

### Professional Development Meeting Wednesday, September 20, 2017

## What's in Your Professional Go Bag?



This session will give participants a succinct overview of the most important tools, certifications and designations it takes to advance in operations, supply chain and logistics. You will learn how to pursue the road to success as you consider the lineup of industry hot certs, including APICS certifications. Salary differentials will be presented and real success stories shared. Time management, business writing, organizational tools, Toastmasters, memory joggers, and tools and resources to generate powerful presentations will be outlined in a comprehensive package that provides a wealth of information. You'll leave with a 'Go-Bag' that provides a roadmap and the contact information needed to launch your own personal campaign to advance your career and enhance your professional net worth.

### About the Speaker:

**Michele Lawrence, CPIM, CSCP, CPM, PMP, CSAP, Six Sigma Black Belt**  
APICS North Shore Chapter President (Massachusetts)

Michele Lawrence has been an active member of APICS for 25 years, holding various Board positions including her current role as Chapter President. Attaining APICS credentials CPIM and CSCP in addition to PMP, CPM, CSAP, Six Sigma Black Belt and certificates in Risk Management and Lean Manufacturing have provided a solid foundation for a successful career. Notable achievements include establishing a manufacturing facility in Shanghai, China, project managing product development from proof of concept through clinical trials to manufacturing integration. Michele's career has encompassed various industries including Semi-conductor, Computer manufacturing, Medical Device and Pharma. A strong background in Operations, Supply Chain, and Project/Program Management brings a diverse perspective to APICS. Michele is currently a Synovos Site Manager for Pfizer pharmaceuticals.



## PDM Event Information

**Date:** Wednesday, September 20, 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 Entree Choices:** 1) Sliced Pork with cran-apple chutney; 2) Mediterranean Salmon- topped with sauteed spinach, feta & sun-dried tomatoes; 3) Portabella Mushroom Stack (squash, zucchini, asparagus and roasted red pepper)

**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 9/15 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-Buffalo's Board of Directors 2017-2018**

# President's Message



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Welcome back to our 2017-2018 APICS programs. Leaves changing color, children going back to school, the Bills disappointing us (don't worry.....we'll get there) and the kick off of another very exciting year in the Buffalo Chapter of APICS.

Let me first start out by introducing myself and thanking my predecessor Matt Bartels for his hard work over the past three years as president of the APICS chapter. My name is Albert Testa (although most people call me Al). I have been with APICS for 10 years as a member and over the last 3 years serving in various functions, most recently as Vice President. Professionally, I have worked at Rich Products for the past 12+ years, currently as a Supply Planning Manager. I am extraordinarily honored to be able to serve our chapter in this capacity and will do everything possible to further the hard work of presidents past.

I would be remiss if I didn't mention all of the tragedy that has been tearing through our country over the last month. By now we have all seen the pictures of the devastation left by Harvey and Irma. For those of you that can help, please do. For those that may be able to, please consider it as we keep all those affected in our thoughts and prayers.

As we embark on this year, I will admit we have gotten off to a slightly slower than desired start. That is about to change as we start to firm up our PDM schedule and start to work towards solidifying our schedule of speakers and events for the 2017-2018 APICS calendar year. Please check our website and email as that information is updated.

With that being said, I would like to personally invite all of you reading this to help us do that work. Kim Frew and Barb Walters put together nothing short of an amazing offering last year with a lot of hard work and some very late nights. The offer is this, if there are speakers you would like to see, companies you would like to tour or activities you feel would benefit us as a chapter to grow and engage our membership, please reach out to me or any board member. While we can't promise we can make everything happen, we will do our best.

Our PDM event will be held on September 20th at Salvatore's. The presenter, Michele Lawrence will be discussing "What's in your professional to-go bag". The concept is simple; we all think about preparedness every day both professionally and personally. What do we do if our line goes down, What happens if that storm damages our warehouse; do I need a generator for my house? While all of those things are critical, how many people have thought about if they needed (or wanted) to switch jobs or careers? Most of us would say "I will update my resume". Michele will help to show you how to take that to the next level and prepare for the professional "what if".

In closing, I would like to again thank our members and our BOD team as we get going on another fantastic year of APICS events. If there is anyone that would like more information on volunteering in some capacity on the board or simply would like more information, please don't hesitate to reach out.

Yours in APICS,

Albert Testa, CPIM  
 President, APICS Buffalo Chapter



# Welcome New Members

- Donna McGrew, CPIM, CSCP, CLTD, Secretary

## Professional Members:

Julie Bodkin  
Megan Brant  
William Duff  
Derya Onaran  
Julianne Santacesaria  
Sandra Varela  
Frank Wolf

Yechuan Li  
Ardhendu Mishra  
Abdullah Mukaddam  
Bhrujen Pandya  
Parth Patel  
Pruthvi Patel  
Ellen Ragus

Pravin Waghambher Raksale  
Saravanan Ramachandran  
Akhil Abhilash Routu  
Ramprasath Seshasayee  
Smit Shah  
Vaibhav Shah  
Harikrishna Shiyani  
Krivatsan Somasundaram  
Rohit Sridhar  
Sudharshan Vasudevan  
Kristen Webb

## Enterprise Professional Members:

Steve Casey  
Thomas DeBaise  
Jason Hendricks  
Matthew McDonnell  
Lisa Monaco  
Marie Jeanne Ober  
Jenelle Sneed  
Beth Sykes

## Young Professional Members:

Andrew Koller

## Student Associates:

Sahil Chaudhari  
Kathleen Czaja  
David Decovnik  
Jay Doshi  
Marie Freda  
Sanjeevi Govindarajan  
Rohit Nikesh Kesavan  
Chelsea Lepore

## Program Evaluation



PDM Wed., April 19, 2017  
Topic: "Emergence of the Strategic Supply Chain Leader" with Dr. Stephen A. Melnyk at Salvatore's

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

### Response Average Results:

- 1) Speaker clear & easily understood: 4.4
- 2) The material content was clear & understandable: 4.5
- 3) The program topic was interesting & informative: 4.5
- 4) The questions/answers were direct & to the point: 4.2
- 5) The speaker was knowledgeable: 4.7
- 6) Food & facilities satisfactory: 4.3
- 7) How likely are you to promote APICS & its offerings?: 4.6

### Comments:

- ♦ Great event; well planned.
- ♦ Technical difficulties wasted a lot of time.
- ♦ The speaker had some good concepts but he was assuming that cost was not a factor. In the real world (as opposed to the educational world), cost is always a factor.
- ♦ Behind schedule serving dinner. Felt that the speaker had to rush through his presentation.

Respondents – APICS Members: 57%; Non-Members: 43%

## Mentor a Student;

## Shape the Future



### Join the APICS Mentor Program

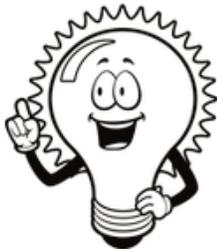
- Provide guidance to a future supply chain professional (Canisius or UB student)
- Build your own leadership and effective communication skills
- Preview future candidates for positions at your company
- Get student rate for Top Management Night
- Program runs October - June

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

## THE UN-COMFORT ZONE with Robert Wilson

### Four Easy Ways to Exercise Your Creativity

#### Stimulate creative-thinking from the comfort of your desk.



Recently I was contacted by a reader asking me if I would suggest some exercises that he could use to think more creatively. That request has inspired me to write about some fun ways that you too can exercise your creative mind.

The purpose of these exercises is to condition your mind to quickly make new connections or combinations between two or more existing items or ideas. When this becomes second nature, you will begin to automatically notice connections that you never saw before. Some of these may even turn into money-making opportunities.

**Find New Uses:** Select a common item such as a bottle, comb, fork, or chair, then come up with ten or more alternate ways that you use that item. I saw a product on Amazon.com called an Onion Holder (for holding an onion while you slice it), it looks like someone found a new use for a metal hair pick.

**Make New Connections:** Pick two random objects and think of a way you could combine them to come up with a new product. Start right now with the items on your desk: pen, pencil, tape dispenser, stapler, lamp, phone, paperweight, in/out box, paper and so forth. Have fun here and be as unusual or unconventional as necessary to force these items into something new. Take for example the Roller Buggy, which combined a baby stroller with a scooter, and allows parents to have fun riding with baby.

One of my favorite ways to make new connections is to make up jokes from stuff I hear on the news. A joke is really just a story with a surprise ending. I especially like non sequitur jokes that begin with a logical sequence of thought then take an unexpected direction (sometimes called "being led down a garden path"); such as this one by Ellen DeGeneris, "My grandmother started walking five miles a day when she was sixty. She's ninety-seven now, and we don't know where the hell she is." Jokes are frequently a play on words that have two or more meanings; like this one by Natalie Wood, "The only time a woman really succeeds in changing a man is when he's a baby." And, then there are double entendres such as this classic "Police station toilet stolen; cops have nothing to go on."

**Solve Riddles:** Solving riddles exercises your creative-thinking in a similar fashion to making up jokes. Riddles are not only fun, but they stimulate your creativity by forcing you to consider the clues from a perspective that is different than normal (riddles, like jokes, often use double entendre or double meaning). Here are two that I found on riddles.com: "What relation would your father's sister's sister-in-law be to you?" and "What ends in a 'W' but has no end?" (\*answers at end of article).

**Complete the Picture:** Mr. Squiggle was a television show that originated in Australia. The title character was a marionette with a pen-

cil for a nose. Viewers would scribble a few marks on a piece of paper and mail it into the show. Mr. Squiggle would then use his pencil nose to complete the drawing into an object that children would recognize. You can do this same exercise at home or the office. Take pen and paper, and make your own arbitrary squiggles, lines and shapes. Look at them until you can visualize a recognizable object, then fill in the lines to make the drawing. Alternatively, you can select three or four random words from a dictionary, then come up with a sentence using all of them.

In previous articles I have suggested what I consider to be the most important method for stimulating your creative thoughts. And, that is to regularly expose yourself to new stimuli - in short - new experiences. Whether you take a trip to some place you've never been, or take a class in something you know little or nothing about, or read something that is different from what you normally read, you will expose yourself to new information. That new information creates new neural connections in your brain which in turn give you more data with which to make new meaningful connections.

The purpose is to get used to seeing connections where you never noticed them before. Then when you need to solve a problem, you'll be prepared.

\* Riddle answers: your mother; a rainbow.

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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).*

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### ATTENTION - All-Free Training Available for all APICS Members "In Transition"



APICS Buffalo and the New York State Department of Labor have teamed up to offer reimbursement of all APICS CPIM and CSCP courses. Effective 3/27/17, these APICS Certification courses are now approved and listed on the NYS Eligible Trainer Providers Listing.

To take advantage of this benefit, you must be unemployed and be eligible for the program as determined by New York State/Erie County. To learn more, please visit or contact the Erie Community College ONE-STOP Employment and Training Center, located at ECC North Campus, Gleasner Hall, Room 166, or visit their website at [onestop@ecc.edu](mailto:onestop@ecc.edu) or call 716-270-4444.

Don't miss out on this excellent benefit to upgrade and enhance your Supply Chain Management or Production and Inventory Control skills at no charge while you are "in transition". Good Luck and enjoy the classes!

Jeff Ball  
Director of Business Development

## APICS Buffalo - Top Management Night 2017 Award Winners

### Member of the Year:

#### John Neureuter – CPIM, CIRM

Mr. Neureuter is a member of the APICS Buffalo Board of Directors and has served in several capacities over the years. For the past several years, he has served as the Buffalo Chapter Website Coordinator and was responsible for keeping the information on the website up-to-date and issuing the “eblasts” to the membership to alert them of important chapter events. To complete these tasks, Mr. Neureuter worked closely with other Board Members to make sure the most accurate information was posted on line in a timely manner.



This year Mr. Neureuter faced the additional challenge of converting all on-line content to comply with the new APICS Corporate Rebranding Requirements as well as a complete website software upgrade to the new STAR Chapter platform. The new website has a great new look and feel and also allows members to register and pay for PDMs and education classes on line. These upgrades have simplified the registration, invoicing, and payment process for our members and have been well received by the chapter membership.

For his tireless efforts and many hours of dedicated service to APICS Buffalo Chapter, we whole heartedly award the 2017 APICS Member of the Year Award to Mr. John Neureuter.

### Company of the Year: Cobham Mission Systems

The Buffalo Chapter has been very fortunate for the fantastic support it has received from many member companies this past year and would like to thank everyone for their continued interest in APICS PDMs and Education Programs.

However for the 2016-2017 program year, the APICS Executive Board would like to formally recognize the outstanding commitment to excellence that Cobham Mission Systems has demonstrated through their significant participation in APICS PDMs and Educational Programs. Cobham has clearly committed itself to the APICS Buffalo 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 APICS Board of Directors is proud to award the 2017 APICS Company of the Year Award to Cobham Mission Systems!

### Educator of the Year:

#### Kimberly Frew – CSCP, CPSM, CLTD

Ms. Frew is currently on the APICS Buffalo Board of Directors, serving as the Director of Programs. Ms. Frew was responsible for finding topics, speakers and venues for our Professional Development Meetings (PDMs) for the 2016-2017 program year. Ms Frew has listened carefully to our membership to identify topics of interest, and then was

able to draw upon her vast network of professionals to schedule some of the most exciting, talented, and professionally acclaimed speakers for our 2016-2017 PDMs. All speakers this year have successfully shared their expertise on the APICS body of knowledge material as well as other cutting edge information relevant to the Supply Chain and Inventory Management profession. In addition, Ms Frew has taken it upon herself to become the first person on our board of directors to earn the new certification in Logistics, Transportation and Distribution, the CLTD, and is scheduled to teach a large Principles of Operations Management class at her company, Cobham Mission Systems very soon.

The APICS Board of Directors proudly awards Ms. Kimberly Frew the 2017 APICS Educator of the Year award.

Jeff Ball  
APICS Buffalo Chapter - Executive Board  
Director – Business Development 2016-2017

## Student Chapter Reports



### University at Buffalo Chapter

We are excited to begin this year with our enthusiastic and skilled executive board. Together we have compiled a number of ideas for events to keep our members engaged. A certification information session is in the works, as well as a roundtable event to discuss internships and future careers. We also plan to host facility tours and partake in case competitions. Our goal is to support our members to prepare them for the next steps in their education and job search. We look forward to adding to our calendar of events, and are open to any suggestions. Please do not hesitate to reach out to us directly via email.

Submitted by:  
President- Courtney Weir, IE/MBA 2018  
cmweir@buffalo.edu  
Vice President of Operations- Ellen Ragus, MBA 2018  
Vice President of Case Competitions and Web  
Administrations- Joshua Dsa, MBA 2018

### Canisius College Chapter

The Canisius College Chapter of APICS is looking forward to a great year filled with learning, networking, and growth. We have two new officers this year, Megan Murray as President and Kristen Webb as Treasurer, both graduating in May of 2018. We are in the process of planning some great events for students to be able to gain a better understanding of the Supply Chain professional world. We are looking forward to continuing our relationship with the Buffalo Chapter of APICS throughout the year.

Submitted by:  
Megan Murray, Club President, murray70@canisius.edu



# Calendar of APICS Events



## JOIN US WEDNESDAY, OCTOBER 18, 2017!

The Event Center - Hamburg Fairgrounds | 5820 South Park Avenue | Hamburg, NY 14075  
Show Hours: 10:00am - 4:00pm

*"Delivering Solutions In Today's Changing Environment."*



The Western New York Facilities Management Expo is a regional showcase featuring products and services for maintenance, repair, operations, renovation, modernization and management of commercial, industrial, institutional, income properties... facilities of all types!

As the largest Facilities Management Expo in the WNY region featuring thousands of products and services from over 150 vendors, visitors from Western New York will learn from a wide range of displays, seminars, and demonstrations.

Vendor categories include roofing, solar energy, alarms, cleaning supplies and services, flooring, fire and carbon monoxide protection systems, furniture, LED lighting, signage, painters, recycling services, air quality, safety equipment and much more.

### MEMBERS OF THE FOLLOWING PROFESSIONS ARE HIGHLY ENCOURAGED TO ATTEND:

- Architects
- Building Owners/Managers
- Business Owners
- Construction Managers
- Energy Managers
- Environmental Engineers
- Facility Managers
- Maintenance Personnel
- Plant/Operations Managers & Engineers
- Project Managers
- Property Managers
- Production Supervisors
- Purchasing Managers & MRO Buyers
- Real Estate Owners, Developers, Investors, Remodelers
- Safety Supervisors
- Superintendents of Buildings & Grounds

*and anyone responsible for any facet of a facility*

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PDM - Professional Development Meeting  
**Wednesday, Sept. 20, 2017**  
Place: Salvatore's  
Speaker: Michele Lawrence  
Topic: "What's in Your Professional Go-Bag?"

PDM - Professional Development Meeting  
**Wednesday, October 11, 2017**  
Place: Salvatore's Italian Gardens  
Speaker: Peter Woodin  
Topic: "24/7"

PDM - Professional Development Meeting  
**Wednesday, November 1, 2017**  
Place: Salvatore's Italian Gardens  
Speaker: Joe Rice  
Topic: "Laws of Negotiations"

Holiday Party  
**Wednesday, December 6,, 2017**  
Place: Salvatore's Italian Gardens  
Parkside Brass Band



### 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.



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