

APICS Buffalo Forum Continues “On Hold” thru March 2021



Hello Everyone,

I regret to inform you that due to the continued Covid19 “Lockdowns”, the APICS Buffalo Forum will not be holding any additional Professional Development Meetings or Plant Tours through at least end of March 2021. However, we remain hopeful that the pandemic will be brought under control soon, and we can return to our normal networking, education, mentoring, and career advancement mission sometime later this year.

You may have noticed that I used the term “Forum” instead to the traditional term “Chapter”. As I mentioned last newsletter, The Association for Supply Chain Management (ASCM) is continuing the roll out of the new ASCM/APICS organizational structure that should be fully in place by the next program year for 2021-22.

The major change from the past is that ASCM “Corporate” will now focus on offering all the traditional certification programs (CPIM, CSCP, CLTD etc.), as well as informative webinars and training courses. ASCM can more effectively promote and offer these classes by leveraging a more **regional approach** to attracting students, scheduling classes, and by increasing the use of social media and on-line learning techniques.

The new “Forums” will be focused on its **local members** and provide them the opportunity to increase their professional networks, present new ideas and skills (**PDMs**), assess the challenges of other local manufacturers (**Plant Tours**), promote the APICS body of knowledge as means of career advancement (**Certification Benefits**), and advising young professionals and students (**Mentoring**) as they start their Supply Chain Careers.

There is much more to the new ASCM Organization structure to learn and take advantage of and I encourage you to log on to ASCM.org to learn more. In the meantime, I hope you and your families remain healthy and safe while we continue in these difficult Covid 19 times.

Best Regards,

Jeff Ball
APICS Buffalo President 2020-21

ASCM - Official - For Supply Chain Professionals

ASCM offers globally recognized supply chain certifications, and end-to-end training. ASCM delivers industry-leading certifications, courses, and career advancement resources. Increased Credibility. Professional Growth. Recognized Globally. Higher Salary.



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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.

Change *is good*

Master Fear of Change with These Tips

**You can't stop change;
all you can do is prepare.**



When I was a kid, I hated Burger King. I hated it because they put sweet pickle relish on their regular hamburgers, and I hated sweet pickle relish. And, they put mayonnaise on The Whopper, and I hated mayonnaise. And, I know what you're thinking... "Why didn't I get the fish sandwich?" Well, they put tartar sauce on that, and you know what tartar sauce is? It's sweet pickle relish mixed into mayonnaise. I was doubly screwed.

Now some of my younger readers are probably thinking, "Why didn't I just ask them to make a plain hamburger?" Back then, they wouldn't do that. I remember my Dad asking them to do that once, and they flat out refused. You have to understand the mentality of the fast-food industry back then, the key word was FAST. They worked up a recipe that MOST people liked and prepared the food EXACTLY that way. If you wanted something different, you could go down the street to the diner where they had short-order cooks, and you could WAIT.

Then one day in 1973, I heard the most beautiful song on the television: "Have it your way, have it your way. Have it your way at Burger King. Hold the pickles, hold the lettuce. Special orders don't upset us. All we ask is that you let us serve it your way!"

I heard that, and cried out, "Mom, Dad, can we go to Burger King?" They looked at me like I was out of my mind (but they hadn't heard the commercial).

Meanwhile, McDonald's was laughing (along with all the other fast food chains), because they thought Burger King was wasting its time and money. In their opinion, there was NO WAY anyone could individualize food orders and still be FAST - it could NOT be done. Besides Burger King was having to retrofit their kitchens and hire additional employees. It simply did not make sense to BK's competitors.

It didn't take long, however, before they realized Burger King was robbing them of market share. Then all the fast food chains - not just the hamburger restaurants - adapted and followed suit. Burger King's organizational change forced a

transformative change on the market - one that caused an entire industry to change the way they were doing business.

The problem with change is that it makes most people anxious or worse - afraid. It's fear of the unknown that does this. Recently my bank was bought by a bigger bank. I was immediately worried because I had been through a merger before with a different bank, and I thought, "Now what hassles am I going to have to endure because of this?" It turned out to be not as bad as I feared. There were some changes that I liked, and some that I didn't, but the overall transition didn't take up too much of my time.

Change is inevitable, change is constant, change is what you find underneath seat cushions. What it really does is force us to adapt. We do this all the time in small ways without thinking about it. For example, you get new software for your computer, and you have to learn some new commands. The more you adapt to smaller changes, the easier it is to handle the big ones.

The world is changing rapidly. Automation and artificial intelligence are blazing new trails in technology. Dell Technologies and the Institute for the Future published a report stating, "85% of the jobs that our people will be doing in 2030 haven't been invented yet." Wow, that's only ten years away.

Because of all this change, skills such as questioning, analysis, innovation, and creativity, are becoming increasingly important in the workplace. As will a new one called Change Agility which is defined as an individual's ability to predict and adapt to change. Learning these skills now will prepare you for the future and reduce your fear of change.

The best way to get comfortable with change is with practice. Start by intentionally experiencing new things. Try a new food; take a new route to work; read a magazine on a subject you've know nothing about; listen to a different music genre than you usually do; take a class in something you've always been interested in. The more you expose yourself to change, the easier it gets when the big ones come along. You'll have learned the art of adapting, and your change agility will be well conditioned for what's coming next.

Robert Evans Wilson, Jr. is an innovation/change speaker, author, and consultant. He works with companies that want to be more competitive through innovation and with people who want to think more creatively. Rob is the author of ...and Never Coming Back, a psychological mystery-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 Rob, please visit www.RobWilsonSpeaker.com.



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)**