

"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

January 2003

Professional Development Meeting

Wednesday
January 15, 2003

Dinner/Program
Networking & Cash Bar:
5:30-6:15 p.m.
Dinner: 6:15 p.m.
Speaker to Follow

Salvatore's Italian Gardens
6461 Transit Road,
Depew

Cost
Members/Guests: \$ 25.00
Students: \$15.00

Menu
Minestrone Soup
Fettuccine Alfredo
House Salad
Tenderloin & Boneless
Breast of Chicken
Francaise
Twice Baked Potato
Mixed Vegetables
Chocolate Brownie with
Ice Cream
Coffee, Tea, Decaf

For reservations,
log-on to
www.apics-buffalo.com
or call APICS at
PPM Business Office,
648-0972 or
fax 646-1599 by Monday,
Jan. 13th

Speaker: John A. Lupiensi, Motorola

John A. Lupiensi currently directs the Six Sigma Quality Operation for Motorola's Elma, NY facility, which is part of the Automotive Communication & Electronic Systems Group. He has the responsibility of overseeing the Quality System in all Motorola's Automotive facilities, including those located in Taiwan and Europe. Mr. Lupiensi received a BS in mathematics and an MS in industrial engineering from the University of Buffalo. He also is an ASQ Fellow, Certified Six Sigma Black Belt and Quality Engineer and has held various offices in the Buffalo Chapter, including Chairman and Education Director.

He currently teaches and lectures on Six Sigma Quality worldwide. John was part of the original development and implementation of Motorola's "Six Sigma™ Program" and is currently assisting in the redesign of Motorola's "Six Sigma™ Black Belt" Renewal Program. His latest work deals with Designing for Six Sigma and launching new products over 5.5 sigma "Out of the Box," utilizing numerous advanced Six Sigma techniques.

John is also an adjunct faculty member at SUNY@Buffalo and was on the advisory board of Buffalo State College when they developed a Quality minor program. He has taught classes at UB and other local colleges on numerous quality concepts and tools. Finally, he currently teaches a Buffalo refresher course for ASQ's National "Certified Quality Engineer" and "Six Sigma Black Belt" exam.

Program:

Is Six Sigma Right For Your Company?

- ◆ Understand the Culture Changes needed to achieve a 6 σ Quality Level Organization.
- ◆ Learn the 3 Key Focus Areas & Concepts for 6 σ Organization.
 - 6 σ Black Belts role?
 - What Sigma Level are you? Quick Quiz.
- ◆ What are 6 Steps in achieving 6 σ Lean Organization?
 - 6 σ Hierarchy for breaking through to next sigma levels.
- ◆ How to Keep the Momentum Going.
 - Bottom Line Results!!!
 - Lessons Learned.
- ◆ Questions and Answers.



IMPORTANT NOTICE

This newsletter will be the Buffalo Chapter's last printed newsletter. Each month (September - May) the newsletter will be available on our website, www.apics-buffalo.com. Starting in February the newsletter will also be emailed to each member (and selected others) whose email is in our member database. From February 2003 to May 2003, we will mail a postcard to those members whose email address we do not have to remind them of the PDM. Next year, the newsletter will be put on the website each month and emailed to those having email addresses.

Therefore, please update your email address in our database by logging on to the website using the website log on hints or email your address to the membership director, Fred Vigars at vigars5@att.net.

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

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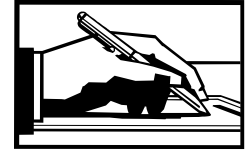
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President's Message



Hi Everyone!

I hope that everyone had safe and enjoyable holidays and are ready for the new year. I hope that 2003 will be healthy and prosperous for all of you and that APICS can help you make it more educational and enjoyable.

As we look back over the past year, we can reflect on the APICS arena, both at the National level and the local level.

At the National level, some progress was made in returning the International Conference to its previous glory prior to the post 9/11 reductions the previous year. Society has also begun a revamping of its strategic plan as well as preparing for the first wave of recertifications.

At the local level, we heard from many fine speakers throughout the year and visited two local companies, PCB Piezotronics and Graphic Controls in May and September, respectively. We also had joint meetings with the quality and purchasing societies to share ideas and network with those working in other areas.

What's in store for the new year? At the National level, we will see the finalization of the new strategic plan that should take us back to our roots. The International Conference should be a grand show as it is being held in Las Vegas.

At the local level, we plan to have two seminars, a Top Management Night with Bob Stahl, a plant visit, meetings with quality and purchasing, a visit from Rochester members and several other PDMs. Also, we will have other educational opportunities, such as certification review classes, etc.

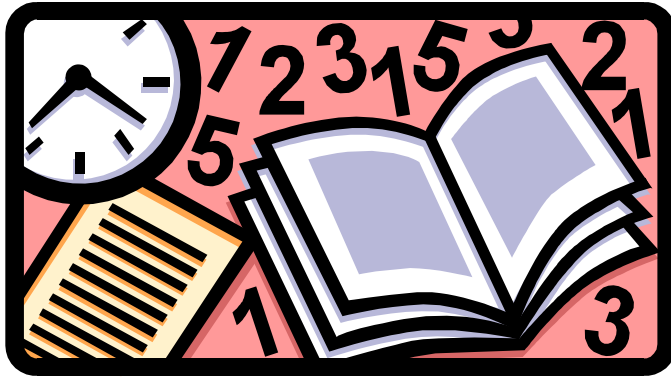
All in all, we want to make this a forward-going year for the Buffalo Chapter.

Happy New Year!

Edward P. George, CPIM

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.





APICS-Buffalo Certification Classes

Basics of Supply Chain Management

Dates: Tuesdays, Jan. 14 - Mar. 18 (10 weeks)
 Time: 6:00 p.m. - 8:15 p.m.
 Place: UB Amherst Campus-Bonner Hall 414
 Cost: \$290 (includes books)
 Instructor: David J. Pontrello, CPIM

Topics Include: Master Planning
 Material and Capacity Requirements Planning
 Inventory Management
 Physical Distribution
 Purchasing and Quality Management
 Just In Time

Master Planning of Resources

Dates: Thursdays, Jan. 16 - Mar. 20 (10 weeks)
 Time: 5:45 p.m. - 8:00 p.m.
 Place: UB Amherst Campus-Bonner Hall 414
 Cost: \$250 (includes Student Guide)
 Instructor: Frank Queeno, CPIM/Vivian Stromberg, CPIM

Topics Include: Master Schedules
 Managing of Demand to Resources
 CRP Process
 MRP and Control Systems

Execution and Control of Operations

Dates: Thursdays, Jan. 16 - Mar. 20 (10 weeks)
 Time: 8:05 p.m. - 10:15 p.m.
 Place: UB Amherst Campus-Bonner Hall 414
 Cost: \$250 (includes Student Guide)
 Instructor: Frank Queeno, CPIM

Topics Include:
 Planning, Execution, and Control Overview
 Authorizing, Executing and Reporting Activities
 Scheduling Production and Process Operations
 Evaluation Performance and Providing Feedback

Register early; space is limited.

For registration information, or if you are interested in taking a class that is not offered in the winter 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

The Buffalo Chapter of APICS is offering classes to help prepare students for the APICS National certification exams and to increase their knowledge in the areas of production and inventory management.

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

Classes:	Cost:
<input type="checkbox"/> Basics of Supply Chain Management	\$ 290.00
<input type="checkbox"/> Master Planning of Resources	\$ 250.00
<input type="checkbox"/> Execution and Control of Operations	\$ 250.00

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.

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



December Speaker Evaluation

Speaker: Ellen Reen on "Business Intelligence"

Twenty of the 22 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, 0% fair, 0% average, 80% good, 20% excellent

How useful was the topic?:

0% poor, 0% fair, 0% average, 80% good, 20% excellent

Would you attend a future session on this topic?:

95% yes, 5% no

How much knowledge did you gain from this topic?:

Scale 1 to 5 from little to a great deal: #1 (0%), #2 (5%), #3 (5%), #4 (70%), #5 (20%)

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

Scale 1 to 5 from none to expert: #1 (10%), #2 (5%), #3 (75%), #4 (5%), #5 (5%)

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

95% yes, 5% no

Was the program announcement accurate?:

95% yes, 5% no

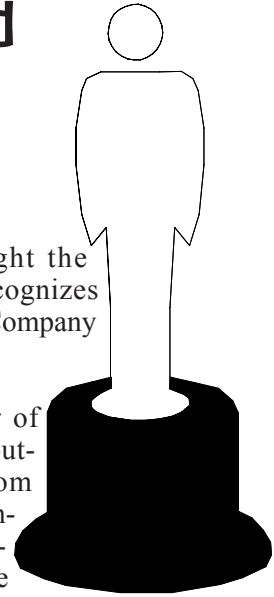
Were the food & facilities satisfactory?:

100% yes, 0% no

Comments:

- Great topic.
- Good Speaker.
- Great overview.
- Good food.
- Too bad more people weren't here.

Member and Company of the Year



At Top Management Night the Buffalo Chapter typically recognizes our Member of the Year and Company of the Year.

The objective of Member of the Year is to recognize an outstanding APICS member from our chapter based upon the candidate's significant contributions to our chapter and service to APICS: a member who best exemplifies the management and interpersonal skills which APICS strives to instill in its membership. The criteria that are considered include:

- ◆ Attendance at dinner meetings/seminars/APICS events.
- ◆ Recruiting new members.
- ◆ Volunteering services at seminars.
- ◆ Attendance at open education courses.
- ◆ Speaking and/or writing for chapter, regional (must be a scheduled appearance), and society events.
- ◆ Volunteering as a board member.
- ◆ Certification.

The purpose of Company of the Year is to recognize an outstanding company for their contribution to the APICS Buffalo chapter and service to APICS: a company who utilizes the services of the chapter and society and promotes APICS education and maintenance of certification. The criteria that are considered include:

- ◆ Sponsoring a closed education class.
- ◆ Utilizing the recruiting service.
- ◆ Donations to the chapter.
- ◆ Providing services of the company to the benefit of the chapter.
- ◆ Plant tour.
- ◆ Dinner meetings attendance.
- ◆ Employee certification (CPIM or CIRM).

Member or company participation over the course of the entire year (last Top Management Night to next Top Management Night) is considered in the decision.

Website Log-In Hints

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

You will now see “welcome John Smith” in the header on the home page. You are now officially logged in as a registered member.

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. Any changes (except password) will be automatically e-mailed to your membership director.

Through the website, **you can now register for PDM’s, certification classes, and seminars.** You can also request membership information for associates who wish to join.

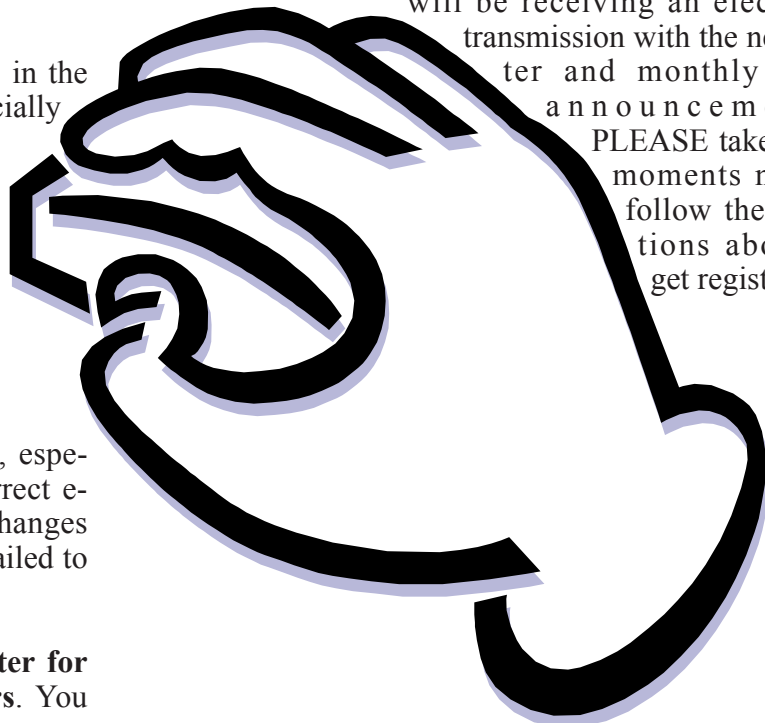
We are adding new information to the website

daily. Check back often.

SPECIAL NOTE:

It is more important than ever to take a few moments and see that we have your email address and you are properly registered with APICS-Buffalo Chapter. From the February issue on, you will be receiving an electronic transmission with the newsletter and monthly PDM announcements.

PLEASE take a few moments now to follow the directions above to get registered.



Top Management Night/Seminar Connection

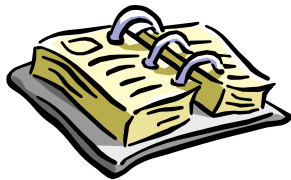
Save the dates of March 19 for our Top Management Night program and May 21 for a joint seminar with the Rochester APICS Chapter to take place in Batavia.

The seminar marks the WORLD PREMIER presentation of the renowned authors, Bob Stahl and Tom Wallace, TRILOGY of works on Sales & Operations Planning, Forecasting and Master Production Scheduling in the 21st Century (three books). Both of them will be there to present at the seminar. They are top national APICS speakers!

Top Management night will feature Bob Stahl who will present an overview of the Trilogy to whet our appetite to attend the seminar. Bob is no stranger to Buffalo, having presented at a PDM, Top Management Night and a seminar- all were great successes. Bob is an excellent speaker and a great friend of Buffalo.

Plan to attend both of these outstanding programs. More information to follow.

APICS-Buffalo Chapter
PO Box 888
Hamburg, NY 14075-0888



Calendar of Events

PDM

Wednesday, January 15, 2003

6 Sigma Overview presented by John Lupiensi, Motorola

PDM

Wednesday, February 19, 2003

Lean Manufacturing Workshop Hands-On Simulation of Lean
Leica Mfg. Team and Mentors.

TOP MANAGEMENT NIGHT

Wednesday, March 19, 2003

Overview of Trilogy of Works on Sales & Operations
Planning, Forecasting and Master Production Scheduling in
the 21st Century 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

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.

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