

Join your fellow APICS members for our annual

## Holiday Networking Party

**Wednesday,  
December 16, 2015**



Our December PDM is focused on professional networking and getting to know our fellow members better. Join us for a relaxing and fun evening with some good food and good friends. Learn about each other and learn more about APICS. Why not invite a co-worker or potential member to introduce them to APICS?

### Event Details

|                  |  |
|------------------|--|
| <b>Date:</b>     | <b>Wednesday, December 16, 2015</b>  |
| <b>Location:</b> | <b>Salvatore's Italian Gardens, 6461 Transit Road, Depew, NY 14043</b>   |
| <b>Time:</b>     | 5:30 -6:00 pm....Registration Opens<br>6:00-8:00 pm.....Networking, Cash Bar, Light Meal<br><b>Musical Entertainment:</b> Scott Nicastro and The Parkside Avenue Brass |
| <b>Cost:</b>     | \$20.00 Members & Guests   |
| <b>Notes:</b>    | Reservations requested by Friday, December 11th but will be accepted later.  |
| <b>Register:</b> | Online at <a href="http://www.apics-buffalo.org">www.apics-buffalo.org</a> or call APICS at PPM OffiCenter (716) 648-0972  |

## APICS-Buffalo's Board of Directors 2015-2016

### PRESIDENT:

Matt Bartels, CPIM  
Rich Products Corp.  
1 Robert Rich Way  
Buffalo, NY 14213  
(716) 878-8963  
[mbartels@rich.com](mailto:mbartels@rich.com)

### VICE PRESIDENT:

Al Testa  
Rich Products Corp.  
1 Robert Rich Way  
Buffalo, NY 14213  
(716) 878-8498  
[atesta@rich.com](mailto:atesta@rich.com)

### TREASURER:

Darren Jurewicz  
Freed Maxick CPAs, P.C.  
424 Main St., Suite 800  
Buffalo, NY 14202  
(716) 332-2722  
[darren.jurewicz@freedmaxick.com](mailto:darren.jurewicz@freedmaxick.com)

### SECRETARY:

Donna McGrew  
1795D Como Park Blvd.  
Lancaster, NY 14086  
(716) 685-1146  
[mcgrew4758@roadrunner.com](mailto:mcgrew4758@roadrunner.com)

### PROGRAM DIRECTOR :

Kimberly Frew, CSCP, CPSM  
Cobham Mission Systems  
10 Cobham Drive  
Orchard Park, NY 14127  
(716) 667-6429  
[kimberly.frew@cobham.com](mailto:kimberly.frew@cobham.com)

### MEMBERSHIP DIRECTOR/COMPANY COORDINATORS:

Michael Gebera  
Tapecon Inc.  
701 Seneca St.  
Buffalo, NY 14210  
(716) 432-0686  
[michaelg@tapecon.com](mailto:michaelg@tapecon.com)

### WEBSITE DIRECTOR:

John Neureuter, CPIM, CIRM  
Lactalis American Group  
2376 South Park Ave.  
Buffalo, NY 14220  
(716) 823-6262, ext. 1274  
[john.neureuter@roadrunner.com](mailto:john.neureuter@roadrunner.com)

### STUDENT CHAPTER DIRECTOR:

Melissa Ruggiero  
SUNY at Buffalo  
308 Alfiero Center  
Buffalo, NY 14260  
(716) 645-3232  
[mrugg@buffalo.edu](mailto:mrugg@buffalo.edu)

### EDUCATION DIRECTOR:

Jeremy Ballaro, CSCP  
Buffalo Games, Inc.  
220 James E. Casey Dr.  
Buffalo, NY 14206  
(716) 464-5263  
[jbballaro@buffalogames.com](mailto:jbballaro@buffalogames.com)

### PLACEMENT DIRECTOR:

Mike Draper, CPIM  
3M Company  
305 Sawyer Ave.  
Tonawanda, NY 14150  
(716) 740-1208  
[mldraper1@mmm.com](mailto:mldraper1@mmm.com)

### DIRECTOR OF BUSINESS DEVELOP.:

Jeffrey Ball, CSCP, CPIM  
Aurubis Buffalo, Inc.  
PO Box 981  
Buffalo, NY 14240  
(716) 912-7801  
[j.ball@aurubis.com](mailto:j.ball@aurubis.com)

### SPECIAL PROJECTS/BYLAWS:

John Blest  
Daemen College  
4380 Main St.  
Amherst, NY 14226  
(716) 545-1008  
[jblest@daemen.edu](mailto:jblest@daemen.edu)

### SPECIAL PROJECTS/PROGRAMS :

Bill Helfrich  
80 Southwick Dr.  
Orchard Park, NY 14127  
(716) 662-7927  
[bh7831@aol.com](mailto:bh7831@aol.com)

### MARKETING/SOCIAL MEDIA:

Christine DelPrince  
New Era Cap  
160 Delaware Avenue  
Buffalo, NY 14202  
(716) 604-9000  
[christine.delprince@neweracap.com](mailto:christine.delprince@neweracap.com)

### MARKETING/SOCIAL MEDIA:

Vilona Trachtenberg  
Rich Products Corp.  
1 Robert Rich Way  
Buffalo, NY 14213  
(716) 878-8201  
[vtrachtenberg@rich.com](mailto:vtrachtenberg@rich.com)

### DIRECTOR AT LARGE:

David Boyce  
Boyce Industries  
986 Ransom Rd.  
Grand Island, NY 14072  
(716) 200-2528  
[davboyce@gmail.com](mailto:davboyce@gmail.com)

### ASSOCIATES:

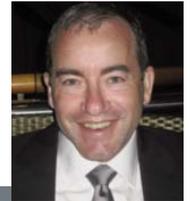
#### NORTHEAST DISTRICT MANAGER :

Joost Vles, CPIM, CSCP  
Moog, Inc.  
Seneca & Jamison Rds.  
E. Aurora, NY 14052  
(716) 870-1000  
[joost.vles.apics@gmail.com](mailto:joost.vles.apics@gmail.com)

#### ADMINISTRATOR:

Nancy Boyd Haley  
PPM Business Services  
PO Box 888  
Hamburg, NY 14075-0888  
(716) 648-0972  
[ppmb@roadrunner.com](mailto:ppmb@roadrunner.com)

# President's Message



I can't believe 2015 is almost over! The year is flying by and every year goes by faster and faster. Thanksgiving snuck up on us and now it's time to get ready for the big guy in the red suit. Hopefully, everyone had a happy, healthy and safe Thanksgiving! I try to use the holidays as a time for some reflection and things to be thankful for. Enjoying time off with my family and friends certainly tops that list.

November was another great month, headlined by our joint PDM with our friends from ISM. The speaker, Joe Rice, C.P.M. representing Benedict Negotiating Seminars, Inc. spoke on the topic of "How to stop back door selling." Easily our largest turnout of the year with over 85 people in attendance and for those who attended, it was easy to see why. Joe's presentation was not only engaging but also very relevant. If you were unable to attend, you can still check out Joe's information on our website.

December's event is our Holiday networking event and promises to be a great time! While we are still finalizing a few of the details, additional information is available on the website and will be updated as it is ready. We would love the opportunity to network and share some Holiday cheer with everyone.

As we move into 2016, you are probably beginning to see a trend emerge. We are spending a good deal of energy and attention on updating and improving our digital footprint and virtual presence. Doing this takes time and most importantly feedback. Please continue to leverage our new tools (Website (<http://apics-buffalo.org/>), Twitter and Facebook) and let us know what's working and what else you would like to see. This isn't your father's APICS and as we move forward, let's do that together. Like us, share us and post on our Facebook site for a chance to win a Kindle Fire HD!!!!

As always we are looking for volunteers to help the chapter. The support has been incredible but we can always use more. Anything from sitting on the board, helping to arrange events to writing a letter for the newsletter helps. If you have any interest in helping out, please reach out to anyone on the BOD.

In closing, with the Holidays fast approaching many companies and organizations have gift giving trees that help out those less fortunate. Buffalo is known as the city of good neighbors and we have earned that title. Typically the costs of the gifts are less than going out for lunch but mean a great deal more. In some cases, this may be the only thing these families receive this holiday season. Please consider opportunities like these trees and the numerous other great charities that are available that can use our support. It might just make someone's holiday a little brighter.

Yours in APICS,

Matt Bartels, CPIM  
President  
APICS-Buffalo Chapter

## THE UN-COMFORT ZONE

with Robert Wilson

### Innovation is About Mind Set and Lifestyle

Being an innovator means having an open mind to new experiences.



A few years ago a friend of mine returned from visiting her family in Greece. Knowing that I loved to try new wines, she brought me a bottle that she said was her parents' favorite. She told me it was called Retsina.

It was a white wine, and I was anxious to try it. So after letting it chill, I opened it and gave it a sniff. It had a pleasant aroma of crushed pine needles. I then poured small amount in a glass, swirled it, sniffed again, and took a generous quaff. My taste buds reacted violently. It was horrible. I rushed to the sink and spit it out.

My first thought was the wine had gone bad. But as I thought more about it, I realized it did not taste like vinegar which would indicate that it had spoiled. Instead it tasted like paint remover.

The label was in Greek, so I couldn't read it. I called a friend who is a wine expert and said, "I've been given a bottle of retsina wine from Greece." He immediately replied, "Tastes like turpentine, doesn't it?" "Yes," I said, "has it gone bad?" He laughed, "No, it's supposed to taste that way; it's flavored with pine pitch."

My next inclination was to dump the whole thing down the kitchen sink, but I hesitated. I recalled my friend saying that it was her parents' favorite. That meant it couldn't be all bad. I then remembered how often I tell people that in order to think like an innovator, you have to be open minded to new things.

Thinking that I should practice what I preach; I decided to give the wine another shot. And, that is exactly what I did. I drank it one shot at time. Every few days, I would drink a very small glass. That bottle lasted nearly a month. By the time I reached the end of the bottle, it no longer tasted repulsive - it was merely unique. Now whenever I eat in a Greek restaurant, I'll order a glass of retsina wine. I've got to say, it tastes much better with food.

Thinking like an innovator means exposing yourself to unusual things, new experiences, and different points of view. It's a lifestyle that sets the stage for creative thinking. New concepts generally come from synthesizing two or more existing ideas. The more diverse your knowledge, the more concepts you have to combine into something new.

The Greek idea of adding pine resin to wine, according to my friend the wine expert, was the result of some creative thinking under duress. When the Romans invaded Greece in 146 BC, they looted all the valuables including wine. Prior to the invention of oak wine barrels, the Greeks would store and preserve their wine in crockery sealed with pine pitch which inevitably flavored it. At the time of the invasion, most Greeks had upgraded to using barrels, although some still stored it the old-fashioned way. No surprise to me, the Romans didn't care for the wine sealed with pine resin, so they didn't take it. In order to keep the Romans from plundering any more wine, the Greeks started adding it to all their wines. Over the years the Greeks came to love the unique flavor of retsina wine, so they have continued the practice of adding pine resin to some of their wines into modern times.

When you experience new things, you generate new information and data that you store in your brain. Each new experience literally opens new neural pathways - electrical connections - between the brain cells. In order to think creatively, you need a variety of knowledge to draw from.

The more comfortable you become with exposure to new things, the more unique combinations will automatically occur to you as you go through life. Seeing new ways of doing things is a mind set you'll develop as you live the innovator's lifestyle. Try something new today, perhaps a glass of turpentine wine - oops, I mean retsina.

*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 inspirational book: Wisdom in the Weirdest Places. For more information on Robert, please visit [www.jumpstartyourmeeting.com](http://www.jumpstartyourmeeting.com).*



## Holiday Networking Party Seeks Product Donations

Santa will be assembling favors for all who attend our annual APICS Holiday Networking Party on December 16th at Salvatore's. Please let us know if your organization is able to contribute a donation of products that may be used as prizes.

Your Holiday Party Committee consists of myself, Donna McGrew and Richard Wasiura. Knowing your response in advance of the event will be helpful, so please reach out to me at [Kimberly.frew@cobham.com](mailto:Kimberly.frew@cobham.com) if you can make a donation.

On behalf of the Holiday Party Committee, Thank you!

Submitted by Kimberly Frew, Programs



### Program Evaluation

**PDM - November 18, 2015 at Salvatore's**  
**Program: "How to Stop Back Door Selling"**  
**Speaker: Joe Rice, Benedict Negotiating Seminars**

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

#### Response Average Results:

- 1) Speaker clear & easily understood: 4.8
- 2) The material content was clear & understandable: 4.8
- 3) The program topic was interesting & informative: 4.6
- 4) The questions/answers were direct & to the point: 4.7
- 5) The speaker was knowledgeable: 4.8
- 6) Food & facilities satisfactory: 100% yes; 0% no

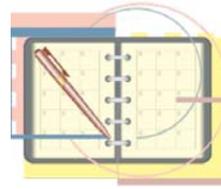
#### Comments:

- ♦ Video integration was novel and different.
- ♦ Great meeting!
- ♦ Very interesting topic and presentation.
- ♦ Very good topic even for APICS people.



**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.

# STUDENT CHAPTER REPORTS



## Professional Dinner Meeting Highlights!

Please mark your calendar in advance...you'll want to attend!

### University at Buffalo

"While the semester may be drawing to a close, UB's Supply Chain Club is not slowing down. The team is busy planning for Spring semester's numerous events. Most notably, the club will be hosting its second annual Case Competition. We were delighted to have so many guest judges from APICS last year and are hoping for similar generosity this year. Otherwise, if you feel you have an interesting topic to present to UB students, please reach out to the club at [buffalocom@gmail.com](mailto:buffalocom@gmail.com). Enjoy your Holidays!

Pat Talbot, President, UB SCOM Club  
UB MBA Candidate, 2016

### Canisius College Chapter

With the semester wrapping up, we are looking towards the spring and planning out numerous events. We have one event left in the semester in which students will be presenting knowledge that they have gained from internships. We are looking forward to a successful spring.

Mike Moeller, President  
APICS Canisius College Chapter

**December 16** – What a great way to celebrate the holidays! This year our Annual Holiday Party entertainment will feature The Parkside Avenue Brass and Santa will be soliciting help from member companies who wish to contribute to the gift exchange!

**January 20** – We will welcome 2016 with a Plant Tour of Graphic Controls, 400 Exchange St, Buffalo. Details are in development stage regarding logistics for the tour ...stay tuned! Thank you in advance to Graphic Controls for hosting APICS!

**February 17** – Jack Cook, PH.D, who presented at APICS International Conference, and is recognized within the Northeast District as an educator/trainer and presenter, will be speaking at this joint meeting with ISM. Jack's programs always prove to be entertaining and educational!

Submitted by Kimberly Frew, Programs

### APICS would like to thank the 2015-2016 APICS Student Mentors:

Donna Becker, Rich Products  
Christine DelPrince, New Era Cap  
Richard Stauffer, Sherex Fastening  
Al Testa, Rich Products

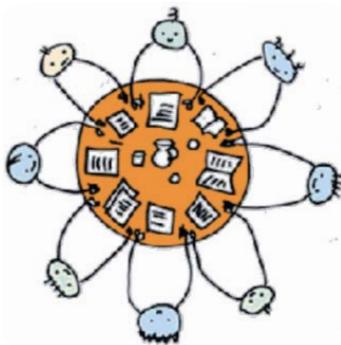


## Welcome New Members!

Andrew Scarcello – IIMAK  
David Moskal – Unifrax  
Erick Reinheimer – C.H. Robinson  
Jennifer Harrington – Dupont  
Juliane Bush – Cobham Mission Systems  
Sergio Fernandes - Unifrax

- Donna McGrew, Secretary

### Student Career Roundtable February 11



Join the supply chain students for an evening of career discussions at the APICS Student Career Roundtable Thursday, February 11, 2016 at the Canisius College Student Center.

Interested in sharing your experience and having some pizza? Contact Melissa Ruggiero, [mrugg@buffalo.edu](mailto:mrugg@buffalo.edu).



like us on  
**facebook.** 



For updates on PDM meetings, educational offerings, and networking opportunities.