



Hello Everyone,

I hope everyone has remained safe and healthy during the COVID-19 crisis that started in March of this year. I have been in contact with our Buffalo membership and they report that many businesses are still operating under the COVID-19 NYS safety guidelines and are continuing with shutdowns, reduced operations, and work from home policies.

The Buffalo Chapter Board of Directors has met virtually and we unanimously agreed that we will continue to refrain from our traditional format for Professional Development Meetings (PDMs) as well as our Educational Offerings for CPIM, CSCP, and CLTD classes until further notice.

However, this does not mean that we will not be planning any activities for this year. We have a new Board of Directors for 2020-21, with some new and returning faces, and we have created a tentative schedule for PDM's and Board Meetings.

We are also currently working with ASCM National, APICS Regional Chapters, and other local organizations to determine how we can create the virtual formats, content, and programs for our membership that provide valuable learning experiences, informational content, and networking opportunities.

This will not be an easy task and we are looking for help and assistance from all members to share their experiences with "Virtual Learning" and how they have been using them over the past 6 months in their workplace, volunteer organizations, and non-profit organizations. If you have any information regarding the hardware, software or other tools to help set up Virtual Learning, Webinars, and Networking, please contact Barb Walters (Program Director), or Matt Bartels (Education Director) or any Board member ASAP. It will be difficult to predict how the 2020-21 Program Year will develop, but I am confident that with your input, feedback, and recommendations, we can still have a meaningful and productive year. In the meantime, please stay safe and healthy.

Best Regards,

Jeff Ball
APICS Buffalo President 2020-21

PS - Be sure to read the announcement by ASCM regarding the "retooled" annual conference scheduled September 14-16 for additional changes to APICS formats during this COVID-19 crisis.

Calendar of APICS Events



PDM - Wednesday, September 23, 2020 (tentative)

Speaker, Topic & Format TBD

PDM - Wednesday, October 14, 2020 (tentative)- Joint with ISM

Speaker, Topic & Format TBD

PDM - Wednesday, November 18, 2020 (tentative)

Speaker, Topic & Format TBD

Holiday Party - Wednesday, December 16, 2020 (tentative)

PDM - Wednesday, January 20, 2021 (tentative)

Speaker, Topic & Format TBD

PDM - Wednesday, February 17, 2021 (tentative)

Speaker, Topic & Format TBD

Student Career Roundtable - Wednesday, March 3, 2021 (tentative)



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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.

APICS - Colorado Chapter Presents:

APICS Sales & Operations Planning (S&OP) Online Course



**Tuesdays, October 6, 13, 20 & 27, 2020
 5:00pm-7:00pm MDT**

Expand your knowledge and understanding with a broad range of topics in Sales & Operations Planning. Improve your skills by learning the latest trends and best practices.

S&OP Topics Include:

- Sales & Operations Planning Overview and Definition, Organizations with Separate and Integrated Business Plans, S&OP: Balancing Act, In the MPC System, Inputs and Outputs, Planning Process
- Determining Product Families, Planning Inputs, Summary of S&OP Outputs
- Understanding the MTS and MTO S&OP Grids, Monthly S&OP Planning Process
- Data Gathering, Demand Planning, Supply Planning, Pre-S&OP Meeting, Executive S&OP Meeting
- Benefits of S&OP, S&OP Summary

Colorado Chapter Course for S&OP:

- Instructor-led online course
- Class includes Online class instruction, student materials/books
- \$350 for PLUS-Level Members, \$450 for Non-Members

Register Online at:

https://apicscolorado.org/On-Line_Classes

If you have questions regarding this program please contact: Honey Johnson, APICS-Colorado's VP of Education at (303) 421-0797 or hjohnson@mss-technologies.com Or Roger Harris, President and Coach at rharris@mss-technologies.com

www.apicscolorado.org



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

THE UN-COMFORT ZONE with Robert Wilson

You Have a Secret Super Power

It's really quite amazing all the things it enables you to do.

Yes, you really do have a secret super power, although it might be better described as a hidden super power since you're probably not aware of it, which means you're not using it. Will this super power get you in the next Marvel Avengers movie? Probably not, but it might help you write it.



This super power is amazing because it will enable and empower you to do many things. However, like most “real world” abilities you will have to work at developing it. But, I've got to warn you, there are people out there who do not want you to discover this power. In fact, there are quite a few of them. Some of them are your friends and family, your neighbors, your colleagues, your co-workers, maybe even your boss. And, don't get me started on Uncle Sam.

Why do so many people not want you to discover your power? That's because if you use it, you might rock the boat. And, what happens when you rock a boat? Yes, people fall out. Then what happens? Now you don't have to worry about anyone drowning, we're just speaking figuratively here. But, they will be left behind, and people don't like to be left behind; it makes them angry and afraid. And, some of them will be eaten by sharks... figuratively speaking that is.

If you develop this power extremely well, some psychologists will say that you have a mental illness, but don't listen to them. Don't listen to any of the naysayers because they are just envious. They will envy you because you will recognize opportunities that they will miss. You will handle change like a boss, while they cower in fear. Heck, you'll even have a better sex life, plus you won't have to worry about going senile as you get older. No wonder they're envious.

What is this secret super power? It's creativity. It is a power you were taught to suppress when you were a child. Because of this many people believe creativity is a gift only some people are born with, but it is actually a skill that can be redeveloped at any age.

You see, instead of being allowed to freely use your imagination, you were trained to conform. You were taught that curiosity is dangerous; that questioning authority and challenging the status quo is antisocial; that listening to different viewpoints is heresy; and that experiencing new things is a waste of time. But if you want to have an innovative mind, you must do all of these.

Innovation is not just for big corporations, it's for everyone because when you embrace the innovator's lifestyle and open your mind to more creative-thinking wonderful things will happen for you. There is nothing more satisfying than

being enmeshed in the creative process. When you create something you develop self-confidence. The more time you spend in creative activity, the more you will believe in yourself. The more successful you are, the more persistent you become; the more willing you are to take risks; and the more comfortable you become with change.

To develop this skill, this super power, you must learn to get a different perspective, to see things in different ways, so that you can think different thoughts, and come up with new ideas. An idea is simply combining two or more existing concepts/ideas into something new. Your challenge will be to look for connections or patterns where no one has seen one before. If you want to invent a better mousetrap, then start with a goal and work backwards from there to how you might make it happen.

Creativity is a critical skill in today's constantly changing world. Intel chairman, Andrew Grove described it succinctly and accurately when he said, “Adapt or die.” Change is all about Creative Destruction, which is a term, coined in 1943, by economist Joseph Schumpeter to describe what happens when a new technology makes an old technology obsolete. Creative destruction is like a steamroller without a driver heading right toward your business and there is nothing you can do to stop it. You can only prepare. It's happening faster than ever before and will only speed up. And, if you aren't changing with the changes going on around you, you'll get left behind... and probably eaten by sharks... figuratively speaking.

You can start developing your super power today by exposing yourself to new things, new experiences, and different viewpoints. When you have new experiences you lay down new neural pathways in your brain. You open up new electrical connections between your brain cells. In other words, you have expanded your thinking ability and your store of knowledge - which gives you more stuff with which to create.

The more of these electrical connections you create, the less likely you'll suffer senility as you age. Plus, when you experience new things you stimulate the dopamine receptors in your brain which makes you feel good. When you experience new things with your significant other, you'll rekindle the romantic feelings you had when your love was new, and you know where that leads.

So... take a class on a subject that makes you curious. Read a magazine or a blog on a topic you know nothing about. Listen to a music genre you've never attended before. Eat an ethnic food that you've never tasted. Imagine a new use for an old product, then do it again, and again. Write with your non-dominant hand. Sleep on the wrong side of the bed. Talk like a pirate. Most of all, have fun!

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.

Connecting you to the future of supply chain

ASCM CONNECT Virtual focuses on the topics that matter – from digital transformation to sustainability and business resilience – providing you with the tools to optimize performance across the extended supply chain. Join us for this remarkable three-day virtual event. Take a deep dive into best-in-class supply chain insights and solutions and feel empowered by inspiring industry leaders.

We are pleased to share that registration for ASCM CONNECT Virtual is still open. The current global situation led to a retooling of our annual, in-person conference in New Orleans. We are offering a reimagined virtual option for supply chain professionals. The three-day virtual event will be held September 14-16, 2020 and will provide daily delivery of content into best-in-class supply chain insights and solutions.

Top reasons to register for ASCM CONNECT:

- Our powerful keynote speaker: Lead anchor of BBC World News America and best-selling author, Katty Kay
- 18 educational sessions and complimentary access to an additional 30 sessions through our extended learning series, ASCM CONNECT+
- Access to 32 certification maintenance points
- Affordable registration
- Multiple networking opportunities
- Attend from the comfort of your home

ASCM CONNECT Virtual
September 14-16, 2020
12 p.m. – 4 p.m. EDT (GMT -4)

Registration for access to the live stream of ASCM CONNECT Virtual will close on Thursday, September 10, 2020. Attendees will still be able to purchase for on demand viewing in the app through the event.

Members can register at the published rate of \$199/Member and \$399/Non-Member.

Registration link: ASCM CONNECT Virtual
<https://www.ascm.org/conference/>



APICS Buffalo Chapter - A Commitment to Excellence

APICS is an organization recognized worldwide, which provides common terminology and a standardized baseline for global supply chain issues and solutions.

APICS certification builds the foundation for your professional success.

PERSONAL BENEFITS

The APICS certification programs are your tools to:

- Recession-proof your career
- Accelerate career development and better employment opportunities
- Potential higher salaries and job satisfaction
- Recognition within the industry
- Employers and recruiters seek APICS CPIM and CSCP designees.

Value of an APICS certification

- Recognized world wide standard of professional excellence in operations management.
- Improve performance of individuals and organizations.
- Standardized body of knowledge.

APICS CERTIFICATIONS

CPIM (Certified in Production and Inventory Management)

Comprised of Part 1 – 8 classes and Part 2 - 13 Classes – You will cover the following topics

- Basics of Supply Chain Management
- Master Planning of Resources
- Detailed Schedule & Planning
- Execution & Control of Operations
- Strategic Management of Resources

CSCP (Certified Supply Chain Professional)

Comprised of 1 Part - 13 classes. You will cover the following areas

- Supply Chain Management Fundamentals
- Building Competitive Operations, Planning, and Logistics
- Managing Customer and Supplier Relationships
- Using Information Technology to Enable Supply Chain Management

CLTD (Certified Logistics, Transportation, and Distribution)

Comprised of 1 Part - 13 classes. You will cover the following areas

- Logistics Services
- Transportation
- Government and Military
- Distribution Channels
- 3PL, 4PL
- Consulting



To register for a class or obtain more information on APICS certifications visit www.apics-buffalo.com, or contact Matt Bartels at education@apics-buffalo.org (Advancing Productivity, Innovation, and Competitive Success)

APICS Buffalo Chapter

Tentative Schedule for the 2020-2021 Program Year *



** Dates/Times Subject to Change*

DATE	DAY	EVENT TYPE
August 28, 2020	Wednesday	Board Meeting
September 16, 2020	Wednesday	Board Meeting
September 23, 2020	Wednesday	PDM
October 14, 2020	Wednesday	PDM-Joint w/ ISM
October 21, 2020	Wednesday	Board Meeting
November 11, 2020	Wednesday	Board Meeting
November 18, 2020	Wednesday	PDM
December 16, 2020	Wednesday	Holiday Party
January 13, 2021	Wednesday	Board Meeting
January 20, 2021	Wednesday	PDM
February 10, 2021	Wednesday	Board Meeting
February 17, 2021	Wednesday	PDM
March 3, 2021	Wednesday	Student Night Career Roundtable
March 10, 2021	Wednesday	PDM-Joint w/ISM
March 17, 2021	Wednesday	Board Meeting
April 9, 2021	Friday	UB SCOM Club - Networking
April 10, 2021	Saturday	UB SCOM Club - Case Competition
April 14, 2021	Wednesday	Board Meeting
April 21, 2021	Wednesday	PDM - TMN
May 5, 2021	Wednesday	Board Meeting
May 19, 2021	Wednesday	PDM
June 18, 2021	Friday	Board Meeting
August 18, 2021	Wednesday	Board Meeting
September 15, 2021	Wednesday	Board Meeting
September 22, 2021	Wednesday	PDM