

Professional Development Meeting Wednesday, March 22, 2017

Is S&OP Part of Your Supply Chain? You Bet It Is!

Supply and demand planning is a fundamental process that spans the entire value chain. Keys to success including balancing resources and requirements, effective project management, and business rules that measure and improve productivity. Sessions in the Plan learning path will help you maximize inventory, capacity, and production operations for precise demand management; optimize resources; and align supply chain and financial plans for bottom-line results.

The full supply chain of a company must start with a strategy and a high level plan. It must then be dropped down to each subsequent level for tactical and operational plans to support the strategy. As it drops each level, it involves more detail with a shorter horizon. This presentation will show attendees the connection and relevance of each facet of the supply chain from strategy to planning to execution closing the loop back to strategy. It will cover how demand planning varies depending on the purpose and horizon. It will cover how resource planning varies from very few, high level-long lead time areas down to the execution on the shop floor [whether your own or your producer. It will show how inventory, planned properly, is a valuable resource and minimize its risk. Attendees will walk away with a better understanding of the FULL supply chain.

Keywords:

1. S&OP
2. Supply Chain Management
3. Demand Management
4. Resources/Inventory Management



About the Speaker:

Anthony Zampello, CPIM, CSCP
Zampello and Associates

Consultant, Educator (APICS Master Instructor: CPIM, CSCP), APICS S&OP Presenter

Tony worked for over thirty years in many industries, holding senior management positions with Engelhard, Hasbro, Swarovski, and others. Most recent clients: Atrium Medical, O'Neal Manufacturing, and Karl Storz. During his long tenure in industry, Tony has managed a wide range of initiatives, including: S&OP and ERP implementations, lead time

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PDM Event Information

Date: Wednesday, March 22, 2017

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

Time: 5:15-6:00 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

Buffet Dinner: Salad, Fresh Fruit Medley, Olive Salad, Penne Pasta w/Marinara & Meatballs, Chicken Francaise, Turkey & Gravy, Top Round of Beef, Whipped Potato, Carrots, Green Beans, Dessert

Register: Online at www.apics-buffalo.org or call APICS at PPM OffiCenter (716) 648-0972

Notes: Reservations requested by March 17 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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About the speaker, Anthony Zampello, continued...

reduction projects, offshore sourcing efforts and inventory reduction programs. His years of experience give him a broad perspective in his consulting and teaching work in the United States, Mexico, United Arab Emirates, Kingdom of The Netherlands, China and Great Britain. Certifications: CPIM, CSCP, CIRM Facilitator Sales & Operations Planning Certificate.

Program Evaluation



PDM Wed., February 8, 2017

Topic: "Erie Canal Harbor Development with Thomas Dee, President, ECHDC at Salvatore's

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

Response Average Results:

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

Comments:

- ♦ Excellent! More professionals like Tom Dee!

Respondents – APICS Members: 64%; Non-Members: 36%

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facebook.

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



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



There's No Such Thing as Being Stubborn

Stubborn is a fake word.

Did you just call me stubborn? If you're trying to motivate me - you just failed. Before you call anyone stubborn, consider this: there is no such thing.

Stubborn is a non-word like greed. It's a meaningless term that only exists in your mind. It's make-believe; it's simply your subjective perception. It's meaning falls apart when subjected to scrutiny. Think about it; you never call yourself stubborn. No one would ever genuinely refer to themselves as stubborn. If they do at all, it's because someone important to them has called them that; and they feel guilty that they can't please this person whom they care for.

Am I frustrating you? If you find yourself foiled in getting me to change my position, and you call me stubborn, then you have reduced your argument to an ad hominem attack. This means that YOU have not made a convincing argument. Calling me stubborn is YOU being lazy. Try again, or start to consider that my position might be better than yours.

Just because I won't budge doesn't make me stubborn. It just means I'm satisfied with my position. If you think I should do something differently, then you have failed to move me. Try a different approach. Offer something else. Think about what I value. Be empathetic. Put yourself in my shoes, and try to see the issue from my perspective.

What I am is assertive. I've given you good reasons for my position. If you don't like them, then present better evidence to the contrary. Show me the benefits to your proposition.

Throwing a hissy fit isn't going to change me. You're taking this too personally. You just haven't found the common ground between us. You're not hearing why I'm not interested in your proposal. Why should I give in to your demands? You need to strike a better bargain. You haven't offered me what I want, or something of greater value to me than I already have. You simply haven't found the right price (maybe you can't afford it, and you don't want me to know). You need to negotiate.

Do you want me to change a habit? Are you trying to get me to give something up, or do something I'm not - eat certain foods or exercise more? Do you want me to buy, sell, or donate something? Do you want me to convert to your religion?

Maybe I feel like you're asking me to accept something I consider inferior - that you want me to lower my standards. When you tell me that I'm set in my ways, I retort, "My ways are working fine." Until you prove otherwise, I shall remain content. It could be you're asking me to give up my power - when I'm already feeling powerless, and you don't realize what is at stake.

You're good at name-calling; but when calling me stubborn didn't work, you called me mulish, pigheaded, bullheaded, hardheaded, dogged, stiff-necked, rebellious, ornery, and heartless. But I prefer

to think that I'm tenacious, determined, persistent, and persevering.

You say I'm inflexible, unyielding, and unreasonable; you're attempting to pressure me into bending because you can't find a convincing argument. You ask me to be broad-minded or open-minded; you want me to accept your position without critical thinking.

I'm selfish? The fact that you're the one who is not considering my opinions makes you the selfish one, not me. You're being a bully. If we always have to do things your way, then you're a narcissist, too.

You charge that I won't agree because I hate to be wrong, again I say, convince me that I'm wrong. So far you have not. It could be that it is my core values or philosophy that you are challenging; and you don't even realize what you must overcome to win your argument.

You say I don't agree with you because I'm afraid of the unknown. You are correct, and you have proven my point - the benefit to me is still UNKNOWN. You have yet to make me KNOW.

What are we arguing about? Are we choosing a movie or a restaurant for an evening we're spending together? We can resolve this by taking turns. If a vacation location, I may compromise because you're my friend, and I love you, and want to please you. Are we selecting a house or an automobile in which we're investing a large sum of money? We should continue examining all the possibilities until we find something that meets both our needs and means.

If you want me to compromise, then offer me better value for what I'm giving up. Flattering me may work, at least you're offering the benefit of making me feel good about myself.

If I'm a child, I may not be able to comprehend the concepts you convey. I may also be hungry, angry, lonely or tired. If you're my mother or father, you don't have to get my agreement, just be a parent and firmly tell me what to do. Giving me your reasons for why I have to do this thing will be appreciated. However, make sure you do it without shaming me. Shame is a toxic motivator that can destroy my self-esteem.

Are we discussing politics? Then I'll look for mutual core beliefs on which we can build a foundation of agreement. For example, I may ask if you believe you own your life. If we can agree on that, then I can proceed to defend my point. If you can't, then I won't bother - our base philosophies are too different, and there can be no agreement. That doesn't make me stubborn.

On the other hand, if you've made a lucid, understandable, argument that genuinely shows how I'll benefit by changing, and I still won't yield, then it could be that I'm a passive-aggressive, narcissistic, control freak, who always has to have it my way; but I'm still not stubborn. :-)

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.

APICS Buffalo Top Management Night

Wednesday, April 19, 2017

“Emergence of the Strategic Supply Chain Leader”



Speaker: **Steven A. Melnyk, Ph.D.**, Dept. of Supply Chain Management, Eli Broad College of Business, Michigan State University

About the Topic:

The strategic supply chain requires a new kind of leader; one with skills and orientations not currently found in many supply chain managers. Here's what we need to complete that change, and the steps to get there.

Supply chain management is on the cusp of a metamorphosis. For as long as the term has been in use, supply chain practitioners have been tacticians. They focused on making sure that the production lines rolled and orders were filled in the most cost efficient and timely manner. Execution and firefighting were highly valued skills. The profession even had its own language and metrics, apart from those used at the C-level.

Whether those same skills will serve tomorrow's supply chain manager is very much up in the air. That is especially true as supply chains are transforming from tactical to strategic. In this new model, the key challenge is to harness the supply chain to deliver on a business' go-to-market strategy by focusing on a broader set of outcomes—outcomes such as responsiveness, innovation and sustainability. Indeed, many supply chain managers are questioning whether they or their organizations will have what it takes to make this change.

Who Should Attend?

- ♦ Individuals who want to make a difference in their organization
- ♦ Top Managers who suspect there is a gap in their organization's performance.
- ♦ Leaders who seek a competitive advantage.
- ♦ Those with a vision to be “The Best” vs. settling to be like “The Rest”.
- ♦ Team Leaders driving transformation in their business units.
- ♦ Supply Chain Professionals and life-long learners.



About the Speaker: Steven A Melnyk, Ph.D.

Dept. of Supply Chain Management, Eli Broad College of Business Michigan State University

Dr. Steven A. Melnyk is professor of Operations Management for the Department of Marketing and Supply Chain Management specializing in operations management. He received his Ph.D. and an M.A. from the University of Western Ontario in 1981. Also, he holds a MA from the same university.

From 1995-1999, he was chosen as one of the 10 Best MBA faculty at MSU the Broad School by Business Week. In addition, he has won many grants including Research Grant Award from Manufacturing Research Consortium in 1994 and National Science foundation Grant in Environmentally Conscious Manufacturing from 1995-1997.

About the Event:

5:00-6:00pm.....Registration, Cash Bar, Networking

6:00-8:15pm.....Dinner, Presentation & Announcements

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

About the Meal: We are pleased to offer the Salvatore's Country Club Buffet.

Register:

Online at www.apics-buffalo.org or call APICS at PPM OffiCenter (716) 648-0972

Note: Reservations requested by April 14 but will be accepted later pending space availability.

APICS- Buffalo Cancellation Policy:

Please call us at call APICS at PPM OffiCenter (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.

Pricing



Please note Early Bird discount when you register by 3/23.

Members & Guests:

\$30 by 3/23 (early bird)

\$35 until 4/13

\$40 thereafter

Students & Member- Retired or Not in Workforce:

\$20 by 3/23 (early bird)

\$30 until 4/13

\$40 thereafter

Student Chapter Reports



University at Buffalo Chapter

The UB Supply Chain and Operations Management Club had the honor of hosting the APICS Career Roundtable at the UB North Campus this past month. The event was sponsored by Caplugs. APICS members who volunteered their time were:

- ♦ Jeffrey Ball, SCM Professional, JJBall Resources
- ♦ Richard Davis, Human Resources, Graduate Development, Cobham
- ♦ Christine Dombrowski, ISB Customer Service, Rich Products Corp.
- ♦ Michael Gebera, Director of Operations, Tapecon, Inc.
- ♦ Tom Ryan, Production Control Manager, Caplugs, LLC
- ♦ Doug Stroud, SML Manager, CCL Industries
- ♦ Al Testa, Supply Planning Manager, Rich Products Corp.
- ♦ Vilona Trachtenberg, Fulfillment Planning (Stretch Assignment), Rich Products Corp.

We are committed to connecting our student members to opportunities for intellectual growth and career progression. APICS's support through sponsoring students in case competitions, career expos and providing mentorship programs has been instrumental for our club members. We sincerely hope to continuously work in collaboration with APICS for further enhancing the impact of our efforts for students.

Submitted by: Ammad Aslam, Chapter President

Canisius College Chapter

The Canisius APICS chapter recently joined with UB's student chapter members for the APICS-Buffalo Student Career Roundtable event. During the event, students were able to learn about potential careers in Supply Chain from seasoned professionals and discuss future career opportunities. Business professionals were able to share their career story, offer advice to students, and educate students about the fields within Operations and Supply Chains.

We are looking forward to the APICS-Buffalo Top Management Night dinner meeting which will be held on Wednesday, April 19. Guest speaker Dr. Steven A. Melnyk, a Michigan State University Professor, will be speaking on the "Emergence of the Strategic Supply Chain Leader". This event is a great networking and educational opportunity for undergraduate students as well as graduates to learn more about supply chain management.

We are looking forward to the many upcoming opportunities that these events will provide!

Submitted by: Jacklyn Malusa, Chapter Secretary

Welcome New Members



Professional Members:

Tom Breckenridge
Sharon Hilts

Student Associates:

Mary Bracci
Emma Cercone
Tiffany Cycon
Sarang Katkar
Alexander Prychodko
Katherine Robinson

Young Professional:

Lee Skinner

- Donna McGrew, CPIM, CSCP, Secretary

Calendar of APICS Events



PDM Dinner Meeting

Wednesday, March 22, 2017

Place: Salvatore's Italian Gardens
Speaker: Anthony Zampello, CPIM, CSCP
"APICS Sales & Operations Planning"

Top Management Night (TMN) Dinner Meeting

Wednesday, April 19, 2017

Place: Salvatore's Italian Gardens
Speaker: Dr. Steven A. Melnyk, Michigan State University Professor
"Emergence of the Strategic Supply Chain Leader"

Plant Tour

Wednesday, May 24, 2017

TBD