

"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

April 2003

Professional Development Meeting & Joint Meeting with ASQ

**Wednesday
April 9, 2003**

Creekside Banquet & Picnic Grove

2669 Union Road at William Street
Cheektowaga, NY 14227
(716) 668-8668

DINNER/PROGRAM

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

Buffet Menu

Roast Sirloin of Beef
Roasted Chicken Fricassee
Vegetable Medley
Whipped Potatoes
Garden Salad
Pasta with Sauce
Rolls & Butter
Chocolate Sundae
Coffee, Tea, Milk

Cost:

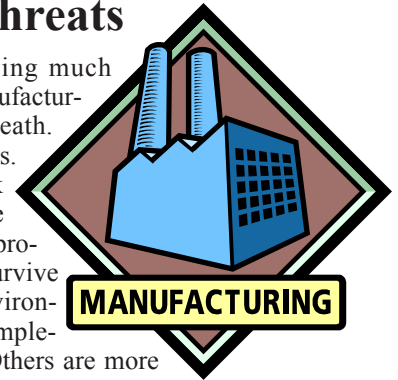
Members/Guests: \$25.00
Students, Unemployed & Retired: \$15.00

For reservations, log-on to www.apics-buffalo.com or call APICS at PPM Business Office, 648-0972 or fax 646-1599 by Monday, April 7th

Topic: Responding to the Threats

The threats to U.S. manufacturing are receiving much national attention. Many pundits are predicting manufacturing's inevitable decline; some are predicting its death. Clearly U.S. manufacturing is facing major challenges.

Bob Martin, president of the Western New York Technology Development Center (TDC), will outline the threats and challenges facing manufacturers and provide a perspective on what companies can do to survive and even thrive in an increasingly competitive environment. Some of his recommendations involve the implementation and alignment of current best practices. Others are more innovative.



Speaker: Robert J. Martin

Robert Martin is president of the WNY Technology Development Center, Inc., a private, not-for-profit corporation created to strengthen, expand and diversify the technology and manufacturing base in Western New York. He has 20 years experience overseeing the operation of the TDC and working with WNY manufacturers on strategic planning, performance measurement and operational improvements. He also assists entrepreneurs and start-up companies and fosters technology transfer with regional and national resources.

Mr. Martin serves as director of the Buffalo Niagara World Trade Center, the Calspan-UB Research Center, and Saint Mary's School for the Deaf, and is the president of TDC Foundation, Inc. He is a member of the National Entrepreneur of the Year Institute.

Mr. Martin's undergraduate engineering degree is from the U.S. Naval Academy. He has a masters degree in civil engineering and an MBA from the University of Buffalo. He also has a masters degree in science education from Canisius College.

Have you logged on yet? Don't miss out on member benefits!



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.

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

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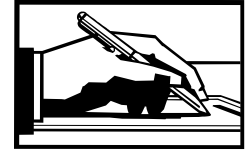
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President's Message



Hi Fellow Members:

By now you should have received your letter from the national Society about the member-get-a-member campaign. I hope you will consider putting your efforts into recruiting new members of APICS. APICS, like other professional organizations, is experiencing a decline in membership and is providing incentives for members and their chapters to promote membership. So, you can help yourself by earning gift certificates to the APICS Bookstore and entrance into drawings for other prizes. You can also help your Chapter earn prizes by getting new members. In addition, your Chapter can become stronger and provide more benefits by increasing its membership. It's a win-win proposition. Good luck in your efforts.

April's PDM is a joint meeting with the American Society for Quality. This is a good time to meet professionals from a closely-related field and enjoy an excellent speaker. Obviously, the job environment is suffering in Western New York and this month's topic is very important. Please consider attending and bring your fellow employees in the quality area.

Sincerely,

Ed George, CFPIM

Are You Thinking About It?

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.

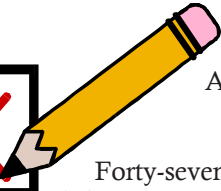
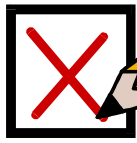


This newsletter is published monthly by the APICS Organization, Buffalo Chapter 21, whose membership totals over 300 professionals, educators and students in the Western New York area involved in the Production and Inventory Management Field (P&IM) and resource management. APICS is over 40 years old 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.



March Speaker Evaluation



Speaker: Bob Stahl
on "Trilogy of Integrated
Activity-Balancing Demand &
Supply"

Forty-seven of 90 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, 2% average, 40% good, 58% excellent

How useful was the topic?:

0% poor, 2% fair, 6% average, 45% good, 47% excellent

Would you attend a future session on this topic?:

79% yes, 21% no

How much knowledge did you gain from this topic?:

Scale 1 to 5 from little to a great deal: #1 (2%), #2 (2%), #3 (25%), #4 (58%), #5 (13%)

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

Scale 1 to 5 from none to expert: #1 (4%), #2 (10%), #3 (38%), #4 (44%), #5 (4%)

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

83% yes, 17% no

Was the program announcement accurate?:

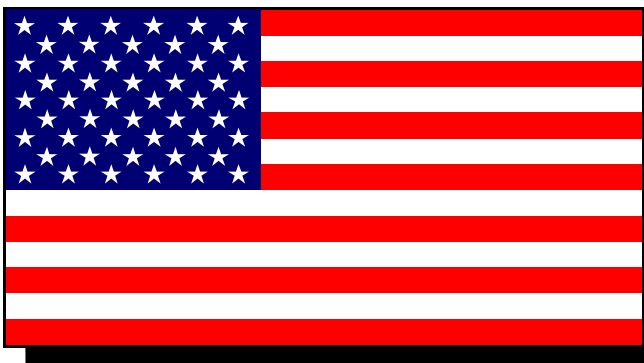
98% yes, 2% no

Were the food & facilities satisfactory?:

100% yes, 0% no

Comments:

- Awesome - great meeting.
- Facilities excellent; great food.
- More meetings at Salvatore's!
- Good job on pre-dinner slide show & info on APICS and chapter.
- Great job by TMN committee.
- Bob Stahl was great - full of energy.
- Very thought-provoking, intertwining existing principles in a new light - very effective.
- Speaker should start earlier, during dessert.
- Program too long; start earlier.



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.

For our May PDM, APICS-Buffalo Members and Guests are invited to join the caravan 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

“Building Your Business by Giving the Customer What They Want”

5:30-6:30 Networking/Registration

6:15-7:30 Dinner/Welcome

7:45-9:00 Presentation/Announcements

Cost: \$35 Members; \$40 Non-Members; \$25 Students

- ◆ Chicken Roulade Beurre Blanc - Flattened chicken spread with a three cheese and red papper mousse, rolled, baked and topped with a cream sauce, served with herbed rice and vegetable medley.
- ◆ 8 oz. Tenderloin of Beef Bordelaise - Served with herbed potatoes, and a vegetable medley.
- ◆ Vegetable Pithivier - Vegetable mix baked in a puff pastry shell and served with herbed rice and vegetable medley.
- ◆ Grilled Salmon Beurre Rouge - 8 oz. grilled salmon fillet served in a red wine sauce with shallots served with herbed rice and vegetable medley.

To RSVP call (716) 648-0972 or reserve on-line at apics-buffalo.com by May 7th;
make sure you choose your entree selection.

We will arrange transportation from Buffalo; it's included in cost.



Calendar of Events

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 presentation 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”

PDM

Wednesday, October 15, 2003

Speaker: Phil Celotto from TDC on “Inventory Control”

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

Together with APICS-Rochester, APICS-Buffalo presents a Full Day Seminar

Wednesday, May 21, 2003

@ Batavia Holiday Inn



“Trilogy of Integrated Activity - Balancing Demand & Supply”

with Bob Stahl and Tom Wallace

Many companies have difficulty in establishing a valid game plan for sales, production, and inventory levels, and then tying them to day-to-day scheduling and execution. As a result, performance suffers: customer service is poor, production is inefficient, inventories are too high; or all of the above!

Balancing demand and supply is critical to solving these problems. The solution involves a solid understanding and application of three fundamental practices: superior Sales Forecasting, a robust Sales & Operations Planning process, and Integrated and effective Master Scheduling.

This seminar will cover these three topics, and will present practical, proven methods for how to get demand and supply to balance and how to keep them there.

WHAT YOU WILL LEARN

- ◆ How to make the Sales Forecasting process simpler and better.
- ◆ How to make Sales & Operations Planning work in your company.
- ◆ How to connect both of these to the day-to-day practices of Master Scheduling.
- ◆ A framework upon which to begin implementation or re-implementation.

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)

**Included in the fee:
Your own copies of the
speakers' three books:
Sales & Operations Planning, A
How-To Handbook;
Sales Forecasting, A New
Approach; and
Master Scheduling In the 21st
Century.**

Register me for the May 21, 2003 APICS seminar:

Name: _____
Title: _____
Company: _____
Address: _____
City/State/Zip: _____
Phone: _____ Email: _____
APICS Member-- yes or no? _____

MasterCard and Visa accepted & processed through the APICS-Rochester Chapter.

Acct # _____
Exp. Date _____
Name on Card _____
Signature _____
Total Amt: _____

Make checks payable to APICS-Buffalo Chapter, PO Box 888, Hamburg, NY 14075-0888; register at admin@apics-buffalo.com; call 716/648-0972; Fax 716/646-1599