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President's Message



Greetings Buffalo Chapter and welcome to Fall! While the weather is starting to get colder, what a great September and a great closeout to summer! With all that Buffalo has to offer, hopefully everyone has begun to enjoy some of the fall activities.... I know I have.

September was another busy month for the Buffalo Chapter. We conducted our second Board meeting of the year, attended an International District meeting, and held the year's first Professional Development meeting (PDM). Coming out of those, I would like to focus on the District meeting and the PDM.

Northeast District Meeting- Ottawa (September 18-19)

Al Testa, Joost Vles, Jeff Ball and I had the pleasure of attending the Northeast Districts joint meeting with the Canadian District in Ottawa. Our friends to the North were excellent hosts and the city of Ottawa is as beautiful as I have ever seen with more history than we could possibly take in on one trip.

The conference showcased a blend of speakers from the APICS community as well as APICS corporate. A lot of exciting topics highlighted by discussions on social media and our corporate office's commitment to providing our chapter with the tools needed to be successful were at the top of the list. We may have even come away with a few speakers for future PDMs....stay tuned!

September PDM- Salvatore's (September 23)

Our first speaker of the year, Jack Gips presented on Sales and Operations planning (S&OP) and certainly did not disappoint. Jack was able to provide perspective through years of experience and give everyone an excellent overview of what S&OP can be, and how companies continue to refine their S&OP process.

October PDM- Salvatore's (October 14) - Book now!!!!

October will feature another longtime friend of the Buffalo Chapter as Gary Pezzutti will present "An Attitude Shift that Ensures Success." In addition, Gary will also be presenting this at the International conference. Further details can be found in this newsletter and on our website.

Speaking of the website, if you haven't had a chance, take a look <http://apics-buffalo.org/>. We continue to optimize and tweak so any feedback is greatly appreciated.

As always we are looking for volunteers to support the chapter. If you have any interest in helping out this year please reach out to anyone on the BOD.

My final thought is around PDM's and plant tours. This year has come together nicely with a very strong program for the Chapter. That said, it is never too early to start planning for next year. If there is a topic you would like to hear or a plant/facility you would like to tour let us know.

Yours in APICS,

Matt Bartels, CPIM
 President, APICS Buffalo Chapter

THE UN-COMFORT ZONE with Robert Wilson

Leaders AIM

Here are the characteristics of leaders whom people will follow.



Years ago while in a traveling sales job that I hated, I stopped at a gas station and used the restroom. Someone, annoyed by the wet floors, had scrawled above the urinal: "We aim to please. You aim too, please."

It was a classic bit of latrinalia that I'd seen a dozen times before. Written beneath that in a different hand was another bit of graffiti: "We rarely hit where we do not aim."

Initially I thought it was simply a variation on a theme, but as I continued my journey the words stuck with me. Somewhere down the road the full impact of its meaning hit me. I realized that I was never going to hit my goal of becoming a successful writer if I stayed in my current job. My aim was about 180 degrees off target. I decided to quit my job and start writing again. It was the first of many course corrections that bit of wisdom helped me make over the years.

Eventually I learned that it was a quote from Henry David Thoreau. His words are also a good reminder for people in leadership roles. Leaders aim. They aim for solid goals that others can rally around. Whether they are in business, non-profit, or politics, leaders have AIM.

AIM is my acronym or mnemonic for the three characteristics of good leaders: **Authenticity, Innovation, and Motivation.**

A leader that people will want to follow is authentic. It has been said that "Leadership is the art of getting someone else to want to do what you want done." That isn't a problem for authentic leaders for they have a mission. A clear mission that they care about, perhaps are even passionate about. A mission that benefits all who are involved. The authentic leader is able to elucidate, to everyone's understanding, what the goal is and how to reach it.

Napoleon Bonaparte stated, "A leader is a dealer in hope." But, hope is vague, an authentic leader will have a specific vision and goal around which people will gather and follow direction. Theodore M. Hesburgh, President Emeritus of the University of Notre Dame, may have said it best, "The very essence of leadership is that you have to have vision. You can't blow an uncertain trumpet."

Authentic leaders do not seek that role for the power or the perquisites of the position. They earn their authority with charisma, management skills, and sharing the means for achieving the goal. As John Quincy Adams said, "If your actions inspire others to dream more, learn more, do more and become more, you are a leader." Authentic leaders believe in themselves and that the goal is attainable. People can sense authenticity and willingly follow the leader who has it.

A good leader is also an innovator. The innovative leader is able to overcome obstacles and solve problems as they arise. Innovative leaders are open minded to new avenues of reaching their goals. They don't believe there is only one right answer.

An innovative leader is willing to take risks, bend or break the rules as necessary. In the lexicon of the day - they think outside the box. The innovative leader is not afraid of failure, and creates a culture that encourages others to come up with new ideas for reaching the goal. As General George Patton once said, "Never tell people how to do things. Tell them what to do and they will surprise you with their ingenuity."

When things aren't going well, the innovative leader is willing to view the issue from a different perspective, and seek out alternate paths for achieving the goal. They revise their plans as their knowledge and experience grows. They recognize opportunities that may deviate from the plan, but still make progress toward the goal.

Finally a good leader is a motivator. He motivates himself and then others. He leads by example - his enthusiasm is infectious. Mahatma Gandhi understood this when he said, "We must become the change we want to see."

The motivational leader has empathy for the individual members of the group and cares about their personal needs and desires. This leader learns what his people are interested in or passionate about and ties those to the group goals. Motivational leaders do not use fear to motivate - even though they know it is a powerful motivator - instead they encourage by being generous with praise. They publicly acknowledge and reward achievement; and never take credit that is not their own.

This leader is cool under pressure and sets reasonable deadlines for his followers to meet. Motivational leaders stay focused on the goal; create a plan to acquire it; and work the plan persistently with adequate time, attention and energy. Motivational leaders visualize the goal coming to fruition; and share that vision with their people.

Motivational leaders create a pleasant environment and fun atmosphere to work in. They encourage learning because they know that knowledge is power and the more you know the more persuasive you can be. Finally the motivational leaders are willing to share their expertise without fearing that someone will use that knowledge to take their job.

Leaders AIM to please. You AIM too, please.

*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.*



Program Evaluation

**PDM - September 23, 2015 at Salvatore's
Program: "S&OP Planning: Reaping the Benefits"
Speaker: Jack Gips**

1=poor; 2=below avg; 3=avg; 4=above avg; 5=excellent
Response Average Results:

- 1) Speaker clear & easily understood: 4.68
- 2) The material content was clear & understandable: 4.68
- 3) The program topic was interesting & informative: 4.48
- 4) The questions/answers were direct & to the point: 4.44
- 5) The speaker was knowledgeable: 4.80
- 6) Food & facilities satisfactory: 100% yes
- 7) Do you like this format for APICS meetings? 100% yes

48 % of those answering the evaluation were members.

Comments:

- ♦ Good presentation.
- ♦ Good summary of material, especially for people who haven't heard about S&OP before.
- ♦ Enjoyed the topic/speaker today.
- ♦ Awesome chicken parm.
- ♦ Keeping on schedule would help us keep our schedule.
- ♦ Wine was way too expensive for banquet event pricing.

Develop Your Own Leadership Potential Become an APICS Mentor



- Q:** How can I expand my leadership skills?
Q: How can I move forward in my career?
Q: How can I help my organization preview up-and-coming talent from WNY colleges?

A: Become an APICS Student Mentor

As a professional in our field you have a great deal to offer. By mentoring a Student Chapter member from Canisius or UB, you have an opportunity to build your own leadership and communication skills, which makes you a prime candidate for promotions and new job opportunities. Not to mention the personal gratification you gain from guiding an emerging professional through the beginning of their career.

Your company also benefits from allowing you to mentor a student; mentoring creates a positive professional climate and promotes an understanding of professional responsibilities and expectations on behalf of future job candidates. ***Plus, members whose student mentee has attended at least one professional development seminar during the year will benefit by receiving a discounted rate for Top Management Night.

Mentors' responsibilities include:

- Offer a shadowing experience or a tour of the facility where the mentor is employed
- Encourage the student to attend all professional development meetings where the mentor can provide some insight and introduce the student to other professionals
- Additional career-focused meetings between the student and mentor are always encouraged, (i.e. resume reviews, career planning meetings, etc.) especially if the mentor can arrange meetings with other staff in his/her company and a potential interview with human resources for an internship or full time opportunity

Students' responsibilities include:

- Contact the mentor by phone or email to establish an initial meeting during which the student will conduct an informational interview and the mentor will discuss his or her professional experience
- Keep in contact with the mentor occasionally with relevant academic questions or to update him/her on internship or full time job search status

- Be appropriate and professional in all correspondence
- Have the ability to travel to the mentor's location

Matches are made only as mentors are available and are on a first-come, first served basis. If necessary, mentors who are willing will be matched with more than one student mentee.

Sign up to be a APICS Student Mentor today by emailing

Melissa Ruggiero at mrugg@buffalo.edu

Subject: APICS Mentor

With your name, title, all contact info

Melissa will be in touch soon to address any questions and students will be assigned once the students become national APICS members in the fall semester.

STUDENT CHAPTER REPORTS



Canisius College Chapter

We are having our first full body meeting on Thursday, October 1. We are in the middle of scheduling a speaker to join us and talk to us about the transition from school to beginning a career in supply chain management. We are looking to have this event take place October 22.

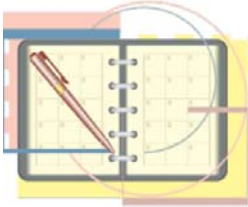
Submitted by: Mike Moeller
APICS Canisius College Chapter, President
Sigma Phi Epsilon New York Lambda Chapter, Chaplain

University at Buffalo

UB's SCOM Club is instilled with new blood and is looking forward to a great year with lots of learning and networking opportunities for our members. This is thanks to the Executive Board's marketing strategies and the forthcoming Speaker Series. We are trying to make the most of the club experience for our members through plant tours, speaker sessions, case competitions and creating meaningful connections with professionals with the help of APICS. We are pleased to have Mr. Jeff Ball join us on Wednesday, Sept. 30 for our next speaker. As always, we strive to bring the best experience to our members and we appreciate your ideas and feedback.

Submitted by: Rohit Sallagundla
MBA 2016

NOTE: UB is happy to host all APICS students from UB and Canisius on Wednesday, October 14 as national speaker, Gary Pezzuti presents an introduction to the advantages of APICS to our students before the evening PDM. Gary will also discuss the numerous career paths as well as the internships, scholarships, and sponsorships to international conferences. Also, a full session of Q&A will take place.



Professional Dinner Meeting Highlights!

Please mark your calendar in advance as you will want to be sure and attend the fall PDM's!

October 14 – Gary Pezzuti, a career placement professional and friend to APICS will present “An Attitude Shift that Ensures Success”. Gary, who was accepted to speak at the International Conference, will be sharing his presentation with our chapter and will spend time with our university student members at an event he coordinated with Melissa Ruggiero.

November 18- Joe Rice, representing Benedict Negotiating Seminars will speak at our joint meeting with ISM. Benedict Negotiations is globally recognized for training to those outside the supply chain who impact negotiations, come learn how by attending his presentation on “Back Door Selling”!

December 16 – What a great way to celebrate together! The Annual Holiday Party entertainment will feature The Parkside Avenue Brass!

January – Speaker arrangements are in the works...stay tuned!

February 17 – Jack Cook, PH.D, will speak at our joint meeting with ISM. Also accepted to speak at the International Conference, and a previous trainer for our chapter, as well as a past TMN presenter, Jack’s time with us always proves educational!

Submitted by Kimberly Frew, Programs

Plant Tour Hosts Still Needed

We are completing our schedule for Plant tours in the 2015-2016 Program. It is our desire to give priority to organizations in WNY who are APICS members.



Hosting a tour is a win-win: If you wish to showcase your employer to the Chapter membership via a Plant Tour please contact us in October! We will plan a tentative date and guide you through the preliminary planning steps. We look forward to hearing from you! ATesta@rich.com
Kimberly.frew@zodiacaerospace.com.

Submitted by Kimberly Frew, Programs



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.



Wednesday, October 21, 2015

9:30 am - 4:30 pm

New Location; Much Larger Show

The Fairgrounds Event Center
5820 South Park Ave., Hamburg, NY 14075

Invite your MRO & Facilities Teams

Regional showcase of products and services for the maintenance, repair, operation and management of ALL TYPES FACILITIES... commercial, industrial, municipal, institutional, and income properties.

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Free seminars (see schedule online)
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APICS Buffalo Chapter

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