

"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

September 2003

Next Professional Development Meeting

**Wednesday,
September 17, 2003**

Holiday Inn - Amherst
1881 Niagara Falls Boulevard at Rte. 290

Dinner/Program

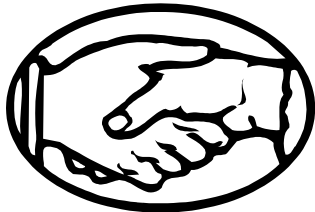
Networking & Cash Bar: 5:30-6:15 p.m.
Dinner: 6:15 p.m.
Speaker to Follow

Menu

Chicken & Rice Soup
Garden Salad
Warm Rolls & Butter
Chicken Wellington
Twice Baked Potato
Broccoli Polonaise
Apple Pie ala Mode
Coffee, Tea, Decaf

Cost

\$25.00 Members
\$30.00 Guests
\$15.00 Students
\$15.00 Unemployed or Retired Members



For reservations,
log-on to
www.apics-buffalo.com
or call APICS at
PPM Business Office,
648-0972 or
fax 646-1599 by Friday, Sept. 12



"Optimum Business Forecasting: How to Develop and Maintain a Zero Layoff Policy"

Business forecasting is the most vital element of any organization's strategy, whether the operation is a manufacturing, service, distribution or non-profit entity. In spite of this, most firms fail to provide due diligence to the forecasting function and have adopted the following: "all forecasts are wrong, so let's not waste too much effort on it." This defeatist attitude can lead to disaster as companies are left reacting to market conditions and competitors actions that should have been anticipated. In fact, this approach can often leave companies surprised at what's happening internal to their organization! When sales revenue suffers from this, the common default by companies is to try to "layoff" their way to profitability. Western NY in particular has felt its share of pain, as companies have struggled through reorganization, re-engineering, redistribution of staffing, rightsizing, etc. These are all politically correct ways of saying, "we're tossing people aside like yesterday's trash." This is NOT the way to improve your firm's competitiveness!

Join Michael D. Ford as he presents an overview that will provide attendees with results-oriented techniques that optimize business forecasting. Ford is a firm believer in a Zero Layoff Policy and will discuss a step-by-step approach to making it happen. His philosophy focuses on holding responsible people accountable for charting the long-term direction of an organization. The evening's presentation will be a taste of the more in-depth full-day seminar presentation on Wednesday, October 22.

The seminar material will model a top-down planning hierarchy that includes measuring execution versus the plan, collecting feedback and initiating the appropriate corrective actions. Ford will draw upon his extensive research of a variety of newsprint, online and personal resources. "The Southwest Airlines WAY", a book which details the remarkable success of Southwest Airlines, is a major reference and a copy is included with registration. Southwest Airlines has avoided layoffs and made profits in spite of a depressed travel sector and the tragedy of 9/11. If Southwest can adopt a Zero Layoff Policy, then your firm can also.

About the Speaker:

Michael D. Ford, CFPIM, CRE, EI, is the director of education for Region 2 APICS (NY/NJ) and also serves as an instructor for the Southern Tier APICS chapter in Binghamton, NY. He has held the positions of President, Education Director and Programs Director for the Tier Chapter. He provides innovative solutions through his consulting business based on 17 years of experience in

Continued on page 4

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

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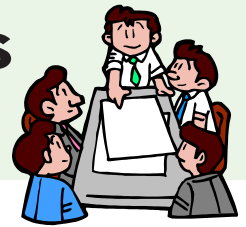
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President's Message



Hello Buffalo Members and Non-Members:

I hope everyone had a great summer even though the weather was far from perfect. It's time to begin a new APICS year, so let's get started.

Our first Professional Development Meeting (PDM) will be on Wednesday, September 17 and feature Mike Ford, an APICS regional officer. This is a chance to see Mike in action before his local seminar in October. I hope many of you can make it.

Since this is the start of our new year, let's take a look at some of the new ideas that your Board of Directors is working on:

- ♦ A local-only APICS membership - look for details next month.
- ♦ An agreement with ECC to have APICS Fundamentals courses taught at ECC as part of a degree or certificate program. Also, these courses taught elsewhere could be used as credit for ECC. Look for more on this shortly.
- ♦ More emphasis on education, especially dedicated classes at local companies.
- ♦ Looking into becoming an eligible training provider for NYS Workforce.
- ♦ An increased marketing effort to reach more WNY companies.
- ♦ An on-line survey to help your BOD plan more desired PDM's and seminars. Please take the time to answer this survey when it is available.

At the national level, the big news is the development of a new strategic plan and major changes to the organization at all levels. More about that in the coming months. Also, do not forget about the International Conference and Exposition in Las Vegas in October. It's not too late to register for it.

Again, welcome to a new APICS' year. I hope to see many of you at the various chapter events.

Sincerely,

Ed 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 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.





Basics of Supply Chain Management

Dates: Tuesdays, Sept. 23 - Nov. 25 (10 weeks)
 Time: 6:00 p.m. - 8:00 p.m.
 Place: UB Amherst Campus-Bonner Hall 414
 Cost: \$300 APICS Members / \$330 Non-Members
 (Includes Student Guide)

Recommended book:
 Introduction to Materials Management - \$75
 Instructor: Dave 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

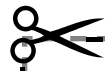
Dates: Wednesdays, Sept. 24 - Dec. 3 (no class Nov. 12)
 (10 weeks)
 Time: 7:00 p.m. - 9:00 p.m.
 Place: UB Amherst Campus-Bonner Hall 414
 Cost: \$300 APICS Members / \$330 Non-Members
 (Includes Student Guide)

Recommended book:
 Production and Inventory Management - \$90
 Instructor: Joe Piontkowski, CPIM
 Topics Include: Master Schedules
 Managing of Demand to Resources
 CRP Process
 MRP and Control Systems

Strategic Management of Resources

Dates: Tuesdays, Sept. 23 - Nov. 25 (10 weeks)
 Time: 8:05 p.m. - 10:05 p.m.
 Place: UB Amherst Campus-Bonner Hall 414
 Cost: \$300 APICS Members / \$330 Non-Members
 (Includes Student Guide)

Recommended book:
 Production and Inventory Management - \$90
 Instructor: TBD
 Topics Include: Aligning the Resources with the Strategic Plan
 Configuring and Integrating the Operating
 Processes to Support the Strategic Plan
 Implementing Change



**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: \$300 APICS Members
 \$330 Non-APICS Members**

- Basics of Supply Chain Management \$ _____
- Master Planning of Resources \$ _____
- Strategic Management of Resources \$ _____

Recommended Books

- Introduction to Materials Management
 (Basics of Supply Chain) **\$ 75.00**
- Production and Inventory Management
 (both other classes) **\$ 90.00**
- APICS Dictionary **\$ 25.00**

Test Voucher - \$100 per test

_____ Quantity \$ _____

TOTAL \$ _____

Name _____

APICS Member ID# _____

Company _____

Address _____

City/State/Zip _____

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,
 Email: Awaters@tycoint.com

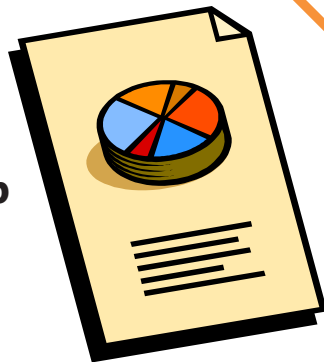
**Make checks payable to:
 APICS Buffalo Chapter and either give to
 instructor the first night of class or
 mail to Adele at the above address with
 a copy of your registration form.**

Michael Ford continued from page 1

retail, distribution, manufacturing, and consulting. His work history includes software implementation, business planning, inventory control, distribution planning and corporate training. He is an active speaker on the APICS PDM circuit, including presentations at Seminar 1 and Congress for Progress. He will also be speaking at the Instructor and Volunteer Workshops at APICS International Conference in Las Vegas. Additionally, he is the author of the APICS "Distribution Inventory Management" Workshop.

Ford is a strong advocate of APICS' theme of "lifelong learning for lifetime success" and is currently working on his Master's in Industrial Engineering at Binghamton University. He is a graduate of SUNY-Buffalo, earning a BS in Industrial Engineering. He has earned the APICS Certified Fellow in Production & Inventory Management as well as the ASQ's Certified Reliability Engineer. Ford combines his technical expertise with personal skills to develop a unique approach to life's challenges. He may be contacted at michaelford@earthlink.net.

"Optimum Business Forecasting: How to Develop and Maintain a Zero Layoff Policy"



A Full-Day Seminar/Workshop
presented by Michael D. Ford

Wednesday, October 22, 2003

8:00 a.m. - 4:30 p.m.

Holiday Inn Amherst, Niagara Falls Blvd.

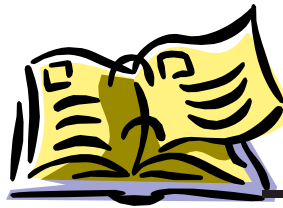
\$175.00 APICS Members

\$ 205.00 Non-Members

Register on-line at www.apics-buffalo.com;

fax registration form to (716) 646-1599

or call (716) 648-0972



Calendar of Events

PDM

Wednesday, September 17, 2003

Mike Ford to present "Optimum Business Forecasting- How to Develop and Maintain a Zero Layoff Policy"
Holiday Inn Amherst, 1881 Niagara Falls Blvd., Amherst

PDM

Wednesday, October 15, 2003

Phil Celotto from TDC on "Inventory Control"

All Day Seminar

Wednesday, October 22, 2003

Mike Ford in depth on "Optimum Business Forecasting- How to Develop and Maintain a Zero Layoff Policy"

PDM - Joint Meeting with NAPM

Thursday, November 20, 2003

William Agee, Jr. on "Terrorism and Your Supply Chain"
Hearthstone Manor, 333 Dick Road, Depew

All Day Seminar Hosted by NAPM-Buffalo

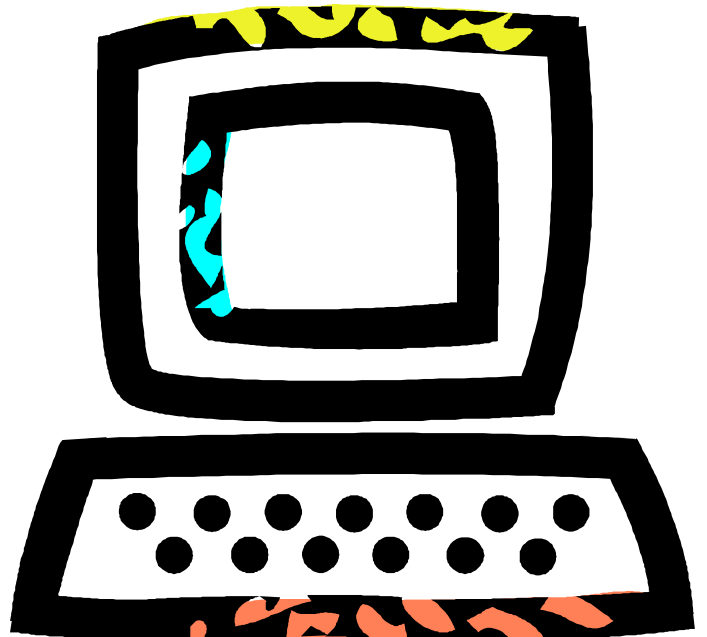
Friday, November 21, 2003

William Agee, Jr. in depth on
"Terrorism and Your Supply Chain"
Hearthstone Manor, 333 Dick Road, Depew

PDM - Sunrise Edition

Friday morning, December 12, 2003

Speaker: Kimberly Smith, CPIM, CIRM, C.P.M.



Log on: www.apics-buffalo.com