



Program:

## “Both Sides of Interviewing... How to Make it Work for You”

This session will clearly identify the specific objectives of the candidate and hiring authority that becomes the foundation of a mutually fulfilling partnership.

“Hiring managers care about whatever problem they’ve got that’s annoying and expensive enough to justify spending precious salary dollars to fix it. That’s all they care about, and that’s all they should care about.”  
- Liz Ryan, *Human Workplace*

**Take-Aways:**

- ♦ Who wants what
- ♦ Each side’s risks
- ♦ Resumes & Job Descriptions
- ♦ Interviewing perspectives
- ♦ Do’s & Don’ts
- ♦ Follow Up



**Who Should Attend:**

- ♦ Those who will sit for their annual review.
- ♦ Employees seeking promotions and/or management positions.
- ♦ Managers/Staff who screen or conduct interviews.
- ♦ Anyone involved in training/instruction/education.
- ♦ Managers performing employee reviews.
- ♦ Project Managers/Team Leaders.
- ♦ Students/Practitioners seeking to chart a career path.

*Note: This presentation contains no solicitation materials.*

**Speaker: Gary Pezzuti, Placement Professional**

Central, North & West Jersey APICS Chapters & Summit Group

Gary Pezzuti of Summit Group has spent the past 40+ years as a Placement Professional serving most of the manufacturing sector and specializing in “contingency search” and “interim professionals.” He has observed evolutionary changes in hiring procedures as well as the emergence of numerous “magical marketing techniques.” And while there are no magic pills, Gary has developed an efficient method of teaching candidates more effective “real life” presentation techniques...satisfying the desires of the candidates as well as fulfilling the requirements of the position and the expectations of the hiring authorities.

## Educational Dinner Meeting

Joint meeting with APICS

Wednesday,  
January 16, 2019

Joseph’s Country Manor & Grove  
275 Columbia Ave., Depew, NY 14043

**Note earlier start time due to program length worth (2) CEH...5:00-5:30 p.m....** Registration, Networking, Cash Bar, Vendor Displays  
**5:30-6:30 p.m...** Meeting & Dinner  
**6:30-8:30 p.m.....**Program & Q&A

### Dinner Buffet

Chef Salad, Fresh Fruit Salad, Vegetable Medley, Gourmet Mac & Cheese, Lebanese Rice, Chicken Cacciatore, Roast Pork Loin with BBQ Glaze, Rolls & Butter, Orange Sherbet

\$30.00 - Members & Guest of Member\*  
(\*added member benefit)  
\$35.00 - Non-Member Guests  
\$20.00 - Full-Time Students

*Please reserve as early as possible by Jan. 10th.*

Space permitting, reservations may be accepted later.

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

**\*Please cancel if unable to attend; if last minute to Nancy’s cell 481-3528. Cancellations after EOB Monday will be billed.**

**Earn (2) CEH**

## ISM-Buffalo Buylines

ISM-Buffalo, Inc.  
PO Box 888  
Hamburg, NY 14075-0888  
Phone: (716) 648-0972  
Fax: (716) 646-1599  
E-Mail: [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com)  
[www.ismbuffalo.com](http://www.ismbuffalo.com)

### Mission Statement

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.

### 2018-2019 Board of Directors

#### **PRESIDENT**

Martha Switzer, CPSM (374-2984)

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Open

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Open

#### **COUNSELOR AND ADVISOR**

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#### **EXECUTIVE DIRECTOR**

Nancy Boyd Haley (648-0972)

### Major Committee Chairs

#### **MEMBERSHIP**

Tim Terrana, C.P.M. (578-6376)

#### **PROFESSIONAL PLACEMENT**

Fred Vigars (861-5540)

#### **BUSINESS SURVEY**

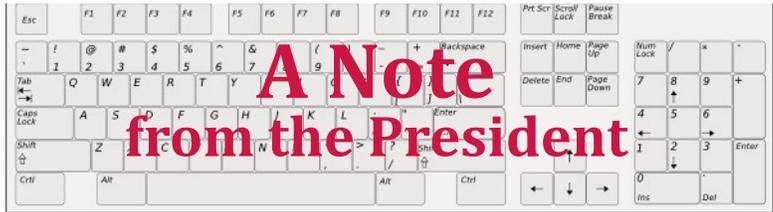
Dr. Randall Cragun ([rcragun@niagara.edu](mailto:rcragun@niagara.edu))

#### **WEBMASTER**

Michael A. Lovelace, C.P.M. (562-0288)

*Affiliated with:*

**Institute for Supply Management**  
[www.instituteforsupplymanagement.org](http://www.instituteforsupplymanagement.org)



Dear Members, Colleagues, and Friends,

I am honored to be returning as your ISM-Buffalo President for a second term. I am excited to continue in that role through program year 2019-2020. I want to thank Deb Hasley for her contribution to the organization in her role as President and for all that she has done over the past several years in support of us. I have appointed Deb to stay on the Board as Affiliate Support Council Director. Bruce Izard will stay on as Advisor and transition to Director of Technology.

As we look to the future, I will be, in collaboration with the board, developing strategies to continue to make our affiliate viable for years to come, inclusive of restructuring the board to be more appealing in retaining and recruiting Director candidates and to allow them to be more effective in their respective roles.

There is great importance, when assigning duties, particularly on a volunteer basis, that everyone has a chance to participate in something that they are passionate about and something that they do well. If every task doesn't seem like an unsurmountable laborious chore, and if we divvy up the pie and all pull in the same direction, then comes the progress and the achievement we desire for the organization and this grants us personal satisfaction within ourselves.

The Board of Directors will be reviewing the Bylaws and deciding if all that is written is still effective, relevant, and necessary, or if we should revise them to aid in the effort of strengthening the organization. I would like to alter the board meeting schedule structure and give more educational credits to all involved as a reward for those who assist the group and as an incentive to those who may have hesitated to make a commitment based on that schedule.

I will be looking to host more fun and unique social events at new venues in addition to our educational programs to increase the opportunity to network with people from outside our group. I will be looking to hold more joint meetings and events with organizations like APICS and ASQ that we have done in the recent past, but also form more relationships with other organizations, such as PMI, which we will share our first joint meeting with this year in April.

Thank you to Tim Terrana who facilitated our November Seminar and Membership Drive. It was a tremendous success and of course, welcome all our new members! The subject matter was so relevant and easily applicable as presented by prestigious speakers, Jack Ampuja, Jim Trubits, and Jack Cook. Please see advertisements contained within the newsletter for Supply Chain Optimizers, Mohawk Global Logistics, and Certified Success for further information on how they can assist your operations.

Our December Escape Room event was so much fun. An escape room has been on my bucket list for quite some time. I am so glad to have gotten the experience. I can't wait to go back. If you haven't done one, I strongly recommend it and I would be happy to join you. 😊 My group was close to the record time for the most challenging room and was too proud to ask for any clues. <https://escaperoomadventureswny.com/>.

If you enjoyed the baked goods during the event, they were from Cindy Marie's Sweets- Cindy Judd, Asst. Manager of Procurement, NFTA. <https://www.cindy-mariessweets.com/>. Consider Cindy's delicious treats or walk in and buy a cheese-cake from our gracious summer tour hosts at Culinary Art's Specialties <http://www.culinaryartsspecialties.com/> for your Valentine.

*Continued on page 3*

January finds us at a new venue for our dinner meeting, Joseph's Country Manor & Grove in Depew, for second joint meeting with APICS for the program year. Check out the venue online. It looks top notch. I am looking forward to seeing all they have to offer.

By popular demand also in January, we have Dr. Phil Hancock, MBA, CPSM, CPSD starting our CPSM review classes. Dr. Hancock will review the format of the test, sample questions, and go through the material on the exam for each module. Classes are on Fridays from 8 am-4:15 pm on 1/25, 2/8, and 3/1, as his schedule permits. We are staggering a couple weeks in between each session as it is a lot of material to study and allows time for participants to schedule their exams. There will be an informational packet with the FAQs for certification. What is great about our review classes is that they are very affordable at \$100 member/\$150 nonmember price per class and each class includes breakfast and lunch!

This program is a very strong member benefit. You have an option to purchase the CPSM learning system from National for \$795, the content which Dr. Hancock will be reviewing. A suggested purchase will be the ISM Glossary of terms for purchase through this link for \$59.

<https://ecommerce.instituteforsupplymanagement.org/PersonifyEbusiness/Default.aspx?TabID=251&productId=15204346>.

The criteria for the CPSM is:

- 3 years full-time, professional supply management experience (nonclerical, nonsupport) with a regionally accredited 1 bachelor's degree OR 5 years of supply management experience (nonclerical, nonsupport) without a degree.
- Pass 3 CPSM® Exams.

A bonus to this is that your passing exam scores are good for 4 yrs while you work towards getting the required experience or your degree! You can schedule and take the exams at your leisure when you feel ready. Pass all three exams and then apply for certification, noting your experience, and you are all set.

#### **How much do the CPSM® Exams cost?**

\$229 USD per exam for ISM members

\$379 USD per exam for non-members

*Exam registrations are valid for one (1) year from the date that ISM processes your registration. You must test by the expiration date to avoid forfeiting your exam fees.*

The CPSM requires recertification after 3 years by providing information on 60 continuation education credits. It is a simple process to recertify and all the programs ISM-Buffalo offers you will help you reach your educational credit goals.

Any members who need recertification credits who come to the classes will earn 7 CEHs per day. If you need CEHs to recertify within the next year, ISM awards you with 20 CEHs for each passing exam.

In February, we make our much-anticipated return to Chef's for our dinner meeting, Wednesday 2/13. We also have a special event coming up in February, Lumagination at the Botanical Gardens.

<https://www.buffalogardens.com/collections/events/products/lumagination-2019> More on these events to come. We hope to see you there!

March is our Vendor Fair and Top Management Night and our first appearance at the majestic Tonawanda Castle. Dale Lesinski, VP from DiVal Safety is our dynamic speaker with a program relevant to all.

April is yet another new venue, Tewksbury Lodge. I have heard great things about this venue and we are very appreciative to be collaborating with our project management colleagues from PMI Buffalo on this event. Come out and network.

We are hosting our fan favorite Caribbean night dinner meeting in May at Curly's. This is also a joining meeting with ASQ. Prize awarded for best Hawaiian shirt.

June is our installation and awards night as well as our annual golf outing. I am already working on the calendar for next year. We will plan some fun summer events.

This organization means a lot to me. I spend many hours planning, preparing, and working on programs and ideas to appeal to the membership. I have been an active member of ISM for 12 years now, when introduced to the organization, then NAPM, by my former boss, Debbie Pusateri.

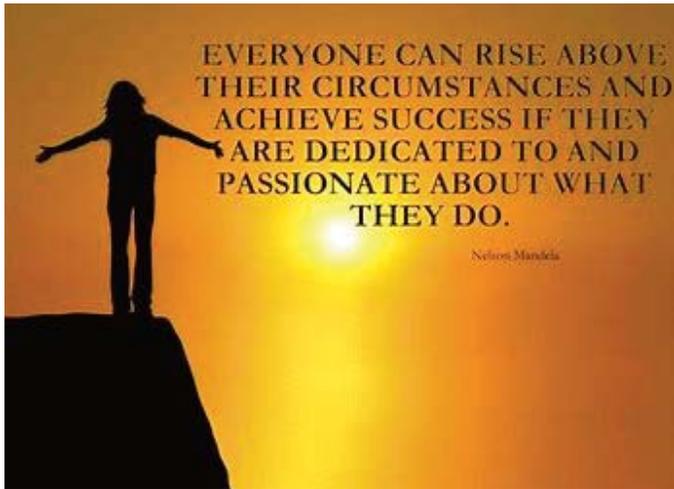
I've told this story many times before, but it is important to share. Even with being an extrovert, I felt very uncomfortable and bored early on in my career, when I first started coming to the dinner meetings. Over time, the more I learned and grew in my profession, the more comfortable I became. The more I talked to people and the more the programs became relevant to me, the more I liked showing up.

I am lucky to get to work with such a great Board of Directors and our wonderful active members. Everyone is a different personality, but I guarantee you that we are all very approachable and helpful and whatever event we are hosting, we promise to make you feel welcome. Proud to be at your service.

Please reach out to Nancy at [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) to make your reservations as far in advance as you like for any upcoming event. I'll see you there! We wish you a Happy New Year!

Happy Holidays,

Martha Switzer, CPSM  
President, ISM-Buffalo



# Links in the Chain

## KAIZEN

A Japanese term for continuous improvement. The understanding that process (and therefore product) quality can improve as the result of numerous small improvements made continuously over time.

## PARETO ANALYSIS

The process of determining the small minority of a population that accounts for the majority of a given effect. For example, in inventory management, 20% of the inventoried items account for 80% of the total dollars.

## 80/20 RULE

Also known as the Pareto Rule, it is the finding that a minority of a population account for the majority of a given effect. For example, in inventory management, 20% of the inventoried items account for 80% of the total dollars.

- Submitted by Jim Austin, CPSM

## MEMBERSHIP RENEWAL

### *Annual Dues*

2019 Membership Dues Invoices have been mailed. Please pay promptly to keep your membership current.

## Introduce Suppliers to ISM-Buffalo

Members are asked to spread the word to suppliers and your own marketing department that we offer opportunities to get their message out to our 150 members.



At dinner meetings, vendors can sponsor the meeting & have a "Tabletop" display 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.

We're **now accepting vendor applications and sponsorships** to the **annual Vendor Fair on March 13 during Supply Management Month**. We're excited about the historic and spectacular Tonawanda Castle as our site this year!

Advertising is also available in this newsletter for as little as \$25.00 per month for a business card sized ad. Other sizes available as well.

Contact our Executive Director Nancy Boyd Haley at [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) or (716) 648-0972 to supply your leads or to get the flyers and applications.



Delivering expert consulting services in:

### C-TPAT

- Cargo Flow Table
- Country Risk Assessment
- C-TPAT SOP's
- Security Profile
- Supply Chain Risk Assessment

### IMPORT COMPLIANCE

- ACE Reporting & Portal Setup
- Binding Ruling Requests
- Customs Audit Preparation
- Duty Drawback
- Importer Self-Assessment (ISA)
- Prior Disclosure Submissions
- Program Development & Manuals
- Training

### EXPORT COMPLIANCE

- Export Audits - EAR & ITAR
- Export Licensing Assistance
- Program Development & Manuals
- Training

### SUPPLY CHAIN MANAGEMENT

- Cargo Risk Management & Marine Insurance
- Foreign Trade Zones
- Transportation Management
- Warehouse & Distribution Management

**Our team works closely with government agencies to help you comply with all import, export, and foreign trade regulations.**

Our consulting staff licenses and certifications include:

- Licensed U.S. Customs Broker <
- Certified Customs Specialist <
- Certified U.S. Export <
- Compliance Officer
- Certified ITAR Professional <
- Certified Export Specialist <

**ISM-Buffalo Monthly Business Survey Reports are archived on our website at [www.ismbuffalo.com](http://www.ismbuffalo.com)**



# IHS Markit's New Economic "Predictions" for 2019 and Impact on Global Supply Chains

## The U.S. will remain "above trend," while other key economies will experience further deceleration.

By Patrick Burnson, Executive Editor, Supply Chain Management Review · December 17, 2018

The global economy started 2018 with strong, synchronized growth, but the momentum faded as the year progressed and growth trends diverged. Notably, the economies of the eurozone, the United Kingdom, Japan, and China began to weaken. In contrast, the U.S. economy accelerated, thanks to fiscal stimulus.

According to Nariman Behravesh, chief economist at IHS Markit, growth in the U.S. will remain "above trend," while other key economies will experience further deceleration. As a result, he predicts that global growth will edge down from 3.2% in 2018 to 3.0% in 2019—and will keep eroding over the next few years.

"One major risk in the coming year is the sharp drop-off in world trade growth, which fell from a pace of above 5% at the beginning of 2018 to nearly zero at the end," he says. "The risk of an escalation in trade conflicts remains elevated. If such an escalation were to occur, a contraction in world trade could slow the world economy even more. At the same time, the sell-off in equity and commodity markets, on top of the gradual removal of accommodation by some central banks, means that financial conditions worldwide are tightening."

Combined with heightened political uncertainty in many parts of the world, these risks point to the increased vulnerability of the global economy to further shocks and the greater probability of a recession in the next few years — although still relatively low in 2019, IHS Markit further notes.

Supply chain managers may face mixed blessings on the domestic front, based on estimates about sustainable growth in the labor force and productivity. IHS Markit assesses the potential growth in the U.S. economy to be around 2.0%. In 2018, U.S. growth was a well-above-trend 2.9%, compared with only 2.2% in 2017.

"The acceleration was almost entirely due to a large dose of fiscal stimulus with tax cuts and spending increases put in place at the beginning of the year," says Behravesh. "The impact of this stimulus will still be felt in 2019, but with diminishing potency as the year progresses."

Consequently, IHS Markit expects growth of 2.6%, which is less than in 2018, but still above trend. By 2020, the effects of stimulus will have fully dissipated, ushering in a new level of maturation. Economists add that over the next year, there are likely to be "countervailing pressures" leading to a plateau.

"On the downside, housing has been a disappointment,



the dollar has been rising, credit conditions are tightening, and higher tariffs could still hurt growth," says Behravesh. "On the upside, interest rates are still low, and fiscal stimulus is still aiding expansion. For the balance of 2019 U.S. economic fundamentals remain fairly solid."

### Among the other predictions made by researchers are these:

- Japan's recovery will remain weak. Japanese growth also peaked in 2017, at a rate of 1.7%. Growth in 2018 is expected to come in at a much slower rate of 0.8%, hold close to that rate (0.9%) in 2019, and then slip to 0.5% in 2020. While monetary policy continues to be ultra-accommodative, there are two big drags on Japanese growth. The first is the slowdown in China's economy. The second is the fallout from the trade tensions between the United States and China and the resulting hit to trade growth. The expected rise in construction spending ahead of the 2020 Olympics will sustain growth in 2019, but the boost will fade by the end of the year.
- China's economy will keep decelerating. In the third quarter of 2018 China's real GDP grew at a year-on-year rate of 6.5%, the lowest since the financial crisis 10 years ago. The quarterly rate of growth has been steadily edging down since the beginning of 2017. On an annual basis, the pace of expansion has slowed from 6.9% in 2017 to 6.6% in 2018, and will fall further to 6.3% in 2019 and 6.0% in 2020. The underlying dynamic behind this deceleration is the government's attempt to reduce ultra-high debt levels. That said, the Chinese government is very sensitive to both a too rapid decline in growth—6.0% growth is often referred to as the "line of defense"—and the recent rout in the stock market.
- Growth in the emerging world has topped out, and will slide further. At 4.9%, emerging-market growth in 2017 was the strongest since 2013. During 2018, growth among these countries has edged down to 4.8%. IHS Markit expects another decline in growth over 2019, to 4.6%. These

**Continued on page 6**

## IHS Markit's... continued from page 5

averages, hide a large divergence. Some economies such as Brazil, India, and Russia experienced a mild pickup in growth in 2018. Others such as Argentina, South Africa and Turkey came under intense financial pressure and suffered recessions or near-recessions. Going forward, emerging markets face a number of headwinds. First, growth in the advanced economies (about 60% of world GDP) is slowing—as is the pace of world trade. Second, global financial conditions are getting gradually tighter and the dollar is expected to remain strong.

- The volatility in commodity markets will continue, with significant downside risks. Weaker global growth, the gradual tightening of credit conditions, and strength in the US dollar will pose challenges for commodity markets in 2019. Nevertheless, demand growth next year still looks strong enough to provide markets with support, making the kind price collapse seen during 2015 unlikely. IHS Markit predicts that commodity prices at the end of 2019 will be little different than at the end of 2018. But getting from here to there could be another roller-coaster ride.

- Inflation will not rise much—if at all. Global consumer price inflation rose from 2.0% in 2015 to 3.0% in 2018. Most of this was due to a transition in the developed world from deflationary (or near deflationary) conditions to inflation rates that are close to central banks' targets of 2.0%. Over the near term, IHS Markit expects global inflation and developed-economy inflation to remain close to 3.0% and 2.0%, respectively. While there will be upward pressures in many economies as output gaps close and unemployment rates fall (in some cases to multi-decade lows), there are downward pressures as well. Outside the United States growth is weakening.

- The Fed will stay the course by raising interest rates only gradually; a few other central banks may follow, but at an even slower pace. With the world's key economies at different points in the business cycle, it is not surprising that the respective central banks are moving at different speeds (and in different directions). Given weaker growth and muted inflationary pressures, however, the pace of removing accommodation is likely to be even more modest than previously expected. In the case of the Federal Reserve, a December rate hike is likely, and IHS Markit expects three interest rate increases in 2019 and one in 2020.

	<b>Areas of Expertise</b>
	<ul style="list-style-type: none"><li>• Lean Six Sigma</li><li>• Supply Chain Management</li><li>• Information Systems</li><li>• Electronic Commerce</li><li>• Manufacturing</li><li>• Service Management</li></ul>
	<b>Email:</b> <a href="mailto:jack@certifiedsuccess.com">jack@certifiedsuccess.com</a>
	<b>Phone:</b> (585) 414-7334
	CertifiedSuccess.com 4243 Lakeville Road Suite 2, #200 Geneseo, NY 14454

**Jack Cook, Ph.D., CFPIM, CSCP, CSQE**  
President, Certified Success

## Vendor Display/Meeting Sponsors

January 16 meeting at

Joseph's Country Manor

*Please Support Them!*



### MERIDIAN IT INC.

15 Hazelwood Dr. • Amherst, NY 14228

(585) 368-2108

Contact: Doug Drake

Email: [doug.drake@meridianitinc.com](mailto:doug.drake@meridianitinc.com)

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

Meridian IT, from our Buffalo offices and others, provides IT Infrastructure and Services around them. Practice areas include all

facets of  
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Storage, Back Up and Recovery, Database Assessments and Management, Virtualization and Analytics to help business thrive. Four offices in Upstate NY, 10 nationally and 6 internationally.

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2495 Main St. • Buffalo, NY 14214

(716) 832-0138

Contact: Steve Sommers

Email: [steve@midcityoffice.com](mailto:steve@midcityoffice.com)

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

MidCity sells quality office furniture after programming and space planning for our clients' wants and needs.



Do you know a vendor who would like to reach our members with their product or service? Contact Nancy at the ISM-Buffero office [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) for the application and more info.

## Read Buylines and Win a Prize!

- 1) Write down the correct answer on the back of your business card.
- 2) Place it in the basket at the January 16 meeting.
- 3) Win a prize. \*



\* If your correct answer is drawn. One entry per person.

### This month's question is...

A one-way system with incoming goods flowing to the left of the entry and into one of the three storage areas, depending on usage is the:

- A. Inverted T warehouse
- B. Cross-flow warehouse
- C. Inverted U warehouse
- D. Through-flow warehouse



# Welcome New Members

**Kyle Beiter**

*Key Account Manager*  
C.H. Robinson Worldwide Inc.

**Lisa Branigan**

*ISC Assistant*  
Pfannenberg Manufacturing, LLC

**Daniel Bundy**

*Global Supply Manager*  
Reichert Inc

**Thomas Desrosiers**

*Tariff Analyst*  
Hypertherm Inc.

**Michael Driscoll, CPIM**

*Transportation Strategic Category Leader*  
Rich Products Corporation

**Jake Fraser**

*Commercial Sales Rep*  
AV Science

**Rita Gonzalez**

*International Logistics Coordinator*  
Buffalo Wire Works Co., Inc.

**Bill Graff**

*Operations Manager*  
Brothers International Food Corp.

**Kristie Hammer**

*Buyer*  
Moog Inc.

**David LaGamba**

*Corp. Dir. of Transportation & Indirect Spend*  
Gibraltar Industries Inc.

**John Lewandowski**

*Director, Indirect Category Mgmt.*  
Rich Products Corporation

**Michael Maurer**

*Logistics Administrative Asst.*  
Brothers International Food Corp.

**Michael R. Morris**

*Strategic Sales*  
C.H. Robinson Worldwide Inc.

**Robin Neale**  
*Project Manager*  
First Healthcare Products

**Scott Rados**  
*Director of Materials*  
Buffalo Wire Works, Co., Inc.

**Erik Reinheimer, CSCP**  
*Director of Strategic Sales*  
C.H. Robinson Worldwide, Inc.

**John Sakalian**  
*Fulfillment Planner, USC Supply Chain*  
Rich Products Corporation

**Timothy Schwab**  
*Project Manager*  
RP Oakhill Building Co., Inc.

**Korie Trost**  
*Shipping Manager*  
Buffalo Wire Works Co., Inc.

We welcome our new members and hope to see them at future meetings. Make sure you say hello to them!

**Every Member...  
Get a Member**



Grow our network of SCM and purchasing professionals. Introduce an associate to join ISM-Buffalo. Membership information is available at [ismbuffalo.com](http://ismbuffalo.com) or contact our office at [ismbuf@ismbuffalo.com](mailto:ismbuf@ismbuffalo.com) or (716) 648-0972.



Culinary Art's Specialties, Inc.  
2268 Union Road  
Cheektowaga, New York 14227  
Phone: 716.656.8943  
Fax: 716.656.8945



specializing in high quality frozen cheesecake/dessert sales and contract manufacturing

**Festive Holiday Fun at the Escape Room Adventure Event on December 12th**



Clockwise from left... Kristin Wolf, winner of the “ugly sweater” contest with her holiday outfit; Bruce Izard, Martha Switzer; and Mallorie Wright and Julie Cross



## Supply Chain Optimizers

P.O. Box 537  
Getzville, NY 14068-0537  
716-574-0121

### About Supply Chain Optimizers

Supply Chain Optimizers is a management advisory firm founded upon the principle of taking waste out of the supply chain. Our solutions have traditionally delivered savings in the 10-20% range of total supply chain cost. We also deliver dramatic improvements in our client's sustainability as a result of our recommendations. For a computation of what this can save for your company, please look at: *How much can we cut your costs.*

Our packaging optimization business has been active for over 25 years during which time we have completed more than 500 projects. Our projects have shown significant savings and we typically operate on a gain sharing basis. If we cannot develop savings for our clients, there is no charge for our services. With e-commerce growing at a much faster rate than the total economy, packaging optimization has taken on new urgency for many shippers wrestling with the shipping complexity inherent in this sector. SCO has specific, unmatched expertise in e-commerce and a strong track record to back up that claim.

The SCO team has many years of international experience, especially on the northern border between USA and Canada. We apply our operating knowledge to help clients navigate the complexity of dealing with customs and regulations in two countries. In fact, we can manage the border crossing process for clients on a continuing basis.

If your issue involves the supply chain, more than likely we have already dealt with a similar problem in the past. Because we are staffed with experienced operating executives, we have real world knowledge in all facets of supply chain operations. The business services we offer are specific to areas in which we have such expertise, so that we can outperform direct competitors and, in all cases, deliver excellent results that have major bottom line impact for our clients.



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



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



716-361-5237

call or text

cindymariessweets@gmail.com



# Calendar of Events

Educational Dinner Meeting - Joint with APICS  
**Wednesday, January 16, 2019**  
Joseph's Country Manor & Grove  
275 Columbia Avenue, Depew, NY 14043

**CPSM Review Classes**  
**Friday, January 25, 2019**  
Multisorb Technologies

**CPSM Review Classes**  
**Friday, February 8, 2019**  
Multisorb Technologies

Social Networking Event - Lumagination  
**February 2019 - Date TBD**  
Botanical Gardens, South Park Avenue

Educational Dinner Meeting  
**Wednesday, February 13, 2019**  
Chef's Restaurant, Seneca Street, Buffalo

**CPSM Review Classes**  
**Friday, March 1, 2019**  
Multisorb Technologies

Educational Dinner Meeting -  
Supply Management Month  
**Vendor Fair**  
**Wednesday, March 13, 2019**  
Tonawanda Castle  
69 Delaware Street  
Tonawanda, NY 14150



Educational Dinner Meeting - Joint with PMI  
**Tuesday, April 9, 2019**  
Tewksbury Lodge, Ohio Street, Buffalo, NY  
Speaker: Lisa M. Maul, MBA, PMP  
Program: Project Management for Better  
Organizational Management

SCM Symposium - Full day of Seminars  
**Friday, May 3, 2019**

Educational Dinner Meeting - Joint with ASQ  
**Wednesday, May 8, 2019**  
Curly's Grille, 647 Ridge Road, Lackawanna, NY 14218

Installation & Awards Dinner  
**Wednesday, June 12, 2019**

Twin Tiers Buy/Sell Golf Outing & Clambake  
**Tuesday, June 18, 2019 (tentative)**  
Pine Acres Country Club, Bradford, PA