



Program:

Collaboration and Technology within the Supply Chain

The supply chain over the last two years has been challenging especially in container drayage, and the US ports. See how collaboration and technology in logistics are changing the industry to help manage these supply chain disruptions.

Come hear the story how Port X developed an innovative solution for supply chain visibility, cost savings, and reliable JIT delivery services. See how the backing of cloud based technology helped strengthen supply chain visibility, Port X was able to develop creative supply chain solutions and real visibility along with a consultative approach.

**Speaker: Tom Zeis, CIO/Partner
Port X Logistics LLC**

Tom Zeis' professional background includes 15+ years of experience in US domestic FCL & FTL transportation. With experience heavy in operations and operations management, he has evolved into a leader that drives tech adoption.



Over the past two years, Tom's focus has been driving internal SOP efficiencies in addition to the adoption, both internally and externally, of Port X's TMS platform called Turvo. Turvo is a collaboration platform that allows all parties of the supply chain to work together on a single pane of glass, rather than all parties being siloed or segmented away in their own platforms and/or legacy software.

Educational Dinner Meeting

**Wednesday,
March 9, 2022**

**Classics V Banquets
2425 Niagara Falls Blvd.
Amherst, NY 14228**

5:00-6:00 p.m.... Registration, Networking, Cash Bar and Vendor Display

6:00-8:00 p.m... Dinner & Program

Entree Choices:

- 1) Chicken Florentine with melted provolone & tomato on spinach
- 2) Filet of Sole stuffed with crab
- 3) Maple Glazed Pork Loin

(Meal includes: Cream of Broccoli Soup, Country Red Potato au Gratin, Grilled Mixed Vegetables, Chocolate Mousse with cookie wafer)

\$35.00 - Members & Guests of Members

\$40.00 - Non-Member Guests

\$25.00 - Full-Time Students

Please reserve WITH ENTREE CHOICE by Friday, March 4 but call for availability after.

ismbuf@ismbuffalo.com or

(716) 648-0972

**Please cancel if unable to attend; substitutions preferred.*

Earn (1) CEH

See inside for:

- ♦ ISM-Buffalo Webinar Details & Sign-up
- ♦ Scholarship Information
- ♦ Calendar of Events
- ♦ Awards Nominations



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.

2021-2022 Board of Directors

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President's Message

ISM-Buffalo Members,

As I write this, we're seeing a light at the end of the tunnel as the Covid-19 virus infection rate is going down and restrictions are being lifted. We hope to see you soon as we resume some sense of normalcy. Read through this newsletter to see what we've been working on.

Our Director of Education Andrea Semski has done a great job adding programs to our schedule. Webinars in February, March and April provide that virtual option for those of you unable to attend our monthly dinner meetings. Our in-person dinner meetings, typically held on the second Wednesday of the month, provide the opportunity to connect with your professional peers and learn something to take back to your job. A full-day in-person seminar with numerous presenters and topics is coming up on Friday, May 6; save the date. It will again be made affordable for your continuing education and CEH credits needed for recertification. Watch for more details and sign-up information as it becomes available..

Now is also the time for us to seek volunteers to move our organization forward. We'd like you to consider stepping up for a board position. Nominations are open and we're looking for some people willing to share their experience. Give me or one of the other board members listed here for more information.

Thank you for the 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.

Jayson DeGolier, CPSM, CPSD, CPIM, ICBB
President

Scholarship Applicants Sought

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 1 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 Executive Secretary, Nancy Boyd Haley at the association office (716) 648-0972 or ismbuf@ismbuffalo.com.



ISM-Buffalo presents an educational webinar via Zoom

Wednesday, March 23, 2022 -- 12:00pm - 1:00pm EST
“Innovative Dynamic Pricing with Strategic Consumers”

Technological advances have accelerated the adoption of dynamic pricing practice in industries such as retail, airline, and hotel. Yet, if consumers, anticipating future price changes, time their purchases for anticipated future discounts – the idea of strategic consumer behavior, then firms’ profit will be negatively influenced. In this talk, we will discuss the impacts of strategic consumer behavior on firms’ pricing decisions and profit performance and how to counteract strategic consumer behavior by introducing various innovative dynamic pricing strategies.



Presenter: Dr. Mike Wei

Dr. Mike M. Wei is an assistant professor of Operations Management in School of Management at University at Buffalo. He received his B.B.A. degree in Information Management and Information Systems from Fudan University, M.S. degree in Industrial Engineering and Operations Research from Pennsylvania State University, and Ph.D. degree in Operations and Manufacturing Management from Olin Business School, Washington University in St. Louis. His research focuses on supply chain management, dynamic pricing, strategic consumer behavior, and high-dimensional machine learning. His work has been published in leading operations management journals and machine learning conferences such as Management Science, Productions and Operations Management, and ICML. He has consulted in consumer electronics, financial, and IT industries.

ISM-Buffalo Members....no cost

Non-Members/Guests...\$15.00



Reservations requested by noon on Tuesday, March 22nd but call for availability after that time. ismbuf@ismbuffalo.com or (716) 648-0972; You will receive the log-in information prior to event.



ISM-Buffalo presents an educational webinar via Zoom

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



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



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March 9th dinner meeting at Classics V Banquets ... *Please Support Them!*

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EDUCATIONAL DINNER MEETING

Wednesday, March 9, 2022

Speaker: Tom Zeis, Partner, Director of Turvo & Continuous Improvement, Port X Logistics LLC
Topic: "Collaboration and Technology within the Supply Chain"

Place: Classics V Banquets, Amherst 14226

WEBINAR - ZOOM

Wednesday, March 23, 2022

Time: 12:00pm - 1:00pm

Presenter: Mike Wei, UB

Topic: "Innovative Dynamic Pricing with Strategic Consumers"

EDUCATIONAL DINNER MEETING

Wednesday, April 13, 2022

Speaker: CaTyra Polland (*rescheduled from Feb.*)

Topic: "Code-Switching"

Place: TBD

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" with Dave Bissonette and others TBD.

Place: Classics' V Banquets, Amherst

EDUCATIONAL DINNER MEETING

Wednesday, May 11, 2022

Topic: TBD

Place: Ilio DiPaolo's Restaurant & Banquets, Blasdell

GOLF OUTING

Friday, June 10, 2022

Terry Hills Golf Course, Batavia

Join the committee; contact Nancy at our office - ismbuf@ismbuffalo.com

INSTALLATION & AWARDS DINNER

Wednesday, June 15, 2022

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



WEBINAR

ISM-New Jersey Webinars

Supply Chain Information Flow: Fundamentals of Software Licensing

Wed, Mar 2, 2022.....12:00 PM - 12:45 PM (Free)

Leading a Talent Transformation of Supply Chain Skills

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

The Future of End-to-End Supply Chain and Talent in 2022

Wed, Feb 23, 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)

Panel Discussion: Lessons Learned on Digital Transformation

Wed, Mar 16, 2022.....12:00 PM - 1:00 PM (Free)

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)

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



Advertise to Supply Chain Professionals

Spread the word to your vendors and your own sales and marketing department that we offer opportunities to reach influential supply chain management professionals.

At our general meetings, we welcome a limited number of companies to have vendor "Tabletop" displays. For only \$150, vendors receive a table during our networking hour, a write-up in our *Buffalo Buylines* newsletter, and a meal at the program. A limited number of vendor spots are available at most of the meetings on our schedule.

Also, this newsletter accepts "business card" advertising for only \$35 per month, or \$25 for multiple ad commitment. Other ad sizes available as well. We appreciate our advertisers and their continued support!

Contact our Executive Secretary Nancy Boyd Haley at ismbuf@ismbuffalo.com or (716) 648-0972 for the flyers and applications on either of these programs.



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, Inc.

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:

- ♦ ISM's 2022 Economic Outlook & Covid-19 Round 5 Research Release (Live March 15)
- ♦ 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.

**** List Updated 2/23/22**



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

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

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



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 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."

VENDOR OF THE YEAR AWARD

The Vendor 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.



ISM-Buffalo is looking for a few good members to lead the organization into the future!

We welcome your contribution of energy, ideas and talents to the association!

Each May, several directors are elected to bring "new blood" to the board with the ability to provide input and be instrumental in launching different programs.

Benefits you receive include the ability to give back, earn CEH towards recertification, to mentor students, to enhance your resume, gain new experiences, and improve your professional status with your current employer.

Questions? Contact Nominations Committee Members **SOON:** Jim Austin, Martha Switzer, Jayson DeGolier.

Contact us about helping out on projects such as Membership, Golf Outing, Program and Marketing.

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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

or

Nancy Boyd Haley, ISM-Buffalo Executive Secretary
ismbuf@ismbuffalo.com



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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.

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 Governance Manager
Cardinal Health, Buffalo, NY

Ops Consulting - Sourcing & Procurement - Sr. Manager - EU&M
PwC, Buffalo, NY

Procurement and Vendor Manager
Signifyd, Buffalo Niagara Falls Area (remote)

Procurement Manager/Commodity Manager (Engineered Auxiliary Equipment
Linde Engineering, Tonawanda, NY (on-site)



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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



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- ◆ PRIZES
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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.

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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 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