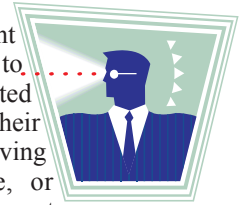




President's Retrospective

As my term as president comes to a close, I'd like to thank everyone who contributed to NAPM-Buffalo, Inc. in their own way. Whether it was serving on the board, a committee, or attending the monthly general meetings, your support was invaluable to the business of the organization.



This year was very challenging and while we took some important steps towards transforming the organization to meet the realities of today's business world, there is much still to be done. We have only scratched the surface. I am happy to leave the leadership in the capable hands of Lori Brodsky who has assembled a wealth of talent for the next year. Your continued support is needed to help shape the future of NAPM-Buffalo and to deliver programs and value to its membership, giving them the tools they need to succeed in these difficult times.

I would like to thank everyone for the opportunity to serve the organization and I look forward to my continued involvement.

2011-2012 Board Members posed after their Installation at the June 8 meeting. Pictured front row, left to right: Sue Ann Barrett, C.P.M.; Lori Brodsky; Mary Smith; and Debbie Pusateri. Standing, left to right are: Shawn Kilbourn, C.P.M.; Jim Roberto; Angelo Vecchio; Art Aramino, C.P.M.; and Barb Arber, C.P.M. Board members missing from the photo are: Michele Fiebelkorn, C.P.P.M.; Philip Hancock, CPSM, CPSD; and Nancy Boyd Haley.

Arthur D. Aramino, C.P.M.
NAPM-Buffalo President 2010-2011



Passing of the Gavel - Art Aramino ceremoniously passes the gavel signifying leadership of NAPM-Buffalo to Lori Brodsky. Lori, in her presidential acceptance speech, spoke enthusiastically about the future of NAPM-Buffalo, noting the involvement of some new volunteers, and the continued dedication of other "veteran" members.



On behalf of the membership, NAPM's elected Secretary Barb Arber presented outgoing President Art Aramino with a plaque and gift in appreciation for his service leading the association over the past year.

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 (645-3271)

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

2011-2012 Program Report

Our ProD/Program Team is hard at work lining up speakers for our 2011-2012 program year. We've secured speakers for September through December already and will announce the programs in the next issue of the newsletter. (Some are listed on the Calendar on page 6 of this newsletter.)

The team is concentrating on the twenty potential topics that had been identified and evaluated by the board, with some input from members. Now, we need your help. Through this newsletter or by special email, we'll apprise you of potential topics and then ask for your help in providing leads so as to secure the most qualified individuals as presenters. Consider colleagues, events attended by you or hosted by your company, your own network of acquaintances or whatever resources you have available.

The 2011-2012 goal is to offer a year of pertinent, informative and educational programs that encourage all of us to become active participants.

Dennis J. Sullivan

2001-2012 Program Committee Chairman

sully.dj@verizon.net

WELCOME

NEW MEMBERS

Prudence M. Blank

Purchasing

AMPAC In-Space Propulsion Corp.

Connie Nellis

Purchasing Manager

Superior Group

Sponsored by: Ann Marie Wayne

Rich Ventry

Area Procurement Manager - NY

Waste Management

Denise Wohlfeil

Accounting Manager

The Travel Team, Inc.

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

Next Dinner Meeting -- Wednesday, September 14, 2011

Subject: Leadership & Teamwork

Speaker: Michael Cardus is dedicated to making your teams & leaders better. He is the founder of Create-Learning Team Building & Leadership Inc., a training, consulting and coaching firm with the core belief that by focusing on the strengths and similarities that people on teams already possess, teams begin to view their sameness as opposed to their differences. When teams see sameness and learn to value differences as points of strength, then information starts to be shared and team accountability comes into being. The end result of these processes is increased retention of team members, increased team member satisfaction and increased profit.



Advertise in Buffalo Buylines;

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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.



Domres Presented Gamble Award

The following is the presentation that took place at the June 8 Installation & Awards dinner at Sonoma Grille. In keeping with tradition, the awardee and audience are kept in suspense...

Considered NAPM-Buffalo's most prestigious award and highest honor, the William J. Gamble Memorial Award, was established in 1968 to recognize and honor exceptional service by a regular, honorary or Gavelier member of NAPM-Buffalo. The Award is named in memory of William J. Gamble, a member who was active in establishing the Buffalo Association's affiliation with national. He was the first national officer from this affiliate, elected as treasurer in 1920 & 1921. In October of 1928, he founded the Gaveliers Club of Buffalo, and for many years served as installing officer of the Purchasing Agents Association of Buffalo. Nominations for this award come from the membership at large. Once a name is submitted for consideration, if the individual is not selected, his or her name remains on file for reconsideration for a period of five years. The names of those individuals are known only to the Gamble committee members. The decision of the committee to grant this award must be unanimous. If the committee cannot reach a unanimous agreement, no award is given during that year. This has occurred only five times in our history. The committee is made up of the five most recent Gamble Award winners: Leigh Menzel, Ann Marie Wayne, Bill Ellis, Jim Gotro (who was appointed to fill a vacancy), and myself (*Mike Lovelace.*)

This year's honoree joined NAPM-Buffalo in February 1996. This honoree received C.P.M. certification in 1999. Appointed to the Board in early 2000, this individual was then elected in May 2000 for a 2 year term on the board where he served as Director of Marketing. During his tenure as the Director of Marketing, he built relationships with the Buffalo Niagara Partnership, University of Buffalo, and Empire State College. He also worked as a consultant representative from NAPM to develop purchasing function and processes with the Town of Amherst. Through his relationship with UB, he worked along with former president Debbie Alessi to develop a "Supply Chain Management" curriculum that unfortunately got shelved after a change in university leadership.

In May 2004, President Leigh Menzel appointed this individual to serve a vacant two-year board spot where he again served as Director of Marketing till 2006. From 2005 through

2009, this individual tirelessly served as our local C.P.M. Certification Review Session Facilitator and Mentor. During this period, he was also instrumental in working with Niagara University on their involvement in our local Business Survey Report.

In 2008, our honoree came back on the board as President-Elect and then went on to serve as our Association's President for 2009-2010.

He is a former Carl F. Green Memorial Award winner from 2005 and Purchasing Professional of the Year for 2008.

A purchasing professional for over 20 years, please join us in congratulating John E. Domres Sr., C.P.M. for his past contributions to our Association and for those to come.

Michael A. Lovelace, C.P.M.
William J. Gamble Committee Chairman



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Dennis J. Sullivan of Cost Containment Management Services, LLC was the recipient of the **President's Award for Excellence** at the June dinner meeting. In presenting the award to Dennis, President Art Aramino spoke about Dennis's willingness to step in whenever called upon. He was instrumental in coming up with the Education Committee's plan; brought in speakers; and picked up and dropped off speakers at the train and airport. Especially significant is the presentation Dennis prepared and presented in April on Disaster Preparedness in the Supply Chain. We're very pleased that Dennis has agreed to chair the Program Committee this coming year.



Barbara L. Arber, C.P.M. of Stryker Medical and **Jack E. Spencer, C.P.M.** of The Crosby Company pose with Certification Chairman Kevin Flanagan of DiVal Safety as he presented them their framed certificates at the June 8th dinner meeting. Barb and Jack are now recertified as Certified Purchasing Managers for another 5 years after completing their continuing education requirements.

Twin Tiers Golf Outing & Clambake a Success!

This year's **Twin Tiers Norma Jean McLaughlin Memorial Buy/Sell Golf Outing and Clambake** on Tuesday, June 21 was the most successful event in its 20 year history. The Pine Acres Country Club in Bradford, PA was busy with 196 golfers filling the course in morning and afternoon shotgun starts. Our thanks go out to golf pro Kirk Stauffer and his staff for keeping it all running smoothly. In addition to the golf, 25 shooters enjoyed clay shooting at the Bradford Gun Club.



Everyone enjoyed the continuous buffet lunch and clambake, followed by a steak dinner, all catered by the Old Library Restaurant of Olean, NY. You wouldn't believe the number of different ways they served up clams, from chowder to casino and of course, your basic steamed and raw. The selection of tasty menu items was truly amazing. No doubt that the food and service by Joe and his crew from the Old Library are the true reason that the event is always so popular.

Our thanks go out to the committee including Mary Ann Quinn; Cathy McCleary, W.R. Case Cutlery; and Tricia M., Air Preheater. Also, thanks to Debbie Pusateri of Stryker Medical and Nancy Boyd Haley, NAPM's Executive Director, who drove down to assist with all the ticket selling and events of the day.

Next year's outing will be on Tuesday, June 19, 2012...mark your calendars and plan to join us.

Kurt C. Keller
Keller Sales & Procurement Services
Twin Tiers Golf Committee Chairman



Debra A. Hasley, C.P.M. of Multisorb Technologies was the recipient of the **Carl F. Green Memorial Award** at the June 8 dinner meeting. This award is known as our "unsung hero" award given to a member who is always stepping up to do the job without fanfare or recognition. Deb had been a member of the Professional Development (ProD) and Program committees for almost nine years before being elected to the board in 2008. She served as Director for Membership during her two years on the board. After her board term, Deb continues to be active and assists with the tasks of CEH certificate distribution for programs attended by members and program evaluation compilation.

Original CPSM® Exam Review Sessions Planned for Fall

NAPM-Buffalo has our own instructor through the CPSM® Train-the-Trainer (T3) Program and we will commence CPSM/CPSD exam instruction during October 2011. These workshops may also serve as CEH's for either C.P.M. or CPSM recertification and may be of interest to those with general professional development interests. The workshops are fast-paced covering the extensive curriculum required for the exams, so be prepared to work hard!

The CPSM workshops will consist of either (2) eight-hour sessions on weekends, (4) four-hour sessions midweek, or (8) two-hour sessions midweek. The venue will be local.

Candidates must bring their ISM CPSM® Study Guide, which can be obtained directly from ISM at www.ism.ws. The guide sells for \$59.00 for ISM members and \$89.00 for non-members or associate members. You will also be provided notes that you must print out and bring to each workshop.

There is a minimal fee for the workshops: \$50.00 for the full course for NAPM-Buffalo members or \$15.00 per segment (there are 4 segments). Non-Members will be assessed a \$150.00 fee, which will include a one-year Associate (local) membership in NAPM-Buffalo.

It is important that you notify us of your interest or intent to participate by September 30. Contact our executive director, Nancy Boyd Haley at napmbflo@roadrunner.com. When you sign-up with Nancy, please indicate if you prefer either (2) eight-hour sessions on weekends, (4) four-hour sessions midweek, or (8) two-hour sessions, otherwise it will be taken that you have no preference.

It will also be helpful if you could offer your organization to host the event. A suitable conference room to hold approximately 10 people would suffice. If a projector and screen are available, even better!

We will e-mail all participants to set the venue, location, dates and frequency of workshop sessions at the end of September when we gauge your interest.

If you'd like more information about professional certification options, our Continuing Education Director, Dr Phil Hancock will be conducting a pre-meeting forum on Wednesday, September 14 to answer questions.

ISM clearly states: "It is very important to remember that neither this, nor any other single course will contain all content covered in the Exam." ...but it sure will help! Many have found that the structured

classroom environment and the support of studying in a group has helped them focus on their professional certification goals.

***NOTE:** If you are interested in similar Review Sessions for CPSD or the Bridge Exams from C.P.M. to CPSM, please drop us a line.*

"The Certified Professional in Supply Management® (CPSM®) qualification is designed to lead the profession by emphasizing the major components of supply management. Endorsed by business leaders and thought-leaders across the globe, the knowledge, skills and abilities represented in the CPSM® reflect the expanded education, skills and experience needed to excel in strategic supply management."



"The CPSD™ is a professional designation for supply professionals who demonstrate knowledge, skills and expertise in supplier diversity. CPSD™ is also for business professionals with responsibility for strategic diversity initiatives. This professional designation demonstrates to your employer, your colleagues, your suppliers and even your customers that you are serious about helping your organization and diverse suppliers succeed."



INSTRUCTOR/MENTOR:

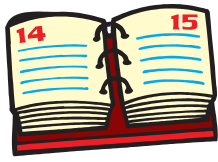
Philip Hancock, PhD, MBA, CPSM, MCI OB
Continuing Education Director, NAPM-Buffalo

For questions on CPSM and the exams, check the ISM web site at www.ism.ws.

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Company _____
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Calendar of Events

Wednesday, September 14, 2011

Educational Dinner Meeting

Subject: "Leadership" covering managing younger recruits, diversity, etc.

Speaker: Michael Cardus of Create Learning

Pre-Meeting Forum

CPSM & CPSD Info Session

Philip G. Hancock, CPSM, CPSD

Tuesday, September 27, 2011

Plant Tour & Presentation

Cardinal Health, the largest medical surgical distributor in WNY

3356 Walden Avenue, Depew

5:30-7:30 p.m.

Wednesday, October 12, 2011

Educational Dinner Meeting

Subject: "Resistance to Change"

Speaker: Charles Neikam, VP Supply Chain

Kaleida Health

Wednesday, November 9, 2011

Educational Dinner Meeting

Thursday, November 10, 2011

Facilities Management Expo

Hearthstone Manor, Depew, NY



Wednesday, December 7, 2011

Educational Meeting

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WORK WITH US! Participation is the real key to benefiting from your NAPM Buffalo membership. Sign up to help out... you'll be glad you did. **Contact: Nancy Boyd Haley at 648-0972 or napmbflo@roadrunner.com with questions or to volunteer.**

MEMBERSHIP ACTIVITIES COMMITTEE (MAC)

- Recruitment
- Orientation & Involvement
- Attendance & Reception
- Retention

SPECIAL EVENT COMMITTEES

- Golf Outing & Social
- Supply Management Month - March Events

EDUCATION TEAM

- Seminars, Workshops
- Pre-Meeting Forums
- Program Speakers
- Plant Tours
- CPSM (Certification)

MARKETING COMMITTEES

- "Buylines" Newsletter
- Public Relations
- Tabletop Displays
- Corporate Sponsorships
- Web Site
- Student Chapters
- Mentoring Program
- Social Media Networking

OPERATIONS & ADMINISTRATIVE COMMITTEES

- House (Facilities Selection & Meeting Registration)
- Strategic Planning
- Constitution & Bylaws
- Business Survey
- Professional Placement

Friday-Saturday, October 28-29, 2011 ISM NY/NJ Forum's 11th Annual Conference



"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.

We will be offering a review session for the CPSM Bridge Exam on Friday, October 28, followed by the opportunity to take the CPSM Bridge Exam Saturday morning, October 29. (special fees & application needed)

This conference is also 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 - If any of your suppliers might be interested, email Ann Marie Wayne at amwayne@chsbuffalo.org so she can send them the form.
- ♦ Luncheon and Awards - Saturday, October 29.

For full information: www.ismnynj.org