

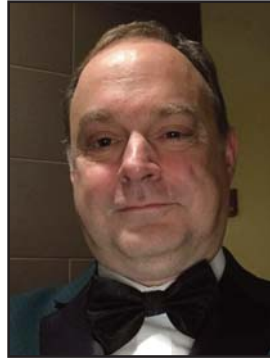


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2022-2023  
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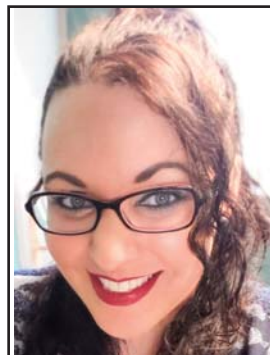
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**Installation & Awards  
Dinner Meeting**

**Wed., June 8, 2022**

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

5:00-6:00 p.m.... Registration &  
Networking

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 by Friday, June  
3rd but call for availability after.***

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

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

Within this newsletter:

- ♦ June 10 Golf Outing
- ♦ June 29 Webinar
- ♦ August 24 Webinar



ISM-Buffalo, Inc.

PO Box 888

Hamburg, NY 14075-0888

Phone: (716) 648-0972

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

ISM-Buffalo Members & Friends,

Several of us have just returned from the ISM World Conference held May 22-25 in Orlando. It's "press time" with the newsletter, so in the coming months we'll share some of our tremendous experiences.

You'll see on the front page, that we are getting back to our traditional installation and awards dinner on Wednesday, June 8 at Chef's Restaurant. We hope you'll join us in supporting the dedicated volunteers who keep this organization running.

Rounding out that week, our Golf Outing is on Friday, June 10 at Terry Hills Golf Course. The full flyer with sign up information is in this newsletter. Spread the word to your suppliers and associates that there is still room to join the over 90 golfers already signed up. Chairman Jim Austin can still use some volunteers at the event to help out with raffles, photos, and contests. Give him a call at (716) 913-3081. It's a fun day away from the office!

Our local webinar series continues on Wednesday, June 29 with Bonnie Keith, founder of The Forefront Group on "Relational Business Models to Support Supply Chain Resiliency." Details and sign up info later in this newsletter.

On August 24, we'll have our webinar with Patrick Penfield, Ph.D., a professor at RIT who will share information on "Russia's Invasion of Ukraine, COVID & Future Supply Chain Disruptions in 2022." (This event was rescheduled from May 25.)

Make sure you look at our Calendar of Events on page 8 and mark your calendars. Programs are continually updated.

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  
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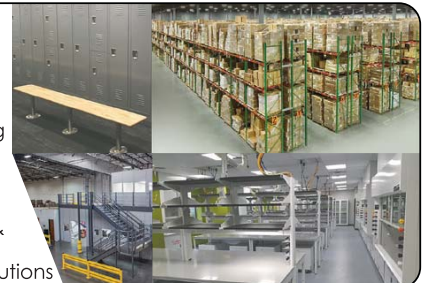
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# GOLF OUTING

## 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**

### Corporate Sponsorships

**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

**Shooters  
Sponsor  
\$200**  
Albatross, Eagle, Birdie  
*Includes:*  
Sponsor Sign at Hole,  
Two Business Card sized  
Ads in Newsletter

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

**Par Sponsor \$100**  
*Includes:*  
Sponsor Sign at Hole  
**Thank You to:**  
Addison Precision Mfg.  
Admar Supply  
Buffalo Paper & Twine  
ColorMasters  
Corr Distributors  
Partners Packaging  
ROAR Logistics

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)

5/18/22



**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	\$ _____
_____ Dinner-Only Ticket @ \$35.00	\$ _____
_____ 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 _____

Make checks payable to ISM-Buffalo, Inc.  
 or Charge my: MC/Visa/Discover/AmEx Acct. # \_\_\_\_\_  
 Exp. Date: \_\_\_\_\_ CVV: \_\_\_\_\_ Zip Code Associated with card: \_\_\_\_\_

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 ISM-Buffalo Phone: (716) 648-0972 • Email: [ismbut@ismbuffalo.com](mailto:ismbut@ismbuffalo.com)  
 Questions: Contact Golf Chairman Jim Auslin at [jauslin888@hotmail.com](mailto:jauslin888@hotmail.com) or (716) 913-3081

**Wednesday, June 29 2022**  
**12:00pm - 1:00pm**

## Relational Business Models to Support Supply Chain Resiliency



Even in a normal business environment, we use the term “Business Happens”. Something unexpected puts stress on the supply chain that threatens effective, efficient delivery of business requirements. There are environmental upsets, political actions, increased customer demands, mechanical and electrical failures and quality compromised materials and services. COVID 19 has exaggerated each of these potential challenges and then some. Those organizations who successfully navigate the unexpected typically have a common denominator called Relational Alignment. Relational Contracting is supported by Nobel Prize winning research in Economics. The most successful organizations are operating under formal Relational Business Models. This session will review Sourcing Business Models and how to determine the best fit model for your specific situation. Examples of how organizations, both public and private, have weathered business challenges with their supply chain relationships will be provided.



### **Presenter: Bonnie Keith, Founder-The Forefront Group**

Bonnie Keith is a strategic sourcing visionary with 30 years of executive operations and supply management experience in Fortune 200 companies. She is a sought-after business coach with a solid reputation for helping organizations develop highly collaborative and sustainable B2B relationships that shift from “value exchange” to “value creation” thinking.

Bonnie is the Founder of The Forefront Group, a trusted business partner to both large and small companies and the public sector. The Forefront Group is proud to have served hundreds of clients since its inception in 2002, including 50 Fortune 100 clients.

Keith is an adjunct faculty member at the University of Tennessee where she supports the Vested and graduate and executive programs, including being a key faculty member for custom Strategic Sourcing programs for the United States Air Force. She is also adjunct faculty at Texas A&M. She has instructed at HEC Paris and other executive development organizations around the world.

Bonnie is the proud author of the acclaimed book - Strategic Sourcing in the New Economy Harnessing the Potential of Sourcing Business Models for Modern Procurement, - released in November 2015. The Sourcing Industry Group’s review shares their enthusiastic review, stating “Trust me when I tell you that after reading this book, you will be able to empty much of your bookshelf.”

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

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

**Reservations** requested by noon on Tuesday, June 27th 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.

**EARN (1) CEH**

# Professional Placement 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.**

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

Procurement Manager - Tonawanda, NY  
 Hohl Industrial Services Inc.  
<https://hohland.applicantpro.com/jobs/2300930.html>



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



New Member Megan Kramer (left) of BestSelf Behavioral Health receives her framed membership certificate from Membership Director Kristin Wolf of Avantor Sciences at the May dinner meeting at Ilio DiPaolo's Banquets.

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

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



**Invite your associates to CONNECT with us!**

## Reach out



to supply chain professionals with purchasing power **with an ad.**

**For as little as \$25.00 per month.**

**Contact Nancy Boyd Haley at**

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



### Andrew Kurcsics

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ISM—Buffalo, Inc.

ISM-Buffalo presents an educational webinar via Zoom

(rescheduled) Wednesday, August 24, 2022  
12:00pm - 1:00pm

## Russia’s Invasion of Ukraine, COVID & Future Supply Chain Disruptions in 2022

The Russian invasion of Ukraine is horrific, offensive, and damaging lives and supply chains. COVID-19 pandemic with its variants is impacting different parts of the world at different times and continue to do so. Extreme weather events, which have unleashed environmental catastrophes leading to loss of human lives, continue to prevent areas around the world from producing and moving materials. Cyber security issues are disrupting systems and impacting supply chains while shutting down businesses, geo-political issues which could threaten our supply of energy and semi-conductor chips, the looming longshoreman potential strike and how it could impact our already overwhelmed ports in California and lastly the "bull whip effect" which could cause inventory issues for companies in 2022. What supply chain disruptions should we expect in 2022? When will this global supply chain chaos end? Will we get back to normal?



**Presenter: Patrick Penfield, Ph.D.**



Patrick Penfield is a Professor of Practice - Supply Chain Management and Director of Executive Education at the Whitman School of Management - Syracuse University. He has his Ph.D. in Sustainable Resource Management and is Certified in Purchasing Management (CPM), Certified Fellow in Production and Inventory Management (CFPIM) and Certified in Integrated Resource Management (CIRM). He was voted Faculty of the Year at the Whitman School of Management in 2007 & 2018, selected for the prestigious Syracuse University Meredith Teaching award in 2009 and in 2015 received the Oberwager award for engagement with students. Penfield has over 15 years of industry experience in Supply Chain Management & Manufacturing working for such companies as the Raymond Corporation, Johnson & Johnson and Philips Electronics. Professor Penfield’s research focuses on Forestry, Natural Resource Management and Sustainability. Dr. Penfield has appeared on Good Morning America, CBS & ABC Evening News and has done several print media interviews with USA Today, Fox, CNN, Bloomberg, Time, Newsweek and several other trade magazines and news media outlets.

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

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

**Reservations** requested by noon on Tuesday, May 24th 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.

**EARN (1) CEH**



ISM-Buffalo

**GOLF OUTING**

**Friday, June 10, 2022**

Terry Hills Golf Course, Batavia, NY 14020

Golfer openings available.

**Contact Nancy at our office -**

***ismbuf@ismbuffalo.com***

**INSTALLATION & AWARDS DINNER**

**Wednesday, June 8, 2022**

Chef's Restaurant, 291 Seneca Street, Buffalo 14204

**WEBINAR - ZOOM**

**Wednesday, June 29, 2022**

**Time: 12:00pm - 1:00pm**

Presenter: Bonnie Keith, The Forefront Group

Topic: "Relational Business Models to Support Supply Chain Resiliency"

**WEBINAR - ZOOM**

**Wednesday, July 27, 2022**

**Time: 12:00pm - 1:00pm**

Presenter: Dyci Sfregola

Topic: "Supply Chain Transformation Done Right"

**WEBINAR - ZOOM**

**Wednesday, August 24, 2022**

**Time: 12:00pm - 1:00pm**

Presenter: Patrick C. Penfield, Ph.D., Director of Executive Education & Professor of Supply Chain Practice, Syracuse University

Topic: "Russia's Invasion of Ukraine, COVID & Future Supply Chain Disruptions in 2022"

**EDUCATIONAL DINNER MEETING**

**Wednesday, September 14, 2022**

Presenter: Dr. Steven Carnovale, RIT

Topic: "Guardians of Intellectual Property in the 21st Century"

Place: TBD

**WEBINAR - ZOOM**

**Wednesday, September 28, 2022**

**Time: 10:00am- 11:00am**

Presenter: Todd Snelgrove, Global Value Merchant

Topic: "How and why best in class procurement organizations drive sustainable savings to their bottom line: The Do's and Don'ts"

*Watch for additional programs to be added to our schedule. Contact Education Director Andrea Semski with speaker leads or topic/program recommendations.*

**EDUCATIONAL DINNER MEETING**

**Wednesday, October 12, 2022**

Topic: LinkedIn Coaching

Presenter: Claire Petrie

Place: TBD

**FACILITIES MANAGEMENT EXPO**

**Wednesday, October 19, 2022**

**10:00am-4:00pm**

Hamburg Fairgrounds Event Center

5820 South Park Ave., Hamburg, NY 14075

**www.fmexpo.net**

**PLANT TOUR**

**Wednesday, October 26, 2022**

Multisorb Technologies

**SUPPLY CHAIN SYMPOSIUM**

**Friday, November 4, 2022**

Presenters: Dan Coleman, topic TBD; Paul Tyno, Sustainability; Tom Schin, Build a Better Culture.

Place: Classics V Banquets, Amherst

**EDUCATIONAL DINNER MEETING**

**Wednesday, November 9, 2022**

Presenter: Jason Zapp

Topic: "Forced Labor in our Global Supply Chains - Why does it exist? How does it affect our business? What can we do about it?"



**WEBINAR**

**ISM-New Jersey Webinars**

**Supply Chain Information Flow with Mark Raffan - Part 2**

Wed, Jun 1, 2022.....2:00 PM - 2:45 PM **(Free)**

**Relationship Building - Do you really know the other person?**

Tues, Jun 7, 2022.....2:30 PM - 3:45 PM **(Free)**

**How to Develop a Plan for Mitigating the Risk of Payment Fraud**

Thurs, Jun 9, 2022.....2:00 PM - 3:00 PM **(Free)**

**What the Ukrainian Ware Means to Your Supply Chain**

Thu, Jun 16, 2022.....2:00 PM - 2:45 PM **(Free)**

**Supply Chain Information Flow: Cleaning Dirty Data in Procurement**

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

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