



Program:

Building the Great Leader in You

Vince Lombardi's famous quote, "Leaders are made, they are not born. They are made by hard effort, which is the price which all of us must pay to achieve any goal that is worthwhile" is spot on! We all have the ability to lead, but it's those who work at developing strong leadership skills and characteristics who are the most successful.

During this talk we will explore various aspects of leadership such as:

- The importance of awareness of yourself and those around you
- How to connect to others
- Building those connections

Speaker: Steven Diloia, Axiom Coaching, LLC



Steve DiIoia has a passion for people, especially those who are leaders of or within their organization. Steve has been in leadership roles, formal or informal, from a young age. He enjoys leading, not for the position but to help people grow beyond what they thought was possible.

He loves visionary ideas, developing a strategy, then taking action to make the vision a reality. He has started multiple businesses and non-profits organizations.

Steve has brought his passion, combined with his experience, to his organization, Axiom Coaching. Through Axiom Coaching, Steve helps businesses become more efficient, build better systems, restructure their organization, and improve their leadership team to increase profits and provide a solid foundation for growth.

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ISM-BUFFALO VIRTUAL "DINNER" MEETING Joint meeting with PMI Buffalo (Project Management Institute)

**Tuesday, April 13, 2021
5:45 - 7:45 p.m. (via WebEx)**

Meeting Information

Meeting link:

<https://pmibuffalo.webex.com/pmibuffalo/j.php?MTID=m36b4cc52ef6e31165fc6782d228f18a0>

Meeting number: 160 023 0126

Password: MnSwufKm337

Host key: 153867

Agenda:

5:30-5:45pm - Audio/Visual check for presenter

5:45-6:05pm - Networking

6:05-6:25pm - Chapter updates, vendor thank you

6:25-7:25pm - Presentation

7:25-7:40pm - Q&A

7:40-7:40pm - Door Prizes and wrap-up

More ways to join

Join by video system

Dial 1600230126@pmibuffalo.webex.com

You can also dial 173.243.2.68 and enter your meeting number.

Join by phone

+1-855-282-6330 US TOLL FREE

+1-415-655-0003 US TOLL

Access code: 160 023 0126

ISM-Buffalo Members & Non-Members....no cost

Members Earn (1) CEH

Note: All reservations are made through the PMI Buffalo website as they are hosting this meeting.

Log in as a non-member using link below.

<https://pmibuffalo.org/login?eventId=6626>

ISM-Buffalo, Inc.
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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 Membership!

Happy spring! It is nice to see plants beginning to grow and buds on the trees. Temperatures getting higher, sun shining a little more. This of course, brings more rain for a period as well, but it cleans away the winter build up. For many of us, this is a time that we can reflect some on the past year and look forward for the next. This is after the typical timing for year-end closing and objectives review for the past year and for the upcoming. I have found that March/April is the pivot point for "letting go" of the things worked on that are complete and realign and reset for the next list. Even while doing this, the state of the world is still a lingering reminder of how bad things got at some points. Yet, here we are, not completely out of the pandemic, but still on an upswing. Things continue to improve and normalize. People are doing a few more things, still tentatively and safely, but still progress. The vaccine is becoming more and more available. We continue to progress and grow as we move forward as well.

As previously said, the Board has decided that we are not going to be looking at attempting an in-person event until 2021-2022 program year (starts July). We continue to work on scheduling webinars and offer other options to keep members involved. Andrea, our Director of Education, has been working diligently and has secured presenters for the next several months. Please see upcoming calendar of events in this newsletter and keep a watch in your email for more information.

I talked about two other points with my last message. Those were the revision to the bylaws and the vacancies on the Board. As for the bylaws, please see the article in this newsletter regarding the specifics to that. That leaves the vacancies. As we get closer to the end of the program year, we are looking for nominations or interested members. I will be putting together a message that outlines where we stand now as a Board, as well as vacancies, and current Board members that will be "running" for the upcoming year. I want to try to be sure that everyone is up to date as to where things stand. I feel that we have lost some connection due to the inability to meet in person.

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

Steve DiIoia continued from page 1

Steve has continued to grow his leadership skills throughout his life. He holds certifications in coaching, as a John Maxwell Trainer, and professional business advisor.

Steve DiIoia's Contact Info:
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<https://www.axiomcoaching.org/>
<https://www.linkedin.com/in/sdiioia/>
<https://www.facebook.com/axiomcoachingwnyformation>.



Ampuja Receives Carl Green Award

We were very pleased to be able to personally present the Carl F. Green Memorial Award to Jack T. Ampuja. On a recent spring-like day, ISM 1st Vice President Jim Austin surprised Jack with our "unsung hero" award.

Jack filled the bill with the intended purpose of the award founded in 1983 to recognize and honor a member who has contributed time and talent to the continued growth of ISM-Buffalo.



Jack Ampuja has been a member and supporter of ISM since 1991. Having been both a practitioner and educator in supply chain and logistics for many years, Jack has been there for us individually and collectively with advice and training. We are especially grateful for his "bailing us out" with informative programs when speakers have cancelled at the last minute.

Although Jack travels around the world for consulting and training, we are happy to have him call Western New York and our Buffalo ISM Chapter home. When we're fortunate enough to meet again in person, engage Jack in conversation and be regaled with some great stories!

- Nancy Boyd Haley, Executive Secretary

Webinars:

Wednesday, May 5th: 12PM – 1 PM

Presenter: **Mike Wei**, UB, Dept. of Operations Management and Strategy

Topic: **Machine learning for high-dimensional data.**

Wednesday, May 19th: 12P – 1 PM

Presenter: **Jon Yormick**, International Business & Trade Attorney

Topic: **Custom and export controls**

Jon will be focusing on sensitive investigations, voluntary and directed self-disclosures, penalties and enforcement, compliance, and litigation related to Customs, export controls, economic sanctions, FCPA/antibribery, government procurement matters, and Section 232, Section 301, and antidumping/countervailing trade remedy duties.

Wednesday, June 9th: 12PM – 1PM

Presenter: **John Hogg**, President, Straight Forward Consulting.

Topic: **Speaking across all areas of the supply chain**, including demand planning, supply planning & materials management, lean manufacturing, and logistics.

Tuesday, July 20th : 12PM – 1 PM

Presenter: **William Crane**, Founder & CEO, IndustryStar, Empowering Leaders with Greater Supply Chain Agility & Profitability

Topic: **A Playbook for Adjusting KPIs to Drive Company Agility and Profitability**

Programs continue to be added to our schedule. If you have a speaker to recommend or a topic you'd like to hear, please contact Director for Education Andrea Semski at asemski@gmail.com or President Jayson DeGolier at jayson.degolier@refresco.com.



AFM LX-150 Shrink Sleeve Label Applicator & Tamper Evident Bander

Looking to make your products stand out on the shelf? Shrink sleeve labels are an ideal solution! Providing full coverage from top to bottom, labels can be designed with 360 degrees of full color graphics, text, and even unique finishes.



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

Purchasing Professional of the Year -

Mike Lovelace

When this award was created in 1996, they may have had Mike Lovelace in mind. The Purchasing Professional of the Year Award 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."



Nominated by several people, the following sentiment was common - Mike is a person who demonstrates leadership, while also working behind the scenes to make things better as a whole. As an employee of Perry's Ice Cream for 22 years, a co-worker said Mike is a very valuable team member within the operations department. His responsibilities are MRO parts and inventory and is Perry's company expert on production materials and applications in their equipment. He is a Six-Sigma black belt and has been involved in several cost savings projects for Perry's operations. Mike develops their annual dept. budget for materials, parts and utilities. He is also involved with capital expenditures, sourcing equipment and providing the data for the ROI.

Mike has also utilized his leadership skills additional to his own job and filled in as the maintenance department supervisor. This put him on the front lines dealing with the union, payroll, the weekly schedule and scheduling benefit time.

As a member of ISM Buffalo since 2000, he has had an immeasurable impact on the association. His service has been chronicled in other awards over the years. Before and after his presidency in 2003-2004, Mike served the association as treasurer numerous times. He continues to train incoming treasurers, conducts our annual audit, and is a valued consultant and advisor to all board members.

- Nancy Boyd Haley, Executive Secretary

Procurement Upskilling Webinar Series – Free to ISM members!

We are pleased to announce that we have partnered with career professional, Rod Sherkin, to deliver a live, complimentary, 8-webinar series on Upskilling Procurement Practices - exclusive to ISM members.



If your job includes negotiating with suppliers, you should find this series useful at the negotiating table. Each individual event (recorded or live) counts as a CEH.

This highly engaging series is entitled 'Big Picture Procurement'. Rod presents simple, practical, and proven ideas to strengthen your position at the negotiating table - practices that can be implemented with just a spreadsheet and search engine.

The webinars are held at 1 pm (ET) every other Wednesday, beginning January 20th, 2021 and ending April 28th. Live events have been recorded and can be viewed at any time. Topics listed below.

Here is the master link to register for all 8 events (both recorded and live): <https://propurchaser.com/on-demand-webinars-ism-members/>. Of course, you can pick and choose the events you actually attend.

Please do not hesitate to contact me for more information.

- Jayson DeGolier, President, ISM-Buffalo, Inc.

Here is a list of presentations:

- 1) NEGOTIATING LESSONS LEARNED AS A CAREER CPO
- 2) COST TRANSPARENCY – Let the Data Do the Talking
- 3) LESS STRESS AND MORE SUCCESS – Take Control of Supplier Negotiations
- 4) COLLABORATING/INNOVATING WITH SUPPLIERS– 3 Steps that Make it Succeed
- 5) WHEN SUPPLIERS REJECT FAIR PRICING– and Silent Slopes Don't Work
- 6) WHEN SUPPLIER SELECTION IS INFLUENCED by pressures within your organization.
- 7) BOOST YOUR PROCUREMENT CAREER PROSPECTS – How to make a good first impression and an even better second one.
- 8) COST CONTAINMENT – even more important in a post Covid-19 world

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...



“Giving Back” Community Service Event

The leadership teams of ISM-Buffalo and PMI Buffalo are working on another joint event. Commemorating Earth Day this month, we've already purchased trees and planted them in members' memories. They are a symbol of life during this time of COVID and the opportunity to add 260 pounds of oxygen every year per tree!

We will also promote a screening the movie, Kiss the Ground. It is an inspiring film where science experts and celebrities unpack the ways in which the Earth's soil may be the key to combating climate change and preserving the planet.

It's an opportunity for outreach and collaboration with our local environmental associations. Stay tuned for additional information.



Remembering William (Bill) Kraus...



1927-2020

We are deeply saddened by the loss of our dear friend and colleague to the COVID-19 pandemic. An active member since 1966, we will miss Bill's wit, warmth, and kindness.



ISM-Buffalo President Jayson DeGolier plants a tree in memory of William Kraus

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
- ♦ Cyber Supply Chain Management
- ♦ Indirect Value Warriors: Winning the Indirect Game
- ♦ Industry 4.0/Supply Chain Digitization
- ♦ Leading with Impact: Are You Ready for 2021?
- ♦ Net Zero Challenge - How Procurement Leads the Way in Decarbonization of Supply Chains
- ♦ Showing Up and Staying in Uncomfortable Conversations
- ♦ The Top Five Mistakes in Cloud and Software Contracts

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

Then proceed to Webinars list.

**** List Updated 4/2/2021**



Revised Bylaws Ratification

A revision was needed to our bylaws in order to retain affiliation with ISM National. There was an online survey available to allow members to still be able to vote if they could not attend the special meeting that was scheduled on Wednesday 31, 2021 via Zoom, as we still cannot meet in person. After reviewing some of the key points of the changes and discussing a few questions I called for the vote. Results from the meeting as well as the survey was nearly unanimous at 17- yay, and 1- nay. With this approval vote, the new bylaws were made official and effective April 1, 2021.

I want to thank everyone that voted and also attended the meeting.

- Jayson DeGolier, President



WEBINAR

ISM-New Jersey Webinars

Buyer/Seller: A conversation with Donna & Chris Donato

Thursday, Apr 15, 2021

Virtual Seminar: Business Ethics

Friday, Apr 16, 2021

Voice of Supply Chain: With Joanna Martinez

Wednesday, Apr 21, 2021

Women & Empowerment Series: When Language is Power

Thursday, Apr 22, 2021

Meet the Author Series: Featuring Sandra Long

Thursday, Apr 29, 2021

Webinar: Enhanced Supply Chain Skills for Every Work Environment

Thursday, May 6, 2021

Voice of Supply Chain: With Philip Ideson

Wednesday, May 12, 2021

State of Small Parcel Market – Post-COVID where do the Carriers go? "Working with Carriers during Covid" – Crutchfield Corporation Case Study

Thursday, May 13, 2021

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



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