

## 7x24 Exchange

### Professional Development Meeting Wednesday, October 11, 2017

Learn about one of Western New York's newest professional organizations, 7x24 Exchange. 7x24 Exchange is a leading knowledge exchange for those who design, build, operate and maintain mission-critical systems. The organization's goal is to improve end-to-end reliability by promoting dialogue among these groups. 7x24 Exchange is committed to addressing the challenges of sustainability and giving back through its social responsibility initiative.



#### About the Speaker:

**Pete Woodin**

**Sr. Electrical Sales Engineer - T.P. Woodside, Inc.**

Pete has a Bachelor's Degree in Electrical Engineering with over 35 years' experience in critical electrical power systems in Industrial, Municipal and Data Centers. For the last 28 years Pete has been with T.P. Woodside where he has represented ABB, Emerson Network Power, Rockwell Automation, and Vertiv Corporation among many others. His unique in-the-field knowledge and working with key market segments and customers has kept him in demand with many high-profile projects. Pete has conducted extensive training in Electrical systems, UPS systems, Batteries and other electrical technologies providing AC and DC power to the Data Center and many other critical applications.



Pete has been an annual presenter at the Erie-Niagara Chapter of the New York State Society of Professional Engineers contributing dozens of accredited presentations during their E-week Seminar Series.

Pete is also one of a handful of ABB Certified trainers for their North America Low Voltage HAVAC Variable Frequency Drives Division.

Pete is also one of the founding members for the Western New York Chapter of the 7x24 Exchange, which is a professional organization that provides an educational forum focusing on challenges faced by mission critical industry professionals.

## PDM Event Information

**Date:** Wednesday, October 11, 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

**Meal:** Classic Salvatore's Buffet

**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 10/8 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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October is here, the leaves are changing and Bill-eve it or not our Buffalo Bills are in first place. First, I would like to thank all of the attendees of the first PDM meeting. We saw a number of new faces and we hope that trend continues.

For some perspective, I think everyone who lives here knows how committed Buffalo is to APICS but that is not always evident to those from outside the area. As fate would have it, I had the privilege of sitting next to our speaker Michele, who turned to me and asked "Is this normal attendance for you?" I told her it was a bit lighter due to getting the PDM out late and it being the first one of the year. Her response was "Wow, that's interesting because you have a lot of people here". This is a great testament to our membership and YOUR commitment to APICS, as well as continued learning.

As a brief recap, September was our first PDM of the year. Michele Lawrence provided us a great presentation on what is in our professional to go bag. It was very interesting to hear firsthand testimonials from some of the people in the crowd, as well as Michele on how this preparation has helped. For those looking for it, the contents of that presentation will be up on the website for those looking to review

Our October PDM is also shaping up to be a great event as well. Pete Woodin will talk about one of Western New York's newest professional organizations, 7x24 Exchange. His organization helps to design, build, operate and maintain mission-critical system and is committed to addressing the challenges of sustainability and giving back through its social responsibility initiative. For anyone that hasn't registered, there is still time.

In addition to this event, Melissa Ruggiero is putting together the annual student mentoring program that is designed to get members with industry experience connected with students looking to get into the industry and providing the coaching and support so many of us have received during our career(s). For anyone looking to get involved or continue on with this very worthwhile effort, please reach out to Melissa or myself.

In closing, October is also the National APICS conference. An exciting time for APICS and a great way to bring all chapters together (regardless of geography) to hear the vision for the future and share best practices that can benefit all chapters. Personally, this will be my first opportunity to attend this conference and I look forward to bringing back learnings to help us grow and continue to prosper as a chapter. This year's keynote speakers include John Mackey, CEO of Whole Foods as well as Derreck Kayongo, Founder of the global soap project.

While everyone has heard of Whole Foods (they just opened one in our area). But if you haven't heard of the global soap project, take a look. A simple idea, with some great results that further illustrates that sometimes the smallest changes have the biggest impact. <http://www.apics.org/apics-for-individuals/apics-magazine-home/magazine-detail-page/2017/09/06/from-soap-to-hope>.

Yours in APICS,

Albert Testa, CPIM  
 President, APICS Buffalo Chapter

# Student Chapter Reports



## Program Evaluation



PDM Wed., Sept. 20, 2017

Topic: "What's In Your Professional Go Bag?" with Michele Lawrence at Salvatore's

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: 4.8
- 4) The questions/answers were direct & to the point: 5.0
- 5) The speaker was knowledgeable: 4.9
- 6) Food & facilities satisfactory: 4.5
- 7) How likely are you to promote APICS & its offerings?: 4.9

### Comments:

- ♦ I prefer the buffet.

**Respondents – APICS Members: 90%; Non-Members: 10%**

## University at Buffalo Chapter

This month, we are in the midst of adding a couple new members to our board. This will allow the group to reach more students who are interested in SCOM. It also gives students an opportunity to develop their leadership skills. We are also focusing on career development. The students are very interested in learning more about certifications. We plan to have a speaker come in to discuss the benefits of the certifications available, as well as to help the students understand which certifications will help them reach their career goals. Plus, two of our students are attending the National Conference in San Antonio.

Submitted by:  
Ellen Ragus, MBA Candidate 2018, University at Buffalo  
UB SCOM Club, VP of Operations  
ellenrag@buffalo.edu

## Canisius College Chapter

The Canisius College Chapter of APICS held our kick-off meeting this past month. We were pleased to share with our members that we will be touring Moog, Inc. in October. We are looking forward to seeing what we have learned in our Operations Management class in action at Moog. If you are interested in working with Canisius students, please feel free to reach out. We are always looking for new opportunities within the Buffalo community.

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

## THE UN-COMFORT ZONE

with Robert Wilson



### When is Envy a Good Thing?

A negative emotion that can drive change.

This column is primarily about human motivation, and because of that I've considered writing about envy for years. It is a negative emotion which has been condemned by all cultures throughout history, yet it is a powerful motivator. Envy can be terribly destructive, and surprisingly... constructive.

Envy, as defined by Merriam-Webster, is: painful or resentful awareness of an advantage enjoyed by another joined with a desire to possess the same advantage.

People often mistakenly use the word "jealousy" when they mean "envy." The feeling of jealousy, is the anxiety we feel when someone tries to take something we have earned, already own, or feel we have a right to. Envy is about coveting that which we don't have.

I believe envy is rooted in fear. The fear of feeling weak, impotent, or powerless. Advertisers love to fan the flames of envy. Getting people to one-up the Jones, gets them to spend money.

Helmut Schoeck from his book *Envy* states, "Envy is a drive which lies at the core of man's life as a social being, and which occurs as soon as two individuals become capable of mutual comparison." He also notes, "It is the great regulator in all personal relationships: fear of arousing it curbs and modifies countless actions." Oftentimes, if someone raves too much about an accomplishment of ours, we feel it necessary to balance that by mentioning some misfortune we've experienced.

The closer people are within a society the greater the propensity for envy. We are more likely to resent our siblings, neighbors, and classmates because we make comparisons based on our common backgrounds.

First-borns almost immediately begrudge a new baby when they start to feel the loss of attention from their parents. I recall my next door neighbor telling me how his older sister, upon being shown him as a baby for the first time when she was three years old, announcing to her mother, "Mommy, I don't like him; birth him back!"

When my sons were little, I noticed my older son envying some of my younger son's accomplishments in sports. I tried to help him see that the advantage his little brother enjoyed was the opportunity of getting to watch him play, and learn from his mistakes. Meanwhile my younger son envied him getting to do everything first while he had to sit on the sidelines.

I have envied; and have been envied. It's not a terribly strong emotion for me, but I've been guilty of it as recently as this

week: reading the Facebook posts of friends who are enjoying fabulous vacations, retiring early, or reaching an achievement I haven't yet attained. Humor columnist, Harold Coffin, once noted, "Envy is the art of counting the other fellow's blessings instead of your own." When I recognize the feeling, I have to remind myself that I made different choices in my life with results that were equally satisfying; then I am able to move on and share in their joy. This quote from Jean Vanier, a Canadian Catholic philosopher, really gets at the heart of the matter, "Envy comes from people's ignorance of, or lack of belief in, their own gifts."

Envy is also spawned by feelings of injustice. Most societies strive to suppress envy because of how destructive it can be. In 18th century France, the ideas of the Enlightenment diminished the belief in the Divine Right of Kings which meant the nobility were no different than average men. The aristocracy, jealous of its power, did not wish to yield any of it; which in turn fomented a sense of envy among the common people and led to the bloody French Revolution.

Schoeck also notes that, "Most communities have developed or adapted customs and views that enable individual members of a tribe to be unequal in one way or another without being harmed by the envy of the others." It's a balancing act. Many government programs are designed to limit envy: old-age retirement funds, welfare, free education and libraries, universal healthcare, and access to national parks and other state-owned recreation areas.

For most of its history, the United States has kept envy in check because of the economic opportunities freedom offers its people. In America, you could put your resentment to work by starting your own business and creating wealth for yourself. Homer G. Barnett, an American anthropologist, stated, "Envious men innovate to compensate for their physical, economic or other handicaps." It was the envy of American prosperity that drove the desire for democracy around the globe.

In recent years, however, government regulation, high taxes, and inflation have limited those opportunities, which in turn has increased the demand for government benefit programs; all of which inhibits economic growth even further. The faltering economy in the United States has increased feelings of injustice and envy.

The best cure for envy is prosperity, and the best thing about envy is that it sometimes motivates innovation. So, the next time you get irritated by the unfairness of someone having more than you, channel that energy into changing the situation yourself.

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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).*



# Calendar of APICS Events

PDM - Professional Development Meeting  
**Wednesday, October 11, 2017**  
Place: Salvatore's Italian Gardens  
Speaker: Peter Woodin  
Topic: "7x24 Exchange"

PDM - Professional Development Meeting  
*\*Joint meeting with ISM-Buffalo*  
**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

Please invite your company's MRO Buyers and Facilities Operations, Engineering & Maintenance Personnel to attend...



**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!

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**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

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