



NU Launches Supply Chain Management Major

"We have all the pieces in place now for a truly great supply chain program," announced Dr. Mark Frascatore, dean of the Holzschuh College of Business Administration. His comment followed Niagara University recently receiving authority from the State of New York to begin a dedicated Bachelor of Science (B.S.) in Supply Chain Management, replacing the SCM concentration in management. The university has a long history of teaching logistics, transportation and distribution dating back to the early 1970s. With this strong alumni base, three full-time faculty members dedicated to SCM, and five new or substantially updated courses, the new major may become one of the most popular in the college.

Offered on Niagara's beautiful Lewiston, N.Y., campus, the in-person teaching program seeks to attract traditional undergraduate students who are looking for a comprehensive supply chain program at a smaller university. Full-time faculty from both academic and industry backgrounds allow students easy access to advisement and mentorship. There are also many college outreach programs including guest speakers, site visits, and internships. As business students, supply chain management majors also take courses in accounting, economics, management, marketing, finance, analytics, law and human resources. At Niagara University, students take general education courses in the social sciences, arts, philosophy, religion and natural sciences in order to "develop the whole person, mind, body, heart and soul, for the benefit of one's personal and professional life." (NU Mission).

Websites:

www.Niagara.edu/admissions

www.Niagara.edu/supplychain

NEW Supply Chain Courses

MGT 429: SCM Cases, Technology and Sustainability (A new capstone course in 2024, required)
MGT 323: Inventory and Warehouse Management (New and required)
MGT 324: Transportation and Freight Management (Substantially updated in 2023, required)
MGT 325: Food Supply Chain Management (Elective begun in 2022)
MGT 326: Quality Systems and Lean Management (Elective beginning in 2025-2026)

Other Supply Chain Courses Include

MGT 220: Operations Management
MGT 221: Introduction to Supply Chain
MGT 322: Procurement and Supplier Mgt.
MGT 327: Global Supply Chains
MGT 495: SCM Internship

Join Niagara University in Fall 2025

Niagara University is actively recruiting supply chain majors to begin as freshmen in the fall of 2025. Transfer students are also welcome to join the program; supply chain courses are normally scheduled so transfer students complete required coursework in two years.

For more information, contact:

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NU Supply Chain Students Visit Factory, Warehouse, and Terminal Sites, Hear From Numerous Speakers

New initiatives in the supply chain program and the college led to many opportunities for students to experience professional engagement

A site visit to a General Motors manufacturing plant in Lockport, N.Y., on March 24, 2024, was the spring highlight. Nineteen NU students and five faculty members toured the facility, which makes HVAC components.

"This was the first time some of our students had visited a factory, which proved an extremely interesting, valuable, and satisfying experience for them," said Dr. Fernando Naranjo, assistant professor of management. "They saw automated guided vehicles, boards for production control, tools used for preventive and corrective maintenance, and inventories around the large facility."

"It was like stepping into our textbooks and seeing everything in action, which was super cool," said John Counihan, a junior management major from Lancaster, N.Y. "Hearing the people speak at GM gave me a peek into the real challenges and fixes in keeping everything running smoothly. Plus, seeing all the fancy tech and robots doing their thing was fascinating. Overall, it was a fun and eye-opening experience that got me even more excited about supply chain management."



Logistics firm J.B. Hunt brought speakers to classes several times this year and recruited on campus for internships and jobs. Jerry Hoban, regional director of operations, is a member of NU's SCM advisory board and a frequent visitor to campus. In recent years, several SCM graduates have launched successful careers with J.B. Hunt.



Students and faculty toured the General Motors manufacturing plant in Lockport, N.Y., in March to get a first-hand look at the plant operations and logistics.

For the second year in a row, NU hosted an Institute for Supply Management (ISM) monthly dinner meeting on campus. On March 21, over 30 students attended, and local professionals, as well as NU faculty and administration, filled the remainder of the 50 seats.

Joe Berti, president of Speed Global Services, opened the program speaking about the importance of metrics in management. Rob Conti, vice president of Philpac, was the keynote speaker and discussed how to create personal value in the workplace. Jim Austin of ISM and Jim Kling of NU organized the event and announced they intend to make it a regular annual affair. NU has a course in Procurement and Supplier Management, MGT 322.

Another well-attended event this spring was a trip to West-Herr Toyota in Williamsville, N.Y. The West-Herr organization of 40 auto dealerships is a well-respected employer and community member in Western New York. The 22 students attending this event were

treated to lunch and a panel of presentations by West-Herr's top managers. Career opportunities in marketing, supply chain, and HRM were featured, and everyone was impressed by the culture of the organization. A lively question and answer period addressed topics as diverse as electric cars, hiring and customer service issues, and the challenges of integrating newly acquired dealerships. According to Phil Catanese, Niagara University's director of centers and college outreach, West-Herr is an ideal up-and-coming partner with Niagara University, as both institutions share a strong commitment to the community. Catanese shared that five NU students had 2024 summer internships at West Herr.

In November 2023, students in Professor Yazbeck Sarkees' MGT 324 Freight Transportation course and other supply chain students visited the Tonawanda, N.Y., terminal of less-than-truckload carrier A. Diue Pyle. This event, attended by 20 students and several faculty members, showed



Left: In October, NU students learned more about the Tops Market grocery distribution center during a warehouse tour in Lancaster, N.Y.

Below: Students were treated to lunch and learned more about career opportunities at West-Herr Toyota during a trip to its Williamsville, N.Y., site.



off the art of loading a truck to maximize efficiency and minimize damage. Additionally, students saw a "Dimensioner," a new piece of equipment that accurately measures the density of shipments and then integrates that data into the firm's information systems. Graduating senior supply chain student Alex Gaughn was on the tour and recently accepted a management trainee position with A. Diue Pyle.

"Another highlight of the 2023-24 academic year was a trip by Dr. Naranjo's MGT 325 Food Logistics class to the 850,000-square-foot Tops supermarket distribution center in Lancaster, N.Y. Seventeen NU students toured the facility.

"The Tops warehouse tour allowed students to observe multiple operations of a grocery distribution center, including inbound and outbound deliveries of food and the use of handling and picking equipment, such as voice selection," Dr. Naranjo explained. "Also, they saw firsthand a cold supply chain warehouse operation."

Julia Wasley, a senior management student, remarked, "The Tops tour was very interesting, as it allowed me to see firsthand everything we learned about in class and used in an actual company."

In November, three speakers from U.S. Customs and Border Patrol spoke in Dr. Jim Kling's MGT 327 Global Supply Chain class. The officers emphasized the C-TPAT border protection program and discussed how illegal drug and terrorist activity attempts to use legitimate commercial shipments as a conduit. Niagara University's location, less than a mile from the Queenston-Lewiston International Bridge and commercial crossing, made this presentation particularly relevant.



Other industry professionals who spoke in supply chain classes during 2023-2024 covered topics such as off-shore windmill logistics, beer logistics in Mexico, sustainability in the coffee industry, global supply chain risks, and food logistics careers. Our students also had an opportunity to listen to other Holzschuh College of Business-sponsored speakers on issues including cybersecurity, artificial intelligence, leadership, entrepreneurship, and managing labor costs in the fast food industry.



NU hosts a Buffalo-Rochester Institute for Supply Management (ISM) meeting every spring. It is a great opportunity for students and procurement professionals to mix.

SCM Program Welcomes Yazbeck Sarkees as Newest Teacher-Faculty Fellow

"Yaz" is an NU graduate and has 25 years of corporate SCM expertise

Yazbeck Sarkees has joined the NU supply chain program in the Holzschuh College of Business Administration as a full-time faculty fellow. Sarkees spent most of his career at Ingram Micro in Buffalo in various supply chain positions, including transportation, carrier relationship management, contract negotiation, data analysis/planning, customer support, and hiring of supply chain employees. The definition of a faculty fellow at Niagara University is a non-tenure-track professional who excels in their field and is expected to create a rich dialogue among faculty and students as a full-time teacher.



In 2023-2024, Sarkees taught a variety of supply chain and management classes at the undergraduate level. His favorite was MGT 322 Procurement and Supplier Management because he was able to bring specific industry experience to this course. In particular, negotiation exercises were something he used in this course, and Sarkees also stated that "textbooks are good, but they don't really convey the good days, the challenges, and the bad things that happen in the corporate world."

In all his classes, he likes bringing this real-world perspective to his students, and he also believes that the breadth of experiences he had at Ingram Micro has been a particularly good foundation for preparing young people for supply chain management positions.

"Yaz," as he is known to his colleagues, comes from a family of teachers (father, mother, wife, sister) and, with over 25 years of supply chain management experience, he was ready to move into the classroom.

Yaz said he "liked teaching more than I expected," and shared some of his first-year thoughts. He finds NU a very welcoming environment

for both students and employees. He liked seeing students on campus and was pleased at how diverse and interesting our NU students are. Perhaps the most satisfying thing about his first year was helping students prepare for their careers.

Senior Tim Bourret said "I had the privilege of taking three courses with Professor Sarkees, and I enjoyed them all. His dedication to integrating industry expertise with academic curriculum has undoubtedly enriched my educational journey, equipping me with practical skills and insights for future success in the ever changing world of supply chain management."

Wyatt Palmer, a senior marketing and supply chain student, also found Professor Sarkees' courses interesting and practical, and really appreciated his career advice. "I personally reached out to him about two different job opportunities and asked which would be more beneficial to 'takeoff' in regard to my career," he said. "On multiple occasions, Professor Sarkees hopped on a phone call and gave helpful advice. He helped open my mind to different perspectives about my job choice."

Thank you to all of our advisory board members and partners, including

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