



ISM-BUFFALO VIRTUAL MEETING/WEBINAR



Wednesday, February 24, 2021
12:00 pm - 1:00 pm (via Zoom)

Presenter: Jack T. Ampuja

President: Supply Chain Optimizers

Executive Director – Niagara University Center for Supply Chain Excellence

Adjunct professor in top ranked online MBA program – Univ. of Mass. at Amherst

Topic: Practical Lessons in Life & Leadership from a Supply Chain Guru

During his career Jack spent 25 years with five major companies... serving as Director, Vice President and Senior Vice President at three of them. In the past 20 years he has led a boutique consulting firm that serves many large clients such as Walmart, Target, Mattel, Walt Disney. Jack has also taught more than 40 MBA courses at four universities serving as Executive in Residence at two of them and guest lectured at 14 additional schools.

During his career he has learned many worthwhile lessons – some the hard way by making mistakes himself and some in easier fashion by watching others botching things. Jack also received a lot of valuable assistance from mentors, advisors, bosses and colleagues about business life, leadership and career building. In this session he will share some of those insights that have been gleaned during a lifetime of work experiences which have already been put to use conducting leadership workshops for several educational groups and 300 hours of leadership training for two logistics service providers during the past three years.

What will be discussed are approaches and behaviors that he's observed in the best leaders and which have helped him in his own work experience. This is a very personal presentation based on real world examples.... not a theoretical program.

- Takeaways:**
- ♦ What it takes to be a good leader - Are you really ready?
 - ♦ Common behaviors of top leaders.
 - ♦ Tips for interviews and reference checks to improve results.
 - ♦ How to prepare for and conduct effective performance appraisals.
 - ♦ The value of mentors in career progression.
 - ♦ Why doing the right thing may not always be the best alternative.
 - ♦ Why the Human Resources textbook often comes up short.
 - ♦ Why networking is always worthwhile.



Format: This session will be conducted like an MBA class via lecture supported by slides. Most of the material will come from personal experience. Many real world examples will be provided to support and explain the main points.

Fees: ISM-Buffalo Members.....No Charge
Non-Members.....\$15.00 Payable via credit card with registration.

Please reserve by noon Monday, February 22nd but call for availability after.
ismbuf@ismbuffalo.com or (716) 648-0972.

We will confirm with log-in information.



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.

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President's Message

Greetings Membership!

I feel as if I am repeating over and over the road forward based on the current state of COVID in our area. That being said, the message still remains the same. We, as your Board continue to review the situation and discuss timing as to when we might be together again for a real in-person event. At this point, we are in agreement that it will not be this program year which ends in May, but next program year, potentially in July. We will continue with our webinar offerings during this time as well as into the future even when we do start in person again.

As we come into late February, we are also looking at Board of Director positions that are vacant. I would ask anyone that has interest, or knows someone that is a member that has interest, please reach out. We are looking for any nominees or again, if you have interest yourself please reach out also. We have many positions open. We need members that will take an active part in the planning for the Chapter to continue to grow.

Another point to bring up is that as part of the revision with National's outline for Chapters and the relationship to them, bylaws need to be rewritten to follow the current landscape. Your Board, with immeasurable assistance from Mike Lovelace, have completed the revision to the bylaws. Once we receive the approval from National that the revision meets what they need from their standpoint, we will hold a special meeting and vote to ratify these bylaws. Please keep your eyes open for notification regarding this and timing, etc.

With all that has been said I will close with asking everyone to be safe and I look forward to in-person interactions in the future.

If you have questions or comments please feel free to email me at Jayson.DeGolier@refresco.com

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

Don't miss this on February 25th

Webinar: Membership Orientation

This webinar provides knowledge regarding the many benefits that come with being a part of the ISM community. Join us and learn about the essential tools, vibrant community, and exceptional learning that enhances your professional development. You'll also gain insight into the array of programs, services, and resources that are available to you through your membership.

Thursday, February 25, 2021
 Time: 1 PM - 1:45 PM ET

Log into your account at ISMWorld.org.

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
- ♦ Building Trust: Smartnership Strategy
- ♦ Building Trust: 3 Change Management Tips for Procurement and Sourcing Transformation
- ♦ Cyber Supply Chain Management
- ♦ ISM's 2019 SalarySurvey: The Value of Supply Management Talent
- ♦ Indirect Value Warriors: Winning the Indirect Game
- ♦ Industry 4.0/Supply Chain Digitization
- ♦ Leading with Impact: Are You Ready for 2021? (Feb.16)
- ♦ Membership Orientation (Feb. 25)
- ♦ Overcoming Procurement's Internal Image Problem
- ♦ Procurement & Career Hacks from High Potential Leaders
- ♦ Sales Negotiation Tactics Every Buyer Should Know
- ♦ Showing Up and Staying in Uncomfortable Conversations (Feb. 25)
- ♦ 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 Accelerated Adoption of the Digital Supply Chain
- ♦ The Economic Impact of Supplier Diversity
- ♦ The Top Five Mistakes in Cloud and Software Contracts
- ♦ Tools for Enhanced Category Management in Food & Perishables

<https://www.ismworld.org/login>.
Then proceed to Webinars list.

**** List Updated 2/12/2021**



WEBINAR

ISM-New Jersey Webinars

Webinar: Emerging Practices in Extending Visibility and Control in MRO Supply Chain Operations
Wed, Feb 17, 2021

Leadership Training
Feb 19 - 26, 2021

Webinar: Money Ball for Sourcing
Wed, Mar 10, 2021

Webinar: How Circular Supply Chains Promote Sustainability While Reducing Cost and Risk
Fri, Mar 12, 2021

Voice of Supply Chain: With Sheri Hinish
Wed, Mar 17, 2021

Webinar: Utilizing 3rd Parties or Vendor Partners to Negotiate Contracts
Thu, Mar 25, 2021

Virtual Seminar: Business Ethics
Fri, Apr 16, 2021

Voice of Supply Chain: With Joanna Martinez
Wed, Apr 21, 2021

Meet the Author Series: Featuring Sandra Long
Thu, Apr 29, 2021

Supplier Diversity Night
Wed, May 5, 2021

Voice of Supply Chain: With Philip Ideson
Wed, May 12, 2021

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

SAVE THE DATE...TBD

SPECIAL MEETING...VIRTUAL VOTE...HAPPY HOUR

Watch your inbox for notice of a special meeting to vote on our new bylaws and reconnect with your ISM-Buffalo fellow members and friends during a Zoom event.

Membership Benefits...

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 the 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...

For students we offer a special dues-reduced membership of \$35.00 annually including ISM Global and local chapter dues.

Students must be enrolled full-time in an accredited community college or four-year college or university. Full-time is defined as 12 or more credit hours for undergraduate students, and six or more hours for graduate students. You must indicate your estimated date of graduation on your application and include your advisor's email address for verification of your full-time status.

<https://www.ismworld.org/for-individuals/membership/join-renew/>

NOTE: ISM is offering a \$55.00 Conference registration rate for student members. Join now and receive your offer details.

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.
Some current job openings are as follows:

- ♦ Alfa Laval - **Purchasing Manager**
- ♦ BestSelf Behavioral Health - **Purchasing Specialist** (Summary: Responsible for assisting in the oversight of the purchasing needs for the Agency. Assist in the purchasing function across the Agency, soliciting quotes, evaluating vendor proposals, and coordinating deliver and installation when appropriate. He/she will be responsible for vendor contract oversight and monitoring of spending. Responsible for maintaining and updating a database of the Agency's property and equipment including County Asset Tag Management.) Apply online at <https://www.bestselfwny.org/>
- ♦ Power Drives - **Buyer** (Objective: Monitor the supplier base to provide an un-interrupted flow of materials, machinery and services in a manner which provides the best value to the organization. The successful candidate will work at every level of the organization and the supplier's organization to bring the commodity performance to the highest possible level in the areas of on time delivery and quality.)
- ♦ Roswell Park Cancer Institute - **Strategic Sourcing Manager**
- ♦ Roswell Park Cancer Institute - **Supply Chain Transformation Manager**

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