



**November 10, 2004
Workshop & Dinner Meeting**

Workshop 4:00 p.m. - 5:15 p.m.

Networking 5:30 p.m.

Dinner Meeting 6:00 p.m.

**Speaker: Rich Gizzi, Program Manager
High Tech Rochester**

**Funding and Assistance
Opportunities for
Businesses**

Please join us at LeMoyne Manor for the
General Meeting and another delicious buffet.
The members who attended the October
meeting were very pleased with the buffet and
want to continue to have it for future dinner
meetings.
Join us, and see for yourself

Please rsvp sharon@aclsmail.com

Rich Gizzi is a Program Manager with High Tech Rochester, a not-for-profit economic development organization affiliated with the Rochester Business Alliance (formerly, the Chamber of Commerce).

Mr. Gizzi has over 30 years of experience in manufacturing in various technical and management positions including five years as the Director of Training at a 2,500-employee electronics manufacturer where he founded a corporate university.

In addition, Rich has owned and operated RG Supply & Service, an energy conservation company and Total Quality Consulting, a quality and training consulting company.

Rich specializes in the areas of Lean Manufacturing, Quality System Development, ISO certification efforts and internal training program

development and their integration into the manufacturing process.

Rich is certified by the National Institute of Standards and Technology as a Professional Business Advisor and Executive Coach.

Message for the President

Chris Sheldon, C.P.M.



In October, **Advanced Purchasing Technology of Rochester** presented their reverse auction e-commerce program at our workshop and dinner meeting. This was the second time in three years this company presented to our affiliate. In judging from the attendance of the workshop and dinner, there continues to be interest in this technology by our local purchasing professionals. It is a sign that this technology will remain, and for some of us will be the way we conduct our professions in the future. I thank Jerry Lighthouse and Jamie Orzell for presenting another fine program.

Our November Dinner speaker is **Rich Gizzi with High Tech Rochester**. Mr Gizzi specializes in the areas of Lean Manufacturing, Quality System Development, ISO certification efforts and internal training program development and their integration into the manufacturing process. These topics affect the entire organization. Purchase Departments in companies engaged in these subjects are expected to step to their process change. If you want to learn how to thrive in an organization adopting these concepts, please plan to attend the November meeting and learn how you can thrive in your job.

On October 15 and 16 four of our Board Members attended the **NY/NJ Forum Fall Meeting** held in Glen Falls, NY. The purpose of this meeting was to provide affiliate leadership programs and professional development to ISM Affiliate members in the NY/NJ region. I am told by those who attended that the meeting was a success. This newsletter contains some photos of the meeting activities.

We are always looking to your suggestions for improving our dinner meetings. Please give us your comments via our website. Each is reviewed by your Board of Directors and given consideration.

Institute for Supply Management New York/New Jersey Forum 4th Annual Conference

Queensbury Hotel in Glens Falls, NY October 15-16, 2004

The 4th Annual Conference of the Institute for Supply Management NY/NJ Forum was held October 15-16 at the Queensbury Hotel in Glens Falls, NY. In attendance from the NAPM Greater Syracuse were [Sherri Pappas](#), [Susan Dittly](#), [Eric Mark](#), and [Joe Kinn](#). This year's conference focused on Leadership, Supply Management, and Business Economics workshops. Some topics included: Ethics of Today's Supply Manager, Buying Transportation and Logistic Services, Public Sector Purchasing and Value Analysis in a Changing Economy.

A variety of speakers included: Lawrence Clark, C.P.M. NAPM Rochester; Phil Kelley, C.P.M., NAPM Rochester, Xerox Corp.; Richard Deitz, PhD Regional Economist of the Federal Reserve Bank Buffalo; Jack Cook, PhD Associate Professor of Management Information Systems at R.I.T.

Affiliates in attendance: NAPM NJ, ISM Finger Lakes Region, NAPM Seven Counties, NAPM ENY, NAPM Buffalo, NAPM Glens Falls, NAPM Twin Tiers, NAPM Buffalo, NAPM Greater Syracuse, NAPM Central Jersey and NAPM Rochester.

Those of us who attended were treated to first-rate accommodations at the Queensbury Hotel, while meeting others in the field of Supply Management and making new friends...a good time was had by all!

For more information, pictures, awards and events go to www.ismnynj.org

Eric J. Mark **2nd Vice President**



*Larry Clark, C.P.M. Presents the
Flamingo Award*



Terry McLaughlin ISM NY/NJ Forum Chair



NY/NJ Dinner Awards Banquet