



STUDENT CAREER ROUNDTABLE

Thursday, February 12, 2015

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 **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. Brought to you by APICS Buffalo and the student chapters at Canisius College and UB.

Thursday, February 12, 2015

5:30 – 8:30 p.m.

Canisius College's Richard E. Winter Student Center
2001 Main Street, Buffalo, NY 14208-1098

Agenda:

- 5:30 p.m. Networking and Food
- 6:00 p.m. Welcome
- 6:30 p.m. Career Roundtables (small group conversations between students and APICS professionals)
- 8:00 p.m. Networking +

Thank You to the following APICS professionals who are participating:

- Jeffrey Ball, CSCP, CPIM, Director - Supply Chain Management at Aurubis Buffalo, Inc.
- Dan Kasper, Scheduler at Aurubis Buffalo, Inc.
- John Fridmann, CPIM, Director of Materials Management at New Era Cap
- Michael Draper, CPIM, Plant Engineering Planner/Scheduler at 3M
- Doug Stroud, CPIM, Manufacturing Systems Analyst at Buffalo Pumps
- Michael Gebera, Supply Chain Manager at Tapecon Inc.
- Jake Briggs, Search Consultant at Kelly Engineering Resources
- Tom Ryan, Production Control Manager at Caplugs LLC

They represent all areas in the operations and supply chain and will have small group discussions with students about their career story: how they got started in their career, what they currently do, what their company is all about, how their company makes hiring decisions, what advice they have for students trying to enter this field, how their specific functional area may be different from others in their company or in the industry, etc.

Melissa Ruggiero
Student Chapters Chair, APICS-Buffalo
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Sponsored by:





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President's Message



Welcome to February. By now, most of us, including me, are counting the days down to spring! The Buffalo Chapter got off to a great year with the joint meeting with ISM. The feedback we received on Brian Atwater was excellent. Brian was not our typical speaker but the topic of "Creative Problem Solving" hit home with many of the attendees. If you have any thoughts on other "outside the normal box" speakers, please reach out to your Buffalo BOD; we would love to hear from you!

Coming up in February we have the always-popular Student Career Roundtable. It is an excellent opportunity to engage with the future of APICS. I encourage each of you to participate if you can. You will get as much out of it as the students do every year. Also coming up in mid-February is the APICS NE District meeting and Student Case Competition being held in Albany. In March we are scheduled for a tour of Staub, who is in the 3D printing business. On April 15, Carol Ptak will be back for Top Management Night. Carol will also be conducting a workshop on CDDP. All of the details can be found on our website.

The new website launch date is still TBD but is making progress. The Buffalo BOD is committed to making sure all of the bugs are worked out before the launch. I will continue to update the membership monthly until the new site is launched.

We are currently looking for volunteers to help with the summer charity golf outing. If you have any interest in helping, please reach out to anyone on the BOD.

Last month, I challenged each of you to bring another person to an APICS meeting. The challenge still stands; if we all work on this together we can have a positive impact on the people around us who have had the opportunity to experience APICS.

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.



Program Evaluation

PDM - January 14, 2015 at Grapevine Banquets
Program: "Creative Problem Solving"
Speaker: J. Brian Atwater, PhD, CPIM, Jonah

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

Response Average Results:

- 1) Speaker clear & easily understood: 4.85
- 2) The material content was clear & understandable: 4.70
- 3) The program topic was interesting & informative: 4.85
- 4) The questions/answers were direct & to the point: 4.80
- 5) The speaker was knowledgeable: 4.90
- 6) Food & facilities satisfactory: 100% yes
- 7) Do you like this format for APICS meetings? 100% yes

60 % of those answering the evaluation were members.

Comments:

- ♦ Really liked the topic of the program as it is very relevant in today's world. Organizations are challenged to do things differently and they need ideas and guidelines on how to be creative or become creative.
- ♦ Entertaining.
- ♦ Practical presentation of impactful topic.
- ♦ Great Speaker - Thought Provoking - Love the Joint meeting with ISM.
- ♦ Not on par with previous venues.
- ♦ Wait staff very professional, just too much clearing of tables during presentation.
- ♦ Great topic. I plan on trying these concepts at work or at home.
- ♦ Excellent speaker and a new, interesting topic.

STUDENT CHAPTER REPORTS



Canisius College Chapter

This month we're hoping to finalize budget and dates for this semester's events so we can get the ball rolling! We're also starting the beginning planning for a tour and service day. All great things for our members! Finally, on February 12th we're hosting the roundtable event at 5:30 for local APICS members to network and learn.

Submitted by
Christine Dombrowski, Canisius College BS Marketing
President, Canisius APICS

University at Buffalo

We are very excited that the spring semester has begun, and we are ready to launch a new speaker series and activities accordingly! Our first speaker session would be on February 18th, having Randy Jonmaire talking about supply chain and IT transformation at VWR International. At the same time, we will promote the Supply Chain and Operations Club in UB School of Management Club Fair on Feb. 4th. The goal would be to attract students who are interested in supply chain and operations management trend and networking with local companies.

Submitted by
An-Chieh Teng
UB MBA Class of 2015
V.P. External Relations, Supply Chain and Operations Club
Business Development Dir., Buffalo MBA Consulting Group

APICS PLANT TOUR AND PDM ON MARCH 18

Come join us for the Staub Machine Company Plant Tour and PDM on March 18 at 6:00pm. Staub is the only company offering solutions with 3D Printing in Buffalo. Staub mainly uses this technology for prototyping, but did you know that it can also create customized, fully-functional parts? At Staub Additive, they will work with you to create concept models, prototypes, fixtures, tooling, or end-use parts on your schedule. At this plant tour you will see how products come to life from concept to completion. We'll also get a look behind the curtain of Staub's Production Machining operations. Staub focuses on unattended machining, manufacturing component parts around the clock. Automated processes and robotics allow for high production and quality with minimal labor. Afterwards, we will head to a Hamburg restaurant for a bite to eat and great conversation. Sign up today!

Date: Wednesday, March 18, 2015
Location: Staub Machine Company, 4 Grimsby Drive, Hamburg, NY 14075
Time: 5:30 -6:00 pm....Registration
 6:00-7:00 pm.....Plant Tour & Presentation
 7:00 pm....Networking at a Hamburg restaurant TBD
Cost: \$15.00 per person
 Cash Bar & Snacks

Notes: Please reserve by Monday, March 16

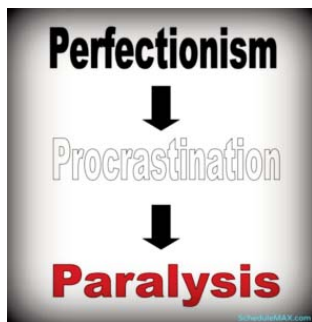
Register: Online at <http://www.apics-buffalo.com> or call APICS at PPM OffiCenter (716) 648-0972



THE UN-COMFORT ZONE with Robert Wilson

The Perfect Poison to
Success

My Parenting, Perfectionism and Procrastination



Mike passed the stack of test papers over his back to me. I lifted one off the top, sniffed the blue mimeograph ink, then passed the rest behind me to Laylah. The teacher instructed us to begin. It started out easy enough; all I had to do was select the proper word, from two or three choices, to complete a sentence. I quickly answered several when I hit a roadblock. Suddenly, I could not remember the difference between the words "want" and "went."

My mind was going, "I know this; I studied this; why can't I think of it." Worst of all I thought, "I have to get this right." I raised my hand and asked the teacher for help. She explained that she couldn't help me because it was a test.

I looked at the two words again and again. The more I looked at them, the more I got confused. They began to look like the same word. Have you ever said a word over and over until it sounds like gibberish? That's what was happening to me.

The teacher announced that we had just a few more minutes to finish the test, and I still hadn't gotten past this one question. I realized that I wasn't even going to be able to finish the test. I panicked, and began to cry. I was a six year old in First grade; and I was already a perfectionist.

That perfectionism spilled over into every aspect of my life. I recall getting plastic models of cars, planes, and ships as birthday gifts. They were fun to build, but I was frequently frustrated by the modeling glue. Too often I would accidentally smear the glue on the outer surface of the model ruining its finish. I would get so angry at the "imperfection" that I would throw the model in the trash rather than complete it.

The problem is that kids don't become perfectionists on their own. It begins with a critical parent, who pushes their children to succeed, often for the sake of their own pride and glorification. My parents were constantly raising the bar. I may have cried over tests, but my sister's perfectionism went even higher. She made straight A's all the way through elementary school, high school, and college, but not without a price. She was hospitalized twice with stomach ulcers from the stress.

Perfectionism is a de-motivator. It can cause someone to sacrifice their goals too soon. I remember giving up baseball and guitar playing because the skills were too difficult for me to acquire quickly. If I had stuck with either just a little bit longer, I may have obtained enough ability to enjoy them as ends in themselves.

Perfectionism also leads to procrastination. Surprising to many, procrastination has nothing to do with laziness. I recall many times as a young man having trouble beginning a project. I would gather all the materials I would need. I'd go over the instructions multiple times. But, I was reticent about taking the first step. Deep down inside of me was doubt - doubt that I could accomplish the task without flaws. Knowing that it wouldn't be perfect prevented me from even starting.

As a writer that would manifest with me doing tons of research, taking copious notes, mapping out extensive outlines, but hesitating over writing the first paragraph. When I did actually write something, I would never show it to anyone. I feared the criticism. If it were not for the compliments from my teachers in high school on essays that I "had" to turn in, I may never have developed the confidence to become a professional writer.

I began both my writing and speaking careers as a perfectionist. Overtime, my perfectionism evolved into mere over-achieverism. But, the difference between the two is huge. You see, the solution is to focus on the journey and not the results. The journey is where and when you get to be creative, experiment, and take risks. As I became more confident in each skill I relaxed and learned to enjoy the process instead of the goal. Today I write as much for fun as for profit. I take risks with my writing, and can't wait for people to read it.

As an older child, I began to relax enough to stop trashing my marred models. Oh, I still managed to smear way too much glue on them, but rather than freak out, I creatively included them into the model as battle damage. It even inspired me to take it further. One time I took one of my mother's turkey trussing pins, heated it up over a candle, then melted tiny bullet-holes along the fuselage of a WWII plane model.

I know a number of people who have had great ideas for starting a business, but whose perfectionism never allowed them to begin. I understand that. The first company I owned was a dealership in a multi-level marketing business. I would procrastinate in doing any selling until I had followed all the rules, read all the materials, listened to all the recorded seminars, etc. I kept thinking that at some point I would accumulate enough knowledge that I could do the work fearlessly. Instead, I spent tons of time in preparation, and little time in actually doing. As a result I failed.

My next company began without intention and grew organically a little at a time. I made a necklace for a girlfriend. Her friends loved it and wanted one too, so I made more. Then their friends wanted necklaces. I started making earrings too. I even got some stores to carry my products. Before I knew it, I had a thriving jewelry business. I believe it was this early success in business - where everything did not have to be perfect to get started - that enabled me go on to found numerous companies. The idea is to start somewhere doing something, then you can build, adjust, grow, tweak, learn, and add-on as necessary.

In 1997, when I first became a professional public speaker I would practice a speech until it was perfectly memorized. I was terrified of making a mistake. It was the actual making of some mistakes that helped me get over my perfectionism. Somehow I didn't die right there on the platform, and people still enjoyed my presentation. Go figure! Eventually, with each new experience I became more comfortable in front of an audience; I worried less about failure and kept calm. If I did make a mistake - I could laugh it off. I was enjoying the journey.

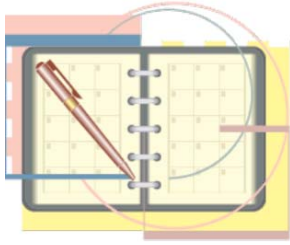
If you are a perfectionist, the trick is to allow some imperfection into your life a little at a time so that you can get comfortable with it. Like any other addiction, you must wean yourself.

*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.*

**Every
Member....
Get a
Member!**



**Invite an associate to join you at an
upcoming APICS program.**



Calendar of APICS Events

Student Career Roundtable
Thursday, February 12, 2015
Canisius College

APICS Northeast District Meeting &
7th Annual Student Case Competition
February 20-21, 2015
Albany Marriott Hotel

PDM/Plant Tour
Wednesday, March 18, 2015
Staub Machine Company

Top Management Night
Wednesday, April 15, 2015
Speaker: Carol A. Ptak, CFPIM, CIRM, Jonah, PMP

CDDP Training Workshop
April 16-17, 2015

Plant Tour
Wednesday, May 20, 2015

BNPA Charity Golf Outing
Wednesday, August 5, 2015

** Tentative Dates*

APICS Board of Directors Meeting Schedule*



- ♦ Wed., February 4, 2015 - Moog
- ♦ Wed., March 11, 2015 - Moog
- ♦ Wed., April 8, 2015 - Moog
- ♦ Wed., May 6, 2015 - Moog
- ♦ Fri., June 5, 2015 - Transition Meeting - Bison's Game

** Tentative Dates*

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 2015 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, 2015. Winners will be notified in writing on or before June 30, 2015.

Applications and additional important details regarding the program and eligibility can be found on the Chapter website at www.apics-buffalo.com

If you are experiencing any difficulty accessing the website, please call our office at (716) 648-0972.

- Jeff Ball, Scholarship Committee



Let's Link!

Linked in Members....
the Chapter has a Group Site. Please join.

<https://www.linkedin.com/groups/APICS-BUFFALO-CHAPTER-942747>.

- Kimberly Frew, Marketing Chair