



## Program: **Code-Switching**

Code-switching is the act of adjusting language, behavior, or attitude to adapt to a situation, environment, location, or culture.

No one is immune to code-switching. However, there are variations and levels of code-switching. Some groups have to code switch more often and more in-depth than others.

This dinner program will discuss common types of code-switching and how it impacts those who are expected to assimilate to the dominant culture.

### Speaker: **CaTyra Polland**



CaTyra Polland is a nine-time published author, certified editor, and speaker. CaTyra is the proud founder and CEO of Love for Words (an editing boutique for writers and authors.) Through Love for Words, CaTyra helps creative people with professional editing services while supporting their creative vision. In this capacity, she serves as an editor, a

mentor, and a supporter of each writer's creation. She is also the founder of the Literacy Love Scholarship for high school students in Rochester, NY.

\* Program was rescheduled from February.

**Educational Dinner Meeting**  
Joint Meeting with PMI (Project Mgmt. Institute)

**TUESDAY,  
April 12, 2022**

**Ilio DiPaolo's Restaurant & Banquet Facility**  
3785 South Park Avenue  
Blasdell, NY 14219

5:30-6:15 p.m.... Registration, Networking, Cash Bar  
6:15-7:45 p.m... Dinner & Program

### **Dinner Buffet**

*Mediterranean Chilled Pasta Salad*  
*Rolls & Butter*  
*Penne Pasta with Ilio's House Sauce*  
*Chicken Piccata*  
*Beef Roulades*  
*Red Rosemary Potatoes*  
*Italian Green Beans*  
*Dessert*

\$35.00 - Members & Guests of Members  
\$40.00 - Non-Member Guests  
\$25.00 - Full-Time Students

***Please reserve by Friday, Apr. 8th but call for availability after.***

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

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

***Earn (1) CEH***

***Covid Precautions in Effect***

### **See inside for:**

- ◆ ISM-Buffalo Webinars - Details & Sign-up
- ◆ Scholarship Information
- ◆ Calendar of Events
- ◆ Awards Nominations
- ◆ May 6 Seminar Information



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**Hamburg, NY 14075-0888**

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**[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.

### **2021-2022 Board of Directors**

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# President's Message

ISM-Buffalo Members & Friends,

Well, spring has sprung! With the arrival of spring, it's a time of renewal. We're looking forward to being outdoors and tending our gardens. While you think about planting seeds, think about the seeds of knowledge and inspiration that could come from the educational programs ISM offers. Grow as a professional by taking advantage of the many learning opportunities available including webinars, educational dinner meeting programs, seminars, and many online resources available from ISM Global. You'll see some of these programs listed within this newsletter.

April is a busy month! Our monthly dinner meeting is on Tuesday, April 12, which is a deviation from our normal Wednesday night, so we can meet with our professional peers, members of the Project Management Institute. We hope to see you there! Another opportunity to earn a continuing education credit is the webinar on April 27; details within this newsletter.

April 15 is the deadline for our scholarship award applications and nominations for our numerous recognition awards. Read about it later in this newsletter and get your recommendations in to Nancy at our office.

Nominations for some open board positions are due during the month of April. Please consider reaching out to one of our board members listed at left to see how you can become involved in steering the organization.

During the month of April, we expect to go live with a new website that we've been building as an extension of ISM Global's site. We're excited...watch for the launch!

Finally, the end of the month, April 30 is the deadline for Early Bird discounts to attend our annual Golf Outing on Friday, June 10 at Terry Hills Golf Course. The full flyer with sign up information is at the end of this newsletter. Spread the word to your suppliers and associates. Consider joining the committee, helping out on the event day, or just joining us for dinner. It's a fun day away from the office!

The final plans are coming together for our full-day seminar on Friday, May 6 at Classics V Banquets. Among the subjects are: "Plan for the Worst, Be Your Best", "Communicate your Personal Brand and Grow Professionally with LinkedIn!", "Cybersecurity and Ransomware", and "Leading from Outside Your Comfort Zone." Make arrangements now to attend this affordable event.

As always, thank you for your continued support and I look forward to seeing you, and hearing from you. 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

# Buffalo's Own Heather Titanic Named One of ISM's 30 Under 30 Rising Supply Chain Stars

ISM proudly presents this year's 30 Under 30 Supply Chain Stars. In its eighth year, the Institute for Supply Management's 30 Under 30 Rising Supply Chain Stars program showcases the exceptional talent and remarkable achievements of 30 emerging supply management professionals.

Please join us in extending congratulations to Heather Titanic, MBA, who was selected for this award by ISM World through the nomination of long-time contributor to ISM-Buffalo, Bruce Izard.

Selected from hundreds of worthy nominees, the 2021 award recipients are an impressive lineup who have passion, creativity, and contributions to supply management. Heather and the others will be recognized at the ISM World Annual Conference in Orlando, May 22-25.

Read more about Heather and the award below as well as looking at an interview that appears in the April 1, 2022 issue of Buffalo Business First.

## ABOUT THE PROGRAM & WINNERS

Dynamic. Skilled. Impressive.

The winners of Institute for Supply Management®'s (ISM®) 30 Under 30 Rising Supply Chain Stars program can be described by those words — and many more. Each winner has taken a different career path, but all have a common interest —supply management. They are an impressive lineup who demonstrate passion and creativity in their contributions to their companies.

Join us in celebrating the achievements of this year's 30 winners and see how they have individually advanced the profession.

The 30 Under 30 honorees receive complimentary one-year membership to ISM, complimentary registration to ISM World 2022 Annual Conference in Orlando, Florida, a special rate for one colleague to attend the Conference, as well as recognition in our membership magazine, Inside Supply Management®, and in other media.



**Heather Titanic, MBA, 28**  
**Buyer, Seal and Design, Inc.**  
**Clarence, New York**

Heather Titanic, MBA, started her career at Seal and Design, Inc. in purchasing and logistics, and in her three years there has quickly contributed to the company's growth as one of western New York's fastest growing companies.

Her accomplishments include stabilizing the intercompany purchase process, consolidating billing to accounting and reducing the number of transactions and bringing efficiency to the process. Titanic was key in reworking Seal and Design's procurement of supplies during COVID-19, managing an annual spend of US\$45 million. She has also been instrumental in improving supplier on-time delivery to greater than 92 percent. "Heather has become a key team member in a very short period of time and was promoted from her expeditor role to purchasing and logistics coordinator," said Rhonda Augustine, the company's global supply chain manager.

While earning an MBA degree at Niagara University, Titanic worked at Buffalo-based Independent Health on various strategic projects, where she increased operational efficiency by 50 percent by drafting and implementing departmental standard operating procedures.

Titanic serves as Treasurer on the Board of Directors for the Institute for Supply Management®'s ISM—Buffalo chapter.

My job in three words: challenging, interesting, rewarding.

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

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



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Contact Nancy Boyd Haley at

(716) 648-0972 or [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com).

**Wednesday, April 27, 2022 -- 12:00pm - 1:00pm EST**  
**“Stop \$\$\$ Leaking Through the Supply Chain, Draining the Bottom Line”**

Many organizations struggle with poor supplier performance or strained supplier relationships. Managers lose sleep over the discovered and unknown risks in their supply chain and fret that the current staff lack skills to tackle strategic objectives needed to improve year-over-year results. To concerned executives, these sound like a faucet leaking money from the supply chain, draining the bottom line. This session presents a model for supplier management which includes:



- Four aspects of supplier management
- Four levels of organizational maturity
- Five key skills for supply chain professionals
- Five steps to robust supplier management



**Presenter: Jane E. Tierney, founder, purple link**

Jane founded purple link in 2015, recognizing there’s a better way to obtain value and achieve results from and through the supply chain. Clients discover innovative ways to identify waste and risk from dollars leaking through the supply chain, draining the bottom line. Jane earned a degree in Industrial Engineering from the University of Missouri, and an MBA from San Diego State University. Passionate about Lean & Six Sigma, she is also a certified green belt. She holds Certified Professional Supply Manager (CPSM) and Certified Professional in Supplier Diversity (CPSD) credentials through the Institute for Supply Management (ISM). In addition to running her business, she teaches Operations and Supply Chain Management courses at both California State University - Northridge and California State – Long Beach

where she serves on the advisory board for the CSULB Operations & Supply Chain Management program. In 2020 she co-founded the So-Cal SCRM Council for local executives focused on Supply Chain Risk Management which hosts an Annual Supply Chain Risk Symposium. A speaker / author, she offers bi-monthly Dynamic Dialog webinars and conducts workshops on a variety of topics. Her first book is due out in 2022.

**ISM-Buffalo Members....no cost**

**Non-Members/Guests...\$15.00**

**EARN (1) CEH**

**Reservations** requested by noon on Tuesday, April 26th but call for availability after that time. (716) 648-0972; [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com). You will receive the log-in information prior to event.

**ISM-Buffalo to Award \$1000 to Deserving College Student**



ISM-Buffalo is accepting applications for the **William J. Gamble Memorial Scholarship** to be awarded to a member of ISM-Buffalo or the spouse, son, daughter, niece, nephew or grandchild of a member of ISM-Buffalo.

Applicants must be enrolled as a full-time student in a two (2) or four (4) year institution whose programs are considered above the high school level. Full time is interpreted as twelve (12) semester hours per semester, undergraduate, or, nine (9) semester hours per semester, graduate. A transcript of records showing the most recent semester completed must accompany the application which **must be received on or before April 15, 2022.** (Please Note: This is not a scholarship for current high school seniors.)

Applications for this year’s award are reviewed by the committee after April 15 and are judged solely on the applicant’s scholastic ability, career plans and community activities. No advantages are given the applicant based on his or her relationship to an ISM member. Only the chairperson of the committee knows the names of the applicants to insure non bias on the part of the committee. \$1,000.00 will be awarded to a well-rounded student.

Applications may be obtained by contacting our association office (716) 648-0972 or [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com).



**ISM-Buffalo Sustainability Initiative**

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

# Professional Placement Committee Report



If you are job hunting, please forward your resume to Professional Placement Committee Chairman Bruce Izard so he 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 him 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:

Purchasing Manager  
Harper International, Buffalo, NY

Senior Buyer  
Harper International, Buffalo, NY

Senior Buyer  
Hebeler LLC, Buffalo, NY

Purchasing Manager  
Sumitomo Bakelite North America, Inc. (Niagara Falls onsite)

Purchasing Manager  
Corporate Search Consultants

Purchasing Manager  
Circa Lighting (remote)

Purchasing Manager  
Niagara University, Niagara County (onsite)

Purchasing Manager  
PCI, Buffalo, NY (onsite)

Purchasing & Planning Manager  
Sefar Inc., Depew, NY (onsite)



**Photographers Needed! If you're attending an association event, let us know if you're willing to snap a few photos.**



Scenes from our March 9th Dinner Meeting at Classics V.

New Member Melinda Rodgers (right), Purchasing & Facilities Specialist for BestSelf Behavioral Health receives her framed membership certificate from Communications Director Kristin Wolf of Avantor Sciences (left).



## WEBINAR

### ISM-New Jersey Webinars

**Supply Chain Information Flow: Negotiations with Mark Raffan (Session I)**

Wed, Apr 6, 2022.....2:00 PM - 2:45 PM (Free)

**Lean & Six Sigma Tools for Supply Chains**

Thu, Apr 7, 2022.....2:00 PM - 3:00 PM (Free)

**Voice of Supply Chain with Melissa Drew**

Wed, April 20, 2022.....2:00 PM - 3:00 PM (Free)

**Economic Climate: Where are We Now and What Lies Ahead**

Thu, April 28, 2022.....2:00 PM - 3:00 PM (Free)

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

# Awards Nominations Open



## **WILLIAM CONNORS MEMORIAL PROFESSIONAL DEVELOPMENT GRANT**

The William Connors Memorial Professional Development Grant was established in 1988 to give members of the Association the opportunity to continue their education through Supply Chain Management and/or related courses offered at accredited institutions of higher education or through business institutes or through participation in ISM national or local affiliate seminars or workshops for which a CPSM/CPSD point(s) is offered.

Eligible is any member of ISM-Buffalo, Inc. who is working toward his/her professional certification or re-certification and who is NOT benefiting from their employer by reimbursing them for the educational costs.

One (1) award per member (maximum value of \$250.00) will be paid as reimbursement for qualified educational course-work, seminar, or workshop.

Contact [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) or (716) 648-0972 for an application. Completed applications are due by April 15, 2022 and winner(s) will be presented in June.

## **SUPPLY MANAGEMENT PROFESSIONAL OF THE YEAR**

The Supply Management Professional of the Year award was established in 1996 under the term of President Debora L. Winter and is "designed to recognize and reward an individual who exemplifies the consummate supply management/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."

## **SPONSOR OF THE YEAR AWARD**

The Sponsor of the Year Award was established in 2020 under the term of President Martha Switzer. This award provides recognition of a company which provides sponsorship contributions to the organization and demonstrates significant dedication and commitment to building a strong relationship with ISM-Buffalo. Awarded by majority vote of the Board of Directors.

## **ORGANIZATION OF THE YEAR AWARD**

The Organization of the Year Award was established in 2020 under the term of President Martha Switzer. This award provides recognition of an organization that best supports the mission and values of ISM-Buffalo by way of the number of members and participation in local ISM programs and events. Awarded by majority vote of the Board of Directors.

## **EDUCATOR OF THE YEAR AWARD**

The Educator of the Year Award was established in 2020 under the term of President Martha Switzer. This award provides recognition of a speaker who consistently engages, motivates and inspires audiences with their programs, demonstrating passion for imparting their knowledge upon the membership of ISM-Buffalo in support of our mission. Awarded by majority vote of the Board of Directors.

**Nominations for awards should be sent by April 15th to [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com).**



## **EVERY MEMBER...GET A MEMBER**

We are seeking your support to continue to grow our chapter membership! Chapter membership growth means increased networking opportunities for all of us with more supply chain management professionals in the area.

Drop us a note with your prospective member's contact information and we will invite them to join us. Or, contact one of us for the membership information flyers and benefits that you can circulate yourself.

We're currently working on some incentives and prizes for those who help us grow!

**Kristin Wolf, ISM-Buffalo Director of Membership**  
[kristin.wolf@avantorsciences.com](mailto:kristin.wolf@avantorsciences.com)

or

**Nancy Boyd Haley, ISM-Buffalo Executive Secretary**  
[ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com)



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## ISM Global Benefits: Free Webinars



**EDUCATIONAL DINNER MEETING**  
 Joint Meeting with PMI (Project Management Institute)  
**Tuesday, April 12, 2022**  
 Speaker: CaTyra Pollard (*rescheduled from Feb.*)  
 Topic: "Code-Switching"  
 Place: Ilio DiPaolo's Restaurant & Banquet Facility,  
 Blasdell, NY 14219

**WEBINAR - ZOOM**  
**Wednesday, April 27 2022**  
**Time: 12:00pm - 1:00pm**  
 Presenter: Jane Tierney, purple link  
 Topic: "Stop \$\$\$ Leaking Through the Supply Chain,  
 Draining the Bottom Line"

**FULL-DAY SEMINAR**  
**Friday, May 6, 2022**  
 Topics: "**Plan for the Worst, Be Your Best**"; **Communicate Your Personal Brand and Grow Professionally with LindedIn**", **Cybersecurity and Ransomware**", **Leading from Outside Your Comfort Zone**".  
 Place: Classics' V Banquets, Amherst, NY 14228

**EDUCATIONAL DINNER MEETING**  
**Wednesday, May 11, 2022**  
 Topic: TBD  
 Speaker: Jack T. Ampuja, Supply Chain Optimizers & Niagara University  
 Place: Ilio DiPaolo's Restaurant & Banquet Facility,  
 Blasdell, NY 14219

**WEBINAR - ZOOM**  
**Wednesday, May 25, 2022**  
**Time: 12:00pm - 1:00pm**  
 Presenter: Patrick C. Penfield, Ph.D., Director of Executive Education & Professor of Supply Chain Practice, Syracuse University  
 Topic: "The Future of Supply Chain Management - Post-Pandemic"

**GOLF OUTING**  
**Friday, June 10, 2022**  
 Terry Hills Golf Course, Batavia, NY 14020  
 Registration is open! Early Bird prices by April 30th.  
**Join the committee; contact Nancy at our office - ismbuf@ismbuffalo.com**

**INSTALLATION & AWARDS DINNER**  
**Wednesday, June 15, 2022** -- Place TBD

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:

- ♦ Quarterly State of Risk Update (Live April 6, 2022)
- ♦ ISM's 2022 Sustainability & Supplier Diversity Research Release (Live April 12, 2022)
- ♦ ISM's 2022 Economic Outlook & Covid-19 Round 5 Research Release
- ♦ Negotiating and Collaborating with Your Suppliers During Times of Inflation
- ♦ Maximize Your Personal Operating System to Get Clear, Stand Out and Play Bigger in 2022
- ♦ Supplier Diversity Research Release
- ♦ How to Discover Your Zone of Genius and stay there!
- ♦ Data & Analytics Research Release
- ♦ The Uyghur Forced Labor Prevention Act: What You Need to Know Now!
- ♦ ISM's 2022 Sustainability & Supplier Diversity Research Release (Live April 12)
- ♦ Quarterly State of Risk Update: February 2022
- ♦ Procurement, AI, and Automation: Embracing the Next Revolution
- ♦ Quarterly State of Risk Update: December 2021
- ♦ The Long Term Effects of Covid-19 on Supply Chain and the Labor Market
- ♦ ISM World 2022 On-Demand Library (May 22-25)

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



ISM-Buffalo, Inc.

# GOLF OUTING

## Friday, June 10, 2022

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



### Golf Package Includes:

- ◆ 18 Hole Four Person Scramble format
- ◆ Golf Cart, Lunch & Dinner
- ◆ Registration/Lunch @ 11:00am
- ◆ Shotgun Start @ 12:30pm
- ◆ Served Buffet Dinner @ 5:45pm
- ◆ Prizes for the Winning Team
- ◆ Putting Contest
- ◆ Basket Raffle
- ◆ 50/50 Split Drawing
- ◆ take a shot at winning a Hawaiian Vacation

### Affordable Prices\*

**\$125 Individual Golfer**  
**\$500 Foursome**  
**\$35 Dinner Only**

**\* Early Bird Special (reserve by Apr. 30)**  
**\$115 Individual Golfer**  
**\$460 Foursome**

### Corporate Sponsorships

**Grand Prize Sponsor**  
**(Hawaiian Vacation)**  
**\$500 (limited to 1)**



**SOLD**

**Par Sponsor**  
**\$100**

*Includes:*  
Sponsor Sign at Hole

**Shooters Sponsor**  
**\$200**

**Albatross, Eagle, Birdie**  
*Includes:*  
 Sponsor Sign at Hole,  
 Two Business Card sized  
 Ads in Newsletter

**Hole-In-One Sponsor**  
**\$300**

**Omaha Steaks**  
**Callaway X-Series Irons**  
**\$500 Visa Gift Card**  
**Putting Contest**

*Includes:*  
 Sponsor Sign at Reception,  
 Sponsor Sign at Hole,  
 Four Business Card sized  
 Ads in Newsletter

Founded in 1904, the Institute for Supply Management (ISM) – Buffalo, Inc. is our Nation's oldest professional association for Supply Management Professionals. Visit us at [ismbuffalo.com](http://ismbuffalo.com) to learn more. A portion of the proceeds benefit ISM-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)



ISM-Buffalo, Inc.  
**GOLF OUTING**  
 Friday, June 10, 2022  
 Terry Hills Golf Course  
 5122 Clinton Street Road (Rte. 33), Batavia, NY 14020



## RESERVATION FORM

Company Name: \_\_\_\_\_

Address \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Title: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

_____ Reservations for Golf Package @ \$125.00 per golfer	\$ _____
_____ EARLY BIRD Reservations for Golf Package @ \$115.00 per golfer (by 4/30)	\$ _____
_____ Dinner-Only Ticket @ \$35.00	\$ _____
_____ Grand Prize Sponsorship @ \$500.00 (limited to 1)	\$ _____
_____ Hole-In-One Sponsorship @ \$300.00 per hole	\$ _____
_____ Shooters Package Sponsorship @ \$200.00 per hole	\$ _____
_____ Par Package Sponsorship @ \$100.00 per hole	\$ _____
<b>Total</b>	<b>\$ _____</b>

\_\_\_\_\_ *Contact me for a Basket Raffle, Goody Bag item, or Prize donation.*

**Golf Participants:** (please type or print)

Name _____	Name _____
Title _____	Title _____
Company _____	Company _____
Email _____	Email _____

Name _____	Name _____
Title _____	Title _____
Company _____	Company _____
Email _____	Email _____

**Dinner-Only Ticket Participants:** (please type or print)

Name \_\_\_\_\_ Title \_\_\_\_\_ Company \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_ Company \_\_\_\_\_

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Exp. Date: \_\_\_\_\_ CVV: \_\_\_\_\_ Zip Code Associated with card: \_\_\_\_\_

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ISM-Buffalo Phone: (716) 648-0972 ♦ Email: [jsmbuf@ismbuffalo.com](mailto:jsmbuf@ismbuffalo.com)

Questions: Contact Golf Chairman Jim Austin at [justin688@hotmail.com](mailto:justin688@hotmail.com) or (716) 913-3081