



**Program:**

**Ecommerce:  
Still a problem for every company but there are tools for controlling costs more effectively.**



'Free shipping' is anything but for the ecommerce companies offering the service while parcel carriers post record profits. However there are numerous ways to rein in costs without massive operational changes or big money expenditures. Jack Ampuja has spent many years leading logistics organizations and consulting with major firms. Jack will share his insight into the current state of the industry. For those of you interested in some background, below is a link to a recent podcast featuring Jack's observations on the parcel vertical.

**Supply Chain in the Fast Lane -- Jack Ampuja of Supply Chain Optimizers shares the state of parcel delivery**

The Council of Supply Chain Management Professionals (CSCMP) and Supply Chain Quarterly (SCQ) bring you a new series-based podcast filled with more content, SCM exposure and pinpointed, deep industry discussions with top thought innovators from the end-to-end supply chain. Supply Chain in the Fast Lane podcast fast-tracks topics you need to know from leaders you want to know. The third episode in the State of Logistics series, sponsored by HERE, can be accessed at this link: Supply Chain in the Fast Lane Podcast (cscmp.org).

[https://cscmp.org/CSCMP/Supply\\_Chain\\_in\\_the\\_Fast\\_Lane\\_Podcast.aspx](https://cscmp.org/CSCMP/Supply_Chain_in_the_Fast_Lane_Podcast.aspx)

**Speaker: Jack T. Ampuja, C.P.M.**



Jack Ampuja got involved with ISM-Buffalo while he was VP of Purchasing & Logistics at Rich Products. He completed his professional certification in Purchasing Management, and served as an officer of ISM-Buffalo.

Currently Jack serves as President of consulting firm Supply Chain Optimizers and Executive in Residence at Niagara University. He created and teaches the country's only course on Ecommerce Logistics for the top-ranked online MBA program at University of Massachusetts-Amherst.

Jack is recognized as one of North America's leading presenters on supply chain topics with more than 160 presentations all over USA, ten cities in Canada and ten countries outside of North America.

**Educational Dinner Meeting & Annual Election Meeting**

**Wednesday, May 11, 2022**

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

**5:00-6:00 p.m.... Registration, Networking**

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

**Dinner Menu**

*Chef Salad*

*Rolls & Butter*

*Penne Pasta with Ilio's House Sauce*

*Chicken Orvieto (breaded served with lemon wine sauce topped with asparagus & red peppers)*

*Pork Loin (oven roasted encrusted in herbs)*

*Red Rosemary Potatoes*

*Italian Green Beans*

*Spumoni*

\$35.00 - Members & Guests of Members

\$40.00 - Non-Member Guests

\$25.00 - Full-Time Students

**Please reserve by Friday, May 6th but call for availability after.**

[ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) or

(716) 648-0972

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

**Earn (1) CEH**

**Covid Precautions in Effect**

**Within this newsletter:**

- ♦ May 6 Seminar (in-person)
- ♦ May 25 Webinar
- ♦ June 10 Golf Outing



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.

### 2021-2022 Board of Directors

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# President's Message

ISM-Buffalo Members & Friends,

Another busy month is in the works for ISM. We're hosting our semi-annual SCM symposium on Friday, May 6 at Classics V in Amherst. A full day of learning with diverse topics such as leadership, cybersecurity, crisis response planning, LinkedIn personal branding, and more. It will be a fast-moving day with seven different presenters at an affordable price of only \$149 for members and \$199 for guests. And for those who need education credits for recertification, you'll earn 6 for the day. The full flyer with details follows within this newsletter.

The following week, on Wednesday, May 11 we have our monthly dinner meeting back at Ilio DiPaolo's Restaurant. Ever popular speaker Jack Ampuja returns with a presentation on Ecommerce and controlling parcel shipping costs.

And from May 22-25 several of our members will travel to the ISM World Conference in Orlando. We hope to hear from them about their experiences.

Our local webinar series continues on Wednesday, May 25 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."

Plan 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!

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

## 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)

## May is Election Month

Nominations and Elections Chairman James Austin, CPSM has announced the following slate of candidates for the ISM-Buffalo board of directors. President Nominee for another 1 year term is Jayson R. DeGolier, CPSM, CPSD, CPIM, ICBB. Our candidate for First Vice President, also a 1 year term, is James Austin, CPSM.



Nominated for two-year director terms are: Julie Cross, CPSM (Secretary); Bruce A. Izard, MBA, PMP (Treasurer); and Andrea Semski (Director of Education). Continuing on the board for her term's second year is Kristin Wolf, MBA (Director of Membership). Martha Switzer, CPSM, CPSD remains on the board as immediate past president.

One ballot will be cast for the candidates at the May 11 annual election meeting.

Open positions on the board include: Second Vice President; Director of Communications; Director of Program (facilities); and Director of Certification. Or, step up to volunteer on a committee or project. Contact Jim Austin or Jayson DeGolier for more information on where you can help.

### President Candidate:

#### **Jayson R. DeGolier, CPSM, CPSD, CPIM, ICBB**

Jayson R. DeGolier has been a Supply Management professional for over 15 years. He is currently a Category Manager in Global Procurement at Refresco Beverages NA. In addition to the direct categories he manages, he also works closely with Operations and Engineering managing various projects related to sustainability, cost savings and material conversions.

He received his Bachelors in Business from University of Phoenix in 2003. His work in manufacturing roles, including Production, Product Testing & Verification, Materials Management and Procurement, allows him to provide a unique and valuable perspective throughout the supply chain.

He has multiple certifications, including Certified Professional in Supply Management (CPSM), Certified Professional in Supplier Diversity (CPSD) and Certified in Production and Inventory Management (CPIM) and has completed his Six Sigma Black Belt.

Working with Top 5 Retailers such as Wal-Mart, Kroger and Costco, in addition to hundreds of small to midsize companies, has given him diverse experience in various methodologies companies are currently using. He applies this broad spectrum knowledge to develop principled solutions.

Jayson has been an active member of ISM-Buffalo since January 2016.

### First Vice President Candidate:

#### **James M. Austin, MBA, CPSM**

James Austin, MBA, CPSM is a Customer Care Professional with over 35 years of increasingly responsible positions in Management, Consulting, and Operations in the Sales, Supply Chain, and Facilities Management disciplines. Currently, he is the Stores Operations Supervisor at the University at Buffalo, managing Central Receiving, Multi-echelon Inventory System, WMS and 3PL for University Facilities.

Jim earned his MBA from the University at Buffalo and his BS from Canisius College. He has been an active member of ISM-Buffalo since 2013 and has served on the board of directors since 2016. He received his CPSM certification through the organization in 2015.

### Director Candidates:

#### **Julie Cross, CPSM**

Julie Cross has been working for Thermo Fisher (formerly In-vitrogen, formerly Life Technologies) since 2006. She has held several roles in procurement including indirect sourcing, OEM, irradiation services, chemicals and single-use technology components. Julie is currently a Global Sourcing Specialist supporting custom requests and special projects for multiple locations.

A member since 2007, Julie earned her CPSM in 2013 and has served as elected secretary of ISM-Buffalo since 2015.

#### **Bruce A. Izard, MBA, PMP**

Bruce Izard joined NAPM in 1995, and while serving on the Membership and ProD Committees, was recruited for the board, serving as Treasurer in 1997-98 and 2016-2018. Bruce also served as Director of Technology and Counselor and Advisor in 2018-2019. He produced a series of articles on "Purchasing Tips" which was published in the NAPM Buylines.

His procurement career began at VWR Scientific's Science Kit division in 1990. From 1990 to 1999 Bruce steadily moved up in the company starting as Inventory Control Specialist and finishing his tenure there as Senior Buyer. In 1999 Bruce was recruited to Morris and Lee Inc. which was a small regional manufacturer of Science Equipment. In 2000, Bruce was relocated to Saginaw, Michigan to oversee manufacturing at Wildlife Supply Company and its sister company Trippensee Planetarium Company. In early 2001, Both Wildlife Supply Company and Trippensee Planetarium Company were relocated to Buffalo, NY and were merged into Morris and Lee's Science First Division. At that time, Bruce was promoted to Plant Manager and was given responsibility for all employees and all P&L related to manufacturing. This included Engineering, Procurement and Sales. After moving from 9 employees and \$700,000 in sales to 27 employees and \$6,000,000 in sales, the owners decided to move the factory

*Continued on next page*

## Candidate bios continued...

down to Florida. After the new facility was built and the relocation finished, Bruce took a job with the Strategic Sourcing Team at M&T Bank. Although much different than manufacturing, Indirect Procurement offered up both challenges and success. Bruce moved up from a Strategic Sourcing Analyst to Assistant Vice President/Data Team Manager. Bruce left M&T in 2017 to take on the Procurement Compliance Manager Position at the NFTA. Bruce does Project Management and oversees the MWBE and SDVOB Programs for the Authority.

### Andrea Semski

Andrea has been working in the supply chain world for the past eleven years and has been in a variety of industries including: glass manufacturing, distribution/wholesale, warehousing, manufacturing of air quality and fluid handling solutions, and most recently glass science, ceramics science, and optical physics. This diverse background allows Andrea to provide valuable insight to the supply chain world.

Andrea is currently a Strategic Sourcing Buyer with Corning Incorporated, where she leads the development and execution of Global Supply Management Strategic Sourcing strategies, policies, tactics and objectives for assigned complex global commodities that align and are linked with the business units, commercial, supply chain and manufacturing strategies.

Andrea holds a Bachelor of Science in Business with a concentration in Supply Chain Management from Niagara University.

Andrea has been an active member since 2018 and has served on the board since 2020.

## Tabletop Display/ Meeting Sponsor



May 11th dinner meeting at Ilio DiPaolo's Restaurant ... *Please Support Them!*

**ECOTECH OFFICE ENVIRONMENTS, LLC**  
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Contact: Les Switzer

Email: [lswitzer@eoesolutions.com](mailto:lswitzer@eoesolutions.com)

[www.eoesolutions.com](http://www.eoesolutions.com)

Ecotech Office Environments is a local/nationwide full-service office interior specialist including retail sales, design, installations, liquidations, relocation, decommissionings and service.



## 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](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:

In-House Title: Senior Buyer  
Classification Title: Senior Staff Assistant  
Department – Purchasing and Contract Services, Business Services, University at Buffalo  
Posting #: P22076  
Posting Link - <https://www.ubjobs.buffalo.edu/postings/33566>

In-House Title: Buyer  
Classification Title: Senior Staff Assistant  
Department – Purchasing and Contract Services, Business Services, University at Buffalo  
Posting #: P22076  
Posting Link - <https://www.ubjobs.buffalo.edu/hr/postings/33565>

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).



ISM—Buffalo, Inc.

ISM-Buffalo presents an educational webinar via Zoom

Wednesday, May 25, 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 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

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

**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**

**EDUCATIONAL DINNER MEETING**

**Wednesday, September 14, 2022**

Topic: Guardians of Intellectual Property in the 21st Century  
Presenter: Dr. Steven Carnovale, RIT

**WEBINAR - ZOOM**

**Wednesday, September 28, 2022**

**Time: 10:00am- 11:00am**  
Topic: How and why best in class procurement organizations drive sustainable savings to their bottom line: The Do's and Don'ts"  
Presenter: Todd Snelogrove, Global Value Merchant

\*\* Other events to be added as confirmed.



**WEBINAR**

**ISM-New Jersey Webinars**

**Supplier Diversity Event**

Wed, May 4, 2022.....2:00 PM - 4:00 PM **(Free)**

**Become a Warehouse Superhero**

Tues, May 10, 2022.....2:00 PM - 3:00 PM **(Free)**

**Voice of Supply Chain with Dr. Elouise Epstein**

Wed, May 11, 2022.....2:00 PM - 3:00 PM **(Free)**

**Procurement's Impact on the Ukraine War and Inflation**

Thu, May 12, 2022.....2:00 PM - 3:00 PM **(Free)**

**Supply Chain Information: How to Talk to IT**

Tues, May 17, 2022.....12:00 PM - 1:00 PM **(Free)**

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



**Andrew Kurcsics**  
158 Reading Avenue  
Buffalo, New York 14220  
716-743-2777 phone  
716-743-2779 fax  
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Join us for a Full-Day of In-Person Learning!  
**Friday, May 6, 2022**  
**9:00am-4:00pm**

*Seminar*



## Presentations



### Leading From Outside Your Comfort Zone

VUCA (volatility, uncertainty, complexity, ambiguity) has become a common acronym to describe our times. As we begin to emerge (hopefully) from the pandemic, there are those who long to get back to normal. Others are trying to discern the new normal. But in a VUCA world there is no normal. There is no stable, protected comfort zone to provide shelter from the turbulence of rapid and continual change.

Leaders are agents of change. They do not wait to be ejected out of their comfort zone. Leaders are proactive in taking themselves and their teams outside the zone of comfort and complacency. Leaders are ever taking themselves and their followers to and over their cutting edge. This interactive presentation will explore how to build the courage to lead self and others beyond self-imposed limits. Discussed will be how to embrace a leader mindset, the inner obstacles to breaking out of your comfort zone, and the practices that will equip you to break through the barriers that hinder successful performance in a VUCA world.



**Presenter:**  
**Mitchell R. Alegre, Principal**  
**Mitchell R. Alegre and Associates**

Mitch is an award-winning trainer and educator. He has been providing consulting and training services in personal and organizational effectiveness for nearly five decades. Rather than imposing solutions

on clients, Mitch helps individuals and teams discover their own solutions to the challenges they encounter. In addition to working with clients, Mitch is an Adjunct Professor of Management and Leadership for the Niagara University College of Business Administration.



### Staying Secure in an Insecure World – A Practical Look at Cybersecurity Standards and Mandates in NYS & How to Stay Vigilant and Mitigate Ransomware Attacks

A panel discussion to address the significant threat trends in cybersecurity: What supply management professionals need to know. Who are the major threat actors? Are they

*continued on next page*

**DETAILS:**

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

**Schedule:**  
 8:15 -9:00 am...Registration/Continental Breakfast  
 9:00 am - 12:00 pm....Presentations  
 12:00pm - 1:00 pm....Lunch  
 1:00pm - 4:00 pm....Presentations

**Cost:**  
 ISM-Buffalo Members: \$149.00  
 Non-Members: \$199.00  
 Includes: light breakfast and lunch

**Earn (6) CEH for this affordable event!**

**Space Limited;** Reserve now to secure spot at [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) ♦ (716) 648-0972  
 All registrations due by 5/4/22

within your company or from the outside? Is technology in and of itself the most lethal?

Along with helping align companies' overall IT vision and goals with establishing secure environments - to provide strategic guidance, implement security and disaster recovery best practices, and assess risk in order to make recommendations for improved physical and cybersecurity.

### Panel Presenters\*:



**Jessica L. Copeland**  
**Bond, Schoeneck & King Attorneys**  
Jessica advises her clients in all aspects of business counsel and disputes, with a particular focus on data privacy, cybersecurity and intellectual property. Jessica is chair of the firm's cybersecurity and data privacy practice.



**Shannon A. Knapp**  
**Bond, Schoeneck & King Attorneys**  
Shannon assists clients in a wide range of data privacy and compliance issues. She uses her legal research and writing skills to serve clients concerning various state, federal, and international cybersecurity and data privacy laws.



**Amber L. Lawyer**  
**Bond, Schoeneck & King Attorneys**  
Amber serves as the Deputy Chair of Bond, Schoeneck & King's Data Privacy and Cybersecurity practice and maintains a Certified Information Privacy Professional/European credential (CIPP/E) through the ANSI-accredited International Association of Privacy

Professionals. Amber represents a wide range of clients across all industries, including retail, hospitality, manufacturing, development, higher education, technology, health care and media. She currently serves as part-time corporate counsel at Paychex, Inc. where she advises on privacy and cybersecurity matters.



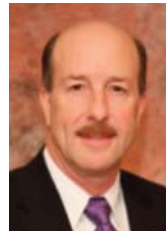
**Tim Weber**  
**ADNET Technologies**  
Tim Weber, Director of Security Services, has been with ADNET since 1994. Over twenty years of technical experience in the field and leadership roles in Service Delivery give him an acute level of insight into clients' networks and risks to their businesses. In 2018, Tim assumed his current position, responsible for leading ADNET's dedicated Security practice.

\* For additional information on our panelist attorneys, go to [www.bsk.com/people](http://www.bsk.com/people).



### Plan for the Worst, Be Your Best

Today's business risk from catastrophic disaster has never been higher! How will your business survive weather disasters, social unrest, or attacks on brand reputation? The list is endless. This program will get attendees to consider their organization's ability to respond and recover from disaster. The presenter will share some of the critical elements for a strong crisis response necessary for recovery.



**Presenter:**  
**David Bissonette**  
**ISS- Interactive Safety Services LLC**

David Bissonette is a recognized emergency management expert with 30 years of experience. David's skills come from a wide variety of leadership roles in the first responder community serving as a fire chief, fire commissioner, crisis manager for a global food manufacturer and disaster coordinator for his home town of Clarence NY. David is best known for his leadership and overall management of the crash of Continental flight 3407 in February of 2009, killing 50 people. David is a published author of the book "Flight 3407 Companionate Leadership In The Face Of Disaster".



### Communicate your Personal Brand and Grow Professionally with LinkedIn!

Join us for this engaging session with Claire Stroh Petrie where we'll discuss using LinkedIn to grow your personal and employer brand. Whether your goal is to attract candidates to your organization, boost sales, learn and find professional development opportunities, find a new job, (or all of them!) Claire's connect, post and engage intentionally framework will help you grow your network and attract opportunities to yourself. We'll also talk about using LinkedIn as a learning/professional development tool, and to build relationships and network.

*continued on next page*



- 1) How to thoroughly fill out your profile and ensure it's optimized
- 2) Connect - find people to connect with and send a thoughtful connection request note
- 3) Post - create engaging content that positions you as a valuable resource for your network
- 4) And engage - primarily comment, to increase your exposure and showcase your personality and voice

the same! Claire has more than nine years of successively diverse human resources management experience with privately-owned and publicly-traded global leaders.

She holds a Bachelor of Science in Business Administration with a concentration in HR from the University at Buffalo and an MBA from Niagara University. She is certified as a Professional in HR through SHRM and HRCI. Claire is an active member and blogger for SHRM, and also a member of SHRM's Emerging Professional Advisory Council. She serves as the College Relations and Emerging Professionals Director on the Buffalo Niagara Human Resources Association (BNHRA) Board of Directors and is a Board Member and Camp Counselor for Empower Camp. Claire named Alumna of the Year 2020 by the UB School of Management Career Resource Center, and a 2022 HR Impact Award Winner by Buffalo Business First.



**Presenter:**

**Claire Stroh Petrie, PHR, SHRM-CP  
Lighthouse Technology Services**

Claire Stroh Petrie, MBA, PHR, SHRM-CP, is currently the Director, Technology Talent Management at Lighthouse Technology Services and President of Claire Petrie HR & Training, LLC. She has used LinkedIn, Twitter, and networking to build her personal brand and uncover new opportunities for herself and the companies she's worked for. She's passionate about helping other professionals do

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## REGISTRATION FORM

**ISM-Buffalo Seminar - Friday, May 6, 2022**  
ISM-Buffalo Member Fee: \$149.00; Non-Member Fee: \$199.00

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

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

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

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

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

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

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

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

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

Payment by check payable to **ISM-Buffalo, Inc.** or Credit card (MC, Visa, AmEx, Discover):

Cardholder Name: \_\_\_\_\_

Acct #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_ CVV \_\_\_\_\_ Zip Code \_\_\_\_\_

**ISM-Buffalo, Inc., PO Box 888, Hamburg, NY 14075-0888**  
**(716) 648-0972    ismbuf@ismbuffalo.com    www.ismbuffalo.com**



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 _____

Make checks payable to ISM-Buffalo, Inc.

or Charge my: MC/Visa/Discover/AmEx Acct. # \_\_\_\_\_

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

Mail to: ISM-Buffalo, Inc. ♦ PO Box 888 ♦ Hamburg, NY 14075-0888

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

Questions: Contact Golf Chairman Jim Austin at [jaustin688@hotmail.com](mailto:jaustin688@hotmail.com) or (716) 913-3081