

APICS Buffalo  
Invites you to join  
us for our

# Holiday Networking Party



Wednesday, December 6, 2017

Food, Music and Entertainment....  
Fun and Giveaways for all!

**Date:** Wednesday, December 6, 2017

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

**Time:** 5:30 -6:00 pm....Registration Opens  
6:00-8:30 pm.....Networking, Cash Bar, Food Station  
**Musical Entertainment:** Parkside Avenue Brass

**Cost:** \$25.00 All Members & Guests

**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 12/4 but may 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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 Website: www.apics-buffalo.org

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# President's Message



Season's greetings and happy holiday! As this will be the last official update for 2017, let me start by saying THANK YOU. Without those of you reading this and being the heart and soul of APICS, we aren't nearly as successful. As the weather begins to turn and light becomes limited, just remember, brighter days are ahead.

Last month we had Joe Rice speak to us on the art of negotiation. A really nice and interactive presentation where I learned: that the deal on my last car wasn't as good as I thought; and to be effective video examples, you really don't need good actors. But what stuck with me was the conversations during the dinner and afterwards. Those with the speaker; those with other members of APICS; and those with our partners in ISM.

What I hope for this message is that those of you that carve out time to come to these events take a little time to get to know those people around them. What drives them, where they have been and what they have seen. Some of the greatest life lessons is life have come when I least expected them.

Now on to the fun stuff! Our December Holiday party will be held on December 6th at Salvatore's. Always a fun time, I would highly encourage anyone that has not attended to take the short trip out and to those return guests, bring a friend. Good food and a great time.

As I sign off for 2017 I would like to leave you with this. The holidays are a time for giving and spending with family. In Western New York, especially Buffalo, it feels like everyone knows everyone else. But sometimes, it's easy to forget those a little less fortunate. While there is certainly no shortage of organizations or good causes, every little bit counts. My former neighbor introduced me to the local food shelter. Ironically, a place that despite spending 40 years living within 2 miles of, I didn't know existed. An opportunity that cost only time, it gave me a perspective I never truly had on what struggling really means.

Usually when the year closes, I try to look back at the things I have done and reflect a bit. What has been accomplished, what progress made and most importantly, have I been able to make things and people's lives a little better than when I found them? In most cases I find that the last area one I always want to do a little more in. I hope you will keep this in mind the next time something comes up.

Have a great holiday season!

Yours in APICS,

Albert Testa, CPIM  
 President, APICS Buffalo Chapter

## THE UN-COMFORT ZONE with Robert Wilson

### Why the Political Turmoil?

We all want the same things.



I'm shocked by the polarization of the electorate. Actually, I'm shocked by people's behavior: the intolerance of different opinions; vicious name-calling; physical violence at political rallies; and people's cars being vandalized because of their bumper stickers. No, I'm not writing this because someone keyed my car's paint; but someone did peel a sticker off my car while it was in a parking lot (I noticed immediately - it was the only spot on the back of my car not covered in road grime!).

I've tried to ignore our national bickering. I've even attempted to avoid it by not watching television, but somehow I keep hearing about it or reading about it anyway.

In the past couple of years I've seen headlines like these:

**Is America Dangerously Divided?** from CNN

**Polarization Is Dividing American Society, Not Just Politics**  
from The New York Times

**Divided We Still Stand – and Getting Used to It** from USA Today

When I have followed it; I feel like our politicians are fanning the flames of discontent (and I include with them media commentators and opinion-makers). I feel they are intentionally dividing us. They motivate our anger and hatred for each other with fear and envy and paranoia. I believe the politicians are profiting from our continued division. If we weren't divided, who would need them? Will Durant, American philosopher and historian, observed, "The political machine triumphs because it is a united minority acting against a divided majority."

My purpose in writing this article is to ask everyone to notice how much we have in common. How we're all motivated by the same things. Theodore Levitt, Harvard Business School professor, said, "One should not focus on the differences between people but look for commonality and similarity." I suspect he was lecturing Marketing students, but it's good advice nevertheless. So, here's my **Top Ten** list of the ways we're all alike:

1. **We all want peace.**
2. **We all want to feel safe** (free from fear).
3. **We all want the basics of survival** (clean water, good food, and a comfortable home).
4. **We all want good health.**
5. **We all want prosperity** (freedom to do what we want; to pursue personal interests; to find happiness).

6. **We all want friends** (to feel accepted and enjoy a sense of belonging).

7. **We all want love.**

8. **We all want to be respected.**

9. **We all want a sense of self-confidence.**

10. **We all want justice** (everyone plays by the same rules).

And, I'd like to add that we want all of these things for our families and friends as well.

If we can remember our commonalities, perhaps we can be less judgmental, and get along. If we can ignore the politicians, and focus instead on our own power, then we can have all of the above.

What similar needs and desires among people do you see?

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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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#### **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.

# Student Chapter Reports



## Canisius College Chapter

This month, the Canisius College Chapter of APICS sponsored a “College to Career” night. Ms. Vilona Trachrenburg, a Canisius College Alumni, spoke about her transition from coursework to career and gave the Canisius College Chapter of APICS advice about what to expect as they approach graduation. If you are interested in working with Canisius Students, please feel free to email me at murray57@canisius.edu. We are always looking for new learning opportunities within the Buffalo Community.

Submitted by: Kayleigh Murray, Secretary  
murray57@my.canisius.edu

## University at Buffalo Chapter

This month our club has continued to increase engagement with students, The UB School of Management, and the community. Our club participated in The School of Management’s first canned food drive for the Salvation Army. Our executive board members were very proud to represent our club in this event and accept numerous donations that will have a positive impact on the community during the holiday season. We have a tour of Praxair’s facility scheduled in the coming days, as well as a guest speaker visit this Monday. Our guest speaker Tim Weir will be sharing his invaluable experience on business ethics and how to survive in the workplace. This session is sure to set up our members for career success in the short and long term.

Submitted by: Alexander Lesins, Secretary  
alesins@buffalo.edu



## Welcome New Members

- Donna McGrew, CPIM, CSCP, CLTD,  
Secretary

### Professional Members:

Ben Kubit  
Jennifer Bialasik

Morgan Van Wagnen  
Chloe Hrinko  
Lauren Maida  
Sharanya Meda Prashanth

### Student Associates:

Morgan Sansbury  
Sararsh H Atra  
Khadija Ajmal  
Mohil Shantilal Baffna

Rishi Vikram Patel  
Harsh Shantilal Nisar  
Srikanth Nanjundaswamy  
Saurabh Thapliyal  
Nicole Pierce

## Buffalo Chapter retains prestigious Platinum Award Designation

Chapter management excellence is an integral component to enhancing the member experience. Successful APICS chapters provide their members with opportunities for stellar education, career development, and networking.



The APICS Chapter Benchmarking and Reporting (CBAR) program recognizes chapters that have exceeded minimum standards and exemplify excellence in overall chapter management. We are proud to announce the APICS Buffalo Chapter received the 2017 CBAR Platinum Award designation, an admirable accomplishment for an APICS chapter.

As a member of an APICS Platinum Award winning chapter, the CBAR designation signifies commitment to providing an exceptional membership experience.

## Program Evaluation

PDM Wed., Nov. 1, 2017

Topic: “Laws of Negotiating” with Joe Rice,  
TJ Consulting at Salvatore’s



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

### Response Average Results:

- 1) Speaker clear & easily understood: 4.9
- 2) The material content was clear & understandable: 5.0
- 3) The program topic was interesting & informative: 4.6
- 4) The questions/answers were direct & to the point: 4.0
- 5) The speaker was knowledgeable: 4.8
- 6) How likely are you to promote APICS & its offerings?: 4.7
- 7) Food & facilities satisfactory: 4.5

### Comments:

- Need ensure microphone is always used.
- Need to ensure that the wait staff remains quiet during the program; could hear them in the kitchen area.

### Respondents –

APICS Members: 77%; Non-Members: 23%

## Calendar of APICS Events



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