

Brexit Insights and Intrigue: Untangling what Brexit means for your supply chains

Professional Development Meeting

Wed., September 19, 2018



Confused as to what Brexit is?
Wondering how it will affect your supply chains?
Wondering if you even need to be worried?

You are not alone. Join us to untangle the web of economic, political, and trade issues that surround Brexit on Sept. 19.

Dr. Cynthia Kalina-Kaminsky, who has been actively talking with people on both sides of “the pond” on just this subject will present an uncomplicated overview of just what Brexit is layer by layer and what it means for your supply chains in the UK, traveling through the UK, affected by the UK and EU, and how a U.S. trade deal with the UK fits in.

Join us – your supply chains and strategic planning will be glad you did

About the Speaker:

Cynthia Kalina-Kaminsky, Ph.D.
President, Process & Strategy Solutions, PLLC



Enable Growth...Align Performance...Make & Move Product

Mixing industry, academia, and federal government experience, Cynthia consults, mentors, and advises in operational, supply chain, and business transformation. Since 2001, her company, Process & Strategy, has been helping organizations increase competitive value, scale and grow.

Global investors and financial entities rely on her to increase their understanding of the benefits, risks, and opportunities of integrating emerging technologies such as blockchain into new and existing operations, processes, and supply chains.

PDM Event Information

Continued on page 2

Date: Wednesday, September 19, 2018
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

Note: A 2-hour workshop from 2-4 pm. is being offered for the one low price of the dinner meeting. Details are on page 2.

Cost: \$30 Members & Guests; \$20.00 Full-Time Students, Members not in the Workforce or Retired

Entree Choices: 1) Chicken Parmigiana; 2) Bourbon Chicken; or 3) Mediterranean Salmon. Included in the sit-down dinner is: Caesar Salad, Minestrone Soup, Roasted Rosemary Red Potatoes, Green Beans with Roasted Red Peppers, and Apple Cobbler with Salted Caramel Ice Cream.

Register: Online at www.apics-buffalo.org or call APICS at PPM OffiCenter (716) 648-0973
Notes: Reservations requested by 9/14 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.

Cynthia Kalina-Kaminsky:
Speaker Bio continued from page 1

For over 8 years, she held a strategic alliance with the Overseas Private Investment Corp's Enterprise Development Program to enable bilateral economic growth between the U.S. and developing countries. One of her projects, a food safety initiative within India's dairy supply chain, was a use case in the portfolio of projects the U.S. White House created for the 2010 Presidential trip to India.

In the academic area, she was a Professor of Industrial Manufacturing and Supply Chain Project Management for the Defense of Defense, Defense Acquisition University (DAU) where she developed curriculum, lead creative teams, and provided industry-based supply chain and operations training to the men and women of DCMA (Defense Contract Management Agency). She instructs APICS CSCP, CPIM, CLTD, is a Master SCOR-P instructor. She is a sought-after guest lecturer for UM-Boston, University of New Hampshire and has worked with MIT's Supply Chain and Logistics Excellence program.

Companies such as BAE, Raytheon, Amgen, American Airlines, Lockheed Martin, Garrett Metal Detectors, Atlas Copco, Parker Hannifin, Forte Payment Systems, Sky Works, Philips, Microsoft, Community Coffee, Tea Forte, and Apple Computers have had employees train and work with her to advance their supply chains and operations.

Cynthia received her B.S. and M.S. in engineering from The University of Illinois - Urbana/Champaign. She has a Ph.D. in Industrial Engineering from UT-Arlington. Certifications include: CPIM, CSCP, SCOR-P, CLTD, Six Sigma Yellow Belt, and Level III certification in Production, Quality, and Manufacturing from DAU.

Please link in with her and her network of supply chain and operations professionals at <http://www.linkedin.com/in/cynthiakalinakaminsky>

Workshop prior to dinner meeting.
Wed. Sept. 19, 2018 from 2:00-4:00 pm

Stop wasting time and money: get the explosive results you need and your customers want

Big data, block chain, co-bots, autonomous vehicles, digital supply chains, AI, Agile, digital platforms, and on and on. The supply chain landscape is changing at breakneck speed. You know you have to adapt to remain competitive, but how will you choose the technologies and practices that will propel you forward from the confusing array of new technologies? And how do you know you've chosen correctly with the market changing rapidly and the uncertainty over trade increasing? It's enough to make any leader nervous considering more than 70% of change initiatives fail.

Challenge and change the odds with 3 essential building blocks.

Join us in this 2 hour interactive workshop as we:

- evaluate different state-of-the-art technologies you need to know
- judge the fit of various technologies for your company needs in team exercises
- predict your success by aligning to your customers with powerful performance metrics



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- 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



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President's Message



Welcome back to another APICS calendar year. It's hard not to be excited as we look forward and start to plan what the upcoming year will hold and the speakers and events that we have planned.

On a personal note, I am thrilled to be back for a 2nd year at the helm as your APICS chapter president. Having come off our first board meeting, there was no doubt there are a list of great programs, speakers and tours lined up for our members. We used the feedback provided and put the framework together for some action packed events.

This year will be a great mixture of ways to stay connected, get involved and sharpen our skills. Our first PDM is fast approaching on September 19th at Salvatore's on how to increase performance using Brexit insights.

As we move forward into this year, I would like everyone to think about how we can become even better connected. Your APICS chapter has made great strides around social media, getting the message out and helping to provide better visibility to the value that being a member and getting an APICS certification can provide but we know there is more. For that, we need your input.

What other things would you be interested in seeing? What other areas or cutting edge conversation should we be looking at and bringing in? Leverage your local board for this conversation. We welcome the input to help keep our chapter at the top.

In closing, as the weather starts changing and the holidays fast approaching it can be hard not to get caught up in the speed of life. It can be hard to think of professional development while so much is going on. This year, I would encourage everyone to take another look at APICS. Even if you knew us before, you might be surprised at how many things have evolved and how those changes can fit into a busy lifestyle.

Yours in APICS,

Albert Testa, CPIM
 President, APICS Buffalo Chapter



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

THE UN-COMFORT ZONE with Robert Wilson

Power vs. Justice

Politics get dirty even
when it's trivial.

After observing the power politics inside the parties of both Democrats and Republicans over the past two election cycles, I am reminded of when I was first introduced to the blood sport. It was just a few months after I graduated high school.



My phone rang in the late afternoon on a Fall day. The chairman of the Election Committee for the Student Government Association was calling. He said, "It's 5pm: the deadline for turning in expense reports, and I haven't received yours."

"Oh," I replied, "I didn't think I needed to provide one because I didn't spend any money." I was just a few weeks into my freshman year in college, and decided to run for class president. I had enjoyed student government so much in high school that I wanted to continue the experience into college. I was paying my own way through college, so I didn't have money to run a campaign. I got together with two friends and we made eight or ten signs using the backs of old poster boards, pasted on cut-outs from magazines and comic books, and wrote some silly sayings we thought would make people laugh. Mostly I just asked people to vote for me.

"That doesn't matter," continued the SGA Election Chair, "you still have to file a report with zero as the total. You can be disqualified if you don't turn one in."

"I don't want that to happen; I'll bring one right over." I got in my car, rushed back to campus and turned in the report less than an hour later. I thought that was the end of it...

...and it would've been, if I hadn't won the election.

The election was held a few days later, and I won by a large enough margin to avoid a run-off. There were five people who ran, but the candidate who came in a distant second was a fraternity member. More than 95% of the SGA representatives were members of fraternities and sororities. Before the day was over, I received notice that I had been disqualified for turning in my expense report after the deadline. The fraternity member was declared the new winner.

It seemed so unjust that I went to see the Dean for advice. He told me that I could appeal it to the Student Court, so I did. The Student Court (also made up of a majority of Greek-letter organization members) referred it over to the Student Government Association for a vote. I was told that I'd be given an opportunity to present my case before the entire body.

I asked my friend Ken Frankel, a pre-law student at the time,

and the son of an attorney to represent me. Ken and I consulted with his dad, who recommended that we should argue, "the punishment should fit the crime."

On the day of our hearing Ken did just that. He passionately explained to the SGA how I was young, naive, and didn't understand the rules, however once they were explained to me - I promptly complied. He said it was unfair of them to disqualify me after I won, that if missing the deadline were so important then I should have been disqualified before the election. He agreed that I broke the rule, but that it was because of ignorance not intention. He stated that they would not just be punishing me, but everyone who voted for me. He asked them to find a more appropriate penalty that wouldn't take away the voice of so many students.

His plea was followed by some lively discussion, but mostly from the few independent members of the body who felt that I should not be denied the office I had won. The fraternity and sorority members insisted that I broke the rules, that rules are rules for a reason, and there can be no exceptions. Other than those few independents, all the votes went against me.

It was over. That evening we shared the results with Ken's father. He looked at me and said, "Son, you've just had your first taste of politics."

A nasty taste indeed. It seems that the desire for power - even if it is only to sponsor dances and other student activities - trumps empathy, justice, and reason. Never again, would I have any interest in student government. Nor would I have any interest in joining a fraternity (something I had once wanted but couldn't afford). I would forever remain a Gamma Delta Iota.

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.

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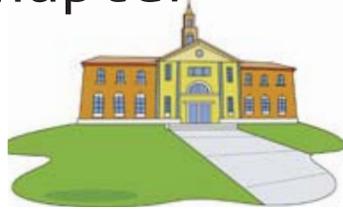


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Student Chapter Reports



Canisius College Chapter

The Canisius College APICS student chapter is planning its annual membership meeting at the end of September. A plant tour and a 'college to career' night are also being planned for the fall semester.

Submitted by: Lynn A. Fish, Ph.D.
Professor, Department of Management
Richard J. Wehle School of Business, Canisius College

University at Buffalo Chapter

We are excited to begin the year with our skilled executive board who are highly enthusiastic and motivated. Our e-board members have conducted their first meeting and generated new ideas to gather more members and stay more connected with them. This year UB chapter is looking forward to continuing the relationship with APICS with learning and networking. A number of events are coming up as the fall semester has kicked off and SCOM club is preparing for them with great anticipation. We are also having numerous guest speakers for our chapter to inspire the members with their insightful presence.

On September 4th, Joost Vles from Moog Inc. joined us in the very first SCOM Speaker Event where he shared his career background, APICS and how to be successful in supply chain career path. His glorious career of 30 years has seen a lot of ups and downs which gave the audience deep insights how supply chain management has evolved over the years.

Also, on September 5th, SCOM club has attended the club fair for student engagement and we had a lot of student interested in SCOM and the club.

We are also planning for a case competition, information sessions and numerous site visits to keep the students updated about the supply chain world. Our goal is to help students find a better perspective in job search and education. We are open to adding events in our calendar and will gladly welcome any constructive suggestion. Please reach out to us directly by email without any hesitation.

Submitted by: Tasnia N Tonima
Secretary, UB Supply Chain and Operation Mgmt. Club
Class of 2019, UB School of Management
tasniato@buffalo.edu

Calendar of APICS Events



PDM - Professional Development Meeting
Wednesday, Sept. 19, 2018

Place: Salvatore's Italian Gardens

Speaker: Cynthia Kalina-Kaminsky, Ph.D

Topic: "Brexit Insights and Intrigue: Untangling what Brexit means for your supply chains"

PDM - Professional Development Meeting
Joint meeting with ISM-Buffalo

Wednesday, October 10, 2018

Place: Classics V Banquets

Speaker: Jack Ampuja

Topic: "Packaging - A Key Opportunity to Control Rising Freight Costs"

PDM - Professional Development Meeting

Wednesday, November 7, 2018

Place: Salvatore's Italian Gardens

Speaker: Mike Ford

Topic: "Purple Odyssey"

Holiday Party

Thursday, December 6, 2018

Place: Salvatore's Italian Gardens

PDM - Professional Development Meeting

Joint meeting with ISM-Buffalo

Wednesday, January 16, 2019

Plant Tour

Wednesday, February 13, 2019

Buffalo Games

PDM - Professional Development Meeting

Wednesday, March 20, 2019

Place: Salvatore's Italian Gardens

Speaker: Debra Hansford

Topic: "Optimal Inventory Levels"

PDM - Professional Development Meeting

Wednesday, April 10, 2019

Place: Salvatore's Italian Gardens

Speaker: Maryann Ross

Topic: "How to 5S Any Workplace"