

"MISSION STATEMENT: To educate and promote professionalism to meet the Resource Management needs of Western New York Organizations."

APICS



Educational Society for Resource Management

Monthly Newsletter • Buffalo Chapter No. 21

March 2003

**Wednesday
March 19,
2003**

Salvatore's Italian Gardens
6461 Transit Rd. at Genesee St.,
Depew, NY

5:30 p.m. Cash Bar,
Appetizers & Registration
6:30 p.m. Dinner
7:30 p.m. Speaker

Entree Choices:

- ◆ NY Strip Steak
- ◆ Chicken Rollitini-stuffed w spinach, Italian ham & cheese
- ◆ Fresh Poached Salmon

Cost

Members/Guests:
\$45 per person

(Remit \$40 if you registered by
February 26)

Students: \$25 per person

Reserve tables of 10 with
pre-payment.

Call APICS at PPM Business
Office, (716) 648-0972 or
Fax (716) 646-1599;
specify menu choice

**Reservations Required by
March 12.**

**Advance Payment Requested.
Send Payment to:**
APICS-Buffalo Chapter
Attn: TMN
PO Box 888
Hamburg, NY 14075-0888

Top Management Night 2003

The Buffalo Chapter of APICS cordially invites you and your colleagues to join us at Salvatore's Italian Gardens on Wednesday, March 19 for our annual Top Management Night. Invite your superiors and peers to enjoy networking, meeting and learning from renowned author/speaker Bob Stahl. His topic is relevant to: presidents, CEOs, general managers, product managers, supply chain managers, master schedulers, forecast analysts, controllers, plant managers, logistics and transportation managers and managers from financial, operations, sales/marketing and materials areas.

Topic: Trilogy of Integrated Activity - Balancing Demand & Supply



Robert A. Stahl will present an overview of the Trilogy of Integrated Activity with an emphasis on changing our attitude on inventory. Bob will examine the fact that during the past forty years, we have learned more about managing production, inventory and demand, but the challenge to effectively apply what we know requires that we have to make changes to our traditional thinking. One big change is to consider inventory as a liability rather than an asset. In reality, inventory is only an asset when sold. Inventory is like a fever in a body - a sign of something wrong. If you want to address problems, go to where the inventory exists.

Bob will put a perspective on the proper management of inventory to improve inventory turns, customer service and productivity. But the heart of the change is a different mind-set of inventory itself. It will be exciting!

Speaker: Robert A. Stahl

Robert A. Stahl is an educator, author, and consultant, specializing in helping manufacturing companies improve their supply chain performance. He is president of the R.A. Stahl Company in Attleboro, Massachusetts and is founding partner in the consulting and education firm, Supply Chain Partnership. Bob was also an associate of the late Oliver Wight, teaching and consulting at both the practitioner and executive levels.

While working in manufacturing management himself, Bob's efforts contributed to an improved ROI from 8% to 48%. Since leaving line management in 1981, Bob's consulting and teaching have helped many companies in varied environments enjoy similar improvements in their performance.

Bob holds a BS degree from Villanova University, is certified (CPIM) by APICS and is listed in Who's Who in America. He has co-authored (with Tom Wallace) two books: Sales Forecasting and Master Scheduling in the 21st Century. He is a frequent speaker at professional conferences, seminars, and chapter meetings. Bob was recently distinguished as the "best speaker" at an international conference attended by over five thousand people! He also lectures at major universities and his articles on various manufacturing and purchasing topics are published in trade journals.

APICS -Educational Society for Resource Management • Buffalo Chapter #21

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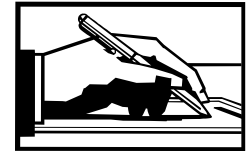
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President's Message



Hi Fellow Members:

This month we honor the top managers in this area with our Top Management Night. I hope that all of you can attend this spectacular event and bring your boss. Bob Stahl is an outstanding speaker and his topic is important to all of us. In addition, the dinner at Salvatore's is always exceptional, as is the rest of the night. The Top Management Night committee has worked very hard to make this the premier event of the year. Please support it with your attendance.

We are looking for members who would like to serve on the Board of Directors. If you are interested, please contact me or any other Board member.

I also would like to discuss the value of being an APICS member. I would like to hear from you what value you would like as a member. Your Buffalo Chapter Board of Directors wants to make membership more valuable to you. We need your input. Please email me at ed.george@reichert.com to express your ideas. I want to hear from you.

Sincerely,

Ed George, CFPIM

Call for Officers



The 2003-2004 Nominating Committee consisting of Kimberly Smith, Karen Brandau and Tom Achatz are now accepting nominations for the elected offices of the Buffalo Chapter of APICS. Anyone interested in serving on the board as president, vice president, treasurer or secretary should contact one of these committee members. Nominations will also be accepted from the floor at the April 9 Professional Development Meeting. If you have an interest in serving your chapter in other areas, please let us know.

Members and officers of the current board have been serving this chapter in a variety of capacities over many years. They deserve your support and look for your help in vitalizing the future of your chapter. Give of yourself this year so others may follow.

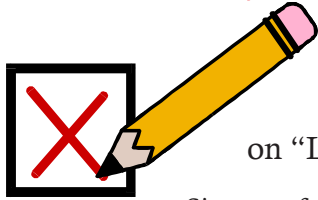
This newsletter is published monthly by the APICS Organization, Buffalo



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 40 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.

February Speaker Evaluation



Speakers: Susan Glassman/Karen Pistorio of Effective Solutions Group on "Lean Mfg. Workshop"

Sixteen of 36 in attendance completed the survey and some took the opportunity to comment on the presentation, the facility, and the meeting format...thank you! Your responses follow:

How effective was the speaker?:

0% poor, 6% fair, 0% average, 56% good, 38% excellent

How useful was the topic?:

0% poor, 6% fair, 0% average, 62% good, 32% excellent

Would you attend a future session on this topic?:

87% yes, 13% no

How much knowledge did you gain from this topic?:

Scale 1 to 5 from little to a great deal: #1 (6%), #2 (0%), #3 (37%), #4 (38%), #5 (19%)

What is your level of expertise in the topic area?:

Scale 1 to 5 from none to expert: #1 (0%), #2 (13%), #3 (31%), #4 (50%), #5 (6%)

Did you learn ideas/techniques to apply to the job?:

87% yes, 13% no

Was the program announcement accurate?:

94% yes, 6% no

Were the food & facilities satisfactory?:

87% yes, 13% no

Comments:

- Great hands-on experience.
- Meal too long; background too loud.
- I can make use of principles discussed.
- Ideas can be used in a clerical planning environment.
- More dialogue between rounds.
- Student's comment: I have learned a great deal about lean production through textbooks and cases, but this practical example about how things really work was great. Good job!

In the event of inclement weather, please tune to WBEN 930 am radio for any APICS meeting cancellation news.



Spring '03 APICS Certification Class



Master Planning of Resources

Dates: Tuesdays, April 29 - July 1 (10 weeks)
 Time: 6:00 p.m. - 8:00 p.m.
 Place: UB Amherst Campus-Bonner Hall 414
 Cost: \$250 (includes Student Guide)
 Instructor: TBD
 Topics Include: Master Schedules
 Managing of Demand to Resources
 CRP Process
 MRP and Control Systems

Register early; space is limited.
 For registration information, or if you are interested in taking a class that is not offered in this session, please contact Adele Waters at 716/686-1558 or AWaters@tycoint.com. Questions, problems or concerns, we would like to hear from you!

APICS Certification Review Class Registration Form

Classes:	Cost:
<input type="checkbox"/> Master Planning of Resources (class fee)	\$ 250.00
<input type="checkbox"/> Production & Inventory Management (optional text)	\$ 90.00
TOTAL	\$ _____

Name _____

Company _____

Address _____

Phone _____

Fax _____

E-Mail _____

Mail or fax this registration form to:
 Adele Waters
 121 Knob Hill Road
 Orchard Park, NY 14127
 Fax: 716/686-1493

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

Note: \$10 may be deducted from the cost of the course for payment with registration.

Keep the Date Open!! APICS-Buffalo Members and Guests are invited to

APICS-Rochester Top Management Night

Tuesday, May 13, 2003

With a presentation by:

Harry Voss

President & CEO Diamond Packaging

Harry Voss took over in 1973 with 13 employees and only 750K in sales and built it to include 250 employees, earning 40M in sales annually. A recent article in the Rochester Business Journal (10/11/02) explains more of the success story of this now global competitor. Check out the APICS Rochester website for the complete story www.apicsr.org

“Achieving TQM and JIT by giving the customer exactly what they want.”

More details to follow in next month's Newsletter!

SUNY @ Buffalo Announces MS Program in Supply Chain & Operations Management

The UB School of Management has introduced a Master of Science (MS) degree program in Supply Chains & Operations Management, in addition to MBA in this area.

The MS program is a fast-track, 30 credit program. The objective is to develop graduates intending to assume leadership positions in supply chain management, besides manufacturing operations management.

During the last two decades, in addition to firm-level improvement strategies such as MRP II, lean production, ERP systems, etc., the need to improve inter-firm communication and coordination along the supply chain has come to be realized as the new frontier in improving operations. The program also includes coverage of new information systems and technologies for inter-organizational coordination. Further information may be obtained from: www.mgt.buffalo.edu/mba/msscom or by contacting Dr. Nallan Suresh at 716/645- 3279.



**Plan now to attend this joint program
with APICS-Rochester...**

Full Day Seminar

Wednesday, May 21, 2003
@ Batavia Holiday Inn

“Trilogy of Integrated Activity
Balancing Demand & Supply”
with Bob Stahl and Tom Wallace

Prices:

\$295.00 APICS members
\$325.00 non-members

(\$25 discounts for reservations prior to 5/1/03; 10% discounts for groups of 8 or more from a single company)

**Watch your mail for the full seminar brochure
with program details. Refer to the web site at
www.apics-buffalo.com or call 716/648-0972;
Fax 716/646-1599**



Have you logged on yet?

For those who have not yet checked and modified their membership information on-line:

To access the site as a member:

- Type in www.apics-buffalo.com
- Click on the Log-in button
- UserName: firstnamelastname (no spaces ex. johnsmith)
- Password: apics-buffalo

To check your personal info:

- Click on “Member Portal” ➤ Click on “My Info”
- Click on “My Profile” ➤ Click on “Edit Profile”

Check and change your information, especially your password. Please enter your correct e-mail address and company website. **Your email address will not be shared with outside interests.**

Bylaws Update

The APICS-Buffalo Chapter Bylaws, governing the administration and charter of our local organization, have recently been completely overhauled and updated. The reason for the overhaul is that the chapter needs to realign itself to the current strategic goals and future needs of its members and affiliations. It has not kept in time with technologies nor its parent national chapter. In addition, prior to 1992, the present administration has no record of any specific changes or updates ever being presented. The new Bylaws will now lay the groundwork for the future administration.

A proposed update of the chapter bylaws is before your board now for approval. You can view the complete chapter bylaws on the web by visiting www.apics-buffalo.com. A motion to adopt these by laws will be made at the April board of directors meeting. Your comments are welcome and can be directed to any board member.



Calendar of Events

TOP MANAGEMENT NIGHT

Wednesday, March 19, 2003

Trilogy of Integrated Activity
presented by Bob Stahl

PDM-Joint Meeting with ASQ

Wednesday, April 9, 2003

Speaker: Bob Martin, President of TDC

PDM-Joint Meeting at Rochester TMN

Tuesday, May 13, 2003

Speaker: Harry Voss, Diamond Packaging
(Transportation will be provided.)

SEMINAR

Wednesday, May 21, 2003

Joint seminar with Rochester APICS
Batavia, NY

Presented by Bob Stahl and Tom Wallace, co-authors of the Trilogy of books to be reviewed in the world premier presenta-

tion on Sales and Operations Planning, Forecasting and Master Production Scheduling in the 21st Century.

And in the Fall.....

PDM

Wednesday, September 17, 2003

Mike Ford to present “Optimum Business Forecasting-How to Develop and Maintain a Zero Layoff Policy”

All Day Seminar

Wednesday, October 15, 2003 (tentative)

Mike Ford in depth on September PDM subject.



PDM - Joint Meeting with NAPM

Wednesday, November 12, 2003