

PLANT TOUR Wednesday, May 21, 2014



Tapecon is a contract manufacturing and services company currently focused on Medical, Medical Device, Industrial OEM/Electronics and Military/Aerospace markets. Products include: single-use medical diagnostics, printed electronics, custom converted functional parts & shields, product identification, and other printed markings. Tapecon's services platform includes: in-house industrial & electronics engineering, commercialization services, validation services, graphic design, prototypes, and supply chain maximization. Their mix of competencies drive value for their customers. Tapecon is ISO 9001:2008 & ISO 13485:2003 & FDA Registered, and cGMP Compliant.

Tapecon began in 1919 as the Davis Bulletin Company and continues as a fifth generation family-owned business. First- Albert Davis, Second- Harlow Davis Sr., Third- Harlow Davis Jr., Fourth - Alan and Keith Davis, Fifth - Steven Davis. Most recently in 2012, Tapecon consolidated their two facilities into one location in the Larkin District of Buffalo NY.

Tapecon practices lean manufacturing with methods that assist in increasing inventory turns. We also vertically integrate with our suppliers and customers to help provide the most beneficial method to bring their product to market. During the tour you will see many different approaches of controlling inventory and supply. We utilize just in time, consignment, FIFO, and Min Max systems. There are many solutions and practices used because we have both large volume and small batch short run operations present.

This tour will bring to life the many manufacturing methods that Tapecon has to offer to bring solutions to our customers needs. Thank you and I look forward to seeing you on the tour.

Plant Tour Information

Date:	Wednesday, May 21, 2014
Location:	Tapecon inc., 701 Seneca Street, Buffalo, NY 14210
Parking:	Visitor parking in Seneca St. lot. Lot entrance is across from the Larkin Center of Commerce main lobby doors. Let attendant know you are visiting Tapecon. You will receive a ticket which will be validated by Tapecon reception. Walk west on Seneca St. toward Larkin St. and enter at 315 Larkin St. entrance.
Time:	5:30 -6:00 pm....Registration 6:00-7:00 pm.....Plant Tour & Presentation 7:00 pm....Happy Hour at Marinaro's Larkin Tavern, 131 Van Rensselaer Street, Buffalo, NY 14210
Cost:	\$10.00 Members & Student..... \$15.00 Guests Cash Bar & Buffalo Style Snacks
Notes:	Please reserve by Monday, May 19.
Register:	Online at http://www.apics-buffalo.com or call APICS at PPM OffiCenter (716) 648-0972



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President's Message



Hello Members of the APICS Buffalo Chapter,

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. The nominating committee has done a terrific job with this year's ballot coming up with a fantastic slate of officers 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 – 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,

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

I would like to also extend a thank you to our very own Rick Haniszewski, who in spite of his own physical hurdles, he has never stopped supporting me with words of encouragement and motivation – It was a terrific honor to sit with him and Cam at Top Management Night – get well soon Rick!

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

- May 21, Wednesday.....Plant Tour at Tapecon
- August 6, Wednesday.....Golf Outing at Glen Oaks to benefit WNY Heroes
- September 24, Wednesday.....PDM with Carol Ptak
- September 29, 30, 10/14.....Certified Demand Driven Planner & Certification Exam (Carol Ptak)

Warm Regards,

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

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.

2014-2015 APICS-Buffalo Chapter Officer Nominations

President: Matt Bartels
Vice President: Jeff Ball
Secretary: Donna McGrew
Treasurer: Patrick Clancy



APICS Buffalo's booth at the SBA Small Business Matchmaker Expo at the Buffalo Niagara Convention Center on May 7th. Representing APICS and gathering leads are Mary Ann Gardner and Nancy Boyd Haley. Thank You to Tapecon for the great banner!

Welcome New Members!



Martha Switzer
Jeremy Fumia

- Donna McGrew, Membership Director

Program Evaluation

PDM - April 24, 2014 @ Salvatore's
Program: "Culture + Patience = Sustainable Success"
Speaker: Jason Wheeler, CPIM, CSCP; APICS BOD Chair

1=poor; 2=below avg; 3=avg; 4=above avg; 5=excellent

Response Average Results:

- 1) Speaker clear & easily understood: 4.38
- 2) The material content was clear & understandable: 4.28
- 3) The program topic was interesting & informative: 4.14
- 4) The questions/answers were direct & to the point: 3.71
- 5) The speaker was knowledgeable: 3.85
- 6) Food & facilities satisfactory: 100% yes
- 7) Do you like this format for APICS meetings?: 100% yes

75 % of those answering the evaluation were members.

Comments:

- ◆ Good meeting
- ◆ More to the point
- ◆ Need to use the mic
- ◆ More interactive
- ◆ Boring; too long
- ◆ Dragged on

THE UN-COMFORT ZONE with Robert Wilson

Time Given to Innovation is an Investment in Your Future



Ideas Seldom Occur Without This Critical Commitment

When I was studying Abnormal Psychology in college, I read a case study of an unusual mental illness. It was so fascinating, that I thought it would be the perfect vehicle for a novel. Thus my idea for a story was born, but it would be eight years before I felt that I had acquired the writing skill to turn it into a book. During those eight years, I thought of it many times, and allowed the idea to grow in my head. Then once I started writing, it took over two years to complete. My point is that an innovation, whether it is a song, electronic gadget, or a new way of doing business takes time.

It's rare that an idea drops fully formed into someone's head. Even when it seems that way there are countless hours of experience that paved the way for that idea to form. Most ideas begin with a problem that needs to be solved. Some problems are obvious and demand your immediate attention. You are forced to make the time to come up with a solution. Other times you have to seek out the problem.

Say, for example, that you need your company to make more money. Perhaps you require more money to expand, or maybe you simply must have more money to stay in business. These are certainly problems that demand a solution. However, they are not a specific enough.

Here's where you begin spending some time in creative thought. Start by asking why you are not making enough money. Don't bother blaming it on the economy, that isn't going to solve your problem. Focus your attention on areas where you have control.

Ask questions such as "Do we have enough customers?" If the answer is, "Yes," then your next question may be, "How can we get our customers to buy more?" That might lead to a product improvement, a new product development, or even a customer service idea.

If the answer is, "No," then your next question may be, "How can we get more customers?" That might lead you to a marketing or public relations solution.

Either way, you need to spend time thinking about all the factors involved. The more specifically you identify the problem, the more likely you are to solve it and come up with a winning idea.

Many people feel that time spent in creative contemplation is not time spent working. American journalist, Burton Rascoe, understood that when he said, "What no wife of a

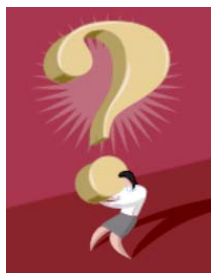
writer can ever understand is that a writer is working when he's staring out of the window." This is not just true for writers, it is true for anyone who is working on developing a new idea. Busy people are seldom innovators for the simple reason that they don't have time to think of new ideas.

Do you want everyone in your company working on the problem? Of course you do! Many great ideas emerge from the bottom of companies where the employees are working closer to the problem. If you want your employees to come up with great ideas for your business, then you need to create a Culture of Creativity. The first step in doing that is to give your staff time to innovate. They need time for research and the collection of data. They need time for thinking, dreaming and planning.

The way to motivate innovation is to give it time. Some companies like Google give their employees 20% of their work week for creativity; 3M gives theirs 15%. Even 10% is better than none, because the time you give your employees to innovate, is time you are investing in your company's future success.

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.

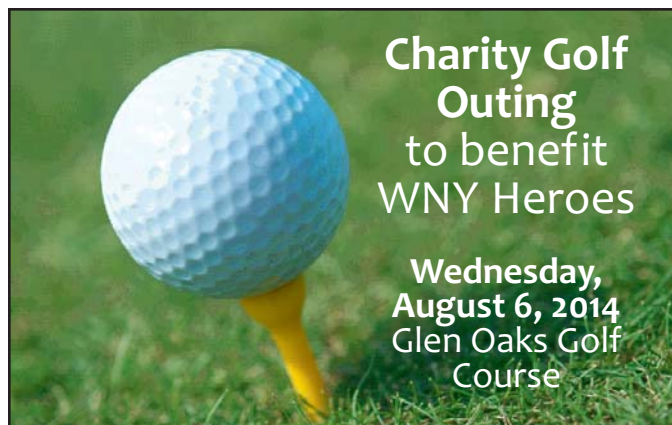
Did you know?



APICS IS 57 YEARS OLD!

The organization was founded in Cleveland in 1957 as the American Production and Inventory Control Society. The first certification APICS offered was in 1971, fourteen years after the first APICS chapter was formed.

- Kimberly Frew, Marketing Chair



2014 APICS Buffalo Award Winners Recognized at TMN



Member of the Year

Donna McGrew, CSCP

Ms McGrew is a new member of the APICS Board of Directors, and has been active in various activities and projects to help promote and strengthen the Buffalo Chapter.

Throughout the past year she has enthusiastically volunteered to take on any challenge or assignment from the Executive Board, and her dedication and follow through have been outstanding. For the coming year she has agreed to serve on the Board of Directors and has accepted the role of "Director of Membership". For her tireless efforts and many hours of dedicated service to APICS Buffalo Chapter, we wholeheartedly award the APICS Member of the Year Award to Ms. Donna McGrew.



Educator of the Year

Jeremy Ballaro, CSCP

Mr. Ballaro is currently serving on the APICS Board as "Director of Education". Throughout the past year, Mr. Ballaro has developed a number of innovative programs that have helped the Buffalo Chapter more effectively define and market our educational offerings. He has been an active and vocal member of our Board of Directors and has brought many new perspectives on how to better serve our membership. The APICS Board of Directors proudly awards Mr. Ballaro the 2014 Educator of the Year award.



Company of the Year

Lactalis American Group

While the Buffalo Chapter has been supported by many companies over this past year, the APICS Executive Board wanted to recognize Lactalis American Group's support of all the APICS Buffalo Education Programs. Lactalis American has committed itself to promoting on-going education and networking opportunities for its employees by having consistent attendance and strong participation in the APICS Education Programs (CPIM, CSCP, Lean, etc...) and also our Professional Development Meetings (PDMs). The APICS Board of Directors is proud to award the 2014 Company of the Year Award to Lactalis American Group!



(l-r) APICS President Joost Vles presents the Company of the Year Award to Lactalis team members: John Neureuter, Sr. Manager, Demand Planning; Sri Bandla, Quality Manager, Supply Chain; Jared Gould, Central Planner; and Joe Lewis, Sr. Manager, Production Planning.

Outstanding Service Award

Rick Haniszewski – CPIM, CSCP

This year a special award was created to recognize the many years of service and dedication of one of our own Buffalo Chapter Members. Mr. Rick Haniszewski has been an active APICS Buffalo member for many years, and has served as Chapter President and in many APICS Board positions over the course of his career. His sense of commitment and dedication to the Buffalo Chapter and his willingness to help others develop their careers, make this award long overdue. The Buffalo APICS Board of Directors proudly awards Mr. Rick Haniszewski this special Outstanding Service Award and will take this opportunity to say "Thank you, Rick" for your encouragement, motivation, friendship and dedication to APICS Buffalo Chapter and its members!



- Jeffrey Ball
Director - Chapter Development

STUDENT CHAPTER REPORTS



APICS Buffalo Education



Class Schedule:

Program: CPIM Detailed Scheduling
Starting Date: Monday, September 8 (10 weeks)
Location: Saint-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).

Business First Manufacturing Awards 2014

Watch for APICS in the May 16 edition of Business First. APICS-Buffalo has an ad in the Manufacturing Awards insert congratulating the 2014 winners. Additionally, members of the APICS BOD will attend the May 13 breakfast program at Salvatore's as a table sponsor. Participation is in alignment with our goal to reach new members and market APICS via new venues to those industries who are a major economic force in WNY.

Manufacturing Awards recognize achievement among businesses in the Buffalo Niagara Region, nominated within prescribed criteria for their industry. The categories include: Operational Excellence; Innovation; Family-Run Manufacturing; and more. In total 21 businesses will be highlighted. APICS congratulates our member companies who are winners of an award!

- Kimberly Frew, Marketing Chair

Canisius College Chapter

During April, the Canisius College APICS chapter toured Cobham, attended Top Management Night, and held our annual end-of-the year dinner at Dave & Busters. The membership is growing as the group expands to include graduate students. Next year's group will be led by Christine Dombrowski, President Undergraduates and Brandon Wagstaff, President Graduates.

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

University at Buffalo

UB SCOM club is currently working on selecting the new E-board members, since all of the current E-board will graduate soon. The interview process took more than 2 weeks, since we got so many applicants. The final decision will be made by later this month after a group discussion.

Recently, we organized a small group of members to visit Aurubis Buffalo, Inc. We were divided into three groups, touring the production line, which was impressive to all of us. It was the first time for most of the participants to see such a complex plant from raw material to various finished products and many different production lines. Afterwards, Jeff Ball also gave us a presentation about the history and business development of Aurubis from Switzerland to Buffalo. Thanks to Mike, Dan and Jeff to give us the wonderful learning opportunity.



Several club members also attended the APICS Top Management Night. The event was very enjoyable. The registration and cash bar period was a right fit for us to meet and talk with other APICS members. I was amazed when I witnessed so many APICS members staying with the group for more than 10, 20 or 30 years. Especially, William Helfrich got his membership recognition of 45 years. Finally, Jason Wheeler also gave us an extremely interactive presentation to end the learning for this event. On behalf of the UB SCOM, I would also like to extend my appreciation to all the members to make this event successful. Additionally, thanks to Peter Mayer from Zodiac who sponsored our tickets.

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

Supply Chain Council to Merge with APICS



Combination Creates Global Leader in Supply Chain Research, Education and Certification Programs

CHICAGO, April 30, 2014 – APICS and Supply Chain Council announced today that the boards of directors of both organizations have approved an agreement under which Supply Chain Council (SCC) will merge with APICS upon ratification by SCC member vote.

The merger unites two industry leaders with complementary offerings to create the premier global provider of supply chain research, education and certification programs. Together, SCC and APICS offer a single-source solution for individuals and corporations looking to evaluate and improve supply chain performance.

Following the close of the transaction, APICS intends to integrate Supply Chain Council with its existing operations. Abe Eshkenazi will remain the chief executive officer of APICS with Joseph Francis, executive director of Supply Chain Council, serving as executive director of the APICS Foundation. Through the end of the year, there will be an expanded, transitional Board of Directors with board members from each organization's Board.

"This agreement reflects our ongoing efforts to ensure that SCC's and APICS's content and capabilities remain at the forefront of our industry, providing our members, customers and the supply chain community at large the most up-to-date, relevant and complete body of knowledge in supply chain and operations management," said Jason Wheeler, chair of the APICS board of directors.

"It's a brilliant combination that will give us a broader portfolio of products and services to address two of the most important topics in the global economy today — elevating supply chain performance and developing supply chain talent," said Eshkenazi. "APICS and SCC both focus on providing programs that advance supply chain excellence, innovation and resilience. Together we are a powerhouse poised to quickly realize the benefits of this combination, and offer greater value to our members, volunteers, partners, customers and employees."

"We are excited to join forces with APICS because it makes sense for our members and customers," commented John Sells, chair of the Supply Chain Council board. "This combination makes it easier for individuals to advance their professional knowledge and for companies to strategically and systematically improve supply chain performance, which improves business performance and ultimately customer satisfaction."

Strategic Rationale of the Combination

Both APICS and SCC believe that this combination creates a global leader in supply chain solutions, poised to benefit members, customers, partners and employees in several ways. Specifically, the merger:

- **Creates the industry-leading portfolio of brands.** The com-

bination unites entities ranked #1 (APICS) and #2 (SCC) recently by SCM World, each holding the most respected brands in the markets they serve. The SCC SCOR® model and SCOR Professional (SCOR-P) brands will be leveraged along with APICS's Certified in Production and Inventory Management (CPIM) and Certified Supply Chain Professional (CSCP) designation brands.

- **Ensures investment, improvement, innovation and continued relevancy of training, standards, certifications and intellectual capital.** The combination offers greater resources and access to an expanded network of subject matter experts and volunteers committed to maintaining the organization's reputation as the source of industry standards, benchmarks and thought leadership.
- **Strengthens global competitive position.** The unified entity offers greater resources and creates more opportunities to distinctively serve members, customers, corporations and partners in over 100 countries around the world.
- **Builds strong platform for growth.** The combined product portfolio offers significant cross-sell and global expansion opportunities including the marketing of SCC's highly-respected training programs based on the SCOR model to APICS's clients, as well as the marketing of APICS's industry-leading courseware and designations to SCC's clients.
- **Captures significant operational efficiencies.** The combination is expected to identify operational efficiencies and greater economies of scale primarily in back-office and support areas and through the sharing of technology platforms.

About Supply Chain Council

Supply Chain Council (www.supply-chain.org) is a global non-profit management organization that helps members make dramatic and rapid improvements in supply chain processes. SCC maintains the Supply Chain Operations Reference-model (SCOR®), the supply chain management community's most widely accepted framework for evaluating and comparing supply chain activities and performance.

About APICS

APICS is the leading professional association for supply chain and operations management and the premier provider of research, education and certification programs that elevate supply chain excellence, innovation and resilience. APICS Certified in Production and Inventory Management (CPIM) and APICS Certified Supply Chain Professional (CSCP) designations set the industry standard. With over 37,000 members and more than 250 international partners, APICS is transforming the way people do business, drive growth and reach global customers. For more information, visit <http://apics.org>, join the APICS LinkedIn group at apics.org/linkedin, and follow APICS on Twitter at <http://twitter.com/APICS>.

About APICS Foundation

APICS Foundation advances supply chain and operations management and innovation through research, publications, education and talent development. Organizations and academic programs gain access to the information they need to contribute to the success of supply chains and meet enterprise goals through the foundation's exceptional network and resources. For more information, visit apicsfoundation.org.