



ISM—Western New York, Inc.



John Sakalian, MBA

Strategic Planning Manager  
Xylem

***Build a Solid Foundation  
with ISM***

Whether you're stepping into a new role or still in school, the APISM certification gives you the confidence to speak the language of supply chain—and stand out in a competitive job market!



Robert Conti, CLP

Vice President & General Manager  
Philpac Corp.

***Buyer/Supplier  
Collaboration***

Rob is a *Certified Lean Professional* who has spoken at the SAP-Ariba conference in Las Vegas on successful implementation of supplier management software.



Michael D. Ford

MSISE, CFPIM, CSCP, CLTD, CTSC, CMQ/OE, CQA, CRE, CQE, ACPF, CPSM, CSSGB

Principal  
TQM Works Consulting

***Strategic Sourcing for Successful Supplier Relationships***

Strategic sourcing seeks to embrace suppliers as partners, as though they are upstream work centers within our company. The goal is long-term relationships founded on mutual compatibility of interests, competencies and trust. Traditional habits of beating up vendors on price and dictating terms are replaced with win-win partnerships that serve to strengthen the supply chain. This view recognizes that supply chains are only as strong as their weakest link, and it is in all parties' best interest to strengthen each link.

Register at: <https://westnewyork.ismworld.org/>





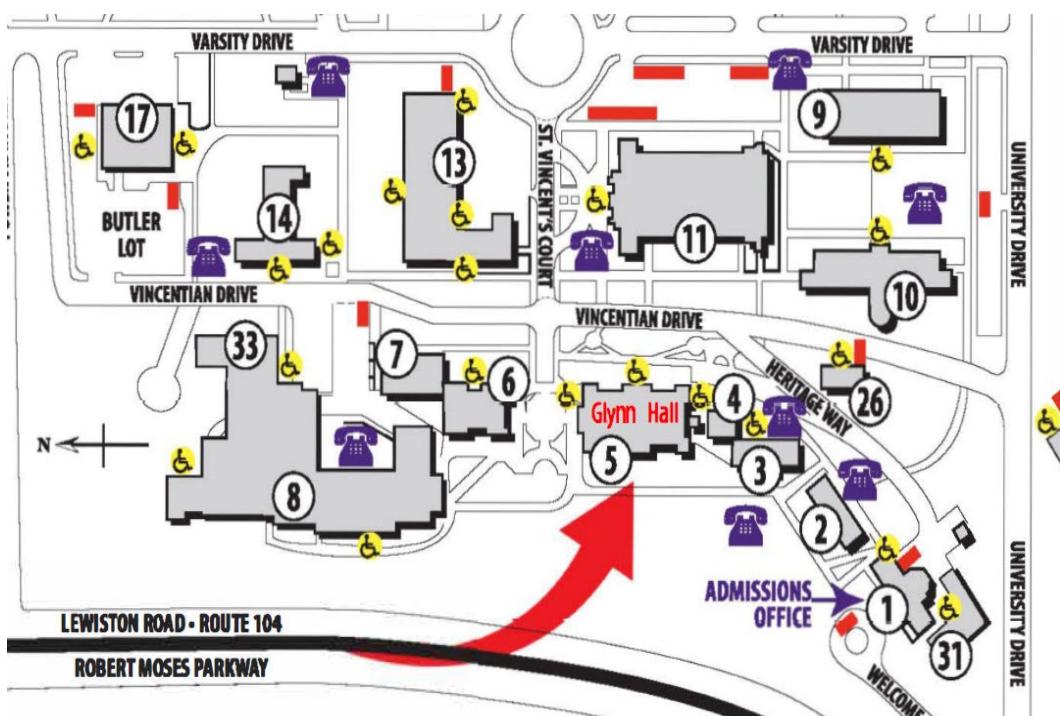
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## 4<sup>th</sup> Annual Supply Management Dinner

February 18, 2026

5:00 PM-8:45 PM

Statler Dining Room \* Glynn Hall 4<sup>th</sup> Floor  
Niagara University



Take the New York State Thruway (I-90) to Exit 50. Take the I-290 toward Niagara Falls. Follow the I-290 until you see signs for the Grand Island bridges and the I-190 North (Grand Island). Go over both bridges, proceed for approximately five miles and then take Exit 24, Witmer Road (Route 31).

Follow campus signs to the Butler or the NYPA B2 Parking Lots.

### AGENDA

5:00 - 5:30	Registration & Networking
5:30 - 5:40	Welcome by Dr. Mark Frascatore Dean, Holzschuh College of Business Administration
5:40 - 6:30	Dinner
6:30 - 6:45	Remarks by Dr. Fernando Naranjo & Dr. Yaz Sarkees
6:45 - 7:00	Presentation by John Sakalian
7:00 - 7:30	Presentation by Rob Conti
7:30 - 8:30	Keynote Presentation by Michael Ford
8:30 - 8:45	Closing Remarks & Raffle Drawing

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