

PLANT TOUR Wednesday, September 21, 2016 5:00 - 6:15 p.m. *



First Source Plant Tour 100 Pirson Parkway, Tonawanda, NY 14150

First Source, LLC, a leading distributor of specialty foods and fine confections to stores across the US, invites APICS members to a tour of their new facility.

The company recently built a 310,000-square-foot building on 25 acres at the North Youngmann Commerce Center consolidating the company's three local sites in Tonawanda, Cheektowaga and Buffalo. It houses its manufacturing, packaging and distribution operations and serves as the company's new headquarters.

Please respect the following Safety/Rules and Check-in Time:

- No high heels or open-toe shoes
 - No skirts or shorts
 - No cameras or recording devices
- Hairnets, beard nets, earplugs and frocks will be provided.

* Please arrive between 5 and 5:15 to accommodate check-in.

Thank you to First Source LLC and their Production Manager John Blest for providing APICS an opportunity to tour this premier distribution facility in WNY!

Plant Tour Information

Date:	Wednesday, September 21, 2016
Location:	First Source LLC 100 Pirson Parkway, Tonawanda, NY 14150
Time:	5:00-5:15pm.....Gather & Register 5:15-6:15pm.....Plant Tour
Cost:	No cost.
Register:	Online at www.apics-buffalo.org or call APICS at PPM OffiCenter (716) 648-0972
Notes:	ATTENDANCE IS LIMITED TO THE FIRST 30 REGISTRANTS



APICS - Buffalo Chapter #21
 PO Box 888 • Hamburg, NY 14075-0888
 Phone (716) 648-0972 • Fax (716) 646-1599
 Website: www.apics-buffalo.org

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

VICE PRESIDENT:

Al Testa
 Rich Products Corp.
 1 Robert Rich Way
 Buffalo, NY 14213
 (716) 878-8498
 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

SECRETARY:

Donna McGrew, CPIM, CSCP
 1795D Como Park Blvd.
 Lancaster, NY 14086
 (716) 685-1146
 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

MEMBERSHIP DIRECTOR/COMPANY

COORDINATORS:

Michael Gebera
 Tapecon Inc.
 701 Seneca St.
 Buffalo, NY 14210
 (716) 432-0686
 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

STUDENT CHAPTER DIRECTOR:

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

PLACEMENT DIRECTOR:

Mike Draper, CPIM
 3M Company
 305 Sawyer Ave.
 Tonawanda, NY 14150
 (716) 740-1208
 mdraper1@mmm.com

DIRECTOR OF BUSINESS

DEVELOPMENT:

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

DIRECTOR FOR EDUCATION:

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

SPECIAL PROJECTS/PROGRAMS :

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

MARKETING/SOCIAL MEDIA:

Christine DelPrince
 New Era Cap
 160 Delaware Avenue
 Buffalo, NY 14202
 (716) 604-9000
 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

DIRECTOR AT LARGE:

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

ASSOCIATES:

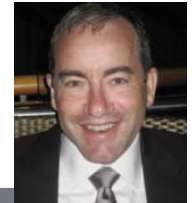
NORTHEAST DISTRICT MANAGER :

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

ADMINISTRATOR:

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

President's Message



First I want to say welcome back to everyone! The APICS Board of Directors has exciting programs planned for the 2016-17 year. I know the summer went by way too fast and everyone is busy trying to squeeze the last little bit of summer out of the year but we have a great start to the year planned for you!

Our first event for the fall will be a plant tour of First Source, a leading distributor of specialty foods and fine confections to stores across the U.S. The details are in the newsletter but who doesn't like candy! This is a tour that you do not want to miss. Registration is limited so please sign up as soon as possible. As the balance of the year's programs are firming up we will update the website so please check back for updates. We unfortunately had to cancel this year's golf outing for various reasons but hope to get it back on track next year.

The APICS international conference is coming up at the end of September and will be held at our nation's capital, Washington, D.C. We have a couple of Board members attending so if you are able to go please let us know so we can connect with you at the conference. It should be a great opportunity for both education and networking.

This will be my last year as president but I plan on staying on the board in some capacity. As always the Board is looking for volunteers to serve on the Board and in other capacities. If you are interested in either please reach out to me or any board member. I can say it is a great experience and I look forward to the future as the group continues to evolve.

We are always looking for ways to improve your experience with APICS. If you have ideas on how, please let your voice be heard and let us know.

Yours in APICS,

Matt Bartels, CPIM
 President, APICS Buffalo Chapter



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.

THE UN-COMFORT ZONE

with Robert Wilson

Don't be an ASS-umer

What you think you know is probably wrong.

A few months ago I attended a business networking event where everyone had a chance to tell about their business. I noted three people with whom I wanted to talk with further. After the meeting I made it my mission to connect with each one of them. I saw one heading for the door, so I caught up with her before she left. All the while keeping my eye on the other two, so that I didn't miss making contact with them.

As I finished speaking with the first, I met the next person also as he was leaving. In turn, because I was stationed by the door, I was able to connect with the third as she was leaving too. All in all, I spent about 20-30 minutes conversing with them during which time many people walked past us to exit.

Having completed my mission, I headed back into the room to locate the person I came with. As I got back to the middle of the room, a man whom I'd seen a number of times at the group, but had never spoken with before, came up to me and angrily stated, "You don't like me do you?"

I was stunned; I hardly even knew him. Dumbfounded, all I could say was, "Huh?"

He then brusquely walked off. The host of the meeting was within earshot, so I looked at him and said, "Do you know what that was all about?"

He replied that he thought the man was trying to get my attention, but because I was so absorbed in my three conversations, he thought I was ignoring him.

I felt bad that he felt ignored, but I was so intent on meeting those people that I never even noticed him. He assumed that I intentionally disregarded him; and then he assumed that I must not like him.

I don't want to assume, but it seems like his own self-worth issues clouded his thinking. I made a mental note to reach out to him at the next meeting.

Several years ago, I received an email from a businessman, who asked if I would coach him for an upcoming speech he had to give. I replied that I was available, and that we should connect by phone as soon as possible to set up a schedule. Many days passed and I received neither an email or a phone call from him; so I phoned him. I got his answering service, so I left him a voicemail. Again I received no reply, so after a few more days I sent him another email.

When I didn't hear from him, I assumed that he was no longer interested, and that he didn't have the courtesy to let me know. From there my mind went to the dark side, and I assumed the worst: that I wasn't good enough; that he found someone better than me. This time it was me who was projecting my self worth fears onto a situation that didn't warrant it.

A few weeks later, he called me and apologized for not getting back to me sooner. He explained that a family crisis had taken all his time and attention. We then set up a coaching schedule. Through my negative assumptions, I had beaten myself up over nothing.

Just this weekend, I observed a heated exchange of messages

within a Wine Tasting MeetUp group to which I belong. One fellow posted a message to the proprietor of the group asking if he could schedule more tastings for after 5pm. Suddenly there was a flurry of messages attacking this man for his provincial ways, and how it was appropriate to drink at any time of day. Dozens of people made the assumption that he was being moralistic about the time of day people ought to consume alcohol. He later replied that really enjoyed the tastings, but because of his work schedule couldn't attend any unless they were after 5pm.

It's almost comical to see online arguments flare up on Facebook as people make assumptions about the meaning of another person's posts. Lately I noticed several people posting memes on Facebook with a variation of this statement: Don't assume my posts are about you. However, if you're offended, then it must mean you're guilty of something.

Don't assume you know the meaning or motivation of another's actions. If you find yourself hurt or angry from an assumption, then you are giving into something you fear. And, that is your issue. Now is the time to examine your fear and deal directly with it. Believe me, the person you're making an assumption about hasn't a clue what you're thinking either.

We've all heard the saying: "When you 'assume,' you make as 'ass' of 'u' and 'me'." Rather than make an assumption, try to communicate further. If you need clarification, ask. Just don't kick your own ass over it.

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 ...and Never Coming Back, a psychological thriller-novel about a motion picture director; The Annoying Ghost Kid, a humorous children's book about dealing with a bully; and the inspirational book: Wisdom in the Weirdest Places. For more information on Robert, please visit www.jumpstartyourmeeting.com.



Welcome New Members!

Professional Members:

Jessica Aquino
Tracy Macken
Wasy Puhacz
Christine Dombrowski
Joseph Murnyack
Drew Lelli
Ruma Akther
Amy Snyder
James Kimble

Student Associates:

Thomas Price
Abdulrahman Nuhuli
Sakthithasan Govindasamy
Pranav Somesh Gupta
Ashwani Gupta
Asmaa Lashin
Kaustubh Pawar
Prashanth Jayantha Kumar
Donna Favaloro
Subarekha Nataraja Pillai
Shyam Sundar Gunasekaran
Alexander Bornemann

- Donna McGrew, CPIM, CSCP, Secretary

Student Chapter Reports



Canisius College Chapter

The APICS, Canisius College Chapter is looking forward to the upcoming academic year. We would like to introduce four new officers, all in the graduating class of 2017. Zachary Trumpler as President, Christine Fasuyi as Vice President, Jacklyn Maluso as Secretary, and Ryan Janiszewski as Treasurer. We are currently finding past interns to come in and present on their experiences to help inform and educate the next set of upcoming students. We are excited to see what this year has in store and look forward to expanding the APICS, Canisius College Chapter even further.

Submitted by: Zach Trumpler
Club President

University at Buffalo Chapter

This fall, the University at Buffalo Supply Chain and Operations Club is looking forward to expanding their student members' vision and understanding of the field by emphasizing the implications of supply chain in industries outside of manufacturing. We are looking forward to inviting speakers this year from e-commerce, logistics and oil & gas businesses, to name a few. Students will also get opportunity to participate in case competitions. If you would like to be a speaker, host a tour or help us in any way, please reach out directly.

2016-2017 Board:

President - Ammad Aslam, MBA 2017
VP, Marketing - Parag Chaudhari, MBA 2017
VP, Finance - Harjit Singh, MBA 2017
VP, Operations - Kaustubh Pawar, MBA 2017
VP, Undergrad Operations - Lily Ellis, BS 2017

Submitted by: Ammad Aslam,
UB SCOM Club President
University at Buffalo MBA 2017
ammadasl@buffalo.edu

Mentor a Student Shape the Future

Join the APICS Mentor Program

- Provide guidance to a future supply chain professional (Canisius or UB student)
- Build your own leadership and effective communication skills
- Preview future candidates for positions at your company
- Get student rate for Top Management Night
- Program runs October - June

Interested? Contact Melissa Ruggiero
Student Chapter Chair
mrugg@buffalo.edu, 716-645-3232



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

Calendar of APICS Events



CPIM Class - Master Planning of Resources

Mondays beginning September 19, 2016

6:00- 9:00 pm

Moog Inc., East Aurora

Info and Registration www.apics-buffalo.org

First Source LLC Plant Tour

Wednesday, September 21, 2016

5:00 - 6:15 pm

PDM Dinner Meeting

Wednesday, October 19, 2016

Salvatore's Italian Gardens

"Sales Forecasting: A New Approach"

PDM - Joint Dinner Meeting
with ISM-Buffalo

Wednesday, November 9, 2016

Salvatore's Italian Gardens

Speaker: Michael Ford

"Lean Six Sigma Performance Metrics"

Holiday Party

Wednesday, November 30, 2016

Salvatore's Italian Gardens

Calling for APICS Company Coordinators

If your company doesn't have a Company Coordinator and you are interested in being active in APICS we encourage you to contact Michael Gebera @ membership@apics-buffalo.org.



APICS 2016

SEPTEMBER 25-27 | WASHINGTON DC

This APICS International Conference is just around the corner! It will be held in Washington DC, from September 25-27.

Conference is a great place to learn new ideas, sharpen your skill, and network with industry professionals from around the world. Check out the link listed below to find out more. So get to conference and begin to advance your career now!

<http://www.apics.org/annual-conference>

In the spirit of sharing, APICS-Buffalo endorses and supports the annual WNY Facilities Management Expo and asks that you share the below information with your company's MRO Buyers, Facilities Personnel, Associates and any other appropriate attendee or vendor. This poster is available on the web site at www.fmexpo.net for downloading and sharing.



REGISTER TO ATTEND THE 21ST ANNUAL WNY



**FACILITIES
MANAGEMENT
EXPO**

WHERE PROPERTY PERSONNEL & SOLUTION PROVIDERS MEET

WEDNESDAY, OCTOBER 19TH, 2016

EVENT CENTER - HAMBURG FAIRGROUNDS
5820 SOUTH PARK AVENUE, HAMBURG, NY 14075

10:00AM-4:00PM

REGISTER ONLINE AT WWW.FMEXPO.NET NOW!

WHY ATTEND?

- DISCOVER SOLUTIONS TO YOUR FACILITY CHALLENGES
- GET YOUR HANDS ON THE LATEST TECHNOLOGY, PRODUCTS & SERVICES FROM LEADING SUPPLIERS
- SAVE TIME & MONEY MEETING W/ AN ARRAY OF SOLUTION PROVIDERS - ALL UNDER ONE ROOF
- LEARN BY ATTENDING FREE SEMINARS & DEMONSTRATIONS
- CONNECT WITH OTHER INDUSTRY PROFESSIONALS

PRODUCED BY: PPM (716) 648-0972 WWW.FMEXPO.NET