



Program:

Roundtable Topic Discussions

NAPM-Buffalo supports diversity at our January meeting... from a diverse selection at the buffet table, to an even more diverse educational opportunity at the numerous roundtable discussions manned by seasoned experts. Every topic covered may not be for every person, but be assured that with the multiple topics, there will be something applicable to everyone. Don't pass up this opportunity to become better informed and more knowledgeable in specific areas of supply chain management and be able to ask the questions that are most important to you.

Customs/Border Patrol

Tom Rusert, Chief CBP Officer for the U.S. Customs and Border Protection, the Office of Field Operations within the Port of Buffalo, will be on hand to answer your questions about just what happens at the border. This is a great opportunity for YOU TO ASK THE QUESTIONS so as to better understand the process, technology and just what does go on behind the scenes.

Customs Broker

A representative from a major local brokerage house will be available to respond to any questions you may have regarding the importation of your products from an international origin. Who is the responsible party? What documentation is required? When is duty assessed? How long should the entire process take? Help better understand the nuances of the global marketplace.

Member to Member

NAPM Past President Ann Marie Wayne will facilitate the members table where members can help themselves and one another. Bring your concerns, issues and questions and solicit assistance from fellow members who may have already dealt with a similar problem.

New York State Energy Research and Development Authority (NYSERDA)

Gary C. Carrel, WNY Energy Smart Communities Coordinator, will be here to provide assistance related to reducing business energy consumption, promoting the use of renewable energy sources, and protecting the environment. Improve your company's energy efficiency in areas such as alternative fuels, modified lighting, HVAC, building controls and learn about free or low cost government assistance programs and available resources.

Social Media

NAPM's Social Media Coordinator Dominic LoTempio will be on hand to share his knowledge with you regarding social media. Pod casts, LinkedIn, Facebook, Twitter and the list goes on. Newer and faster forms of communication continue to evolve; don't be left behind.

Transportation

John Soos, General Manager of Empire State Shippers Association (ESSA), will join us to address any transportation or logistic concerns your company may have. A local shipper owned organization comprised primarily of WNY members, ESSA can address your LTL, truckload and transportation systems requirements for domestic and international shipments as well as any warehousing and order processing needs you may have.

Waste and Recyclables

Brian Hanaka, Account Executive with Modern Disposal, will be in attendance to answer questions regarding the value of your waste stream. New equipment and processing capabilities combine to create opportunities to be more efficient and cost effective in the handling of your waste product and recyclables. You may be throwing dollars away with the garbage.

Next Educational
Meeting

Wednesday,
January 11,
2012

The Fairdale Banquet
Center

672 Wehrle Drive
Amherst 14225

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

Registration, Vendor
Displays, Cash Bar &
Networking

6:00-6:50 p.m...Dinner

6:50-8:00 p.m...Program

\$25.00 Members/Guests

\$15.00 Full-Time
Students

Dinner Buffet:

Chef Salad

Roasted Red Potatoes

Spaghetti Squash with

Roasted Root Vegetables

Breaded Pork Chops

Chicken Marsala

Assorted Cookies

Please try to reserve as
early as possible

by Friday, January 6.

Late reservations will still
be accepted.

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

Please cancel
if unable to attend
after reserving.



Buffalo Buylines

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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.

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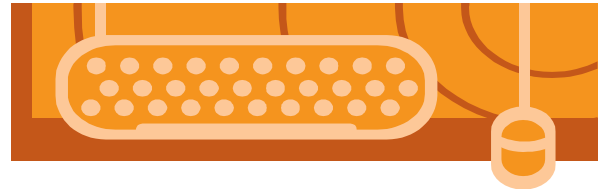
Affiliated with:

Institute for Supply Management

www.ism.ws

NY NJ Forum www.ismnynj.org

A Note from Our President...



Dear Members:

At our last board meeting, we discussed the diversity of our members, from the titles they hold, to the types of companies for whom they work. Our members represent service and non-profits, manufacturing, and technology companies. We asked ourselves, "how can this association possibly be all things to all members?" One of the resulting ideas will be tried at this month's dinner meeting on Wednesday, January 11 at The Fairdale. A number of experts in various industries have been asked to set up shop at our meeting and make themselves available to answer your questions. These roundtable discussions touch on numerous subjects you may encounter in your unique work day.

On Wednesday, February 15, NAPM and APICS are having a joint meeting at Salvatore's Italian Gardens. We recognize that APICS-The Association for Operations Management, and NAPM, with our purchasing and supply chain management roles, have much in common. Mark your calendars now and join us for some great networking.

March is Supply Management Month, and the spotlight will be on our profession. Our "parent" organization, the Institute for Supply Management, is leading the charge on creating increased awareness of the importance of our roles in business. To quote an ISM brochure, "Every organization - whether manufacturing or service, large or small - employs at least one person who is involved in supply management activities. The position title(s) may not include the words 'supply management,' but supply management processes and activities must exist for an organization to survive." We all know that supply management activities directly impact the business' profitability and operational success. Let's make sure our upper management and the rest of the business community understands this!

To this end, we are going to revitalize our "Executive Night" dinner meeting on Wednesday, March 14. We have formed a special committee, led by Debbie Pusateri, to organize a special night. We hope that you will mark your calendars now and invite your bosses to join you that evening. If you wish to help out with planning, give Debbie, or Executive Director Nancy Boyd Haley, a call.

Going into the second half of my term as President, I find time moving much too quickly. Many projects and plans are in the works for the future of NAPM-Buffalo. If you'd like to share some ideas or energy, we welcome your thoughts. I'll see you at an event soon.

Sincerely,

Lori

Lori Brodsky, 2011-2012 President

Purchasing Pros Sought to Honor

Do you know an individual that exemplifies a consummate purchasing/materials management professional? Someone who has remained abreast of new developments in the industry? Who takes time to impart knowledge and experience to other? Who best demonstrates leadership and excellence in our field? If you do, we'd like to know about them. Please take a few moments to nominate that person (member or not) for NAPM-Buffalo's "Purchasing Professional of the Year" award. (*Note: Consider nominating your boss, co-worker, or mentor.*)

Please include a brief note of why you feel the person should be considered and send it to President Lori Brodsky, lbrodsky@people-inc.org. The deadline for nominations is February 29. Past recipients include: John E. Domres, Sr., C.P.M.; Jim Bergman; Ann Marie Wayne, C.P.M.; Robert Richardson; Craig Sando; Brian J. Alford; Debora Alessi, C.P.M.; Dennis J. Badame, C.P.M.; William R. Ellis, C.P.M.; and Arthur J. Williams, C.P.M.



Vendor Sponsors

for our Dinner Meeting at
The Fairdale Banquet Center on
January 11, 2012

Drop by the meeting... or give them a call.

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Awards Available to Members

Jos. Hutka Professional Purchasing Paper Award

OBJECTIVE: To provide a means of recognition on an annual basis of the author of a superior professional purchasing paper which effectively communicates ideas in the Purchasing/Materials Management/Supply Chain area to members of the Association and the academic community. The paper is to be of high professional standard based on research, thought development, effective communication skills, and organized presentation.

ELIGIBILITY: Any regular or associate member of the NAPM-Buffalo, Inc., or student, or non-member of the Association is eligible to present a paper. They must meet the requirements of length (7-10 pages, double spaced), topic (Purchasing/Materials Management/Supply Chain), and the deadline (to be received on or before February 29, 2012).

AWARD PROVIDES: The Board of Directors will handle determination and selection from the applications. The successful author will received a \$100.00 U.S. Savings Bond. The paper will be published in a future *Buffalo Buylines* newsletter.

Contact the NAPM-Buffalo office at (716) 648-0972 or napmbflo@roadrunner.com for an application.

William Conners Memorial Scholarship

An Educational Grant that the association awards to an NAPM-Buffalo, Inc. **member who does not receive monetary reimbursement from their employer.** Applications are due by February 29, 2012 and winner(s) will be announced in March. Contact napmbflo@roadrunner.com or 648-0972 for an application and more details.

OBJECTIVE: To give members of NAPM-Buffalo, Inc. the opportunity to continue their education through Purchasing, Materials Management, and/or related courses offered at accredited institutions of higher education, through business institutes or through participation in NAPM-Buffalo, Inc sponsored or affiliated seminars or workshops for which they offer C.P.M. hour(s).

ELIGIBILITY: Any regular or associate member of NAPM-Buffalo, Inc. who is working toward his/her professional certification or re-certification and who is NOT benefiting from their employer by reimbursing them for the educational costs.

AWARD PROVISIONS: One (1) award per member (maximum value of \$250.00) will be paid as reimbursement for qualified educational coursework, seminar, or workshop.



**Welcome
New
Members!**

Angela Bouquin
Associate Buyer, Moog Inc.

Daniel R. Grosskopf
Purchasing Manager, Taylor Devices Inc.

Every Member... Get a Member!

ISM Credentials -- Which Certification Is for Me?

With the debut of the **Certified in Supply Management™ (CSM™)**, ISM now has several professional credentials to help you reinvent your career. How do you choose the right one for you? Here is a snapshot of ISM's three professional credentials.

The **Certified Professional in Supply Management® (CPSM®)** and CSM™ encompass the same body of knowledge. Both credentials emphasize integrated supply management and the activities you face on a routine basis. The programs also include areas that can make your résumé stand out with their concentrations in finance, strategic sourcing and international regulations.

The CPSM® was established in 2008, and currently more than 3,700 professionals hold this designation. According to the ISM Salary Survey published in May 2011, CPSM®'s earn 23 percent more than supply professionals without the credential. The CSM™ is a new credential that debuted in November 2011.

The **Certified Professional in Supplier Diversity® (CPSD™)** was established in 2010, and currently nearly 200 professionals hold this designation. This credential is for supply management professionals whose responsibilities include supplier diversity. Holding this credential demonstrates to your employer, your colleagues, your suppliers and even your customers that you are serious about helping your organization and diverse suppliers succeed. The CPSD™ is also supported by various diversity organizations.

	CPSM®	CSM™		CPSD™	
Education Requirement	Bachelor's degree from a regionally accredited institution or international equivalent	No degree requirement	Associate's degree from a regionally accredited institution or international equivalent	No degree requirement	Bachelor's degree from a regionally accredited institution or international equivalent
Experience Requirement	3 years of full-time professional supply management experience (non-clerical, non-support)	5 years full-time professional supply management experience (non-clerical, non-support)	3 years of full-time, professional supply management experience (non-clerical, non-support) with an associate's degree	5 years professional (nonclerical, nonsupport) supplier diversity or supply management experience	3 years professional (nonclerical, non-support) supplier diversity or supply management experience
Testing Requirements	Pass the three CPSM® Exams or if you are a C.P.M. in good standing, pass the Bridge Exam.	Pass the three CSM™ Exams or if you are a C.P.M. in good standing, pass the Bridge Exam	Pass the three CSM™ Exams or if you are a C.P.M. in good standing, pass the Bridge Exam	Pass the CPSD™ Exam. Also must pass Exam 1 of the CPSM® or CSM™ (this requirement is waived if the candidate holds a current C.P.M. or CPSM®.)	
Recertification Requirements	Recertify every three years with 60 Continuing Education Hours (CEHs)	Recertify every three years with 60 Continuing Education Hours (CEHs)		Recertify every three years with 60 Continuing Education Hours (CEHs)	

For more information about any of these professional credentials, visit www.ism.ws/certification or call ISM Customer Service at 800/888-6276 or +1 480/752-6276, option 8.