

Next PDM:

**Wednesday,
September 10, 2008**

**Salvatore's Italian Gardens
6461 Transit Road @ Genesee
Depew, NY 14043**

**5:00-6:00 p.m.... Registration,
Cash Bar & Networking
6:00-7:00 p.m.....Dinner
7:00-8:00 p.m..... Program**

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

Menu: Buffet



Reserve Early...

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

Reservations requested* by
Monday, September 8

* 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.

"Analyzing Demand: Moving Beyond the ABCs" presented by Plan4Demand Solutions (Part I of II)

One of the most daunting challenges facing companies is managing today's demand in yesterday's hierarchy, regardless of technology footprint. Whether through Mergers and Acquisitions, Divestiture, Innovation, or SKU Rationalization, the complexion of the product portfolio has shifted. Traditional ABC stratification based on volume or cost or margin is no longer viable. Now, a combination of volume and variability is required to help both demand planners and business leaders place the appropriate emphasis on forecasting units. This session will explain how a volume/variability approach will help identify the items that should be managed and those to be ignored so that your team is spending time in the most profitable way



About the speaker: Dave Healey, a Senior Implementation consultant with over 9 years of experience focused on the design, configuration and implementation of SAP Software Applications relevant to Demand Planning and Supply Network Planning. He has more than 15 years of experience optimizing Supply Chain processes, coupled with the development and delivery of customized, end-user training programs, including deployment and management of Vendor Managed Inventory (VMI) using APO Demand Planning(DP) and Supply Network Planning(SNP).



Coming Events

Wednesday, October 1, 2008

BNPA Joint Meeting/PDM

"Coping with Energy Issues Now and In the Future-Actions and Alternatives"
Lucarelli's Banquet Center, Lackawanna

Thursday, November 6, 2008

PDM

"The Business Cocktail: The Right Ingredients for a Potent Supply Chain"
Speaker: Joe Shedlawski, former APICS Natl. President

Wednesday, December 10, 2008

PDM

Supply Planning/Strategy: "Product Segmentation: Value, Criticality & Variability" presented by Plan4Demand Solutions (Part II of II)



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President's Message

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Welcome back everyone!!!

I had so much fun last year as President of the Buffalo Chapter that I decided to do it again for a second term. It is an honor and a privilege to serve in this role and I am truly looking forward to another year.

Your Board of Directors is working diligently on this year's program. I am really excited with the results from some of last year's programs, so we will be building on them, as well as working on new exciting offerings for 2008-2009. For example, last year we started offering a CSCP program in October. This program has been very successful largely in part to Moog Inc. They have been a great partner with our Chapter in their overall participation and allowing us to run open classes at their facility. Since the program began less than one year ago, we have had 80 members and non-members participate. As a comparison, in the previous two years prior to last October when the CSCP program was first offered by APICS, we only had three members gain CSCP certification in the Buffalo Chapter. We look forward to running additional classes in the future and hope your interest in CSCP certification continues as strong as it has been this year.

As far as new program go, here is a sneak peak of some of what we are working on:

- ♦ APICS "Lean Enterprise Workshop Series "
- ♦ "Lean" NASCAR Pit Crew experience
- ♦ Two part Demand/Supply PDM with latest software demonstration
- ♦ One-year review PDM with County Executive Chris Collins (Sold Out last year)

In mid-September I am attending the 2008 APICS International Conference and Expo in Kansas City, Missouri in search of potential speakers for our PDM's later this year. I will keep you informed.

As I mentioned earlier, I am looking forward to this year and hope to see you at our PDM's, workshops and seminars throughout the year.

Rick

Rick Haniszewski, CPIM, CSCP
 2008-2009 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.





APICS Buffalo Chapter 2008-2009 Educational Opportunities

Course	Start	Weeks	Cost
Basics of Supply Chain Mgmt. Amherst Campus of UB, Bonner Hall, 6:30 p.m. - 8:30 p.m. (study guide is included in the cost)	Sept. 16, 2008	11	\$500 mbr/\$550 non-mbr
Fundamentals of Inven. Mgmt.	Jan. 20, 2009	12	\$500 mbr/\$550 non-mbr
Detailed Scheduling and Planning	Jan. 20, 2009	10	\$500 mbr/\$550 non-mbr
CSCP Course	Mid-January	14	\$1000 member
Basics of Supply Chain Mgmt.	Mid-April	11	\$500 mbr/\$550 non-mbr

APICS Education 2008-2009 Registration Form

I would like to register for the following class(es):

- Basics of Supply Chain Mgmt., starting 9/16/08 \$ _____
- Fundamentals of Inven. Mgmt., starting 1/20/09 \$ _____
- Detailed Scheduling & Planning, starting 1/20/09 \$ _____
- CSCP Course, starting Mid-January \$ _____
- Basics of Supply Chain Mgmt., starting Mid-April \$ _____

TOTAL AMOUNT ENCLOSED \$ _____

Name _____

APICS Member ID# _____

Company _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

E-Mail _____

Mail or fax this registration form to: APICS-Buffalo Chapter,
PO Box 888, Hamburg, NY 14075-0888; Fax 646-1599

For more information, contact Education Director Carol Goewey,
686-1572 or cgoewey@avox.zodiac.com

Make checks payable to: APICS Buffalo Chapter and either give to instructor the first night of class or mail to the above APICS address with a copy of your registration form.

Membership Recognition Awards

The Buffalo Chapter of APICS awards 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 are 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. The awards are not presented at Alliance meetings because of time limitations but are 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 since June 2008. Your anniversary pins will be awarded at the September PDM meeting.

Kevin J. Schmitz, CPIM.....30 Years
 Timothy R. Messinger, CPIM.....30 Years
 Proves R. Banks.....15 Years
 Joseph P. Beanan5 Years
 Benjamin W. Casto.....5 Years
 Todd M. Gallo.....5 Years

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.

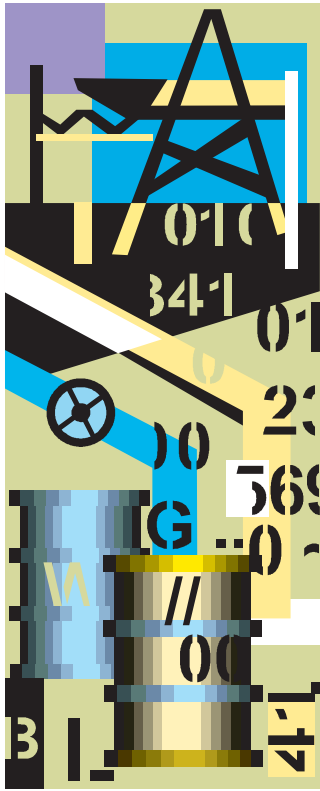
Current Membership

Our Current membership is 238

Welcome New Member

Matthew Calipari - Professional Member

- John Blest, JONAH
Membership & Company Coordinator
Co-Director



"Coping with Energy Issues Now and In the Future- Actions and Alternatives"

At the next joint meeting on Wednesday, October 1, the BNPA (Buffalo Niagara Professional Alliance) is addressing the number one challenge in our business economy today - energy issues! The exploding costs of energy impact our company's bottom line and changes the way we do business. The skyrocketing costs of energy affects our personal lives as well, resulting in more costly utilities, food, transportation, and textiles.

The Alliance Team will be introducing a panel of experts from the energy field. In addressing questions, they'll be providing insight to current

challenges and possible future solutions and alternatives. Mr. James Heaney of the Buffalo News will take part as the moderator of our panelists including: Dr. James Kling of Niagara University's Center for Supply Chain Excellence; Mike Farrell of Constellation New Energy; Mark Mitskovski of Borizon Energy, formerly of BQ Energy; and Linda Hardie of New York State Energy Research & Development Authority (NYSERDA), who will discuss various issues in today's energy market. A few of the highlights our panelists will address include:

- ♦ The rising cost of energy impacts our daily lives resulting in more costly utilities, transportation, food, clothing, furniture, and textiles.
- ♦ Energy costs impact our companies' bottom lines, sometimes resulting in restructuring, reduction in staff, and unemployment rate increases
- ♦ What is energy power, how does it affect the market, will it/ can it change?
- ♦ Transportation and logistic issues - is the energy marketing impacting the value of incoming inventory shipments and warehousing costs? What is the true value of your on hand inventory?
- ♦ Are there alternative energy sources? Are the windmills beneficial?
- ♦ Will we see reduced electricity costs with windmills?
- ♦ How will rising energy costs change the way we work?
- ♦ How will rising energy costs change the way we live?
- ♦ How will research and development change?
- ♦ Will we ever be oil-independent?
- ♦ How can we survive and thrive given the rising costs of energy?
- ♦ Should government be subsidizing the energy industry? Why?

Educational benefits will highlight what we all can do to help our companies reduce usage, manage price risk, and help shape our companies' future survival

A special thank you goes to Constellation NewEnergy, who is sponsoring this event.

The meeting is at Lucarelli's Banquet Center, 1830 Abbott Road in Lackawanna and will include members of APICS, NAPM, BNHRA and InfoTech. Registration and networking will begin at 5:00 p.m; dinner and program begins at 6:00 p.m. Cost for members and guests alike will be \$25.00 per person; full-time students \$15.00. Make reservations at www.apics-buffalo.com, or PPM OffiCenter at 648-0972. Be sure to register early, ensuring you won't miss out on this information packed event!

Bill Lignos,
APICS Alliance Coordinator



JOB OPPORTUNITIES

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

Sr. Supply Planner	Posted 7/2
Supply Planner	Posted 7/2
Demand Planning Manager	Posted 7/7
Material Planner	Posted 8/6
Master Planner	Posted 8/14
(2) Material Managers	Posted 8/10 & 8/14

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