

TOP MANAGEMENT NIGHT MEETING Wednesday, May 15, 2019



The Death of Old School Profit Thinking: Staying current, competitive, and profitable by embedding ethics and environmental aspects customers judge you on

Not only are Millennials and Generation Z buyers judging you on how you treat the planet (comparing your marketing image to what you actually do), but so are your competitors and even your existing customer set.

You already know that social media has made corporate ethical transgressors rapid targets for global anger, and you've read the research showing environmental care is profitable, but still, how does a company, especially one with any size to it, successfully embed ethical and environmental aspects into its performance without unleashing huge losses due to attempting to integrate new tech, new metrics, new requirements, and new focus points that usually sit on top of what is already established and working? That is the question we will answer during our Top Management Night on May 15, 2019.

Join us and you'll learn the formula for common sense adjustments utilizing globally accepted metrics to create powerful, organized changes in your processes, your strategy, and your performance. You'll know the why behind the how of structured, proven change. Your competition will feel under assault since they will not be able to implement ethical and environmental process changes quickly using their traditional methods. Meanwhile, you have a definitive plan for continuing your forward momentum and defying conventional wisdom that states it's impossible to integrate ethics, environmental focus, and legacy systems without everything becoming a patchwork of workarounds. No patchwork, no workarounds, just performance results you can bank.



About the Presenter:

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.

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TMN Event Information

- Date:** Wednesday, May 15, 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:** \$30.00 Members & Guests by May 7 at 5pm; \$40.00 after May 7
\$30.00 Full-Time Students, Members not in the Workforce or Retired
- Dinner:** Salvatore's Country Club Buffet

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

Notes: Reservations requested by 5/10 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



April showers bring May flowers. That is what I tell myself every morning as I look out on another rain filled morning. But rest assured, there is reason for optimism.

As I get older, everyday seems to go by faster and faster. This calendar for APICS was certainly no exception. It's hard to believe it's almost over but here we are. As we get ready for our Top Management Night for 2019, we very much look forward to hearing Cynthia Kalina-Kaminsky, Ph.D. talk about how we as organization, and by extension associates, conduct our business. Ethics and how we treat the environment are more important than ever.

It is said that Integrity is how you behave when no one is watching. Long dead are the days where all companies needed to do was worry about a profit statement. There are numerous nuances embedded that even a decade ago either weren't there or weren't heavily weighted. Cynthia will help us to understand exactly what that means for us.

With the nice weather fast approaching, if you are like me thoughts turn to doing things outside and summer excursions. Before you trade the dress shoes for sandals, I would like to mention we will be in the process of nominating and laying out the positions for the 2019-2020 APICS BOD.

For anyone that is interested please feel free to reach out to any of the board members on how you might be a part of this effort. Even if you are not a supply chain professional by trade there still a place for you.

On behalf of your entire BOD, we look forward to seeing all of you on Wednesday, May 15th!

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.

THE UN-COMFORT ZONE with Robert Wilson

What Defined Your Turning Points?



Critical events after which nothing was ever the same.

“There are moments which mark your life. Moments when you realize nothing will ever be the same and time is divided into two parts - before this, and after this.” John Hobbes, a character played by Denzel Washington in the 1998 movie, *Fallen*.

What have been your turning points? Those points when a significant change occurred that altered the course of events in your life.

There have been historical events that changed all our lives. For the better, such as the toppling of the Berlin Wall on November 9, 1989. For the worse, the terror attacks on September 11, 2001. And, the event which occurred at different times for all of us (starting in the 1990s), that changed our lives in so many ways: the day we first accessed the World Wide Web. I recently saw a cartoon that humorously depicts our sense of “Before the Internet vs. After the Internet” with the caption *Life Before Google*. The drawing depicted a man and woman sitting in a living room, with the woman saying, “I just thought of something I want to know more about.” And, the man replying, “That’s a damn shame.”

But, I’m more interested in your personal turning points. Was it happenstance or a conscious decision? Was it a crisis or an opportunity? Did you have an idea that changed your world? Did you create something that lead to a new business?

I know people who have suffered body trauma that altered their abilities for life. And, others who have been dramatically healed. There are any number of situations that may have been a crossroads for you.

I count several turning points in my life which include physical changes, emotional changes, and philosophical changes. Events that definitely became a “Before This/After This” juncture.

Moving into a new house in a new neighborhood when I was 12 is the first significant one I recall. It gave me the opportunity to start over in a new school where I didn’t have a difficult to overcome notoriety as a wimp. In my old neighborhood and school, I felt like William Thatcher, in the movie, *A Knight’s Tale*, when jousting champion Count Adhemar said to him, “You have been weighed, you have been measured, and you have been found wanting.” In my new house, I still had the same insecurities that got me bullied when I was younger (see my article *Keep Your Power*), but in the new school at least I didn’t have to vanquish an existing reputation as well. I was very aware of the differences between “Before the Move” and “After the Move,” and over the years I’ve pondered how my life might be different if this change never occurred.

Then there were the various mileposts of life such as my 16th birthday and getting my driver’s license, and enjoying my first taste of freedom. A year later at 17, I bought my first car, and enjoyed more freedom as I didn’t have to borrow my parents’ cars. And, then the enormous freedom I enjoyed when I got my first apartment at age 19.

I have had a number of emotional turning points. I recall feeling like a prisoner in high school, and needing change. I decided to run for the office of Student Council President. I was so desperate for some variation in my life that I decided if I didn’t win the election, I would ask my parents to let me move in with my aunt so I could finish my senior year in another city. Fortunately, I won the election, because my parents would never have allowed me (nor my aunt for that matter) to move. As it turned out, I experienced the most amazing year where I learned many new things, and enjoyed a huge boost in my self-confidence and sense of self-worth.

Losing my father to a stroke in my sophomore year of college was a huge loss emotionally. As I wrote in a previous article (*Confessions of a Mr. Mom*), I had just started getting along with my Dad for the first time since I became a teenager. Over the years, there would be many occasions where I wished for his counsel, his wisdom, and his love. It was also a big philosophical turning point, because of Dad dying so young, I experienced a loss of (religious) faith that lasted for many years. It wasn’t until one of the biggest turning points in my life - having children and becoming a father myself - that my faith started to return.

As a writer, my biggest turning point came when I bought my first computer at age 28. Having the word-processing power of a computer increased my writing productivity immensely. Before owning a computer, when I worked on a typewriter, I never finished a project. I had stacks and stacks of manuscripts with corrections written in the margins, collecting dust, waiting to be retyped. After I acquired a computer, with the power to edit, move paragraphs, and spell-check, I completed short stories, novels, and more. Buying that first computer even enabled me to go into business for myself.

One of my most difficult turning points was my divorce after 22 years of marriage. I lost my primary confidant; I became a single parent; I was dating again; I had time alone; and I was so depressed that I was challenged by everything. Seeking help, I saw a few different therapists, but I didn’t feel that any of them were helping me. I was also in denial that I had a problem other than the sadness associated with loss. The real turning point of my divorce came a few years later, after a particularly painful ending to a relationship. I recognized that I had a pattern of pursuing poisonous relationships. I realized I had a problem. A problem I couldn’t understand. A problem for which I was determined to find an answer. I read and researched diligently until I finally had a eureka moment and identified the problem enough that I was able to find a therapist who could help me. Just knowing what the problem was became a clear demarcation point of Before/After for me. And, while there is no specific date at which it began to work, I learned in therapy how to change my life for the better.

What are some of your turning points? The good and the bad; the intentional and the random; how did they change your life; what did you learn; and what meaning have you taken from them?

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.

Student Chapter Reports



Canisius College Chapter

On Wednesday, April 10th, The Canisius College Chapter of APICS hosted its 'College to Career Night' at Chef's Restaurant. Mr. Michael Moeller, an International Freight Forwarding Agent at Roar Logistics, who informally discussed with current students his experiences and transition from life as a student at Canisius College to a career at Roar Logistics.

The chapter would like to congratulate students on a successful 2018-2019 academic year; the semester ends with the last day of classes on May 2 and final exams ending May 10. We would like to also congratulate those students that are graduating this month, as the commencement ceremonies are on May 18th, 2019. We hope that the students enjoyed their time at Canisius College, and we wish them all the best in their future endeavors. Congratulations again to the Class of 2019!

Submitted by
Philip Wzientek, President
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University at Buffalo Chapter

The spring semester has been very eventful for the UB Supply Chain and Operation Management Club (UB SCOM). As the semester is coming to an end, we look back on some of the successful events organized throughout the semester.

We are very excited that the UB Quality club will co-joining in some of our biggest events such as the case competition and volunteering events.

On April 10th, UB SCOM club held its monthly speaker event with Erwin Garcia as the honorable speaker. Erwin Garcia is currently working at Tesla Gigafactory 2 as the Global Supply Manager. He shared his work experience and his current job. The attendees learned the insights about Tesla and Erwin answered students' questions on the career path of supply chain management, Tesla automotive, etc.

April 13th was a busy day for UB SCOM club as we had two of the most important events of this semester happening on the same day. We hosted the Inter-school Case Competition and volunteering at the Food Bank. SCOM Members volunteered at the Food Bank of WNY to help sort through donated goods the whole day.

The Inter-school case competition (sponsored by APICS-Buffalo) was held at Jacobs School of Management. Teams were given a real-life simulation case about Amazon's supply chain and they had to come up with the best possible solution in front of a panel of judges from such companies as Sonwil (co-sponsor), Rich Products, Diplomat, Supply Chain Optimizers and ISM Buffalo. The winners were selected and

announced by the panel. The case competition offered the students thought about the real world supply chain problems that businesses face. It was an experience curve for everyone including the participants and the attendees.

As the semester is ending, we have an upcoming E-board election on April 23rd for the 2019-2020 session. SCOM club is looking forward to having the new e-board help the club to grow even bigger and better.

Submitted by: Tasnia N Tonima
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Class of 2019, UB School of Management
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TMN Speaker Cynthia Kalina-Kaminsky, Ph.D. continued from page 1

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.

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.

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.

