM-Buffalo continues to collect for this charity; bring sneakers to future dinner meetings Their mission is to inspire the sneaker community to recycle and reuse quality pre-owned sneakers. Sneaker drive fundraiser keeps sneakers out of landfills and reduces toxic chemicals from being released in our air and soil. All sneakers from the sneaker drive fundraiser program are recirculated to people who want quality, reusable footwear at affordable prices or repurposed into new surfaces such as playgrounds and tracks.

- Kristin Wolf,  
Communications Director, ISM-Buffalo, Inc.

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Page, **ISM – Buffalo**

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



## Vendor Display Meeting Sponsor



January 12th dinner meeting at Chef's Restaurant ... *Please Support Them!*

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**Members - Invite your vendors!** 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 2021-2022 program year schedule. For only \$150 you can have a display table at our meeting, writeup in our newsletter that is sent to 450 SCM pros and archived on our website, enjoy dinner and be recognized from the podium.

**Our big event Vendor Fair and Supply Management Month celebration is on Wednesday, March 9, 2022 at The Cove Banquets in Depew. Contact us now to be a vendor/sponsor. Space sells out.**



1300 William Street  
Buffalo, NY 14206  
(716) 852-3808  
Fax (716) 852-5758

# SCM News from Niagara University



**From Jack Ampuja, Executive Director Center for Supply Chain Excellence, Niagara University**

The next session in our semi-annual series of supply chain briefings will be held on Thursday, January 13th at 9am with a hard stop at 10am. As usual, my colleague Professor Jim Kling will provide updates on US inventories, world oil supply and US diesel cost outlook. I will cover the latest info on the US transportation situation particularly on what is happening in ocean and other freight verticals; as many of you know there are issues galore while costs continue to climb. One of my business colleagues made this comment in a recent interview: 'there is no supply chain...what we have now is a series of silos each focused on their own benefit'.

The Forum will again be online so you can connect via computer or phone with the sign-on info below. Also, please feel free to pass this invite along to any colleagues who might want to join in. Online access has greatly expanded our footprint as last January we had participants from 10 states and 2 provinces.  
<https://niagara-edu.zoom.us/j/85251143908>

Or join meeting with the following methods

Phone one-tap: US: +16465588656,,85251143908# or +13017158592,,85251143908#

Join by Telephone. For higher quality, dial a number based on your current location.

Dial: US : +1 646 558 8656 or +1 301 715 8592 or +1 312 626 6799 or +1 669 900 9128 or +1 253 215 8782 or +1 346 248 7799

Meeting ID: 852 5114 3908  
Passcode: 261296

## Supply Chain Management Seminars Coming March 2022 - 50% Off - Act Soon!

- Supply Chain Management – Monday, March 14, 2022.
- Procurement, Purchasing, & Negotiation – Tuesday, March 15, 2022.
- Inventory & Warehousing Management – Wednesday, March 16, 2022.
- Freight Management & Transportation – Thursday, March 17, 2022.
- Global Logistics – Friday, March 18, 2022.

\$400 per session ½ price only \$200!

\$1500 for all 5 sessions ½ price only \$750

\*Take all FIVE seminars and receive a "36-Hour Certificate" plaque in SCM

To Sign Up: <https://www.niagara.edu/assets/Uploads/SCM-registration-March-2022-No-Vaccine7.pdf>

All classes run from 8:30am to 3:30pm and will be held on the Niagara University campus.

You will be notified of any Niagara University Covid protocols one week prior to the seminars.

**PAYMENTS MUST BE RECEIVED BY JANUARY 14, 2022 FOR DISCOUNT TO APPLY.**

Visit our website for additional details: <https://www.niagara.edu/supplychain/>



**ISM Members and Guests enjoyed the first annual Christkindlmarkt at Hofbrauhaus \Buffalo on December 3rd. Good food, music, and dancing were enjoyed inside after shopping the vendor booths and watching the tree-lighting outside. Thanks to all who donated doorprizes.**



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# Save the Date



ISM-Buffalo, Inc.

## Golf Outing Friday, June 10, 2022



Terry Hills Golf Course  
5122 Clinton Street Rd. (Rte. 33),  
Batavia, NY 14020



- ◆ CONTESTS
- ◆ PRIZES
- ◆ SPONSORSHIPS
- ◆ RAFFLES
- ◆ DRAWINGS
- ◆ FOOD & BEVERAGES
- ◆ CAMARADERIE

Reserve a foursome for me and contact me when final details and forms are available.

I'd like to be a sponsor; contact me with details when available.

I will donate a prize for your raffle and contests.

**Sign me up for the committee to help out with the event.**

Name: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

Company: \_\_\_\_\_ Email: \_\_\_\_\_

The Institute for Supply Management (ISM) – Buffalo, Inc. is a professional membership organization of supply chain professionals. Visit us at [ismbuffalo.com](http://ismbuffalo.com) to learn more. A portion of the proceeds benefit SM-Buffalo educational and scholarship funds with a donation going to a local charity.

ISM-Buffalo, Inc. | PO Box 888 Hamburg, NY 14075-0888 (716) 648-0972 [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com)