



Next Educational Meeting

**Wednesday,
October 12, 2011**

Sean Patrick's Restaurant
3480 Millersport Hwy, Getzville 14068

**5:00-6:00 p.m.... Registration,
Vendor Displays, Cash Bar &
Networking**

6:00-7:00 p.m...Dinner & Meeting

7:00-8:00 p.m..... Program

\$25.00 Members & Guests

\$15.00 Full-Time Students

Food Stations:

Chef & Caesar Salads

Pasta - Made to Order

Carved Top Round of Roast Beef

Carved Roasted Turkey Breast

Assorted Cookies & Brownies

Coffee

Reservations requested by

Friday, October 7,

but may be accepted later.

**Phone 648-0972 , or email:
napmbflo@roadrunner.com**

** Please cancel if unable to attend.*

Program:

Resistance to Change: Ask ourselves, could they be correct?

Should we really miss the "good old days"? Back then, we never even heard the term "Supply Chain Management" and now it's part of our everyday vernacular.

So, what does that mean? We used to suffer from the "mushroom syndrome" and now, we're in the spotlight. We play a critical role in countless organizations worldwide. What that means for each and every one of us, is that we must adapt, collaborate, innovate and be willing to step up and make those high risk, high reward decisions.

Charles Neikam, a seasoned supply chain proponent from Kaleida Health, will share with us the insights he has garnered, as well as some of the key changes that need to be made if we haven't made them already. He will talk to us about transitioning from tactical to strategic responsibilities. Do we problem solve? Is the sales representative a friend or foe?

Come join us for a thought provoking and informative evening.

Speaker:

Charles E. Neikam, CMRP

Charles Neikam is currently the **Vice President for Supply Chain at Kaleida Health**, Buffalo New York. Kaleida Health, a five hospital IDN, is the largest healthcare system in Western New York. He is a supply chain professional with over 20 years experience. Among his many accomplishments, Charles earned his CMRP from AHRMM in 2003 and is in good standing. He has a Bachelors Degree from Penn State University, and a MBA/MHA from Wilmington University. Charles has spoken twice at AHRMM's national conference and has published an article with AHRMM.

He earned a Green Belt in Six Sigma while working in Maryland. Charles serves on the Board of Altus Management and The MidAtlantic Society of Healthcare of Materials Management (MSHMM) where he was President Elect. MSHMM was the first chapter of AHRMM to win the prestigious Diamond Chapter Award.



Follow NAPM-Buffalo on

facebook

NAPM-Buffalo Chapter

Buffalo Buylines

National Association of Purchasing Management-Buffalo, Inc.
PO Box 888
Hamburg, NY 14075-0888
Phone: (716) 648-0972
Fax: (716) 646-1599
E-Mail: napmbflo@roadrunner.com
www.napmbuffalo.com

Mission Statement

The Mission of NAPM-Buffalo, Inc. is to advance the purchasing 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.

2011-2012 Board of Directors

PRESIDENT

Lori Brodsky (817-7421)

PRESIDENT-ELECT

Debora L. Pusateri (662-8671)

SECRETARY

Barbara L. Arber, C.P.M. (662-8664)

TREASURER

Shawn M. Kilbourn, C.P.M. (883-4531)

AFFILIATE SUPPORT DIRECTOR

Arthur D. Aramino, C.P.M. (625-7546)

DIRECTOR OF MEMBERSHIP

Mary F. Smith (655-5990 x1189)

DIRECTOR OF PROFESSIONAL DEVELOPMENT (PRO-D)

Michele Fiebelkorn, C.P.P.M. (859-8507)

DIRECTOR FOR CONTINUING EDUCATION

Dr. Philip G. Hancock, CPSM (655-8278)

DIRECTOR OF OPERATIONS

Sue Ann L. Barrett (817-7416)

DIRECTOR OF MARKETING & PR

Angelo Vecchio (862-4067)

COUNSELOR AND ADVISOR

James P. Roberto (874-1735)

EXECUTIVE DIRECTOR

Nancy Boyd Haley (648-0972)

Major Committee Chairs

PROFESSIONAL PLACEMENT

Vincent J. Perrello, C.P.M.

BUSINESS SURVEY

Arthur D. Aramino, C.P.M. (625-7546)

SOCIAL MEDIA COORDINATOR

Dominic LoTempio

WEBMASTER

Michael A. Lovelace, C.P.M.

(542-5492 x288)

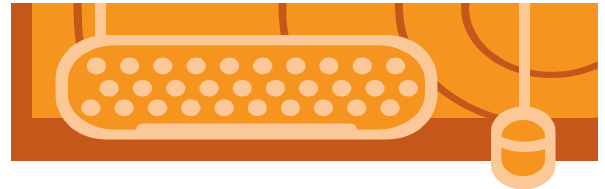
Affiliated with:

Institute for Supply Management

www.ism.ws

NY NJ Forum www.ismnynj.org

A Note from Our President...



Dear Members:

The program year got underway on September 14 with an exuberant presentation by professional trainer Mike Cardus on teamwork and leadership. We've had reports from members that they had a new way of looking at their multi-generational co-workers utilizing Mike's insights on the differences in personality traits and actions broken down by when you were born and raised. Baby Boomer, Generation Y or Generation X, it was very interesting!

At the end of September, members and guests enjoyed a tour of the Cardinal Health distribution center. Our thanks to our hosts at Cardinal Health and Plant Tour Chairman Bob Kostran for setting it up.

Each month at our dinner meetings we welcome a limited number of vendors to sponsor our meeting with a TableTop Display. If you have favorite vendors that you'd like to invite, please let us know and we'll send them the form to participate. See who is supporting us in October on page 3 of this newsletter.

Our fall programs are coming together thanks to the efforts of the ProD team. On October 12, we have Charlie Neikam, VP for Supply Chain at Kaleida Health, talking about Resistance to Change. On November 9, we are happy to present a half-day seminar, followed by the dinner meeting, both featuring the timely subject of Product Recalls. Then, on Thursday, November 10, make sure you stop by the Facilities Management Expo at the Hearthstone Manor. NAPM-Buffalo endorses and supports this expo each year and we encourage you to invite your vendors to participate with a booth, and your facilities professionals to walk through the show with you.

As you may be aware, NAPM-Buffalo Chapter has a Facebook page. If you have a Facebook presence, make sure you "friend" and "like" us! Interesting articles and links are posted regularly.

In closing, we're glad to have you as a member and we hope to see you at a program soon!

Sincerely,

Lori

Lori Brodsky
2011-2012 President



At our September 14 general meeting, we were pleased to recognize two of our members on their recent certification achievements. At left, Dr. Philip G. Hancock, CPSM, CPSD proudly holds his Certified Professional in Supplier Diversity (CPSD) certificate; the first one earned in our local affiliate! Certification Committee Rep Kevin Flanagan also got the honor of presenting Debra A. Hasley, C.P.M. with her Lifetime C.P.M. certification award.



Vendor Sponsors

for our Dinner Meeting at Sean Patrick's Restaurant on
Wednesday, October 12
Drop by the meeting... or give them a call.

EATON OFFICE SUPPLY

180 John Glenn Drive • Amherst, NY 14228
(P) 716/691-6100 • (F) 716/691-0074
Contact: Joe Breczka, Sales Manager
(E-Mail) jbreczka@eatonofficesupply.com
Website: www.eatonofficesupply.com

Eaton Office Supply is a locally owned, full service office supply organization offering the largest selection of office and computer supplies, Keurig coffee systems and Jan-San products. Everything you need for your office!



INSTY PRINTS OF BUFFALO

♦ 265 Franklin Street • Buffalo, NY 14202
(P) 716/853-6483
♦ 2385 Elmwood Avenue • Kenmore, NY 14217
(P) 716/873-9103

Contact: Dave & Tom Metz
(E-Mail) dave@instybuffalo.com
Website: www.instybuffalo.com

Insty Prints of Buffalo and Kenmore provide the quality of a full-service commercial printer with the convenience and efficiency you deserve.



JAMESTOWN CONTAINER COMPANIES

2345 Walden Avenue • Buffalo, NY 14225
(P) 716/651-3700 • (F) 716/651-3710
Contact: Larry Hudson, Corporate Sales Manager
(E-Mail) LJ.Hudson@jamestowncontainer.com
Website: www.jamestowncontainer.com

Jamestown Container provides custom corrugated and plastic packaging, litho-laminated retail cartons, expert design support, shipping supplies, and contract packaging services.



**Advertise in Buffalo Buylines;
New Ad Sizes Available!**

To reach purchasing professionals, place your ad for as little as \$25.00 per issue.
Contact Buylines Editor Nancy Boyd Haley at (716) 648-0972 or napmbflo@roadrunner.com for details.

MDS ASSOCIATES, INC.

61 Innsbruck Drive • Cheektowaga, NY 14227
(P) 716/668-4001 • (F) 716/668-4496
Contact: Chris Stec
(E-Mail) cstec@mdsassociates.com
Website: www.MDSAssociates.com

MDS Associates is a local, family owned full-line distribution company specializing in personal safety and disposable supplies for all industries.



MIDCITY OFFICE FURNITURE

2495 Main Street • Buffalo, NY 14214
(P) 716/832-0138 • (F) 716/832-0892
Contact: Steve Sommers, Sales
(E-Mail) steve@midcityoffice.com
Website: www.midcityoffice.com

MidCity helps with aesthetics, autocad design, sales, installation, and reconfiguring of office furniture needs for 40 years. "For a Better Day at the Office."



For a Better Day at the Office™



AutoPilot: The Affordable / Flexible / Hi-Resolution Printing Alternative

- Enhance your Product's Image with Great Looking Print.
- Print Alpha-Numeric Text, Barcodes, and Logos.
- Communicates with a Data Base.
- Ink formulas for virtually any Surface: cartons, trays, plastic, glass, metal & more.
- In-plant Demonstrations Available - call us for details.
- Purchase, Try Before you Buy - Rent for at little as \$10.00/day (one month minimum) or Rent to Own.

Marktec Products, Inc.

653 Ellicott Street Batavia, N.Y. 14020

585-344-4102

1-800-627-5832

Wm. J. Gamble Scholarship Award Presented to Deserving Student

Normally, we recognize and present our Gamble Scholarship awardee at our June Installation meeting. However, our honoree could not attend in June because she was serving as an intern overseas in Italy.

Each year this Association considers deserving applicants to be honored by us with a scholarship in memory of William J. Gamble. This award is given on the basis of scholastic achievements, extracurricular activities, stewardship, sports, religious organizations, fraternity or sorority organizations, school organizations, future career plans, and being in the top twenty percent of their class. Eligibility for consideration is restricted to members, spouses, their children, grandchildren, nieces and nephews.

The Gamble Committee evaluated five outstanding applicants this year. In the end, the committee decided that one applicant was well deserving of our recognition. Our honoree, Brianna Fries, daughter of member Shawn Kilbourn and his wife Deborah, attends Niagara University where she holds a 4.0 GPA, majoring in Tourism Destination Management. She is very involved in community service such as:

- ♦ Amherst Youth Foundation
- ♦ Amherst YES Program
- ♦ Middle School Nights
- ♦ NU Overnight Host
- ♦ New Student Orientation
- ♦ The Buddy Walk
- ♦ The Morlock Foundation

She is honest, hardworking, determined and focused both in school and employment. Here is what one professor wrote about her:

“Academically, Brianna Fries is an intelligent and diligent student. She holds many honors as well. This semester (spring 2011), she is getting inducted into both Sigma Alpha Sigma (the undergraduate honor society) and Eta Sigma Delta (honor society for Hospitality and Tourism students). She was awarded the badge for the College of Hospitality “Code of Professionalism”, an honor signifying her professionalism and ethical behavior as a student. And of course, she is on the Dean’s list. I am not surprised at all with her consistent achievements. Starting in high school, she as a member of the National Honor Society, had perfect attendance 2004-2009, and was the Spanish Student of the Month. She was also in DECA (won second place for Food Marketing at regionals and a test medal at states.)”



Scholarship Winner Brianna Fries pictured here with Chairman Mike Lovelace at the September 14 meeting.

“Brianna is a highly motivated student. She has a passion for her major and therefore goes beyond classes to make sure that she gets all the benefits of the education opportunities Niagara University has to offer. This past summer she worked on American Cruise Lines as a steward, averaging around 13 hours a day. In fall of 2010, she served as an NUS teaching instructor. In spring of 2010, she had an internship in the Conference Center Niagara Falls as their Old Falls Street marketing intern.”

“However, the best that I find in her is that she has a very pleasing personality and a big heart.”

NAPM-Buffalo is proud of our William J. Gamble Memorial Scholarship winner, Brianna Fries, who exemplifies all the attributes the scholarship is meant to recognize.

- Michael A. Lovelace, C.P.M.
Wm. J. Gamble Memorial Committee Chairman



**Welcome
New
Members!**

Robert A. Conti
Corporate Commodities Manager
Greatbatch Ltd.

Matthew Maisano
Senior Buyer
General Dynamics

David J. Socha, C.P.M.
Purchasing Coordinator
Precision Specialty Fabrication, LLC
Reinstatement; Welcome Back!

Every Member... Get a Member!



**308 Sonwil Drive
Buffalo, NY 14225**

Vinnie Smith, President

**Phone: 716-633-1225
800-734-SEKO**

**Fax: 716-633-8648
Cell: 716-583-3559**

WORLDWIDE

www.sekoworldwide.com

**Global provider of transportation
& logistics services**



ISM NY/NJ Forum's 11th Annual Conference

Friday-Saturday, October 28-29, 2011

"Managing Risk in Your Global Supply Chain"
Radisson Hotel, Corning, NY

This conference is a great opportunity to network with ISM affiliate members from New York and New Jersey!

All ISM members & supply professionals are welcome to attend.

▶ This conference is a **great way to earn CEH** needed towards recertification for those who now hold their C.P.M. or CPSM.

- ♦ MS Access Level 1 2007/2010 will be offered as an all day session.
- ♦ Track sessions on Incoterms, Logistics, Lean Customer Service, etc.
- ♦ Risk Management Panel Discussion
- ♦ Friday night networking - Halloween Costume Contest & Wine Tasting.
- ♦ Supplier TableTop show
- ♦ Luncheon and Awards - Saturday, October 29.

For full information: www.ismnynj.org

What is TCI?

One of my favorite quotations, on the subject of leadership, is attributed to Petronius Arbitr, Roman Navy, 210 B.C.:

"We trained hard... but it seemed that every time we were beginning to form up into teams, we would be reorganized. I was to learn later in life that we tend to meet any new situation by reorganizing; and a wonderful method it can be for creating the illusion of progress while producing confusion, inefficiency and demoralization."

If he were to join today's U.S. Marine Corps, Petronius Arbitr would not have that experience. The Corps holds firm to "the 70 percent solution." Its guiding principle: "If you have 70 percent of the information, have done 70 percent of the analysis, and feel 70 percent confident, then move." The logic is simple: a less-than-ideal action, swiftly executed, stands a chance of success, whereas no action stands no chance. (excerpt from Chapter 10 of the book *Beat the Odds: Avoid Corporate Death*, 2007)

A recent trip with the family to our favorite Chinese restaurant yielded this timely "fortune cookie message" on the same theme - Many a False Step is Made by Standing Still.

Modern organizations adopt numerous strategies, concepts, processes and tactics that are supposed to enhance their current performance and increase the chances of future success. Those of us in the supply management and procurement world are familiar with a variety of useful concepts, including TCO - Total Cost of Ownership.

Perhaps we can take the lead within our own organizations to introduce one additional concept: let's call it the Total Cost of Inaction (TCI). TCI would be the sum of the potential adverse impacts from failing to act, or from deferring the decision to act. I am certain that you can identify situations from your own experience where the company's failure to act on your recommendation(s) ultimately cost the company a lot of money.

Total Cost of Inaction - TCI. If explicitly discussed and taken into account, TCI might just provide the needed nudge/impetus for faster decision-making and support for the follow-through actions.

Robert A. Rudzki SCMR Contributing Blogger

Robert A. Rudzki is a former Fortune 500 Senior Vice President & Chief Procurement Officer, who is now President of Greybeard Advisors LLC, a leading provider of advisory services for procurement transformation, strategic sourcing, and supply chain management. Bob is also the author of several leading business books including the supply management best-seller "Straight to the Bottom Line®", and the leadership book "Beat the Odds: Avoid Corporate Death & Build a Resilient Enterprise." You can reach him directly at: rudzki@GreybeardAdvisors.com.

Members Tour Cardinal Health

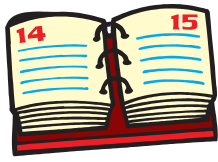
On the evening of September 27, the members of NAPM were invited to tour through the Depew, NY warehouse operated by Cardinal Health. To our surprise, this was not just any ordinary warehouse, but a fine example of business efficiencies. The warehouse was a state of the art, temperature controlled, 150,000 square foot building and used racking as high as 32 feet. The facility is used by Cardinal Health to distribute medical supplies to local healthcare facilities 24/7/365, or rather 24 hours per day, 7 days a week and 365 days a year!

While observing the warehouse operation, our attending members were impressed with how each of the 74 employees demonstrated such a high level of performance. A voice-enabled computer picking system guided the employees to specific areas of the building, and instructed the worker to pick certain quantities of certain items to fill the orders of a healthcare facility. The operation was about as error free and efficient as could ever be, as picking activities were not only streamlined by location within the warehouse, but by item type. Their system also used historical ordering information to predict future orders, even further enhancing their order fulfillment efficiency. Cardinal Health showed our members that, when given the proper tools and training, speed and efficiency can be realized every day.

The tour facilitators, Jerry Sturtz, Director of Operations; Dave Ortolani, Sales; Jocelyn Stutz, Outbound Operations Manager; and Sheila Pralow, Field Service Representative, guided us safely through the maze of racking, explaining the picking process in detail, every step of the way. The operation was so impressive that our members could not help but think how they could implement the process into their own facility?

We thank Cardinal Health for their hospitality and sharing their operational best practices.

Bob Kostran, C.P.M.
Plant Tour Chairman



Calendar of Events

Wednesday, October 12, 2011

Educational Dinner Meeting

Subject: "Resistance to Change"

Speaker: Charles Neikam, VP Supply Chain
Kaleida Health



Membership Director Mary Smith was busy at the September 14 dinner meeting presenting framed new member certificates to:

Left - Cynthia Rydza
Below - Connie Nellis,
Superior Group

Below Left - Rob Conti,
Greatbatch Ltd.

Below Right - Pat Lussier,
Caplugs LLC

Wednesday, November 9, 2011

Half Day Seminar (2-5 p.m.)

followed by the

Educational Dinner Meeting

on **PRODUCT RECALLS**

Featuring speakers from: the FDA;
Sodexo/Sysco on food recalls; and
Ventiv Health on pharmaceutical
recalls such as Tylenol.

Banchetti's Banquet Ctr.

**Save the date! Earn 4 CEH in one
day for a very low fee.**

Smile
for the
camera!



Thursday, November 10, 2011

Facilities Management Expo

Hearthstone Manor, Depew, NY

11:00 a.m. - 5:00 p.m.

Free Parking, Free Admission,

Displays, Free Seminars

www.fmexpo.net

Sponsored by NAPM-Buffalo



Wednesday, December 7, 2011

Educational BREAKFAST Meeting

Program: "Am I a Purchasing Gatekeeper or
an SCM Innovator?"

Speaker: Donald J. Hahn, Hahn Training
Windows on the Green at
Westwood Country Club

