

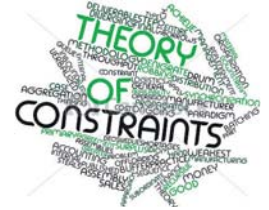
Games People Play

Professional Development Meeting Wednesday, March 16, 2016

Search any list of Most Influential, Most Read, Best Selling, etc., business management books of all time and you will find The Goal somewhere near the top of the list.

The Goal introduced the world to the Theory of Constraints (TOC). TOC has since grown into mainstream use in many operational disciplines because of the strength of its core which is:

- All systems are governed by a few controlling constraints – Inherent Simplicity
- Focusing on flow and throughput accelerates process improvement – speed of improvement
- People want to do well and improve



Rocco will provide a brief overview of what TOC is and how it is used in operations, finance, project environments, supply chains, marketing, and strategy and conflict resolution.

After the TOC overview Rocco will engage the audience in some simple games that demonstrate how we waste capacity on any given day. TOC recognizes variability and more importantly resource dependency conflicts exist every day. They can never be profitably fully eliminated, but they can be managed. The games will expose the waste in multi-tasking, flow interrupting efficiency decisions that cause extended lead times and cost over runs. The games will hopefully cause you to stop and think where are you wasting capacity?

About the Presenter: Rocco Surace, CPA, ABV, CVA, CFF, Jonah

Rocco Surace, CPA, ABV, CVA, CFF, Jonah, is a Partner with The Bonadio Group. He works with clients in various industries, directing the client service teams for the recurring financial statement and tax needs, as well as tending to the long-term needs such as being a go-to confidant, succession planning, leading financial and tax due diligence in acquisitions and divestitures, strategic planning and holistically based process improvement services.

Rocco is internationally known for his focused consulting disciplines. Rocco's skills have been developed as a result of hands on training and leading projects with and for some of the world leaders. His formal education and training has included:

- Jonah designation from the Avraham Y. Goldratt Institute,
- Certifications in TOC Disciplines from the TOC International Certification Organization.
- Process based cost management with the concept developers of Activity Based Costing,
- Business Process Based Re-Engineering through training with Dr. Michael Hammer obtaining his Certificate of Mastery in Re-Engineering

Rocco is the current Chairperson of the Theory of Constraints International Certification organization. TOCICO is a global, not-for-profit society for Theory of Constraints practitioners, consultants and academics to develop and administer certification standards in the TOC body of knowl-

Continued on page 3

PDM Event Information

Date:	Wednesday, March 16, 2016
Location:	Salvatore's Italian Gardens, 6461 Transit Road, Depew, NY 14043
Time:	5:00 -6:00 pm....Registration, Cash Bar, Networking 6:00-7:00 pm.....Dinner 7:00-8:00 pm....Program
Cost:	\$25.00 Members & Guests; \$15.00 Full-Time Students & Members Not in the Workforce
Meal Choices:	1) Chicken Parmesan; 2) Sliced Pork; 3) Salmon
Notes:	Reservations requested by Friday, March 11th but will be accepted later.
Register:	Online at www.apics-buffalo.org or call APICS at PPM OffiCenter (716) 648-0972



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President's Message



Welcome to the beginning of spring..... sort of. March came in like a lion with the ice storm but hopefully goes out like a lamb, just as quickly. I know I am ready for spring. As mentioned last month, we have a full slate of events through the end of May and beyond so keep checking the website and watch for e-mails.

February saw two events, the student roundtable and the Chapter's PDM. Thank you to all the APICS volunteers that attended the roundtable. It's not always easy giving up your evening, especially after a long day but the students really appreciate the insights that our members provide as they start their career journey. Although unable to attend last month's PDM, it was clear to me from the feedback Jack Cook did not disappoint and gave those in attendance a great perspective from his experience with in the field. The event, our last joint meeting of the year and was well attended by both APICS and ISM.

Coming up in March for the PDM we are happy to have Rocco Surace, CPA, ABV, CVA, CFF, Jonah to reintroduce the Theory of Constraints (TOC) through interactive games with the attendees and a overview. It will be a great learning opportunity for the APICS Chapter. I hope see everyone there! The details are in this newsletter.

As a reminder, we continue to look for volunteers to support the chapter. If you have any interest in helping out this year please reach out to anyone on the BOD. Our Director of Company coordinators is looking for some new company coordinators as we look to engage new members and provide awareness of everything we have to offer. As a BONUS, PRIZES and incentives are given out for the company coordinator that brings in the most new members.

Now back to spring.....sort of. As we get ready for the weather to break, people turn their attention to "spring cleaning." Most people think of cleaning in the traditional sense - putting energy towards their garage, basement, or closet. We all do this to reduce the clutter and get a fresh start heading into the summer months. For me, I like to apply the same logic to both my workspace but also, my approach to work. Yes, you should clean out your work space but I like to think about how to "clean" or simplify a work process or issue. In some cases, it turns out we create our own complexities at work and in life without intending to. Take a step back and look at what you can "spring clean" to make your life a little more simple.

Yours in APICS,

Matt Bartels, CPIM, President
 APICS-Buffalo Chapter

THE UN-COMFORT ZONE

with Robert Wilson

Free Your Mind From Worry Stuck in a worry loop? Here's how to break free.



I have had some friends and relatives who worry all the time. About all sorts of things. Most of which never come to pass. The problem for me, is that all the exposure to their negative thinking is contagious. And, then I find myself worrying about things.

I have on occasion had some serious things to be concerned about, but I've found that when I worry, I lose sleep which in turn causes me to get less accomplished. So, I try to keep my problems in perspective.

I recall a friend's grandmother saying, "Worry is like a rocking horse; it consumes time and energy, but gets you nowhere."

Worry stems from our fear of the unknown. It is the anticipation of potential negative outcomes. We get anxious when we have invested time and effort into some endeavor; and it is reasonable to have expectations of the future. Worry in small doses is normal. It is tied to our sense of caution, and it helps us make plans, anticipate problems, and accomplish goals.

Too much worry, however, creates stress; and stress shuts down our ability to think creatively. When we can't think creatively, we can't solve the problem we were worried about to begin with.

I like the term: Future-Tripping because it aptly describes what we do when we worry. We stop living in the present; because we are spending all our time living in our mind hashing out the various possible scenarios the future may bring.

Shantideva, an 8th-century Indian Buddhist monk, put it this way, "If the problem can be solved then why worry? If the problem cannot be solved worrying will do you no good."

We can stop those thoughts by asking ourselves, "What is below the anxiety? What am I most afraid of? For me the recent economic recession would occasionally send me into near panic as I watched my business slow down. The things I feared were months away, and could only come true if absolutely nothing changed in my life. Life however is constantly changing, and new opportunities arise every day.

I find I can control my negative thoughts by bringing them down to that which I can work on today. If my worry is really out of control, I will only focus on what I can accomplish over the next hour.

Sometimes I find mundane yard work helps me break the worry pattern - because like riding a rocking horse - it burns time and energy, but at least I'm accomplishing something. For me, the repetitive nature of mowing the grass or raking leaves has a meditative effect.

The purpose is to change your perspective. Others activities which help do this include, walking, hiking, biking, skating, working out in the gym. You want to shift your thoughts from negative to positive. Exercise makes you feel good which in turn leads to good thoughts.

Go to Bed; Take a Bath; Ride a Bus.

These relaxing activities encourage daydreaming. Many times it is in a moment of repose that we find the solution to the thing that is worrying us.

It was while relaxing in a bath that, Archimedes, the Greek mathematician and inventor, solved the problem of how to determine the density (mass per unit volume) of an object by measuring the amount of water it displaced.

Albert Einstein, who had been working on his theory of relativity for a long time, finally solved it by going to sleep. His equation $E=MC^2$ came to him in a dream. He said he dreamed he had fallen off a mountain, and that as he sped faster and faster toward the ground, he looked up at the stars and saw that their appearance became altered as he approached the speed of light.

Kent Boxberger, an Atlanta-based business coach, says, "If you're feeling worried, you're not feeling free. You feel encumbered by something. You can't be worried and find a solution at the same time. To get out of worry-mode you have to think some different, 'better-feeling' thoughts, so that emotions can change direction. Continuing to look at the problem is like quicksand - the more you struggle with it - the worse it gets."

"The first step is to realize what you are doing, and become conscious of the worry. The second step is understanding that the solution is not found by continuing to look at or think about the problem. The third step is to focus your thoughts on something else that makes you feel good. It is when you release enough resistance that an idea, toward solving the problem, will come."

If you are finding it difficult to shift your thoughts, Kent suggests, "Take a nap to stop the momentum. It's the most powerful thing you can do. It's like a reset button."

And, remember, if you're feeling overwhelmed, it is always cool to ask for help.

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

Rocco Surace bio continued from page 1...

edge, and facilitate the exchange of latest developments in TOC.

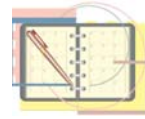
He considers himself very fortunate to have learned directly from Dr. Eli Goldratt, the father of TOC. He served as North American Regional Director for Goldratt Consulting from 2004 through 2006.

He now leads the firm's Leveraged Excellence And Development (LEAD) services. These services are focused on achieving operational excellence while then strategically leverage those abilities in value bases markets.

He is a frequent speaker for industry association groups and professional organizations on Succession Planning, TOC, Performance Measurement Best Practices, and Practice Development Under his leadership and direction as the former Managing Partner of Gaines Kriner Elliott LLP, the firm received two national awards for its Professional Services program and services involving Business Process Improvement.



STUDENT CHAPTER REPORTS



Calendar of APICS Events

PDM: **Wednesday, March 16, 2016**
Speaker: Rocco Surace

TMN: **Wednesday, April 20, 2016**
Speaker: John Manzella

Plant Tour: **Thursday, May 12, 2016**

BNPA Charity Golf Outing
Wednesday, September 14, 2016

Canisius College

On February 10, Canisius College hosted the APICS Round-Table. As in past years, the event, which was organized by Melissa Ruggiero, was a great success. Six Canisius students took part, along with students from the University of Buffalo. Students had a chance to interact in rotating small groups with several Buffalo professionals in the operations & supply chain management areas. It lasted over 3 hours—and the subsequent feedback from students indicated that they found it to be a valuable experience. The new venue for the event, the open and spacious Student Center Commons at Canisius, turned out to be a good site for this networking and mentoring event. We look forward to continuing this tradition in the future.

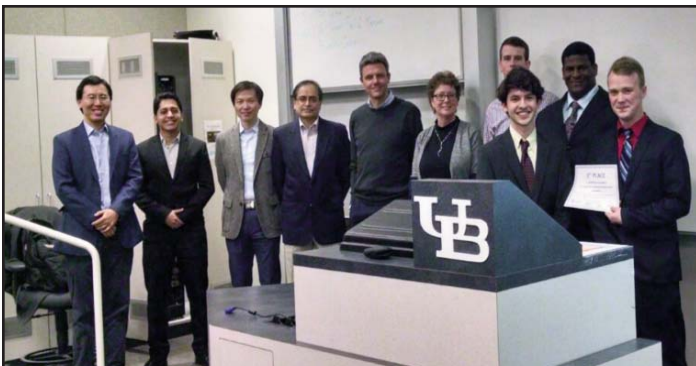
Submitted by: Dr. Girish Shambu, Assoc. Professor of Mgmt.
shambu@canisius.edu

University at Buffalo

UB's SCOM Club just concluded its annual SCOM Case Competition on Friday, February 26. The event was a resounding success. Competition was the fiercest ever, and the prize pool was the largest ever thanks to APICS Buffalo! The academic year is moving at an incredible pace, but we are not done yet. We look forward to hosting several more speakers, participating in a plant tour in April, and having a year-end party to celebrate an incredible year!"

Submitted by: Patrick Talbot
UB SCOM Club President, MBA Class of 2016
patrickt@buffalo.edu

The winning team of the SCOM Club Case Competition is pictured below. Congratulations to all participants!



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 2016 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 April 30, 2016. Winners will be notified in writing on or before June 30, 2016. Applications and additional important details regarding the program and eligibility can be found on the Chapter website at www.apics-buffalo.org.

- Jeff Ball, Scholarship Committee



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.





TOP MANAGEMENT NIGHT Wednesday, April 20, 2016

Critical Issues and Risks Impacting Supply Chains

Each day thousands of factors and untold risks can disrupt or cripple seemingly reliable global supply chains. From geo-political volatility to the worsening skills deficit, our keynote speaker will help managers identify hidden dangers and make better informed decisions. Learn from an expert who will reveal today's economic realities impacting U.S. and foreign growth thus allowing managers to better plan for what's ahead.

About the Presenter

John Manzella, President & CEO
World Trade Center Buffalo Niagara



John Manzella is president and CEO of the World Trade Center Buffalo Niagara. He also is an author, speaker, and chair of the Upstate New York District Export Council, a position appointed by the U.S. Secretary of Commerce. Additionally, he is founder of both The Manzella Report, a leading source for global business and economic news and analysis, and Manzella Trade Communications Inc., a public affairs, publishing and consulting firm.

John has written hundreds of articles and several books, including the newly released *Global America: Understanding Global and Economic Trends and How To Ensure Competitiveness*. His op-eds have been nationally syndicated and his views have appeared in *The Wall Street Journal*, *New York Times*, *Houston Chronicle*, *Miami Herald*, *Dallas Morning News*, and *Buffalo News*. John also is contributing writer for American City Business Journals, owner of 43 metropolitan weekly publications.

TMN Event Information

Date:	Wednesday, April 20, 2016
Location:	Salvatore's Italian Gardens, 6461 Transit Road, Depew, NY 14043
Time:	5:00-6:00 pm....Registration, Hors D'oeuvres, Cash Bar, & Networking 6:00-7:00 pm....Dinner 7:00-8:00 pm....Program
Cost:	\$30.00 Members & Guests; (\$25.00 Early-Bird Discount if Reserved by 3/24) ; \$25.00 Full-Time Students & Members Not in the Workforce
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.org or call APICS at PPM OffiCenter (716) 648-0972
Notes:	Reservations requested by Friday, April 15 but may be accepted later.

** Consider sponsoring a student(s) at \$25.00 each for this event. We appreciate your continued support!