

PDM - Plant Tour

Tuesday, June 1, 2010



Moog Inc.

Plant 1

Corner of Seneca Street & Jamison Road
East Aurora, NY 14052

Campus Map of Moog on page 6.
No open toe shoes allowed.
Must be U.S. citizen

5:30-6:00 p.m.... Registration
6:00 p.m.....Tour Starts
Dinner follows Tour

Menu: Italian Buffet
Mixed Chopped Salad
Three Meat Lasagna
Stuffed Shells

Bow Tie Pasta w/ Roasted Vegetables & Pesto
Dessert

\$25.00 Members & Guests
\$15.00 Full-Time Students

Reservations requested* by
Thursday, May 27th. Log on to
www.apics-buffalo.com
or call APICS at PPM OffiCenter,
Phone (716) 648-0972 or
Fax (716) 646-1599

*** Limited to 40 participants***

*Late reservations may still be accommodated. Please
cancel if unable to attend after reserving.*

MOOG

For over 50 years we have developed a reputation throughout the world as a company whose people and products are at the forefront of the aerospace industry. We have consistently demonstrated our ability to meet ever more demanding challenges be they technical, schedule or cost. This directly reflects the creativity, work ethic, and remarkable attention to purpose of our people.

As a result we are positioned today on virtually every aircraft in the marketplace, supplying reliable actuation system solutions that are highly supportable and add significant value for our customers.

Over this period, Moog has grown from a high technology component manufacturer to become a leading supplier of integrated flight control systems. While we haven't forgotten our roots, we are positioned for the next fifty years to take on the challenges and responsibilities of a changing industry. This culture, coupled with our commitment to customer focus, process control, and product innovation will continue to drive the success of our company and the success of our customers.

www.moog.com

2010-2011 APICS Elected Officials

On behalf of the APICS-Buffalo nominating committee, I'm pleased to announce the following candidates:

Elected Positions:

President	Jeff Ball, CSCP
Vice President	Joost Vles, CSCP
Secretary	Bill Lignos, CPIM
Treasurer	Pat Clancy, CPA, CFE

Note:

1. Additional nominees will be accepted either to Nominating Chairman Rick Haniszewski in advance, or from the floor prior to the vote.
2. The winner will be determined by a simple majority.
3. All members are eligible to cast a vote.
4. **If you'd like to join the BOD to help out, contact any of the above officers or nominating committee.**

Voting will take place at the next PDM held on June 1, 2010. Please come and vote.

Nominating Committee:

Rick Haniszewski, CPIM, CSCP, Chairman
Carol Goewey, CPIM
Matt Bartels, CPIM





APICS - The Association for Operations Management - Buffalo Chapter #21
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 Website: www.apics-buffalo.com

APICS-Buffalo's Board of Directors 2009-2010

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ALLIANCE MANAGER: open

TMN MANAGER: open
MARKETING MGR: open
MANAGER PROGRAMS/ ARRANGEMENTS: open
EDUCATION MGR: open

ASSOCIATES:

REGION REPRESENTATIVE:

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NORTHEAST CHAPTERS

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UB STUDENT REP:

Manish Sabnis

CANISIUS STUDENT REP:

Jonathon M. Casey

President's Message



Greetings All !

On April 28, your APICS Chapter partnered with the Buffalo Niagara Professional Alliance to bring a unique and informative evening to our membership. The topic of discussion was "Growth Strategies for the Post Recession Economy", and the format of the evening was a panel discussion featuring five leading executives from prominent WNY companies. Mr. Frank Curci (Tops Markets), Ms. Kathleen Cartus (Cannon Design), Mr. Jamel Perkins (Delaware North Companies), Mr. Pete Mayer (Moog Inc.) and Mr Michael Weiner (United Way of Buffalo) provided some very interesting insights into how their organizations are positioning their companies for growth in 2010 and beyond. The evening was well attended, and my unofficial count was over 180 people from WNY's business and academic communities. This was a fantastic opportunity to network with many professionals from leading organizations, and find out what's happening at companies throughout WNY.

Looking ahead, your APICS Buffalo Chapter has two more scheduled events scheduled for the balance of the 2009 - 2010 program calendar. Next up is our plant tour of MOOG INC, on June 1. Don't miss this opportunity to visit one of WNY's most progressive and profitable companies. See more info elsewhere in this newsletter and sign up now. Spaces will be limited. Finally, to wrap up the program year, we will once again hold our joint charity golf outing with the Buffalo Niagara Professional Alliance on August 4. Please consider supporting this worthy cause, and come out for a great day of good food, great people, and fun golf !

It has been my pleasure to serve as the APICS Buffalo Chapter President this past year and we must now look to build for the future. The chapter has formed a nominating committee to select qualified people for election to the Board of Directors. If you are interested in serving on the APICS Board, please contact Rick Haniszewski to find out more ASAP. I urge you to get involved with your local APICS Chapter and get plugged into an exciting network of professionals that will help to develop you both personally and professionally. Make a Commitment to Excellence and get involved now.

That's all for this month!

Best Regards,

Jeff Ball, CSCP
 President, APICS-Buffalo Chapter
 2009-2010

This newsletter is published monthly by the APICS Organization, Buffalo Chapter 21, whose membership totals approximately 250 professionals, educators and students in the Western New York area involved in the Production and Inventory Management Field (P&IM) and resource management. APICS is over 50 years old and provides its members opportunities to attain job skills and knowledge that will set them apart from others through seminars, workshops, conferences, exhibitions and meetings. APICS and the Board of Regents of the University of the State of New York have made it possible for you to earn college credit for passing APICS' CPIM and CIRM examinations.



The Buck Starts Here

Recently I participated in a Murder Mystery weekend at a bed and breakfast lodge. Every guest was given a role to play. There were eight suspects; each of whom had one or more of the following: Means, Opportunity and Motive. Having the Means and Opportunity was very important, but having the right Motivation was the key to solving the puzzle. We interviewed the suspects, collected clues, then presented who we thought was the killer and why. It was great fun, but I failed to figure out who done it. I was very logical and surmised that a suspect with a monetary motive was the one. But, it turned out to be one with the emotional motive of anger and revenge.

Never-the-less, money is a powerful motivator. It is the original carrot dangling from the stick.

My friend Bill, the computer wizard, told me years ago, "I always follow the money." Meaning that he would learn those computer skills that paid the best. I did the same thing in my early years as a writer. I found journalism fun, but that advertising paid better. Subsequently, I pursued advertising work and honed my skills in motivating people to buy.

The exciting thing about money, or more specifically: prosperity, is that it is a great equalizer. Prosperity has a way of eliminating envy, hatred and bigotry. Increased wealth makes people more tolerant and giving. The formula for prosperity is simple: economic freedom plus property rights. In other words, minimal regulation and the right to keep what you earn.

Clearly we all know that money is a reliable method for motivating people. But, if you ever want to discover the motivation behind an action that appears to be random, backtracking the money trail is frequently a good way to find it. For example, have you ever noticed one of your favorite products disappearing from the store where you buy it? It probably means that there were not enough customers for it and the store quit carrying it. If, however, you can't find it anywhere, then the lack of users is widespread and the manufacturer discontinued it.

Sometimes, however, the money trail is even longer, and more convoluted. I recall a hot summer day, back in the late 1980s, when, after mowing the lawn, I popped open an ice cold soda pop and drained it in one long gulp. Moments later I was on the floor with a painful spasm in my back. It lasted nearly half an hour, and when it was over I made an appointment with my doctor. It turned out that I was allergic to the corn syrup in the soda.

"How could that be?" I asked. I'd drank thousands of sodas without having that reaction. What I learned was that up until that can of soda all the ones I'd drank before were made with sugar. So, I asked, "Why would they switch to corn syrup?" The answer was that the cost of sugar had gone up; and they did not want to raise the price. "Why was sugar more expensive?" Because Congress placed a tariff on imported sugar. "Why did Congress do that?" Sugar growers in Florida asked them to

because they did not want to compete with low-cost Caribbean sugar. "Why would Congress comply when it would raise prices on all products made with sugar?" Because the sugar growers donated lots of campaign money to a majority of the members of Congress. The trail ends, and the puzzle is solved.

It turns out that my favorite soda pop is still made with sugar in every country on the planet except the United States. One day, I'm going to get a craving and drive a thousand miles to Mexico. Talk about motivation!

Robert Evans Wilson, Jr. is a motivational speaker and humorist. He works with companies that want to be more competitive and with people who want to think like innovators. For more information on Robert's programs please visit www.jumpstartyourmeeting.com.

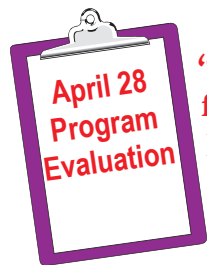


Welcome New Members



New members through 5/13/2010:

Sharon Bochenski, Moog Inc.
Mary Egan, Moog Inc.
Dave Benningfield, Moog Inc.
Helen Flynn, Moog Inc.
David Ryba, Moog Inc.
John Walczak, Moog Inc.
Priyanka Kaushal, SUNYAB
Gary Fialkiewicz, K-Technologies
Dana Edwards, K-Technologies
Diane Cosnyka, K-Technologies



**"Growth Strategies
for the Post Recession
Economy" at
Salvatore's Italian
Gardens**

**176 Members and guests representing
APICS, NAPM, BNHRA, InfoTech and
the Buffalo Niagara Partnership were at
this Buffalo Niagara Professional Alliance
meeting. Positive feedback was received.**



APICS' Report on Education

A Commitment to Excellence...

EDUCATION SCHEDULE 2010 (open enrollment)

Course	Start	Length	Location	Cost
CPIM Basics of Supply Chain Mgmt.	Sept. 2010	10 weeks	Moog	\$575
CSCP Certified Supply Chain Professional	Aug. 2010	13 weeks	Moog	\$1100
Lean Enterprise Workshop (certificate)	Oct. 2010	10 weeks	TBD	\$895

The **CPIM Certification** is broken into 5 separate modules:

Course	Start
o Basics of Supply Chain Management	September 2010
o Master Planning of Resources	January 2011
o Detailed Schedule & Planning	March 2011
o Execution & Control of Operations	TBD
o Strategic Management of Resources	TBD

These are instructor led courses, meeting once per week for approximately 10 weeks. The courses are designed to prepare an individual to take the CPIM exam for the specific module. The cost of the instructor led program is \$575 per module, this includes the course book. The **exam** registration is **not included**; you must register separately through the on-line APICS International site "<http://www.apics.org>" official APICS test center at a cost of \$120 per exam for members and \$155 for non-member.

APICS is currently looking for companies to host the certification programs. If you are interested, please contact me, Carol Goewey, at carol.goewey@parker.com or call (716) 674-6343.

If you're interested in any of the programs -- **sign up** and reserve your place by contacting me @ carol.goewey@parker.com or call 716-674-6343, or log onto <http://www.apics-buffalo.com>.

Best regards,

Carol Goewey
Director Education, APICS - Buffalo Chapter
carol.goewey@parker.com
716-674-6343



Announcing...

The 4th Annual BNPA

Charity

Golf Tournament

**Buffalo Niagara Professional Alliance
(BNPA) includes:
APICS, BNHRA, InfoTech,
NAPM & Buffalo Niagara Partnership**

Date: Wednesday, August 4, 2010

Where: Diamond Hawk Golf Course

Fee Includes:

Lunch, Dinner, Open Bar, 18 Holes of Golf with
Cart, on-course refreshments, prizes, auctions

The charity recipient is...

Family Justice Center of Erie County

Mission Statement:

To develop and sustain a collaboration
which delivers services that enable
people to live safely, free from
domestic violence, and that advocates
offender accountability.



**Mark your calendars.
Gather your foursome.
Watch the APICS web site for
further details.**



Student Chapter Report:



Canisius Chapter Report:

With a highly productive academic year drawing to a close, the Canisius College APICS team was thrilled to share our thoughts and experiences at our year-end dinner. Meeting at Pearl Street Grill, we embarked in conversations about our recruitment efforts and the direction of our organization.

Our team welcomed two new members, both juniors from the Canisius College Wehle School of Business. As motivated students, they gravitated to the nature of our current team and the prospect of industry experience through leadership opportunities. As new members they will be spearheading part of the Canisius APICS leadership team for the 2010-2011 academic year.

The evening concluded by recognizing the continued support and mentoring provided by our two distinguished Canisius APICS advisors, Dr. Girish Shambu and Dr. Lynn Fish. Their determination to enable leadership on campus has been tremendous. The APICS students extend a warm thank you to our advisors for their dedication of time and resources.

Submitted by
Jonathon M. Casey, President, Canisius APICS Student Chapter
casey3@canisius.edu

UB Chapter Report:

After a successful session on Vendor Management with both Rich Stauffer and Matt Bartels, both of them spent some time answering students' questions and giving advice. Jeff Ball, President of APICS Buffalo Chapter, invited Mike Popadick, SCOM President, and me to the APICS Board of Directors Spring Dinner on Saturday evening April 10. We went on a tour of the Wilcox Mansion on Delaware Avenue where President Theodore Roosevelt was sworn in as President of the United States after the assassination of President William McKinley. It was followed by an excellent and funny presentation by Jeff on what was accomplished by APICS members this year. Overall, it was a great evening with some history, good food and music, as well as a networking opportunity. We were honored to be invited to this meeting and learn about the activities of the Buffalo Chapter of APICS. We took the message back to the school that our incoming club leadership must participate in this organization's events and learn from them.

The 2009-2010 Board has received members' essay applications for leadership positions including one from an undergraduate student. We also arranged a Plant Tour at Harmac Medical Products Inc.; Rich Stauffer was very friendly and gave us a tour into different departments and patiently answered our questions. With such gains from APICS' involvement, the only thing I know to do next is to join APICS as a professional and continue to be actively involved in these events.

Submitted by
Manish Sabnis, UB Chapter Vice-President, Liaison with APICS
mcsabnis@buffalo.edu

MOOG Western New York Facilities

