

## Optimal Inventory Levels.

Using beads to demonstrate inventory concepts.



Join us for this highly interaction simulation where, in teams the participants will determine the optimal inventory levels to supply customer demand. This presentation has zero PowerPoint slides, but rather we will be using assembled beads for the final product. Be prepared to be surprised to discover how your team works together to calculate the “perfect” level of inventory in a fun learning environment. You may want to take the idea back to work to share a different perspective with other people in your company.

Learn and have fun!

## Professional Development Meeting Wednesday, March 20, 2019

### About the Presenter:

**Deb Hansford, CPIM-F, CIRM, CSCP, CLTD, C.P.M., CPSM**



Deb loves to help people learn in a fun, creative and interactive environment. Her first paying job as an instructor was when she was in high school, helping students in elementary school. She took an exciting detour working in supply chain for companies such as Anheuser-Busch, Cummins and WW Grainger before returning to her original passion and starting her own training company, PreCrest, LLC.

Her classes are engaging and memorable for learners as she involves them in the learning process and provides motivation for success. Her class format includes face-to-face, webinars and blended learning by utilizing her learning system.

Deb is currently recognized by APICS as a Master instructor for CPIM, CSCP, Instructor Training and Applied Instructor Skills. She is also recognized by APICS in the front of the courseware books for her content contributions to CPIM, CSCP and Train-the-Trainer. You may contact her at [Deb.Hansford@PreCrest.org](mailto:Deb.Hansford@PreCrest.org).

### PDM Event Information

**Date:** Wednesday, March 20, 2019

**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.....Announcements, Dinner, Presentation

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

**Buffet:** Greek Salad, Top Round of Beef, Lemon-Caper Chicken, Italian Meatballs, Penne with Marinara & Ricotta, Whipped Mashed Potatoes, Lemon-Cucumber Orzo, Garlic Green Beans, Deluxe Brownie

**Register:** Online at [www.apics-buffalo.org](http://www.apics-buffalo.org) or call APICS at PPM OffiCenter (716) 648-0973

**Notes:** Reservations requested by 3/18 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.



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# President's Message



My theme this month is all about relationships.

As we fast approach the warm weather (hopefully) keep a watchful eye on your goals and objectives for 2019. Hopefully everyone has started to receive their new ASCM membership cards and been poking around to see all the new and exciting things that will be offered through this change.

This month's message is for our younger members looking to be a part of something. When I started in APICS I wasn't entirely sure what it was about. I knew I wanted to get involved and wanted something that would help my career and support both my short term and long term goals. I jumped into APICS based on the recommendation of some very trusted friends and colleagues.

I got out, and continue to get out of it, more than I could realistically have hoped for. I have built lifelong friendships and a network of people that I can call on no matter what the situation. At the end of the day, it's the relationships we have, make, and nurture, that help to guide our career.

The point I am trying to make is that relationships matter for anyone looking to start a career, further their career or just network, come by and say hi.

Yours in APICS,

Albert Testa, 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.

## A Survival Guide for the Era of Fake News

**Critical thinking is now  
more important than  
ever before.**



Last year I was invited to give a lecture on Critical Thinking to the U.S. Navy. I opened my presentation with a story I'd read in Reader's Digest magazine as a child. It's an old story you may have heard before, but it's a perfect introduction to the importance of critical thinking. Here's how it goes:

A newlywed husband observing his wife preparing a roast beef was shocked to see her slice an inch off the end of the meat and toss it in the trash. "Why did you do that?" he asked. She shrugged and replied, "I don't know; it's what my mother always did." Baffled that anyone would waste good meat, and curious to learn the answer, he phoned his mother-in-law and put the question to her. Her response was the same as her daughter's, "It's the way my mother did it." Knowing his wife's grandmother was still alive, he phoned her next. Upon hearing the question, the older woman laughed, "Oh my, I don't do that anymore. When I was younger and poorer, I only had one pan and a roast wouldn't fit in it unless I cut the end off."

At some point in our lives, all of us have heard these words, "That's how we've always done it." These six words are a tip-off that it's time to reexamine a technique, a method, or a course of action, and the motivation behind it.

In many organizations people fail to question everyday practices, processes, and procedures and repeat them by rote. There are traditions we accept that enslave us and hold us back. Much of our thinking is biased, partial, and uninformed. To be fair, that's because of what we are taught; and it doesn't occur to us to question it. On top of that there are people and organizations with vested interests who will resist change in order to not lose money, power, influence, market share, seniority, and so forth. That resistance can take the form of denial, misdirection, obfuscation, or even punishment of those who push for change.

I regularly come across suspicious material on social media, in advertising, and even word-of-mouth. When I begin to notice that I am being told what to think by multiple sources, it triggers my critical thinking to kick in. Today we are inundated with lies, propaganda, and fake news by politicians, government, corporations, and the media. We need to protect ourselves by developing critical thinking skills.

Critical thinking is about forming a judgment. It is about examining and evaluating information that we have received. Testing it, applying scientific methods, and interpreting it.

However, we must be aware that it will be influenced by our personal motivations, such as beliefs, assumptions, and experiences. In order to be a critical thinker, we must become aware of our biases. We must ask ourselves, "Do I have the integrity and humility to question my own prejudices?" If so, we can be much more objective in our assessments.

To be a critical thinker, we must ask the right questions. Some examples include: "Will you be more specific?" "Can you give me more details?" "Can you show me an example or give me a demonstration?" "How can I verify that?" "Why is this a problem?" "How can we look at this from a different perspective?" "What is your proof?" "Is your proof based on scientific method or is it anecdotal?" "Can this situation/condition be duplicated or is it coincidental?"

Critical thinkers ask, "What is the evidence?" Evidence must be comprehensive, sufficient, and honest. It should be compared to known theories, laws, axioms, principles, definitions, and models. The critical thinker should test it against his or her own information, data, facts, observations, and experiences, along with those of people they trust. Critical thinking can also rely on common sense which is the experiential knowledge that is shared by most people.

Critical thinkers use logic. They ask, "Are all the premises true?" A premise is a proposition upon which an argument is based. They are the reasons from which a conclusion is drawn. When someone presents you with an argument, make sure they aren't baffling you with logical fallacies (look up the most common logical fallacies to arm yourself against their use - you'll be surprised by how often they come up).

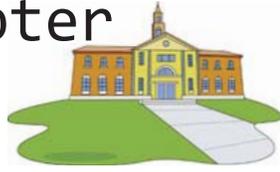
To be a critical thinker, you must question the purpose, the goals, and the objectives of the source of the information. For example you might ask, "Who funded the research or study?" or "Who stands to gain from this?"

Thinking critically is about deciding what to believe. Critical thinkers do more than question authority, they question everything. Making inquiries is also the beginning of creative thinking. And, challenging the status quo is how innovative ideas are born. Best of all, when you stop accepting unevaluated information as truth, you'll be amazed at how liberating it is.

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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).*

# Student Chapter Reports



## Calendar of APICS Events



### Canisius College Chapter

The Canisius College Chapter of APICS has been working to organize and host the 2019 Professional Round-Table event on March 6, 2019 at our campus in Buffalo, NY. We look forward to our students meeting and networking with professionals in the Western New York area as well as students from the University at Buffalo. We cannot wait to see everyone there!

Submitted by  
Philip Wzientek, President  
wzientep@my.canisius.edu

### University at Buffalo Chapter

As the new semester began, UB Supply Chain and Operation Management Club started planning its events and activities for the Spring session of 2019. UB SCOM has several speaker events throughout the semester where the speakers are from the supply chain industry.

Also, SCOM has started preparation for the Supply Chain Case Competition which is very popular among the undergraduate and graduate students studying at University at Buffalo, Canisius College, Daemen College, and Niagara University. The case competition will take place in early April with judges coming from different industries.

UB SCOM club has also arranged a networking event for the students to improve their communication skills and gain knowledge from experienced professionals.

We hope this semester will be very eventful as SCOM has some more exciting events planned for the members. The Executive Board members are working passionately toward the upcoming events.

Submitted by: Tasnia N Tonima  
Secretary, UB Supply Chain and Operation Mgmt. Club  
Class of 2019, UB School of Management  
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Student Career Roundtable

**Wednesday, March 6, 2019**

**6:00-8:30 pm**

Canisius College

**Contact: Melissa Ruggiero, [mrugg@buffalo.edu](mailto:mrugg@buffalo.edu)**

PDM - Professional Development Meeting

**Wednesday, March 20, 2019**

Place: Salvatore's Italian Gardens

Speaker: Debra Hansford

Topic: "Optimal Inventory Levels"

CPIM Part 2 (new format)

**Mondays, March 25, 2019 from 6:00-9:00 pm**

**13 weeks**

**Location TBD**

Strategic Management of Resources

Master Planning of Resources

Detailed Scheduling and Planning

Execution and Control of Operations

**More information/Registration: [apics-buffalo.org](http://apics-buffalo.org)**

PDM - Professional Development Meeting

**Wednesday, April 10, 2019**

Place: Salvatore's Italian Gardens

Speaker: Maryann Ross

Topic: "How to 5S Any Workplace"

Top Management Night

**Wednesday, May 22, 2019**

Place: Salvatore's Italian Gardens

Speaker: Cynthia Kalina-Kaminsky

Topic: "Sustainable SCOR"