



**Erie Canal Harbor  
Development  
Corporation**

### Professional Development Meeting

Joint Meeting with ISM-Buffalo

**Wednesday, February 8, 2017**

## Erie Canal Harbor Development: 2017 & Beyond

Hear firsthand about what has been accomplished and what is in the works centered around the ECHDC's mission statement, which is "Erie Canal Harbor Development Corporation's vision is to revitalize Buffalo's waterfront and restore economic growth to Buffalo based on the region's legacy of pride, significance, and natural beauty."

### About the Presenter:

**Thomas P. Dee, President, ECHDC**

Thomas P. Dee, president of Erie Canal Harbor Development Corporation, is responsible for advancing ECHDC's mission of revitalizing Western New York's waterfront.

Since Mr. Dee has taken the helm at ECHDC, Canalside and the surrounding district has flourished, establishing critical mass and a welcoming environment needed to maintain the momentum of Buffalo's waterfront development. Over the past seven years, ECHDC has dramatically increased its public events at Canalside. Since 2009 it has seen a 4000% increase in events and offerings. In addition to these accomplishments, private investment has been stimulated for the first time in generations along Buffalo's waterfront. To date, over \$350 million of private investment has been inspired by ECHDC's progress.



Before joining ECHDC, Mr. Dee was a Principal at Cannon Design where he oversaw and was responsible for projects world-wide.

A native of Buffalo, Mr. Dee received a bachelor's degree and an Executive Masters of Business Administration degree from the State University of New York at Buffalo. A member of the Leadership Buffalo Class of 2003, he also served on the Darwin Martin House and Cannon Design Board of Directors.

### PDM Event Information

**Date:** Wednesday, February 8, 2017

**Location:** Salvatore's Italian Gardens, 6461 Transit Road, Depew, NY 14043

**Time:** 5:00-6:00 pm.....Registration, Cash Bar, Networking  
6:00-8:15 pm.....Dinner, Presentation & Announcements

**Cost:** \$30 Members & Guests; \$20.00 Full Time Students, Members not in the Workforce or Retired

**Dinner Choices:** 1) Sliced Pork with Cran-Apple Chutney; 2) Bourbon Chicken; 3) Classic/Meatless Lasagna

**Register:** Online at [www.apics-buffalo.org](http://www.apics-buffalo.org) or call APICS at PPM OffiCenter (716) 648-0972

**Notes:** Reservations requested by February 1st but will be accepted later pending space availability.

**Cancellation Policy:** Please call APICS at (716) 648-0972 by 2:00 p.m. of the day prior to the scheduled event to notify us of any changes or cancellations. Cancellations after this time are subject to billing if a replacement cannot be found.



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APICS Members:

Join us for the  
**APICS  
 Student  
 Career  
 Roundtable**



Wednesday,  
**February 15, 2017**

**5:30 - 8:30 p.m.**

University at Buffalo's Alumni Arena

We need 8+ accomplished supply chain professionals in various areas of the chain to meet with students in this conversational setting to talk about their careers.

Educating students about the fields within Operations and Supply Chains is one of the most valuable ways we can secure our future as a chapter and also provides our local companies with a stronger talent pool. The APICS Student Career Roundtable provides a venue where professionals from the Western New York Operations and Supply Chains community share their career stories, information about their companies and their advice to up-and-coming college students studying in their field.

Share your career story: how you got started, what you currently do, what your company is all about, how your company makes hiring decisions, what advice you have for students trying to enter this field, how your specific functional area may be different from others in your company or in the industry, etc.

If you can attend, please email **Melissa Ruggiero, APICS-Buffalo Student Chapters Chair** at [mrugg@buffalo.edu](mailto:mrugg@buffalo.edu) or phone **645-3232** your name, title and a bit about your background (what functional area do you work in (i.e. what area of operations or supply chain do you manage or support?))

**Note: Students registration is via web site.**



**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.

## Loving Yourself - a How to Guide



### 13 ways you can boost the way you view yourself.

Over the years, I have beaten myself up over business breakdowns, lost relationships, and countless other failures. I would only look at what I had done wrong and where I was at fault. And, of course, this would only make me feel worse.

People would tell me, “Rob, you need to love yourself.” Wow, that sounded great, but the problem was I didn’t know what that meant. I knew that they didn’t mean that I should be self-absorbed or narcissistic. I also knew it didn’t mean soothing myself with several shots of whiskey.

I understood how to love others - at least the feeling that made me want to give attention, caring, respect to someone - but feeling that for myself? I was completely confused on where to even begin.

It took me years to learn, but I finally did; and I would like to share with you what I found. Here are 13 ways you can start loving yourself:

**Acknowledge Your Gifts and Talents.** Whether you realize it or not, you have knowledge and skills that other people do not have. Work with your strengths. Find ways to share these with others for fun and fortune.

**Be True to Yourself.** I’ve written about this one before. Pursue your passions. Find work that you genuinely enjoy. When you do what you love, you will be so fulfilled that you’ll never again watch the clock in anticipation of quitting time. Also, by following your own interests, you will attract people to you who share your excitement, dedication and joy.

**Know Your Own Value.** Don’t assume someone is better than you. Find ways to assess your skills, abilities, and achievements without comparing yourself to others. Malcolm Forbes once noted, “Too many people overvalue what they are not and undervalue what they are.” And, when you do see someone who has already achieved what haven’t yet, try to understand that you cannot know what advantages they started with or what sacrifices they may have made.

**Stop Calling Yourself Names.** How often have you proclaimed, “I’m such a screw up!” The fact of the matter is that you are not a failure; you have merely not met the success you desired from a particular endeavor. Respect yourself and give yourself a break. As many successful people have observed, “If you’re not failing, you’re not trying often enough.”

**Focus on the Positive.** Eliminate your bad habit of only focusing on the negative aspects of your life because it makes those things seem disproportionately important. I have friends who are police officers, and I see how their constant dealing with criminals has tainted their view of people and tends to make them see nearly

everyone as bad. Make a habit of observing the good things in your life every day.

**Correct Negative Self-Beliefs.** Self-perception will affect the outcome of your pursuits and can determine success or failure. Henry Ford said, “If you believe you can or believe you can’t; you’re right.” A positive self-belief will produce confidence and success. A negative self-belief in our abilities will make us flinch in the moment of opportunity. Often we unconsciously broadcast our self-belief which affects the way others perceive and treat us. A hindering self-belief of “I am not good enough” can be resolved with positive affirmations, visualization, and tallying up your successes regardless of size.

**Avoid Perfectionism.** I’ve also written about this before. Perfectionism leads to procrastination. Procrastination is all about fear of failure. My solution is to take imperfect action which is better than taking no action. You can always learn as you go along and tweak or correct what you may not have been ready to do when you began. The important thing is taking the first step.

**Carefully Choose Who You Spend Time With.** You may not have a choice who you work with, but you definitely choose your personal relationships. If you’re spending your free time with abusive people, then you are abusing yourself. Spend your time with loving people who are not judgmental. Pick friends who are supportive, caring, and accept you for who you are.

**Don’t Take Crap from Anyone.** If you find yourself with someone who is disrespectful to you, let them know that you do not appreciate being treated that way. If they continue, simply remove yourself from the situation. Don’t allow jerks to ruin your good feelings.

**Own Your Feelings.** People would tell me to “feel my feelings.” Again another concept I had difficulty understanding. The trick is to acknowledge your feelings, and understand they are normal. If you feel like crying - find some privacy and cry. Work to understand why you feel as you do. Don’t numb your feelings with drugs or alcohol.

**Don’t Judge Yourself Because You Have Feelings.** Having feelings is normal. You should not feel guilty about them. If you have to cry that does not make you less of a man (or woman).

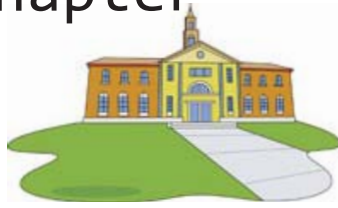
**Learn What Your Feelings Are Telling You.** Your feelings are communicating important information to you. Just like physical pain tells you when you have an illness or an injury, emotional pain is telling you that something you are doing is not right for you.

**Take Care of Yourself in All Areas.** Eat well, exercise, get proper rest. Maintain a clean and uncluttered home and work environment. Spend money within your means. When your health, your home, and your finances are in order, not only do you have less to worry about - you are sending a constant positive message to yourself that everything is okay.

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*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](http://www.jumpstartyourmeeting.com).*

# Student Chapter Reports



## Canisius College Chapter

The Canisius APICS chapter recently held our “From College to Career” event at Buffalo RiverWorks with Canisius alumni guest speaker, Christine Dombrowski. Christine is a former president of our group and member of APICS and is currently working for Rich Products. Christine shared her experiences of transitioning from college to the workforce.

We also held our Semi-Annual Internship event where GriffCenter representatives discussed the resources they can provide to help students obtain internships and jobs. Cory Cullen, a current Canisius student, also presented on obtaining his internship and his experience at HSBC bank.

On February 15, we will join with UB’s student chapter members for the APICS-Buffalo Student Career Roundtable event where students are able to learn about potential careers from various professionals. The professionals will share insight on their careers, and companies, as well as offer advice to students on resumes and internships.

We are looking forward to the APICS-Buffalo Top Management Night dinner meeting which will be held on Wednesday, April 19. Students will be able to interact with local professionals. This event is a great networking opportunity for undergraduate students as well as graduates.

We look forward to these upcoming events and the opportunities they will bring!

Submitted by: Jacklyn Malusa, Secretary



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**facebook**



**APICS** Buffalo Chapter

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

# Welcome New Members



## Professional Members:

Jaclyn Halas

Daniel Wild

## Student Associates:

Mee Rim Choi

Asmaa Lashin

## Young Professional:

Monica Moskowitz

- Donna McGrew, CPIM, CSCP, Secretary

## Program Evaluation



PDM Wed., January 18, 2017

**Topic: “Lean Six Sigma Champions”**  
with Julie S. Stiles, CLP, UB TCIE  
at Salvatore’s Italian Gardens

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

### Response Average Results:

- 1) Speaker clear & easily understood: 4.6
- 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: 4.4
- 5) The speaker was knowledgeable: 4.8
- 6) Food & facilities satisfactory: 4.4
- 7) How likely are you to promote APICS & its offerings?: 4.5

### Comments:

- The topic and speaker were fantastic. Very good speaking ability and good supporting presentation.
- Food was out of this world!
- Great Lean overview. Add case studies to help inspire other companies. I could see Lean being a PDM series that allows time for the added examples. Also shows the commitment that APICS has for lean.

**Respondents – APICS Members: 81%; Non-Members: 19%**



# Calendar of APICS Events



## Enroll in APICS-Buffalo Education NOW ! Winter 2017 Schedule

Still time to register if you act fast!

### CPIM

#### Module 3: Detailed Scheduling and Planning.

Begins Monday, January 30, 2017 from 6:00-9:00 p.m.

Moog, East Aurora, NY

Registration Fee: \$600.00

Course Information: 9 weekly sessions

Acquire a working knowledge of the tools and techniques for planning of inventory, including planning techniques such as MRP, CRP, lean, TOC, and projects. Understand the effect of using each technique; know standard measurements for inventory, materials, capacity and supplier performance; and recognize when to escalate issues.

### CSCP – Certified Supply Chain Professional

Begins on Thursday, February 2, 2017 from 6:00-9:00 p.m.

Course components: The APICS CSCP Learning System is a comprehensive professional development and exam preparation program consisting of three print modules and web-based study tools that reflect the entire APICS CSCP Exam Content Manual (ECM) and provide you with a broad view of global, end-to-end supply chain management. Module 1: APICS Supply Chain Management Fundamentals; Module 2: Supply Chain Strategy, Design, and Compliance; and Module 3: Implementation and Operations. Each section lists learning objectives, and progress check questions are provided throughout the text. Take steps to advance and secure your career.

Enroll in APICS Education classes now and get a jump start on the competition now! Visit our website, [apics-buffalo.org](http://apics-buffalo.org), or contact me directly for more information. Hope to see you this semester!

Jeff Ball, Director of Business Development  
[jjball57@aol.com](mailto:jjball57@aol.com), 716-912-7801

PDM - Joint Dinner Meeting  
with ISM-Buffalo

**Wednesday, February 8, 2017**

Place: Salvatore's Italian Gardens

Speaker: Thomas Dee, ECHDC

“Erie Canal Harbor Development: 2017 & Beyond”

Student Career Roundtable

**Wednesday, February 15, 2017**

Place: University at Buffalo's Alumni Arena

PDM Dinner Meeting

**Wednesday, March 22, 2017**

Place: Salvatore's Italian Gardens

Speaker: Anthony Zampella, CPIM, CSCP

“APICS Sales & Operations Planning”

Top Management Night (TMN) Dinner Meeting

**Wednesday, April 19, 2017**

Place: Salvatore's Italian Gardens

Speaker: Dr. Steven A. Melnyk, Michigan State University Professor

“Emergence of the Strategic Supply Chain Leader”

Plant Tour

**Wednesday, May 24, 2017**

TBD

## APICS Buffalo Top Management Night ♦ Wednesday, April 19, 2017

“Emergence of the Strategic Supply Chain Leader”



Speaker: **Steven A. Melnyk, Ph.D.**, Dept. of Supply Chain Management, Eli Broad College of Business, Michigan State University

### Who Should Attend?

- ♦ Individuals who want to make a difference in their organization
- ♦ Top Managers who suspect there is a gap in their organization's performance.
- ♦ Leaders who seek a competitive advantage.
- ♦ Those with a vision to be “The Best” vs. settling to be like “The Rest”.
- ♦ Team Leaders driving transformation in their business units.
- ♦ Supply Chain Professionals and life-long learners.