



ISM MAY VIRTUAL MEETING

Wednesday, May 13, 2020

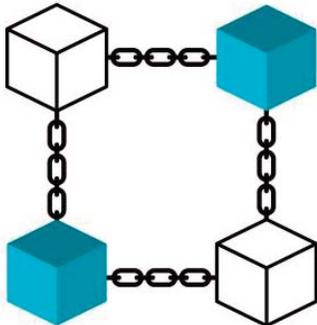
4:00 pm - 5:00 pm

via Zoom

Hosted by: ISM-NJ



Topic:



Blockchain to ‘Bots: Buying, Selling, and Working in a Digitized World

Digitization like Artificial Intelligence, Blockchain and Robotics provides revenue growth potential for sellers, cost reduction potential for buyers, and increased efficiencies at every step in between. To stay on top, people must step away from what has worked in the past and embrace new ways of doing business.

Presented by an engineer-turned-business executive, this Keynote is designed primarily for people who want to understand how to “take it up a notch” to succeed in an environment that didn’t exist ten years ago. No matter what your role, this is a great opportunity to expand your professional toolkit to conquer 21st Century digital challenges.

Speaker: Joanna Martinez, Speaker, Consultant, Advisor

- ♦ Registration by noon on May 13th
- ♦ No Charge for ISM Members - Register as a Non-Member (of NJ)
- ♦ Earn (1) CEH

Register Now for this Meeting

<https://www.ismnj.org/insidepages/meetings/details.cfm?meetingid=F0F01920-5056-8960-3E5A-BE012EF21776>



ISM-Buffalo, Inc.
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 Hamburg, NY 14075-0888
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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.

2019-2020 Board of Directors

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Nancy Boyd Haley (648-0972)

Affiliated with:

Institute for Supply Management
instituteforsupplymanagement.org



What to do?

ISM's suggestions for virtual out and about activities during our Pandemic social distancing.

Ghost Hunt at the Ghostlight Theatre - Virtually! On **Saturday, May 2nd** at 7:30 pm, log on to <https://facebook.com/ParanormalWarehouse/> and look for the event on the page.

Virtual Hogwarts Escape Room: Wizardry & Tech Unite
<https://insidethemagic.net/2020/03/virtual-hogwarts-escape-room-mg1/>

Online Escape Rooms <https://breakoutgames.com/greensboro>

12 Famous Museums Offer Virtual Tours You Can Take on Your Couch (Video)

<https://www.travelandleisure.com/attractions/museums-galleries/museums-with-virtual-tours>

YMCA HEALTH & FITNESS VIDEOS

<https://ymca360.org/on-demand#/>

With your library card, you can access Lynda and its catalog of educational videos and resources—no subscription required.

<https://www.forbes.com/sites/tjmccue/2019/04/07/how-to-access-lynda-linkedin-learning-for-free/#8f5e15b1ee94>

CSz Worldwide - Improv Skills to help virtual team connect, communicate, and collaborate

People know us for our hilarious, fully improvised show, ComedySprutz. In our CSz Business Training, we teach how improv skills translate to business: thinking nimbly, supporting others, building solutions, rapidly and cooperatively, and crafting and presenting engaging stories. Along the way, participants laugh, grow closer, and become a better team.

<http://www.cszworldwide.com/virtual-training>



ISM-Buffalo Monthly Business Survey Reports are archived on our website at www.ismbuffalo.com

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

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Instagram



ISM-Buffalo Elections



Nominations and Elections Chairman Deb Hasley, CPSM has announced the following slate of candidates for the ISM-Buffalo board of directors. Nominated for two-year director terms are: James Austin, CPSM; Julie Cross, CPSM; Andrea Semski, and Heather Titanic. The President-Elect position remains open at this time.

Jayson R. DeGolier, CPSM, CPSD, CPIM will move into the President role for the 2020-21 year. and Lizzie Quinones continues on the board in year two of her elected term. Having accepted a one-year open position on the 2020-21 board, Kristin Wolf will be appointed by incoming president Jayson DeGolier at his first board meeting.

One ballot will be cast for the candidates by Elected Secretary Julie Cross, CPSM.

Director Candidates:

James M. Austin, MBA, CPSM

James Austin, MBA, CPSM is a Customer Care Professional with 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 a member of ISM-Buffalo since 2013 and a member for the board for four years. He received his CPSM certification through the organization in 2015.

Julie Cross, CPSM

Julie Cross has been working for Thermo Fisher (formerly Invitrogen, formerly Life Technologies) since 2006. She has held several roles in procurement including indirect sourcing, OEM, irradiation services, chemicals and single-use technology components. In 2019, Julie moved into the custom cell serving as procurement specialist for custom inquiries and special projects.

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

Andrea Semski

Andrea Semski is a graduate of Niagara University with a BS concentration in supply chain management. Her work history

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

In her current role as a technical project buyer for CECO Environmental, she manages all of the U.S. fabrication of products. In addition to working with sub-contractors, she works closely with CECO's project management team ensuring all customer requirements/specifications are met.

Andrea has been an active member since 2018.

Heather Titanic, MBA

Heather Titanic's experience in supply chain recruiting and health care industry work led her to a career path in supply chain management. Joining ISM in 2019, Heather became active in the association, networking with members to better understand the industry. Today, Heather is Purchasing & Logistics Coordinator with Seal and Design and is responsible for sourcing, purchasing, material management, expediting and cost savings.

Heather graduated from SUNY at Oswego with a Bachelors in Business Administration and earned her MBA with concentration in Health Care Administration. Playing four years of collegiate athletics, Heather captained the Oswego Women's Lacrosse team. She is currently Assistant Varsity Coach for the Sweet Home Girls Lacrosse Team and Head Coach for Soccer for Success.

Kristin Wolf

Kristin Wolf has been a supply chain professional for over 15 years. She earned her MBA from Canisius in 2008 with a concentration in Supply Chain. Currently a Buyer for VWR, part of Avantor, she purchases raw materials and packaging components for the manufacturing site. Other responsibilities include Supplier Quality and Metrics. Current projects include developing a Supplier Scorecard for the site, and working on various cost savings and compliance projects.

Her career has spanned a number of companies varying in size and industry. Her work includes industries such as Industrial gases supporting maintenance activity for plants in various U.S. regions. An Aerospace & Defense/ Industrial/ Structural company that built standard and custom shock absorbers and dampers for crane buffers, military landing gear, and for buildings and bridges to protect them from earthquake damage. And right here a WNY an electronics company that built antennas for communication/surveillance/security used in transportation and public safety including fire, police and the FBI. She even had a very short experience in Quality with a local candy manufacturer.

Working for a very large, global, corporate company like Praxair to a very small, woman owned company with less than 50 people like StiCo had their own strengths and weaknesses. It provided flexibility to learn a variety of different

Continued on page 4

Candidate bios continued from page 3

duties, while working with talented teams in various industries.

While at Taylor Devices, she worked with an internal team and a consultant to develop and identify hazards, introduce safety and environmental programs, and was even trained and certified to dispose of hazardous and non hazardous waste. All of these activities earned the company ISO 14001 Environmental certification on the first try.

Kristin had a golden opportunity to be trained as an internal auditor for 3 ISO standards: AS 9100C, ISO 9001:2001 and ISO:140001:2004. She worked with a partner to perform internal audits of the various departments to ensure they were following procedures, retaining proper records, and drive continuous improvement.

Besides her purchasing duties, over the years Kristin volunteered for many committees that contributed to wellness, giving and just plain old fun for the employees.

Kristin belongs to the Ski Club of Lockport (SCOL) and has skied the French, Swiss and Italian Alps. Once spring arrives, she crews on 35-40 ft sailboats and is a member of the racing program with Buffalo Harbor Sailing Club and a social member of the Buffalo Yacht Club.

In 2020 Kristin became an ambassador for the Canisius College, Wehle School of Business for their first Leadership and Professional Development program to assisting grad students with resumes and interviewing skills.

Kristin joined ISM-Buffalo in 2018 and immediately got involved with ISM meetings and events, especially enjoying the themed meetings!



Membership Recruitment Incentive

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.

Those members who successfully recruit/sponsor a new member within the next few months will receive:

- Free admission to one of our general dinner meetings (\$30 value).
- a "mystery" \$20 gift card for each new member who joins due to their referral. Gift card(s) will be presented at dinner meeting. You must be present to win.

Contact us for the membership brochure. "ISM membership means access to quality training, resources and connections to grow your career and your company."

Lizzie Quinones, ISM-Buffalo Director of Membership
(616) 304-8943 or Lizzie_Quinones@linde.com

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.

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Calendar of Events



VIRTUAL MEETING - in conjunction with ISM NJ
Wednesday, May 13, 2020
4:00-5:00 p.m. on Zoom
Topic: "Blockchain to 'Bots: Buying, Selling, and Working in a Digitized World"
*** Earn (1) CEH**

POSTPONED TO FUTURE DATE
Supply Chain Symposium Full-Day Seminars
"Emergency Planning and Business Continuity" with Dave Bissonette; **"Dynamic Pricing and Strategic Customers"** with Mike Wei; and **"Staying Secure in an Insecure World - A Practical Look at Cybersecurity and Risk Mitigation - What Supply Management Professionals Need to Know"** with Jessica Copeland & Co. of Bond, Schoeneck & King

Summer 2020 - Date TBD
Installation & Awards Dinner Meeting

Monday, August 3, 2020
ISM-Buffalo Golf Outing
The Links at Ivy Ridge, Akron, NY



Mark your calendars now!

ISM-Buffalo Golf Outing

Monday, August 3, 2020

The Links at Ivy Ridge
 Akron, NY

Chairman: Rob Conti

rconti@philpaccorp.com or 716.491.2320

Committee: Jim Austin, Jayson DeGolier,
 Nancy Boyd Haley, Bruce Izard, Andy Kurcsics, Martha Switzer, Pat Wilmore

Dinners To Go

Call Ahead Curb Side Pick

3:30pm - 6:30pm

<http://www.classicsv.com/curbsidepickup>

ISM-Buffalo appreciates the great people at Classics V and we hope you will support them until we can meet there again.

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