



## “Class A Performance - It’s Worth It to Make the Effort!”

The chapter is pleased to have a "survey-favorite" return to present to the Buffalo Chapter, Speaker: Jack Gips President of Jack Gips Inc.

Although many companies have implemented state-of-the-art manufacturing planning and scheduling systems in recent years, a significant number of them have not taken the next steps to bring these systems to a high level of performance. As a result, many of the potential benefits are left on the table and the level of satisfaction with these systems is not as high as it should be.



This presentation will make the case for companies to strive for Class A performance and present a brief case study of an actual project to do so. We will discuss:

- ✓ What constitutes success.
- ✓ Symptoms of failure.
- ✓ What problems you might discover.
- ✓ How to tackle the problems and the project.

It will include a short workshop using some actual measurements that will explain the differences between life before and after reaching the Class A goals.

### Speaker Bio: Jack Gips

Jack Gips is President of Jack Gips, Inc., a firm that has provided high quality consulting and education to manufacturing companies since 1980.

Jack has spent 40 years in manufacturing, both as a practitioner and as a consultant. Prior to his role as a consultant, Jack served as Production and Inventory Control Manager, Materials Manager, and Manufacturing Operations Manager for a large capital goods manufacturer. During this time, he was responsible for the design, implementation, and operation of a successful manufacturing system.

Jack has provided consulting support on manufacturing processes and systems to companies in many diverse industries. Jack has also instructed hundreds of public and on-site private seminars for manufacturing companies. In addition, he has made presentations at many professional society conferences and meetings, industry associations, software users' group meetings, and corporate management meetings.

He has authored numerous articles and was editor of the "Capacity Planning" chapter in The Production and Inventory Control Handbook.

Jack served for a number of years as a member of the Board of Advisors of the Prentke Romich Company, a manufacturer of augmentative communication technology for people with disabilities. Jack is currently a member of the Board of Directors of NEWB Eginning, Inc., a non-profit charitable organization whose mission is to maximize the lives of adolescents and young adults with cancer.

EDUCATION - B.S., Case Institute of Technology  
M.B.A., Case Western Reserve University

PROFESSIONAL - American Production and Inventory Control Society

AFFILIATIONS - Member Production Activity Control Certification Subcommittee (1980-86)

**Next PDM:**

**Monday, May 19, 2008**

**Fairdale Banquet Center**

652 Wehrle Drive  
Amherst, NY 14225

**5:15-6:15 p.m....**

**Registration, Cash Bar & Networking**

**6:15-8:15 p.m.....Dinner & Program**

**\$25.00 Members & Guests**  
**\$15.00 Full-Time Students**

**Buffet Dinner**

**Reserve Early...**

For reservations, log on to [www.apics-buffalo.com](http://www.apics-buffalo.com) or call APICS at PPM OffiCenter, (716) 648-0972 or Fax (716) 646-1599

Reservations requested\* by **Thursday, May 15th**

\* If you find that you can attend after this date, please give us a call. Please cancel if you find that you cannot attend after reserving.

### Directions...

**From the Youngman Highway: (East)**

Take the Youngman to the Main Street East exit at the second red light (So. Forest Road) take a right hand turn – the next red light is the intersection of Wehrle.

**From the South:**

Take the 90 to the Cleveland Drive exit (just past the galleria mall) at the exit take a right hand turn – you will pass through a flashing light at the next light (Beach Road) take a left hand turn – the next red light is the intersection of Wehrle Drive.

**When you exit the interstate from either direction you are less than a mile from the Fairdale.**





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## President's Message

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**UB STUDENT REP:**

Elena Acosta

**CANISIUS STUDENT REP:**

Troy Graziani

APICS Members & Associates:

Spring has definitely sprung!!! I Hope everyone is enjoying the great weather we are having. I am sitting here in April writing this message with the outside temperature at 82 degrees and it hasn't rained for a week. Love this Buffalo weather!!! I hope this is a sign of thing to come.

Speaking of things to come, there are only a couple of months left in the APICS fiscal year. However, we have a full schedule of things left to do before we close the books on this year and enjoy the summer downtime. In May, the BOD has a Strategic Planning meeting scheduled to discuss and chart our direction for the next 1-3 years; a Northeast District meeting in Danbury, CT where all 31 Chapters meet to discuss current APICS related topics and share best practices; and of course our PDM. I hope everyone will join me in welcoming an old friend back at the next PDM on Monday, May 19 as Jack Gips presents "Class A Performance - It's worth it to make the effort!". In June, we have a BOD "Transition" meeting where we conduct the official officer "installation", welcome new BOD members and say goodbye to those leaving the board. We wrap up the year in June with our last PDM on Wednesday, June 25.

Our May PDM is also important because it is when we conduct our Officer Elections. The list of nominees for each elected position is on page 3 of this Newsletter and our membership will vote for these or any other candidates who may come forth that night to fill these positions. In addition to these officer positions, there are Director positions appointed by the elected officers who ensure that all business and services get carried out as planned and promised; see listing at left. If you are interested in one of the Board positions, please let us know as we are always looking for people who want to make a difference. Now would be a great time to get involved!

I just want to mention one more important event that will be held this year. In August, APICS, NAPM, InfoTech Niagara and the BNHRA are running a charity fund raiser. It is our 2nd annual BNPA Charity Golf outing and will be held on Wednesday August 6th at Diamond Hawk Golf Course. All proceeds from this event will be donated to Literacy Volunteers of Buffalo and Erie County, Inc.. Last year's event was attended by over 100 participants and raised \$8750 for charity. We are expecting this event to sell out and have a goal of raising \$10,000. Please join us in supporting this event with your participation and/or donations. Information regarding registration, sponsors, and donation pledges can be found @ www.bnhra.org or call me @687-3951.

*Rick*

Rick Haniszewski, CPIM  
2007-2008 President, APICS-Buffalo Chapter

This newsletter is published monthly by the APICS Organization, Buffalo Chapter 21, whose membership totals over 300 professionals, educators and students in the Western New York area involved in the Production and Inventory Management Field (P&IM) and resource management. APICS is over 50 years old and provides its members opportunities to attain job skills and knowledge that will set them apart from others through seminars, workshops, conferences, exhibitions and meetings. APICS and the Board of Regents of the University of the State of New York have made it possible for you to earn college credit for passing APICS' CPIM and CIRM examinations.





## 2008-2009 APICS Elected Officials

On behalf of the APICS-Buffalo nominating committee, I'm pleased to announce the following candidates:

### Elected Positions:

President	Rick Haniszewski	incumbent
VP & Alliance Events	Jeffrey Ball	incumbent
Secretary	Andrew Becker	incumbent
Treasurer	OPEN	need volunteer

### Note:

1. Additional nominees will be accepted from the floor prior to the vote.
2. The winner will be determined by a simple majority.
3. All members are eligible to cast a vote.

Voting will take place at the next PDM meeting held on May 19, 2008. Please come and vote.

Best regards,  
Carol Goewey, CPIM, Chairman  
Nominating Committee



### February - April 2008

Daniel Barich, Invitrogen Corp.  
 Yingying Kang, SUNY@Buffalo  
 Asli Yimenicioglu, SUNY@Buffalo  
 Chris Wenrich, Blue Seal Feeds inc.  
 Catherine Domin, Rich Products Corp.  
 Mary Sue Guidie, AVOX Systems, Inc.  
 Paul Schiffhauer, Great Lakes Envir. & Safety Consultants  
 Joseph Stein, Rich Products Corp.  
 Mohit Arora, SUNY@Buffalo  
 John Stevens  
 Andrew Ryan  
 Ted Smith  
 Zhang Shen, SUNY@Buffalo  
 James Johnson, Insyte Consulting  
 Donald Saxer, Canisius College

## Membership Recognition Awards

The Buffalo Chapter of APICS will begin to award membership recognition pins to those members who have exhibited a long term commitment to continuous improvement in their professional life through sustained membership in APICS. The pins will be awarded on the anniversary dates of service for each five year period, beginning with 5 years of service.



It is fitting that these awards be presented by the Chapter President to the recipient at a Professional Development Meeting of the Buffalo Chapter. These presentations will commence with the May 2008 PDM. The awards will not be presented at Alliance meetings because of time limitations but would be presented at the Chapter meeting that immediately follows same. Recipients must be present at a PDM to receive these awards.

## Membership Milestones

Congratulations to the following members who have reached membership anniversaries so far in 2008. Your anniversary pins will be awarded at the May PDM meeting.

### 30 Years

Lawrence J. Mentkowski, CPIM

### 25 Years

James M. Lorenc  
David G. Meyeu

### 15 Years

Seamus T. Gallagher, CPIM,CSCP

### 10 Years

Robert A. Simmons  
Cathleen M. Simon, CPIM  
Clifford Hauck

### 5 Years

Christine Weaver  
Lailani S. Gates  
John J. Kelly, CPIM

## Company Coordinator Program

We are interested in upgrading our Company Coordinator Program. If you would be interested in acting as the APICS Chapter Coordinator for your company or organization that has more than one chapter member please contact John Blest at [jblest@daemen.edu](mailto:jblest@daemen.edu).

## Current Membership

Our Current membership is 256.  
Membership as of 7/1/2007 was 252.

## Mark Your Calendars for the June PDM:

Wednesday, June 25, 2008 @ Salvatore's Italian Gardens

# Supply Chain Management Overview



APICS - The Association for Operations Management - has recently launched a new certification program: Certified Supply Chain Professional (CSCP). This new deliverable appropriately targets a fertile market niche within our expanding global economy.

Michael Ford, our featured presenter, has developed a professional development meeting that describes an overview of SC processes. It is appropriate for experienced veterans who have spent years battling competitors for survival as well as freshly minted planners anxious to learn key concepts and terminology. This session will be highly interactive, as participants will be engaged in the following discussion:

- ♦ Contrasting supply chain v. demand chain
- ♦ Comparing supply chains to supply networks
- ♦ Distinguishing between internal and external supply chains
- ♦ Defining resources such as people, systems, processes and products

Whether your environment is manufacturing, distribution, retail, health care or service, this presentation will provide you with an "edu-taining" experience (a combination of education and entertainment). Bring an entire team representing sales, operations, purchasing and upper management to obtain the most value-added!

### Speaker: MICHAEL D. FORD

Michael D. Ford, CFPIM, CSCP, CQA, CRE, EI, QI, is Principal of TQM Works Consulting, based in upstate NY. He provides innovative solutions based on 22 years of experience in retail, distribution, manufacturing, and consulting. His work history includes software implementation, business planning, inventory control, distribution planning and corporate training. He has presented at over 150 industry events to local, regional and international audiences across North America.

Mr. Ford has experience working or training in the following environments: Higher Education, Service, Retail Store, Grocery Wholesaler, Global Service Parts Distribution, Electronic Contract Manufacturing, Printed Circuit Board Manufacturing, Forklift Truck Manufacturing, Aerospace Subassembly Contractor, Cable Harness Assembly, Paint Production, Pharmaceutical Processing, Food Processing, Consumer Office Products Manufacturing, Check Processing Equipment Manufacturing, Automotive Supplier, Laser Diode Manufacturing, Security, Medical Technologies Manufacturing, Agricultural Products Distribution, Transformer & Capacitor Assembly, Sheltered Workshop, Fiber Optics Assembly, Defense Contractor, Public Education, Social Services, Health Care, Volunteer Organizations, and others ranging from engineer-to-order to make-to-stock.

Ford is a strong advocate of "lifelong learning for lifetime success". He is a graduate of SUNY-Buffalo, earning a B.S. in Industrial Engineering. He has earned the APICS' Certified Supply Chain Professional and Certified Fellow in Production & Inventory Management as well as the ASQ's Certified

Reliability Engineer and Certified Quality Auditor. He is a Qualified Instructor for DC-Metro APICS.

Ford is the author of the following works: APICS "Distribution Inventory Management" workshop; Accenture's "MFG 862: Scheduling Production, Projects and Operations" online course; APICS "Beyond the Basics of MRP" Webinar; many newsletter articles; a variety of white papers for conferences he has presented at; and several "Lessons Learned" features in the APICS magazine. Ford combines his technical expertise with personal skills to develop a unique "outside the box" approach to life's challenges. He offers training that is "edu-taining"!



## JOB OPPORTUNITIES

The APICS Placement Director reports that the following job opportunities are available locally. Please visit our web site for more information.

Materials Manager, posted April 21  
Materials Coordinator, posted April 28  
Commodity Manager, posted April 29

If your company would like to advertise an opening, please contact Tom Ryan at (716) 876-9855 x3193 or [tom.ryan@caplugs.com](mailto:tom.ryan@caplugs.com) for more information.



### BNPA Golf Outing

Wednesday, August 6, 2008

All proceeds support: Literacy Volunteers of Buffalo & Erie County

Diamond Hawk Golf Course

#### Golf Fees:

\$105.00 Early Bird prior to 5/31/08

\$125.00 Regular Fee

Dinner-Only Fee: \$50.00

More details & registration at [www.bnhra.org](http://www.bnhra.org)