

"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

May 2003

Professional Development Meeting & Joint Meeting with APICS-Rochester for their TOP MANAGEMENT NIGHT

**Tuesday,
May 13, 2003**

Rochester Club Ballroom
120 East Avenue, Suite 201, 2nd Floor
(at the intersection of East Avenue & Swan Street, near the Eastman Theatre)
Downtown Rochester, NY 14604
(585) 232-7670
(www.rochesterclub-ballroom.com)

DINNER/PROGRAM

5:30-6:30 Networking/Registration
6:15-7:30 Dinner/Welcome
7:45-9:00 Presentation/Announcements

Entree Choices:

- ◆ 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.

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

For reservations,
log-on to
www.apics-buffalo.com
or call APICS at
PPM Business Office,
648-0972 or
fax 646-1599 by Friday, May 9th

APICS-Buffalo Members and Guests are invited to a great program at an elite Rochester club for
APICS-Rochester Top Management Night
Tuesday, May 13, 2003

With a presentation by:

Harry Voss, President & CEO Diamond Packaging
"Building Your Business by Giving the Customer What They Want"

Harry Voss joined Diamond Packaging in 1965 after working at the Oxford Paper Company where he became knowledgeable about paper and printing. At the time, the company was housed in a 20,000 square foot building, with seven hourly employees and sales of \$234,000. In 1973, Voss bought controlling interest of the company, which by then had reached \$750,000 in sales with 13 employees. In 1978, the company had grown to 23 employees and moved to its present 90,000 square foot facility on Commerce Drive in Henrietta, NY. Within its first year in the new building, Diamond had exceeded \$1.8 million in sales. Today, Diamond Packaging employs 250 people and has sales in excess of \$34 million annually, providing packaging products and services to a wide range of Fortune 500 companies.

Diamond Packaging's capabilities have extended to providing fulfillment and distribution services through the packaging services division, Diamond Contract Manufacturing, LLC (DCM). Diamond Packaging has also formed global strategic alliances with other independent packaging experts called the Global Packaging Alliance (GPA). The benefits of this alliance include responsive, localized service, global pricing, and identical product specifications and brand recognition, resulting in streamlined worldwide packaging supply.

Harry's fundamental business values: "Give the customer what he wants, when he wants it, made of the highest quality necessary, and charge what it is

Continued on page 3

LEAVE THE DRIVING TO US!

THE TRIP IS INCLUDED IN YOUR FEE!

We're leaving from the Radisson Hotel's back parking lot on Genesee Street at 4:00 p.m. Let us know if you're riding with us! Limited to the first 40 people.



IF YOU'RE DRIVING ON YOUR OWN.....

Directions from Buffalo:

Take NYS 90 East to 490 East & exit at South Ave. - bare left hand lane.
Remain on 490 East on exit (left land) and take Inner Loop.
Take first exit on right - Monroe Ave.
Take left at light.

A few blocks to East Ave., turn right on East Avenue.
Located 2 blocks up on your left at the intersection of East Ave. & Swan St.
Near the Eastman Theatre.

Complimentary Parking in the East End Garage, Mon.-Friday **after 5:30 p.m.**
Enter the garage on the Swan Street entrance.

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

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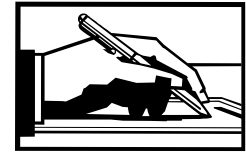
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President's Message



Hi Fellow Members:

As the APICS year draws to a close, I would like to thank those who made 2002-2003 another great year for the Buffalo Chapter. First, I salute the Board of Directors who volunteered their time to guide the chapter through another interesting and educational year. Second, I would like to thank all the others, such as committee members and educational instructors, who helped the chapter carry out its activities. Finally, I would like to thank all of you who supported our chapter's activities by attending various PDMs, educational classes, and our joint seminar with the Rochester chapter.

What's new for 2003-2004? We are expanding our educational area with more dedicated classes and a possible agreement with ECC. We are considering some changes that will make being an APICS member more valuable. Watch the newsletter for these changes. Also, remember to look on our web site this summer for a member survey. Your participation will help us plan better for next year. We are especially interested in any suggestions for improvements you can make.

On a lighter note, please consider the APICS Night at the Ballgame. This is a chance to join your fellow members and their families on June 25 in a social gathering. Let us know if this kind of thing interests you.

Sincerely,

Ed George, CFPIM

ELECTION OF CHAPTER OFFICERS

The nominating committee, composed of Kimberly Smith, Karen Brandau, and Chairman Tom Achatz, presented its slate of nominees for the four elected officers for the 2003-2004 APICS-Buffalo program year at the April 9 PDM. The nominations as presented to the board of directors and members are:

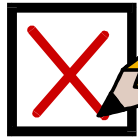
President: Ed George, CFPIM
Vice President: Karen Brandau, CPIM
Secretary: Phyllis Kelkenberg
Treasurer: Mike Ervin, CPA



Nominations form the membership were opened for each elected office at the meeting. All four candidates ran uncontested and unopposed. Welcome and congratulations to all four of the 2003-2004 Chapter Officers.

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.





April Speaker Evaluation

Speaker: Bob Martin
on "Responding to the Threats"

The following feedback came from the 41 people in attendance. Your responses follow:

How effective was the speaker?:

0% poor, 0% fair, 8% average, 67% good, 25% excellent

How useful was the topic?:

0% poor, 8% fair, 17% average, 42% good, 33% excellent

Would you attend a future session on this topic?:

75% yes, 25% no

How much knowledge did you gain from this topic?:

Scale 1 to 5 from little to a great deal: #1 (0%), #2 (8%), #3 (0%), #4 (75%), #5 (17%)

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

Scale 1 to 5 from none to expert: #1 (0%), #2 (17%), #3 (58%), #4 (25%), #5 (0%)

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

83% yes, 17% no

Was the program announcement accurate?:

100% yes, 0% no

Were the food & facilities satisfactory?:

92% yes, 8% no

Comments:

- This was one of the most eye-opening and provocative presentations explaining the threats and challenges facing manufacturing and what we can do to help manufacturing survive.

Harry Voss continued from page 1

worth - nothing more and nothing less. That way he will be back tomorrow and you will be there to service him again. Honesty, continuous improvement, loyalty to employees, customers, suppliers and community."

He is a sponsor of the Urban League of Rochester, NY, Inc. and the Rochester Philharmonic Orchestra, Inc., and is a member of the Monroe County Manufacturing Partnership Consortium. Harry is also Chairman-Elect of the National Paperbox and Packaging Association and a director on the board of the Paperboard Packaging Council.

He received a BBA in Industrial Management from Clarkson College of Technology. He and his wife, Gretchen, have four children: Karla, Lisa, Eric and Kirsten, all of whom are actively involved in the business.

An 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

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.

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.



Achatz Named Member of the Year



Tom Achatz, CPIM from Buffalo China was named APICS-Buffalo's member of the year for 2003. The presentation was made at the group's Top Management Night dinner in March.

Tom's involvement with the Buffalo Chapter began in 1969, serving on the board for the past 17 years in a variety of capacities. He's been company coordinator director, seminar director, TMN chair, secretary, vice president, president, Chapter Ambassador, and currently placement director. As an active board member, Tom has been a major contributor to the administration and maintenance of the local chapter.

Let's all give him a round of applause!

Company of the Year is Fisher-Price

Fisher-Price was named APICS-Buffalo's Company of the Year for 2003. This year, Fisher-Price had two members on the Board of Directors as well as volunteers on other APICS committees. They have been a great supporter of our Top Management Night with donations and sponsorship of a student table. For these reasons, as well as their overall support of APICS education, Fisher-Price earned this award.

APICS FUNDS JA SCHOLARSHIP

At Top Management Night on March 19, 2003, a \$500 check was presented to Tammy Bixby, Program Manager from Junior Achievement of Western New York.

This donation from the Buffalo Chapter of APICS is to fund a Junior Achievement Scholarship for a local college-bound senior.

The winning student, who will study in a resource management field, will be announced at a June luncheon sponsored by JA.



Take me out to the ballpark.....



On Wednesday, June 25, APICS-Buffalo will be enjoying a 7:00 p.m. ballgame at Dunn Tire Park featuring the Buffalo Bisons vs. Columbus Yankees. The event will be no cost to members and their immediate families! Reserve your seats now by calling Nancy Boyd Haley at PPM Business Services, (716) 648-0972.



Calendar of Events

PDM-Joint Meeting at Rochester TMN
Tuesday, May 13, 2003

SEMINAR
Wednesday, May 21, 2003

Joint seminar with Rochester APICS
Batavia, NY
Presented by Bob Stahl and Tom Wallace

APICS Night at the Ballpark
Wednesday, June 25, 2003
7:00 p.m. Buffalo Bisons vs. Columbus Yankees

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 (tentatively)

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