

Professional Development Meeting *(joint meeting with ISM)* **Wednesday, February 17, 2016**

Harness Your Raw Data for Enhanced Planning and Performance

Traditional production planning systems are increasingly being pushed to their limits. With a mix of growing customer expectations, pricing pressures, volatile fuel prices, and an increasingly diverse supplier base, wastes abound in many supply chains. This is where data analytics and big data provide a competitive advantage. Data analytics is the science of examining raw data to help draw conclusions about information. Global supply chains provide an excellent opportunity to utilize big data and data analytics. Through better decision making, a company's supply chain costs structure can be modified over time to improve profitability.

When planning future production, over the planning horizon, the required product mix and load in each time bucket must be determined. Matching required production levels to existing resources can be challenging. So the algorithms used to plan and schedule what actual work will be started at each manufacturing facility is very important to making sure the enterprise is profitable.

Production planners must work closely with other departments like marketing, sales, and logistics. And making sure the combination of sales forecasts and actual customer orders truly represents (with a margin of error) reality is a must. Therefore, the data analytic algorithms used to optimize performance measures is critical to the production planning group. In addition to an accurate sales forecasts, an accurate estimate of productive capacity is also difficult. This presentation will provide supply chain professionals with ideas for improving their own operations, by better utilizing their raw data for informed decision making.

List Three Learning Objectives:

1. Describe why production planning is so hard
2. Explain the production planning hierarchy & its impact on SCM
3. Define ways that production planning can minimize waste across the supply chain



About the Presenter: Jack Cook, Ph.D., CFPIM, CSCP, CSQE

Jack Cook, Ph.D., CFPIM, CSCP, CSQE is a professor, speaker, author and consultant. He has been a professor for over thirty years, teaching operations and information systems at the Rochester Institute of Technology, Washington State University, and SUNY Geneseo. He currently teaches at SUNY Brockport. His areas of expertise include supply chain management, lean thinking, information systems, operations management, and electronic commerce. Dr. Cook is a Certified Fellow in Production and Inventory Management (CFPIM), Certified Supply Chain Professional (CSCP), Certified Software Quality Engineer (CSQE), and a Master Lean Six Sigma Black Belt. He has conducted review courses for APICS, ISM and ASQ certifications, and has developed and delivered many seminars and on-site training programs. His education includes a Ph.D. in Business Administration, an MS in Computer Science, an MBA, MA in Mathematics, and a BS in Computer Science.

PDM Event Information

Date:	Wednesday, February 17, 2016
Location:	Salvatore's Italian Gardens, 6461 Transit Road, Depew, NY 14043
Time:	5:00 -6:00 pm....Registration, Cash Bar, Networking & Charitable Donation Collection (see page 4) 6:00-7:00 pm.....Dinner 7:00-8:00 pm....Program
Cost:	\$30.00 Members & Guests; \$20.00 Full-Time Students & Members Not in the Workforce
Deluxe Buffet:	Caesar salad, fresh fruit, olive salad, chicken francaise, meatballs, top round of beef, turkey & gravy, penne pasta with marinara, mashed potatoes, green beans, glazed carrots, dessert
Notes:	Reservations requested by Friday, February 12th but will be accepted later.
Register:	Online at www.apics-buffalo.org or call APICS at PPM OffiCenter (716) 648-0972



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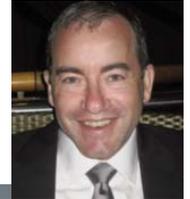
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President's Message



Welcome to winter Buffalo Chapter! This year marks my tenth year in Buffalo and I think this is one of the more mild winters we have had since I moved to Buffalo. Yes I did just knock on wood! As I mentioned last month we have a full slate of events between now and the end of May so keep checking the website and you e-mail.

Last month's PDM "Top 10 Cybersecurity Risks and How to Effectively Manage Them" presented by Larry Hessney was another success for the chapter. Larry did a nice job presenting a very technical topic. It was nice to see some new faces along with longtime friends at the meeting. Kim Frew our Program Director is trying to expand the topic base for the Chapter so keep a eye out for topics that may appeal to a broader audience.

Coming up in February we have two events, the first one is our annual Student Career Roundtable on February 10. We are still looking for volunteer professionals; if you are interested in volunteering please reach out to Melissa Ruggiero (MRugg@buffalo.edu). Our second event is our joint PDM with ISM; the speaker this month is Jack Cook. I have seen Jack speak multiple times and he never disappoints. His topic is a variation of the presentation he made at APICS national conference in Las Vegas last October. The details are in the newsletter.

As always we are looking for volunteers to support the chapter. If you have any interest in helping out this year please reach out to anyone on the BOD. Our Director of Company Coordinators is looking for some new company coordinators to help the chapter out. There will be PRIZES and incentives for the company coordinator that brings in the most new members.

Hopefully you took my last month's suggestion and set some goals for yourself for the coming year. If you have not yet set some goals it is never too late, even if it is just one thing that makes you a little better in one area. So take 5 minutes and commit to something.

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.

THE UN-COMFORT ZONE

with Robert Wilson



The Second Mouse Gets the Cheese

My title this month is a funny metaphor for a common opinion that I found written on a bathroom wall. The understood part of the graffiti is that the first mouse must die springing the trap before the second one gets the prize.

After observing big failures, it's human nature to be a little wary of trying new things. Fear of failure tends to make us less likely to take risks even if we're not putting our lives in jeopardy. No one likes to lose money, or even lose face on an idea that doesn't work.

Another anonymous bathroom wall writer phrased the same sentiment this way: "Eagles may soar, but weasels are never sucked into airplane engines." In short, many people are motivated by security. And, when I observe the differences between my two sons, I can see how it happens.

My first son, by virtue of birth order, had to be a trail blazer. He was first to play soccer, baseball and basketball, attend Cub Scouts and go to school. Meanwhile, my second son, forced to sit on the sidelines and watch, enjoyed all the benefits of seeing his big brother struggle, thus learning what to avoid. When his turn to try those things finally arrived, he was prepped and succeeded quickly and easily.

A second mouse rarely leaves his comfort zone. "Uh, go ahead... you try it first. I'll just stay over here in my safe cozy world and watch. If you don't die, and it looks like there's something to gain, then maybe I'll try it."

I think Mark Twain said it best, "A man with a new idea is a crank – until the idea succeeds."

A desire for security, and its accompanying risk avoidance, keeps us from even testing our potential. I remember when I started my first advertising business, many of the writers and graphic designers I knew would say to me, "I wish I could be self-employed like you and have the freedom to set my own hours. If I could just find one client, I could quit my job."

I always responded by saying, "You're not going to find that client until you quit your job. There's nothing more motivating than a mortgage payment at the end of the month, to get you out there and find one. As long as you're comfortably receiving a steady paycheck, you're not going to take that risk."

More than any other characteristic, it is the willingness to take risks that defines the innovator. Today our sluggish economy is screaming for some innovation. Unfortunately, at the same time, our society is shunning risk like never before.

As we have become wealthier as a nation, we have become more comfortable, and less risk tolerant. Meanwhile our government - always moving with the will of the people - has attempted to secure that comfort for us in the only way it knows how.

In the name of protecting people, our government has stepped up regulation on business to the point that it has stifled innovation. A certain amount of constraint stimulates creative thinking - that's where the term "thinking outside of the box" was derived. But, the increasing level of regulations and the accompanying penalties for

violating them has upped the ante on risk.

According to The Economist magazine, "There are over 4,000 federal crimes, and many times that number of regulations that carry criminal penalties... many laws, especially federal ones, are so vaguely written that people cannot easily tell whether they have broken them."

When it is impossible to know the rules, it makes it even scarier to try something new that could possibly break them and land you in jail. Security is nice to have, but it is more about being ever vigilant than it is about finding a no-tolerance rule that will cover every exigency. Financial security, in particular, is tied to your mind, not your paycheck.

Benjamin Franklin warned us more than two hundred years ago, "They who can give up essential liberty to obtain a little temporary safety, deserve neither liberty nor safety."

Innovation requires creative thinking, time, and the willingness to take risks. None of those matter if the environment to try new things is severely limited. Innovation also requires liberty - the freedom to fail or succeed.

For the sake of the economy, we need to give those First Mice, the ones willing to take risks, the freedom to try.

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.jumpstarty-ourmeeting.com.



Attention APICS Company Coordinators!

Would you like to win \$200? We would like you to participate in our APICS Membership Growth Contest. The rules are as follows. For every 5 co-workers that you get to become an APICS member you will receive a \$50 Visa gift card. The APICS Company Coordinator with the most sign-ups will win an additional \$200 at the end of the contest. The contest duration is from January 1, 2016 and ends on June 30, 2016.

If your company doesn't have an APICS Company Coordinator and you would like to join please contact Michael Gebera at michaelg@tapecon.com. Good Luck.

- Michael Gebera



APICS & ISM Community Outreach

APICS Buffalo Chapter and ISM-Buffalo are reaching out to help our community! On February 17, at our joint PDM, we will be collecting items for the Buffalo City Mission.

Desperately needed are items you may find in your home pantry. Thank you in advance for considering this request and supporting the work of the Buffalo City Mission.

Personal Care Needs:

Shampoo
Conditioner
Hair Brushes/Combs
Tissues
Deodorant/Antiperspirant
Disposable Razors
Body Wash
Baby Wipes
Disinfectant Wipes
Diapers Size 3, 4, 5, 6
Pull up Training Pants

Clothing Needs:

New Socks (men, women, & children)
New Men's Underwear (boxers briefs)
Men's T-Shirts- XL, XXL, XXXL
Pajamas
New Women's Underwear (L, XL, XXL)
New Women's Bras (All Sizes)

Food Needs:

Canned Tuna
Stews
Manwich
Ham
Canned Chicken Soups
Mac and Cheese
Canned Yams, Beans, Corn...
Baked Beans
Ramen Noodles



Welcome New Members!

Silas Azevedo

GE Transportation Systems

Kyle Flierl

Daemen College

Scott Hermanson

GE Transportation Systems

Francis Hovis

GE Transportation Systems

Aniket Khalekar

Daemen College

Megan Larson

Rich Products Corporation

Gabriella Longden

Daemen College

Douglas Malaney

SUNY @ Buffalo

Solasse Murphy

Daemen College

Logan Podrebarac

Daemen College

Akilesh Sadassivam

SUNY @ Buffalo

Jacob Schmitt

Total Piping Solutions, Inc.

Eric Watson

RJ Watson Inc.

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 2016 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.

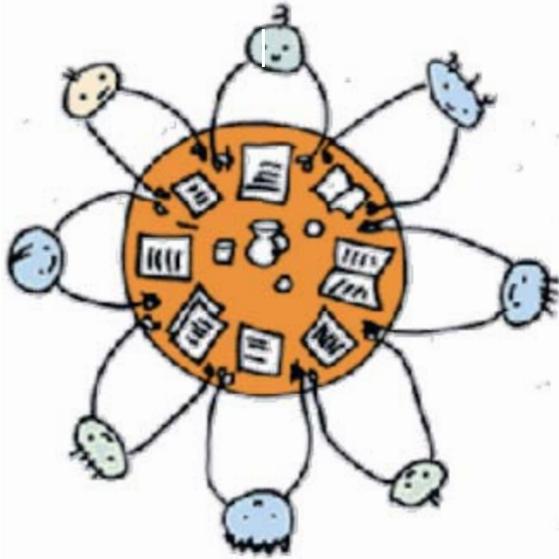
Applications must be sent to arrive by mail or courier postmarked no later than April 30, 2016. Winners will be notified in writing on or before June 30, 2016.

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

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

- Jeff Ball, Scholarship Committee

- Donna McGrew, Secretary



STUDENT CHAPTER REPORTS



University at Buffalo

UB's Supply Chain & Operations Management Club is excited to be back at work for the Spring 2016 semester. We are planning some incredible events, including our annual SCOM Club Case Competition, which will take place at the end of February. We are also looking forward to visiting Canisius College on February 10th for the APICS Career Roundtable. APICS sponsorship of the Club continues to add tremendous value to our experience, and for that we are appreciative!

Pat Talbot, President, UB SCOM Club
UB MBA Candidate, 2016
patrickt@buffalo.edu

APICS Members, Join us for the APICS Student Career Roundtable

Wednesday, February 10, 2016

5:30 - 8:30 p.m.

Canisius College's Science Hall Commons

We need 8+ accomplished supply chain professionals in various areas of the chain to meet with students in this conversational setting to talk about their careers.

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 Student 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.

AGENDA: (5:30 – 8:30 p.m.)

5:30 Networking and food

6:00 Welcome

6:30 Career Roundtables (small group conversations between students and APICS professionals)

8:00 Networking+

Share your career story: how you got started, what you currently do, what your company is all about, how your company makes hiring decisions, what advice you have for students trying to enter this field, how your specific functional area may be different from others in your company or in the industry, etc.

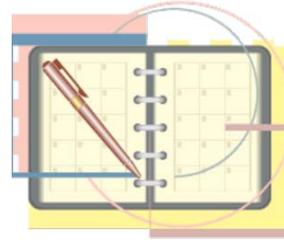
If you can attend, please email **Melissa Ruggiero, APICS-Buffalo Student Chapters Chair** at mrugg@buffalo.edu your name, title and a bit about your background (what functional area do you work in (i.e. what area of operations or supply chain do you manage or support?))

APICS Buffalo Chapter
TOP MANAGEMENT NIGHT
 Wednesday, April 20, 2016

*“Global Economic Trends and Its Impact
 on the Global Supply Chain”*

Speaker: John Manzella

John Manzella is an author, speaker, CEO of the World Trade Center Buffalo Niagara, and chair of the Upstate New York District Export Council, a position appointed by the U.S. Secretary of Commerce. John is a world-recognized speaker on global business, competitive strategies and the latest economic trends. His valuable insight, analysis and strategic direction have been vital to many of the world's largest corporations and associations preparing for the business, economic and political challenges ahead.



Calendar of APICS Events

PDM - Joint with ISM
Wednesday, February 17, 2016
 Salvatore's Italian Gardens
 Speaker: Jack Cook

EDUCATION
 CPIM - Basics of Supply Chain Management
 Tentative start date: **February 22, 2016**
 See web site for more details

PDM
Wednesday, March 16, 2016
 Speaker: Rocco Surace

Top Management Night
Wednesday, April 20, 2016
 Speaker: John Manzella

Plant Tour
May 2016

BNPA Charity Golf Outing
Wednesday, September 14, 2016

Program Evaluation



PDM Tuesday, January 19, 2016

Place: Salvatore's

Program: “Top 10 CyberSecurity Risks
 & Effective Strategies for Managing Them”

Speaker: Larry Hessney, Freed Maxick CPAs

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

Response Average Results:

- 1) Speaker clear & easily understood: 3.9
- 2) The material content was clear & understandable: 3.8
- 3) The program topic was interesting & informative: 3.3
- 4) The questions/answers were direct & to the point: 3.4
- 5) The speaker was knowledgeable: 4.0
- 6) Food & facilities satisfactory: 100% yes; 0% no

Comments:

- ♦ Topic was too specific for most APICS members.
- ♦ Tuesday meeting works good for my schedule.
- ♦ For a topic this “intense”, handouts would have been helpful.
- ♦ It would be good to discuss purpose of what we will get out of the presentation at the beginning...
- ♦ Put presentation on desktop or flash drive so there are no network or internet connection issues.

Why You Need to Earn the APICS CPIM Designation

The APICS Certified in Production and Inventory Management (CPIM) program provides you with the ability to understand and evaluate production and inventory activities within a company's global operations.

- ♦ APICS CPIM is preferred by thousands of employers worldwide.
- ♦ More than 100,000 professionals since 1973 have earned the APICS CPIM designation.
- ♦ APICS CPIM helps you master essential terminology, concepts, and strategies related to
 - ♦ demand management
 - ♦ procurement management
 - ♦ supplier planning
 - ♦ material requirements planning
 - ♦ capacity planning
 - ♦ sales and operations planning
 - ♦ master scheduling
 - ♦ performance measurements
 - ♦ supplier relationships
 - ♦ quality control
 - ♦ continuous improvement



APICS Buffalo Chapter

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