



**institute for
supply management**
ISM—Wichita, Inc.

P.O. Box 2055
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Monthly Newsletter

Internet Address <http://www.ismwichita.org>

Procurement Technical Assistance Center
*Developing Government Marketing Strategies
and Identifying Agencies that Purchase
Products/Services from your Business*

Terri Bennett
**Director, Kansas Procurement Technical
Assistance Center (PTAC)**

Procurement Technical Assistance Program (PTAP)

Ninety-four Procurement Technical Assistance Centers (PTACs) – with over 300 local offices – form a nationwide network of dedicated procurement professionals working to help local businesses compete successfully in the government marketplace. PTACs are the bridge between buyer and supplier, bringing to bear their knowledge of both government contracting and the capabilities of contractors to maximize fast, reliable service to our government with better quality and at lower costs.

The Procurement Technical Assistance Program (PTAP) was authorized by Congress in 1985 in an effort to expand the number of businesses capable of participating in the government marketplace. Administered by the Department of Defense, Defense Logistics Agency (DLA), the program provides matching funds through cooperative agreements with state and local governments and non-profit organizations for the establishment of Procurement Technical Assistance Centers (PTACs) to provide procurement assistance.

Kansas PTAC is ready to help your business secure government contracts. They provide individualized counseling and informative training seminars about timely contracting issues and the latest guidelines to help you learn how the procurement system can work for you. They assist in developing a government marketing strategy and identifying agencies that purchase your product/service.

Please see Ms. Bennett's biography on page 4.

Member Meeting **FEBRUARY 2021**

Date: **Thursday, February 11, 2021**

Location: **Online Event - Zoom**

Meeting Time: **6:30 pm - 8:00 pm CST**

Inside February's Issue

<i>Meeting Highlights.....</i>	<i>page 1</i>
<i>President's Message.....</i>	<i>pages 2,3</i>
<i>Biography of Ms. Terri Bennett.....</i>	<i>page 4</i>
<i>2020-2021 ISM-Wichita Scholarship Program.....</i>	<i>page 5</i>
<i>Job Openings - Electromech Technologies.....</i>	<i>page 5</i>
<i>"Blockchain's Critical Role in Supply Chain Transparency" by Robert Galarza.....</i>	<i>pages 6,7</i>
<i>WSJ Logistics Report by Paul Page.....</i>	<i>page 8</i>
<i>2020/2021 Officers.....</i>	<i>page 9</i>

President's Message

Happy New Year!

I hope that you all had a good holiday season and were able to spend some time with family and friends even if it was virtual. Last year, 2020 was a year with different opportunities for almost all companies. Some industries experienced an increase in production and sales while others experienced a decrease to extreme levels. Employees being laid off, hiring new employees, and some companies staying level.

As we look forward to 2021 there will be things in supply chain that may make a difference in supply chains for our businesses. To name a few: Brexit, change in the U.S. Presidency, military tensions in China and Taiwan, United States and China Port congestions.



Since COVID hit early 2020 we have seen demand go down and some suppliers started reducing supply. As demand has increased it has grown faster than supply causing some shortages and higher prices for those items. Do we see this going away anytime soon? Will this be in the first or second quarter of 2021? Working from home has been another opportunity for many companies to re-evaluate their business needs.

At our January monthly meeting our presenter was from **Cordell Wealth Management** and her name was **Sue M. Tirukonda, CFP**. Her presentation was titled a **"Year in Review"**. She reviewed COVID, stock market trends, economic trends, consumer finances, interest rates, global economic activity, and future global economic activity momentum. This was a very good presentation. She shared two articles with us, the first article: **"What's Behind The Empty Grocery Store Shelves"** by Daniel Taylor, Alan Pritchard, Dale Duhan, and Shashank Mishrain in the **August 10, 2020 issue of Supply Chain Management Review** and the second article is from **McKinsey & Company**: **"COVID-19 and Supply Chain Recovery: Planning For The Future"**.

For February, our meeting schedule is on the 11th and we have a presenter from the Procurement Technical Assistance Center discussing the subject: **"Developing Government Marketing Strategies and Identifying Agencies that Purchase Products/Services from Your Business."** Please join us for this event on the 11th of February.

This year the ISM World Conference will be a virtual event and will be held on May 18-20, 2021. Pre-registration is on the website www.ISMWORLD.org.

While we are not meeting in person, but continuing with virtual meetings, we are planning the March all day training that will feature multiple speakers, we are very optimistic that we will be able to meet in person.

Please do not hesitate to reach out to anyone on the board with any questions or concerns that you have or if you have suggestions for additional topics or speakers for virtual meetings.

Respectfully,

John C. Buche CPSM
President, ISM - Wichita Chapter
jbuche@bgprod.com

“Education is the most powerful weapon which you can use to change the world.”

Nelson Mandela



ISM—Wichita, Inc.

ISM—Wichita Inc. Mission Statement:

“The primary objective of ISM-Wichita is to develop the professional qualities of its members: attitudes, skills, and knowledge in the field of purchasing and supply management.”

Terri Bennett – Biography

Director, Kansas Procurement Technical Assistance Center (PTAC)

Terri Bennett is the director for Wichita State University's (WSU's) Kansas PTAC. She has been a director of a PTAC for 21 years, and has worked for a PTAC for more than 26 years. She has been with WSU since it took over the PTAC from a previous host in 2013.



Terri has been involved with APTAC (Association of Procurement Technical Assistance Centers) since 1994, and has served as a member of the Education Committee in 2003, as secretary in 2005-06, President from 2006-09 and 2016-17, and she has served as Region 7 director.

Terri also had the privilege of representing the work that PTACs accomplish and APTAC by testifying to the Senate Small Business and Entrepreneurship Committee in 2011. Terri graduated summa cum laude with a B.S.B.A. degree from a university in Missouri by attending all but one class at night. She also holds a Certified Contracting Assistance Specialist (CCAS) certification from APTAC and a Master's Certificate in Contract Management from George Washington University.

Additionally, she received the Fellows Award in 2018 from APTAC.

2020-2021 ISM-Wichita Student Scholarship Program

The Institute of Supply Management, Wichita Chapter's annual scholarship applications are now being accepted at: ismwichita@gmail.com and dwesterberg@cox.net until March 15th, 2021.

We recommend that applications are submitted at least one week prior to the deadline to ensure that applicants do not miss the deadline due to technical difficulties or network issues.

Please, go on the ISM website, www.ISMWichita.org for additional information and access to the application.



POSTED JOB OPENINGS

Full Time:

Operations Leader – Machine Shop/Overhaul Operations Supervisor
Manufacturing Technician
Quality Engineer

Internship – Summer

Supply Chain
Manufacturing Engineering

For further information, please contact:

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Blockchain's Critical Role in Supply-Chain Transparency

December 22, 2020 Robert Galarza, SCB Contributor



Source: Bloomberg

As global markets have expanded, supply chains have become increasingly complicated. Even the most basic ones involve numerous moving parts, each tied to specific times and locations. Managing these complex systems is an art unto itself, but it all comes down to one fundamental principle: transparency, or being able to see exactly where an item in the supply chain is currently located, where it came from, and where it's going. And in the world of advancing technologies, there's no better tool for achieving this than blockchain.

Blockchain technology is best known for its role in support of cryptocurrencies like Bitcoin, functioning as a ledger that records and tracks transactions. But unlike a traditional ledger, blockchain exists on a distributed network that makes it instantly accessible by anyone in the network with the right permissions. And, most importantly, because blockchain transactions must be agreed to be made on each ledger across the network, they cannot be altered, hidden, or otherwise tampered with. In an era where shared reality can be hard to come by, blockchain represents an important example of indisputable truth.

Here's how these qualities make it uniquely suitable for supply-chain applications.

Transparency and Trust

Blockchain creates a unique record for every transaction within a supply chain. This solves one of the biggest weaknesses in today's enterprise resource planning systems. As information and inventory flows are codified and recorded in the blockchain ledger, supply-chain managers gain complete visibility into the transactional history between retailers and suppliers.

This also eliminates many blind spots that exist in traditional record keeping, and provides a level of visibility that improves coordination between parties. Back-and-forth communications are reduced, because there's a single source of truth that each party can refer to. Instead of calling a distributor to see whether a shipment is on its way, the ledger provides dynamic access to that information. Moreover, blockchain adds the vital factor of reliability to the equation. By their very nature, blockchain ledgers can't be altered unilaterally. They record any and all changes made, and require consensus among the network to make them, so even if an item is deleted, there will be a record of when it happened and who removed it.

Real-Time Visibility and Reporting

Immaculate record keeping gives blockchain the ability to combat one of the biggest pitfalls in supply-chain management: execution errors. Inventory mistakes, duplicate payments, lost shipments — all of these can be difficult to detect and even more difficult to track down after the fact.

Blockchain provides an identifying element to every step within a supply chain, and it does it in real time. This makes it possible to see mistakes when they happen, and to adjust instantly as necessary, whether it's correcting misinformation or updating schedules. This sort of early detection can avoid costly problem-solving later on.

Of course, some problems can only be discovered after the fact. If a shipment of lettuce is discovered to be contaminated by E. coli after it hits the market, a blockchain ledger will make it relatively easy to trace that contaminated sample's history all the way back to the farm that it came from. You'll be able to cross-reference everything it came into contact with, and begin your recall efforts with pinpoint accuracy. A blockchain ledger allows you to track recalls as they happen, providing full confidence that end consumers, as well as the brand's reputation, are being protected.

Blockchain's ability to provide unique identifiers for every step of a complex process sets it apart as the tool of choice for supply-chain managers. Imagine every transaction recorded with absolute certainty, and each item tracked accurately throughout the entire supply process. That's what blockchain gives you the capability to do, and no other technology comes close to providing that same level of trust and transparency.

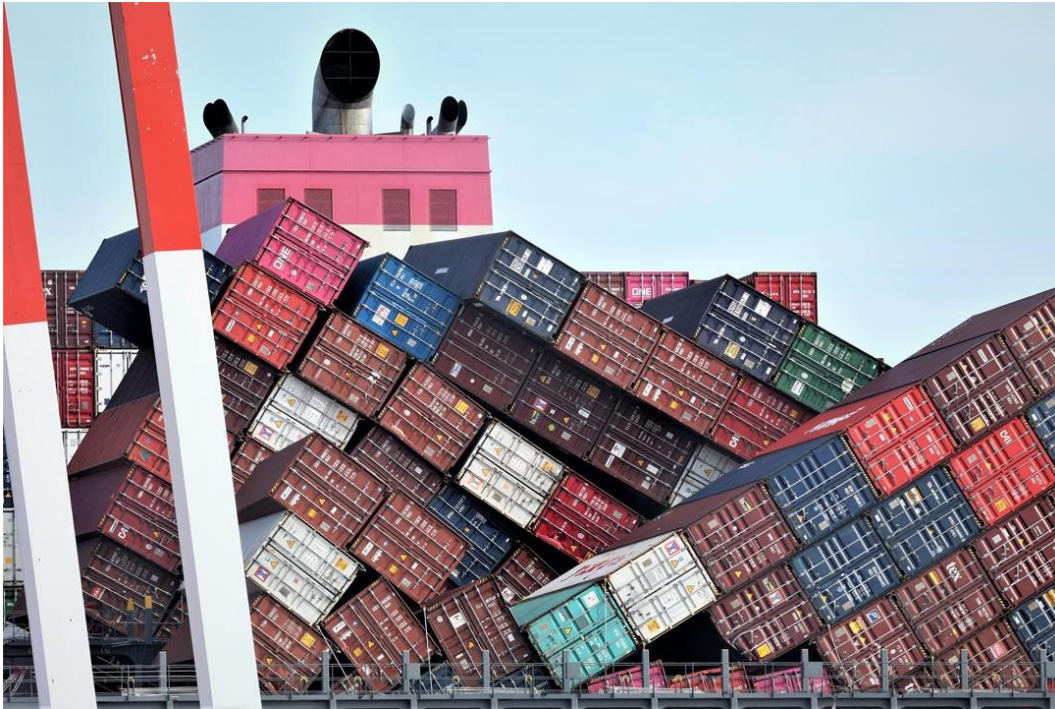
While it may have come to prominence as a method of securing cryptocurrency transactions, blockchain is well-suited for use in supply-chain management and a host of other areas as well. It's only a matter of time before this cutting-edge technology becomes the industry standard, and "full visibility" goes from being a supply-chain manager's dream to everyday reality.

Robert Galarza is CEO of [TruTrace Technologies](#), developer of a blockchain platform that tracks intellectual property for the cannabis industry.

THE WALL STREET JOURNAL

LOGISTICS REPORT

By Paul Page



Dislodged containers on the One Opus last month. PHOTO: BUDDHIKA WEERASINGH/BLOOMBERG NEWS

Container lines are having a harsh winter out on the open seas.

A **Maersk Line** vessel lost an estimated 750 boxes overboard in the Pacific Ocean, the WSI Logistics Report's Costas Paris writes, the latest in a recent spate of similar incidents that have disrupted deliveries and destroyed millions of dollars' worth of goods during transport.

The Maersk Essen lost the boxes amid heavy seas on its way from China to Los Angeles last weekend, about a month after an **Ocean Network Express** vessel was hit by a major storm that tossed some 2,000 containers into the Pacific. That has triggered tens of millions of dollars in insurance claims and a closer look at oceangoing operations.

Overboard-container incidents have been declining in recent years, but experts warn that larger container ships coupled with the push to stack vessels to capacity may make the stability of cargo a bigger concern.

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Calendar of Events for 2020-2021

February - Terri Bennett - Kansas PTAC

March - ISM-Wichita Seminar (full day)