



## Next Educational Meeting

**Wednesday,  
September 14, 2011**

**The Fairdale Banquet Center**  
672 Wehrle Dr., Amherst 14225

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

**5:00-5:30 p.m...Pre-Meeting**

**Forum: Info Session on CPSM &  
CPSD Certification**

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

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

**\$25.00 Members & Guests**

**\$15.00 Full-Time Students**

### **Entree Choices:**

- 1) Chicken Marsala
- 2) Vegetable Lasagna
- 3) Shrimp Scampi

Reservations with entree choice  
requested by **Friday, September 9,**  
but will be accepted later.

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

***Please cancel if unable to attend  
after reserving.***

Follow NAPM-Buffalo on these social  
networking sites:

NAPM-  
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Chapter

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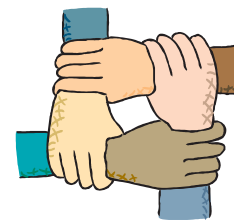
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NAPM\_Buffalo



## Program:

### **Working and Managing Across Generations: From Traditionalist to Generation Y and Beyond...**



### **Outcomes-**

This session engages participants to:

- ♦ Explore generational differences and their assumptions to the access of information in order to effectively manage tasks, teams and people.
- ♦ Determine how different generations view teamwork.
- ♦ Develop and hone leadership techniques to effectively manage Traditionalists, Baby-Boomers, Gen. X, and Millennials.
- ♦ Develop skills for communicating across generational divides.
- ♦ Explore technology and its application to work and social interactions.
- ♦ Realize that as generations enter and leave the workforce, competency and respect for people are what drives successful organization, teams and people.

Managing and working with generational diversity is a significant dimension of what is needed for success in the workplace today. The challenge is getting people to understand one another by exploring differences in expectations, assumptions and language use; then using this knowledge to increase effectiveness of people, teams and organizations.

Bridging the age gap to build respectful working relationships can mean the difference between a work environment that clicks and one that clashes.

### **Speaker:**

**Michael Cardus** is dedicated to making your teams and 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.



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- ♦ Calendar of Events....page 6

## Buffalo Buylines

National Association of Purchasing Management-Buffalo, Inc.  
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Hamburg, NY 14075-0888  
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[www.napmbuffalo.com](http://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

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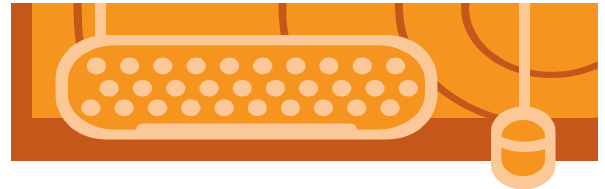
#### Affiliated with:

Institute for Supply Management

[www.ism.ws](http://www.ism.ws)

NY NJ Forum [www.ismnynj.org](http://www.ismnynj.org)

## A Note from Our President...



Dear Members:

On behalf of the Board of Directors, I am pleased to announce that we have exciting plans for the upcoming year. The Board and ProD committee have been working diligently this summer to develop programs to enhance your professional education. Included in the calendar of events, besides our normal general meeting presentations, you'll find plant tours, pre-meeting forums, and seminars. We will again offer our members certification review sessions to assist you in attaining CPSM or CPSD credentials.

We ask that you take the opportunity to get involved with NAPM-Buffalo. I think you will find it as rewarding as I have. Please contact any one of the Directors and we will be happy to talk to you about a volunteer opportunity within the organization.

We hope you've enjoyed your summer and are ready to be "back in session." I'm looking forward to seeing you on Wednesday, September 14 as we kick-off our program year at The Fairdale with a lively presentation by professional trainer Mike Cardus on teamwork and leadership.

Sincerely,

*Lori*

**Lori Brodsky**  
2011-2012 President

**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](mailto: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

### PROD TEAM

- Seminars, Workshops
- Pre-Meeting Forums
- Program Speakers
- Plant Tours
- CPSM & CPSD 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



**Vendor Sponsors**  
 Wednesday, September 14  
 The Fairdale Banquet Center  
*Drop by the meeting...  
 or call them.*

# Newsbits from ISM...



## Low-Cost Ways to Earn CEHs

Need to earn Continuing Education Hours (CEHs)? Short on funds to pay for training? Don't despair. ISM has several low-cost options to keep your CPSM®, CPSD™, C.P.M. or A.P.P. certification current. Some are even free!

- The ISM Knowledge Center has four FREE online courses – Register at [www.ism-knowledgecenter.ws](http://www.ism-knowledgecenter.ws)
  - ISM Report On Business® (ROB) #3967
  - Price Analysis, Cost Analysis, or Total Cost of Ownership: Determining the Best Approach #3921
  - Principles and Standards of Ethical Supply Management Conduct with Guidelines #3972
  - The ISM Guide to Sustainability and Social Responsibility #3974

- ISM presents FREE web seminars throughout the year on trends that affect supply management. You can participate from anywhere in the world and earn one CEH each time you attend the live program. Register in the Seminars section of the ISM website.

- Attend your ISM Affiliate meetings. (NAPM-Buffalo meetings are only \$25.00 and you receive at least one CEH each time you attend.)

- Did you take or teach any business-related training through your employer?

- Did you take any personal career development courses such as Effective Communication or Microsoft Excel?

- Was your article published in a supply management-related magazine or journal?

- Did you attend or present at one of ISM's conferences or seminars? Did you attend or present at other industry-related conferences or seminars?

For details on CEH qualification, visit the ISM website in the Professional Credentials section or [e-mail certification@ism.ws](mailto:e-mailcertification@ism.ws).



## Sustainability and Social Responsibility Handbook Is in Demand

New resource was best-seller at ISM's 96th Annual International Supply Management Conference and is now available for purchase online!

Looking for real-world examples of how companies are implementing sustainability and social responsibility excellence across the supply chain? Supply professionals are increasingly playing a critical role in this area and they now have an additional resource with the debut of the Sustainability and Social Responsibility Handbook, available from Institute for Supply Management™ (ISM). Written by the ISM Committee on Sustainability and Social Responsibility, the Handbook includes metrics and performance criteria, as well as unique stories from companies and organizations.

Nonmembers US\$69, ISM members US\$49.

### CENTIMARK CORPORATION

256 Two Mile Creek Road • Tonawanda, NY 14150

(P) 716/604-9870 • (F) 716/877-0341

Contact: Tricia Piatov, Upstate NY Business Devel.

(E-Mail) [patricia.piatov@centimark.com](mailto:patricia.piatov@centimark.com)

Website: [www.centimark.com](http://www.centimark.com)

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The Superior Group provides a complete range of talent acquisition and workforce solutions to Fortune 500 customers around the country.



**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](mailto:napmbflo@roadrunner.com) for details.

NAPM-Buffalo has our own instructor through the CPSM® Train-the-Trainer (T3) Program and we will commence CPSM 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! ***Whether you are sitting for all three exams for original CPSM, or taking the one bridge exam to upgrade from C.P.M. to CPSM, these sessions will assist you in preparation.***

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](http://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](mailto: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 from 5:00-5:30 at the Fairdale Banquet Center 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.

**"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 Certified Professional in Supply Diversity (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, MCIOB  
Continuing Education Director, NAPM-Buffalo**

***For questions on CPSM and the exams, check the ISM web site at [www.ism.ws](http://www.ism.ws).***

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 Title \_\_\_\_\_  
 Company \_\_\_\_\_  
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Questions: [napmbflo@roadrunner.com](mailto:napmbflo@roadrunner.com) or 716/648-0972.



**308 Sonwil Drive  
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**Vinnie Smith, President**

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

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

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& logistics services**



Cardinal Health, Depew, NY Facility

## NAPM-Buffalo Plant Tour

Tuesday, September 27, 2011

3356 Walden Avenue, Depew, NY 14043

5:30 - 6:00 p.m. Registration

6:00 - 7:30 p.m. Presentation, Tour & Pizza

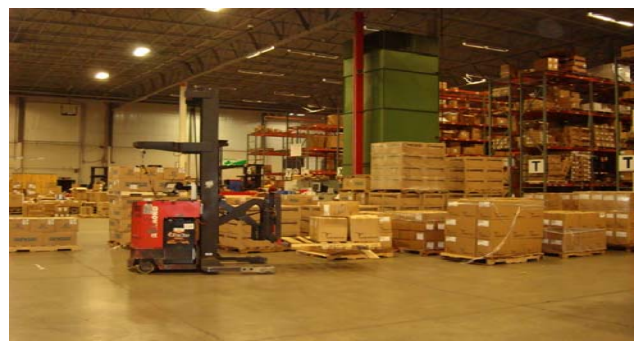
**No cost, but reservations are required.**

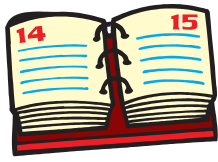
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- ❖ RF technology for paperless inbound and outbound processing.
- ❖ All electric material handling equipment to help ensure product integrity.
- ❖ Extensive annual training for employees covering all aspects of their positions. Major categories include Material Handling, Safety, Quality and Environmental.



**Our objective is to provide customers with the right products at the right price at the right time *every time* while driving efficiency in everything we do.**





# 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

## Half Day Seminar

&

## Educational Dinner Meeting



FACILITIES  
MANAGEMENT  
EXPO

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](http://www.fmexpo.net)

Sponsored by NAPM-Buffalo

Wednesday, December 7, 2011

## Educational Meeting

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

Speaker: Donald J. Hahn, Hahn Training



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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](mailto:amwayne@chsbuffalo.org) so she can send them the form.
- ♦ Luncheon and Awards - Saturday, October 29.

For full information: [www.ismnynj.org](http://www.ismnynj.org)