



TOP MANAGEMENT NIGHT Thursday, April 24, 2014

Culture + Patience = Sustainable Success

All the top companies seem to have a great culture (Google, DreamWorks Animation, Whole Foods), which others strive to emulate. Why are some successful and others not? How do you avoid the flavor of the month label when trying to roll out a new philosophy? During this presentation, we will review what seems to be a pretty simple philosophy. However, companies struggle with it every day. Why?

We will discuss some of the key factors for building a strong culture that will be sustainable for years to come. Attendees will walk away with a better understanding of what it takes to make your new culture philosophy have that “stickiness” factor.

About the Presenter

Jason Wheeler, CPIM, CSCP
2014 APICS National Chair



Jason Wheeler, CPIM, CSCP is employed by Roche Diagnostics, where he is currently serving as a Process Improvement Engineer within Warehouse Operations. He has been at Roche since 2004 and has held several roles including Planner/Buyer and Supervision of multiple areas within Warehouse Operations. Prior to moving to Roche Diagnostics, Jason spent over 9 years at Red Gold, LLC in various roles.

Since 2003, Jason has served APICS in roles at various levels of the organization. He held several roles at the local chapter level including Chapter President. During the years at the local chapter, he was recognized by his peers as Board Member of the Year in 2005-06 and 2006-07. Jason also served in various positions at the District and various Committees at the Association level. In 2007, he was selected to participate in the first APICS Future Leaders Summit held in Chicago.

Jason is currently the Chair of APICS for 2014. As chair of the board he will be the chief elected officer and shall preside at all annual and special meetings of the membership, board of directors, and the leadership team. As chair Jason will oversee the activities of all committees' activities to ensure they comply with the association's objectives and achieve established goals.

TMN Event Information

Date:	Thursday, April 24, 2014
Location:	Salvatore's Italian Gardens, 6461 Transit Road, Depew, NY 14043
Time:	5:30-6:30 pm....Registration, Hors D'oeuvre, Cash Bar, & Networking 6:30-7:30 pm....Dinner 7:30-8:30 pm....Program
Cost:	\$42.00 Members & Guests; \$35.00 Full-Time Students
Meal:	Deluxe Buffet: salad, fresh fruit, olive salad, green beans, carrots, mashed potato, penne pasta with marina sauce, meatballs, chicken francaise, turkey with gravy, top round of beef, bread & butter, dessert
Register:	Online at http://www.apics-buffalo.com or call APICS at PPM OffiCenter (716) 648-0972
Notes:	Reservations requested by Friday, April 18 but will be accepted later. Cancellations and no-shows after April 22 will be billed.
Companies may reserve tables of 10 in advance. Make checks payable to: APICS Buffalo, PO Box 888, Hamburg, NY 14075	

Invite your associates to join you at this premier APICS event!

** Consider sponsoring a student(s) at \$35.00 each for this event. We appreciate your continued support!



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President's Message



Hello Members of the APICS Buffalo Chapter,

How do you top last year's Top Management Night (pun intended) where we had Abe Eshkenazi as our key note speaker? Easy, get the Chairmen of the APICS Board of Directors to come this year. That is exactly what we have planned for Thursday April 24, at Salvatore's, where we will hold our 2014 Top Management Night and we have arranged to have the current Chair of the APICS Board of Directors, Jason Wheeler CPIM, CSCP, as our key note speaker. We will be combining efforts with the Rochester and Ontario Chapters for this exciting event. The title of Jason's speech is "Culture + Patience = Sustainable Success." We will discuss some of the key factors for building a strong culture that will be sustainable for years to come. Attendees will walk away with a better understanding of what it takes to make your new culture philosophy have that "stickiness" factor.

Be sure to mark your calendars for the next exciting offerings in our Chapter:

- Wednesday, May 21.....Plant Tour (Location TBD)
- Wednesday, August 6.....Golf Outing at Glen Oaks to benefit WNY Heroes
- Wednesday, September 24.....PDM with Carol Ptak
- September 29, 30, 10/1.....Certified Demand Driven Planner & Certification Exam (Carol Ptak)

Can you believe that it has been three years since I took over as your APICS Buffalo Chapter President? I will be stepping down at the end of this season (in June) to afford our Chapter the opportunity to have new ideas, and new energy at the helm. I have not seen the Nominating Committee's official ballot yet, but I hear the new slate of officers is going to be fantastic for our Chapter, and for you, our Members.

As I write my last President's message, the most important thing I can do now is extend an enormous thank you to those who helped me make this time possible and successful. First, to my wife Cheryl, Son Quinten, and Daughter Skylar -

President's Message continued on page 3



Mission Statement:

To be the number one resource for Operations and Supply Chain Management education in WNY.

Vision Statement:

To develop leaders and inspire individuals and organizations to pursue excellence through lifelong learning and career advancement in the field of Operations and Supply Chain Management.

President's Message continued from page 2

who without their willingness to let me participate, none of these three years could have ever happened – thank you Vles'!

Second, to my Executive Officers; Matt Bartels as Vice President, Patrick Clancy as Treasurer, and Bill Lignos as Secretary, we made a terrific team each bringing something unique to the Chapter – thank you for keeping me aligned!

Third, to our Administrative Leader, Nancy Boyd Haley, whose attention to detail and determination keeps all of us moving forward – thank you!

Fourth, To the rest of the APICS Board of Directors who continue to volunteer their time and energy every day, week, and month in order to help make our Chapter better – thank you for staying committed!

Finally, thank you to the Buffalo Chapter Membership, it is your passion and energy that I tapped into every Sunday night in order to send out a new “week at a glance” and a new action register to the BOD – thank you for making our chapter strong!

On a very special note, I would like to also extend a thank you to our very own Rick Haniszewski, who in spite of his physical hurdles, never stops supporting me with words of encouragement and motivation – I am looking forward to the day that we sit together at an APICS PDM – get well soon Rick!

Best Regards,

Joost Vles CPIM, CSCP
CPIM LEAD Instructor
President - APICS Buffalo Chapter

JOB POSTINGS



APICS Placement Director Mike Draper encourages area companies to let us know about any job openings in the supply chain and operations fields.

There is a convenient form to fill out to post your job opening on our web site at www.apics-buffalo.com.

AVOX Systems posted April 2014

- ♦ Buyer
- ♦ Supplier Development Engineer

Contact Mike Draper at 716-740-1208 or mdraper1@mmm.com for more information.

Membership News



Membership Milestones:

At Top Management Night on April 24 we will recognize members celebrating special membership anniversaries in 2014 and award them their anniversary lapel pins with the re-branded APICS logo on them.

Congratulations to these members celebrating anniversary milestones in 2014:

45 Years
William Helfrich

35 Years
David Nellist

30 Years
John Neureuter
Arthur Deabold
David McKay

25 Years
Charles Wolski
Michael Lander
Douglas Sawatzky
William Lignos
Frank Queeno

20 Years
Ronald Calanni
Jon Gaspar

15 Years
Clair Newbigging
Robert Turchiarelli
Lynn Cichocki

10 Years
Scott Nobbe
Jeffrey Ball

5 Years
Michael Draper
David Forbach
Randall Jonmaire
Michael Bauman
Kenneth Kwasniewski
Margaret Pfeiffer
Andrea Tirone
Michael Laduca

Welcome New Members:

Yalim Sarpel
Rebecca Tobias
Raymond Wrazen
Renata Premo
Gregory Knop
Amy Kurtz
Shulton Paulfrey
Daniel Kasper
Christopher Sage
Nicholas Palmer
John Zhao

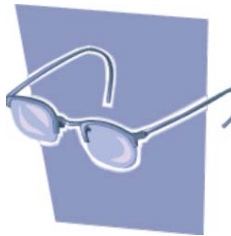
- Donna McGrew
Membership Director

THE UN-COMFORT ZONE

with Robert Wilson

I Dare You to Read This

Recently, a reader wrote me to suggest that rather than trying to encourage someone, a better way to motivate them is to issue a challenge. So, I felt challenged to write about it.



Whenever I think of laying down a challenge, I think of a classic story about Charles Schwab the magnate of Bethlehem Steel. One day, he was visiting his least productive mill to discover why it was underperforming. During his inspection, he discovered that everything seemed to be in order: the workers all knew their jobs, the equipment was top-notch, and the manager highly educated. Despite all of that, it was producing far behind all his others.

He ended his tour of the facility a few minutes before shift change. Stopping in front of one of the furnaces, he asked a worker, "How many heats has your shift made today?" "Six," the man replied. Schwab then asked for a piece of chalk. He took it, wrote a large number "6" on the floor, then left the building.

When the second shift arrived, they saw the chalked "6" on the floor, and inquired about it. "The big boss was in here today," said one of the men. "He asked us how many heats we made, and we told him six. He chalked it down."

The next morning Schwab visited the same mill. He saw that the "6" had been erased by the second shift and a large number "7" written in its place. He returned to the mill again at the end of first shift, where he saw that the "7" had been replaced with a "10." With a piece of chalk, Schwab started a lively competition that continued until that mill was producing more than any other.

This particular challenge worked because it pitted the esprit de corps of two teams against each other. I'm not sure that particular challenge would work today with the added burden of government regulations and union rules.

I also believe that a challenge does not stand alone as a motivator. There has to be something behind it. It may be pride, prestige, or fear that drives the need to overcome the obstacle.

Challenges are always obstacles whether it is an athletic, academic, intellectual, work-related, health-related, a personal goal or a personal tragedy. Sometimes the challenge is given by a boss, a team mate, a spouse, or simply the zeitgeist.

Many times a challenge will be issued with the following words: "I'll bet you can't..." or "I dare you to..."

A challenger draws a line in the sand and defies us to cross it. Hmmm, isn't that what the game of American football is all about?

The advertising industry loves to use a challenge to get us to try their product or service. We frequently see words such as "Take the Taste Test," or "Give Us 30 Days and You'll Become a Believer." I remember this one from Gillette: "Take the SensorExcel Challenge: One shave and we bet you'll get rid of your disposable razor for good." Perhaps the most famous challenge ad is this one: "Be All That You Can Be: In The Army."

We love fun challenges such as problems that stimulate our ingenuity: crossword puzzles and sudoku for example. We enjoy the challenge of improving our skill at games and sports. OK, the love/hate challenge of golf notwithstanding.

Ultimately, all our challenges are self-given because it is human nature to want to improve. Pablo Picasso said it best, "I am always doing that which I cannot do, in order that I may learn how to do it."

The personal challenges we give ourselves create the journey known as life. Enjoy the pitfalls and peaks as they come because as Leo Buscaglia, author and professor, put it most bluntly, "Death is a challenge. It tells us not to waste time."

I challenge you to heed his advice and get on with the important things in your life.

Robert Evans Wilson, Jr. is an author, humorist and innovation consultant. He works with companies that want to be more competitive and with people who want to think like innovators. Robert is also the author of the humorous children's book: The Annoying Ghost Kid. For more information on Robert, please visit www.jumpstartyourmeeting.com.

Look for APICS!

Small Business Matchmaker Exposition Wednesday, May 7, 2014 Buffalo Niagara Convention Center

This annual event provides small businesses a venue to meet with large businesses and manufacturers. APICS has registered for the exposition as we see this as an opportunity to reach new potential members.

Should you be at the SBA event on May 7 as a Matchmaker participant or an Exhibitor, stop by our booth and say Hi! Encourage potential members whom you know to stop by and register for a fabulous prize and to learn about our fabulous chapter!

Kimberly Frew, Marketing Chair

APICS Buffalo Education



STUDENT CHAPTER REPORTS



Class Schedule:

Program: CPIM Detailed Scheduling
Starting Date: Monday, September 8 (10 weeks)
Location: Sanit-Gobain
Instructor: Matt Bartels.

More details and to register at www.apics-buffalo.com.

For further information or questions regarding CPIM, CSCP, and other training and certification needs, please contact

Jeremy Ballaro, CSCP
APICS Buffalo Education Director
JBallaro@buffalogames.com or
APICSBuffaloEducation@gmail.com
Work: 716-464-5263

Note: Please consider becoming a host company for on-site CPIM & CSCP classes to benefit your employees and fellow Supply Chain & Operations Management colleagues.

Planning ahead...

Program: Certified Demand Driven Planner (CDDP) program & exam
Date: September 29, 30 & 31, 2014 (3 days)
Instructor: Carol Ptak



Internationally accredited by the IISB, the purpose of the CDDP Program is to educate operations and supply chain personnel on the methods and applications of Demand Driven Material Requirements Planning (DDMRP).



Aurubis Buffalo Hosts Daemen College Students for Tour

Aurubis Buffalo Inc. (formerly American Brass Inc.) hosted a group of 12 Daemen College graduate students from the Global Studies program on April 2. The afternoon included a plant tour of mill operations and then provided open discussion time to review company product mix, market share data, and competitive strengths and weakness.

Aurubis Buffalo employees and APICS members Jeff Ball, Mike Firzak, and Dan Kasper organized the event and lead the discussion teams throughout the afternoon.

Canisius College Chapter

The Canisius College APICS student chapter was pleased to hold the successful student night (APICS Career Roundtable) and wish to thank all of the professionals for their time and comments. The group is currently planning a tour of a local company, planning on attending Top Management Night and having their annual internship presentation and end of the year banquet.

Submitted by:
Lynn A. Fish, Ph.D.
Professor, Canisius College

University at Buffalo Chapter

UB SCOM club planned to arrange three speaker events and one plant visit this spring semester of 2014. Till this moment, the three speaker events were all successfully finished. Especially, the second speaker event was exceedingly well attended and created a wide influence among the students in supply chain major. The room was almost full and the conversation continued even after the event because there were too many students asking questions. At the same time, our students' professional image and attitude impressed the two supply chain professionals from Praxair, who left us very encouraging comments.

Additionally, we organized around 15 club members to attend the APICS Career Roundtable at Canisius scheduled on April 2. It was a great learning opportunity and thank you to Canisius for hosting us. All the APICS members from local companies were of great help to share with us their experience and learning curves. The networking was with very rich conversations. After the event, we have received much positive feedback from our club members. And we can see an increasing number of students showing interests in future event opportunities from APICS.

We are planning to visit Aurubis Buffalo, Inc. on Friday, April 18. It will be another great learning opportunity for us to experience and feel the production plant of such a global leading copper producer. We are all excited for the upcoming plant visit. This semester, our club has achieved many breakthroughs. We are currently in the position to transfer the E-board leading roles to the new board after the final recruiting decision.

Submitted by:
Emily Hu, MBA, Class of 2014
UB School of Management
V.P. of External Relations, SCOM Club



Did you know?

The Buffalo Chapter honors its members by holding the Level of "Platinum"

What is Platinum? And what does it mean?

Every APICS chapter is required to submit an extensive report annually to be evaluated on how we are doing in meeting APICS standards in enhancing growth, chapter development and value-added activities to better serve our members, community and end users.



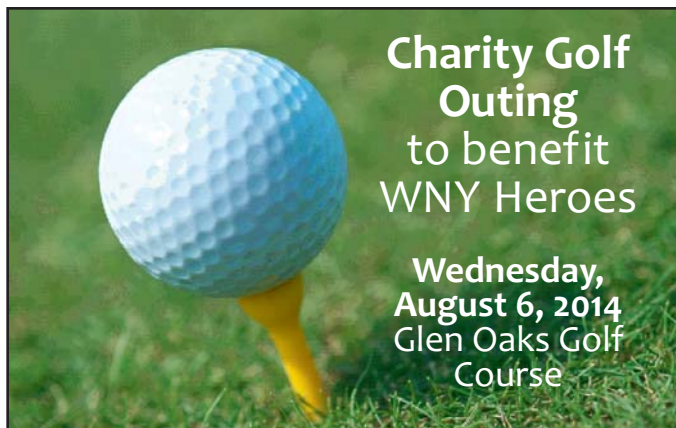
How are we judged? Each chapter is evaluated annually on the following categories: Customer Expectations & Marketing, Communications, Professional Development Events, Education, APICS Participation, Membership, Chapter Management and Financial Responsibility.

Is Platinum good? Yes, Platinum is great! This level is achieved by reaching & maintaining the highest possible point total for 5 years consecutively.

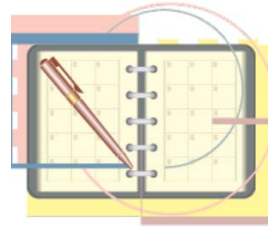
What it means to you as a member: You are getting value for your dues; the best when measured against criteria set for chapter performance.

I am proud to be a member of an award winning team which holds the "Platinum Level" Seal of Excellence! Kudos to our members, volunteers, and Board of Directors who contribute their time and talent to APICS.

Kimberly Frew, Marketing Chair



This newsletter is published monthly by the APICS Organization, Buffalo Chapter 21, whose membership totals approximately 200 professionals, educators and students in the Western New York area involved in the supply chain, operations and resource management. APICS is over 50 years old and provides its members opportunities to attain job skills and knowledge that will set them apart from others through seminars, workshops, conferences, exhibitions and meetings.



Calendar of APICS Events

Top Management Night
Thursday, April 24, 2014
Salvatore's Italian Gardens

Plant Tour
May 2014

**MARK YOUR CALENDARS
FOR THESE EVENTS**

Scholarship Available to APICS Buffalo Members & Family



This year APICS-Buffalo will be awarding \$500 in scholarships for eligible members and their families. Two scholarships valued at \$250 each will be awarded to qualified applicants enrolled in a Fall 2013 degree program.

- ◆ One scholarship worth \$250 is open to registered members enrolled in a full-time or part-time Undergraduate or Graduate degree program.
- ◆ One scholarship worth \$250 is open to a registered member's immediate family (spouse, daughter, son, step-son, step-daughter), enrolled in a full-time Undergraduate or Graduate degree program.

The APICS Buffalo Scholarship committee will select successful recipients solely on the basis of information provided with the application such as scholastic ability, community activities, career plans and essay. The committee will not have access to the names of the applicants.

Applications must be sent to arrive by mail or courier post-marked no later than May 15, 2014. Winners will be notified in writing on or before June 30, 2014.

Applications and additional important details regarding the program and eligibility can be found on the Chapter website at www.apics-buffalo.com

If you are experiencing any difficulty accessing the website, please call our office at (716) 648-0972.