

"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

October 2003

Next Professional Development Meeting



**Wednesday,
October 15, 2003**

Holiday Inn - Buffalo Airport
4600 Genesee Street, corner of Holtz

Dinner/Program

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

Menu

French Onion Soup
Caesar Salad
Warm Rolls & Butter

Entree choice:

Chicken Parmesan with Angel Hair Pasta
or

Roast Top Sirloin Au Jus with Au Gratin Potato

Vegetable Medley
Chocolate Mousse
Coffee, Tea, Decaf

Vegetarian meal available upon request.

Cost

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

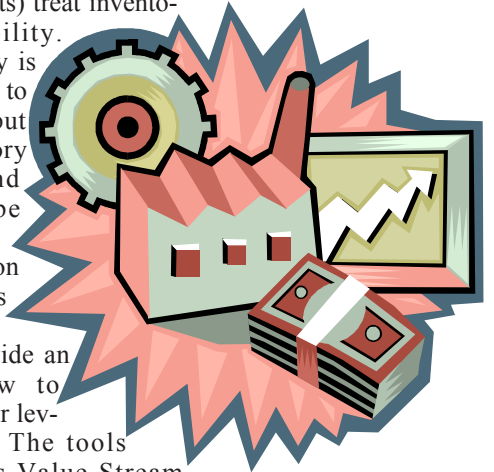
For reservations,
log-on to www.apics-buffalo.com
or call APICS at
PPM Business Office,
648-0972 or fax 646-1599 by Friday, Oct. 10

“Inventory: Asset or Liability”

Inventory has long been considered an asset for manufacturing companies. In fact, accounting balance sheets treat all inventories as an asset. More recent practices, (ie. lean manufacturing, Theory of Constraints) treat inventory as a liability.

Certainly, inventory is a necessity in order to serve customers, but how much inventory is necessary and where should it be maintained.

This presentation will discuss issues with carrying inventory and provide an overview of how to determine the proper levels of inventory. The tools available, such as Value Stream Mapping and Flow and Pull systems, will be discussed as well as how these tools should be applied in order to determine the proper levels of inventory. The discussion will center around how to adequately serve the customer without strangling the cash flow.



About the Speaker:

Philip Celotto is a senior manufacturing engineer with the Western New York Technology Development Center. Mr. Celotto has been with the TDC for the last four years and focuses on improving manufacturing processes and quality systems. He has over 19 years of manufacturing and engineering experience with emphasis on continuous improvement, lean manufacturing implementation, production efficiencies, and quality systems. Phil works with regional small and medium size companies to implement lean manufacturing techniques, develop quality systems and improve productivity.

Prior to joining the TDC, Mr. Celotto was a product manager with Carleton Technologies. He also spent five years at Hughes Aircraft Co. in California as a systems engineer.

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

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President's Message



Hello Buffalo Members and Non-Members:

The Passport news is good again. For those who are not familiar with the APICS Passport Program, it is a measure of how well the local chapters are managed. Documentation of good practices is submitted in areas such as marketing, communication, finance, strategic planning, education, membership, etc. The top award is platinum, awarded after five consecutive gold awards. Platinum is then maintained by achieving gold each year. Once again, we have maintained our platinum award. Congratulations to all!

We are starting a new program this year called the "Buffalo-Only Member." Its content is described in an article in this newsletter. We can use this program to recruit new members from your companies and to get new companies involved in APICS. It is a low cost alternative to see what the local chapter is all about. Please help us promote it.

In the very near future, a survey will be available on the local web site, www.apics-buffalo.com. Please take the time to fill it out because we need your feedback to help us do a better job of satisfying our customer - **you**. As an inducement to promptly complete it, we will be drawing for a special prize. Also, please use the comments section to tell us what we should be doing to get you to the PDM's.

Finally, I would like to remind you that October is Member Month. Society has designated October as the month to promote membership in APICS. If you renew your membership in October, your name will be entered in a drawing to win a trip to the 2004 International Conference. That is definitely worth winning!

That's all for now,

Ed George, CFPIM

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.





September Speaker Evaluation

Speaker: Mike Ford
on "How to Develop and Maintain a Zero Layoff Policy"

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

How effective was the speaker?:

0% poor, 0% fair, 0% average, 23% good, 77% excellent

How useful was the topic?:

0% poor, 0% fair, 15% average, 15% good, 70% excellent

Would you attend a future session on this topic?:

77% yes, 23% no

How much knowledge did you gain from this topic?:

Scale 1 to 5 from little to a great deal: #1 (0%), #2 (0%), #3 (7%), #4 (70%), #5 (23%)

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

Scale 1 to 5 from none to expert: #1 (0%), #2 (16%), #3 (70%), #4 (7%), #5 (7%)

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

93% yes, 7% no

Was the program announcement accurate?:

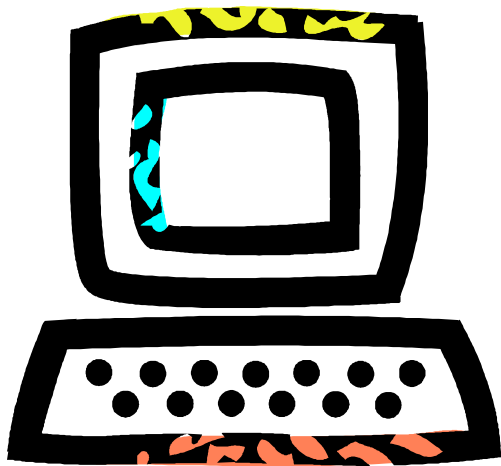
100% yes, 0% no

Were the food & facilities satisfactory?:

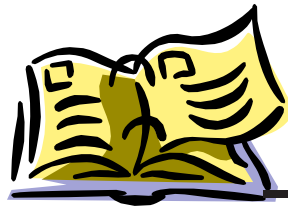
100% yes, 0% no

Comments:

- Food great; facilities excellent; presentation superb.
- Excellent concepts.
- Glad to hear about people/workers seen as valued.
- Great program prior to seminar.



Log on: www.apics-buffalo.com



Calendar of Events

PDM

Wednesday, October 15, 2003

Phil Celotto from TDC on "Inventory: Asset or Liability"

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.

"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

Announcing --- "Buffalo-Only" Membership Program

APICS - Buffalo is proud to announce a new membership program called "Buffalo-Only" membership. Our mission is to meet the resource management needs of Western New York organizations. We provide numerous opportunities to enhance your knowledge and networking. Now, for a limited time we are reducing the price of an APICIS membership. If you have been thinking of joining, now is the time!

The new local membership costs only \$35.00, which is a reduction of \$95.00 from the national fee plus local membership. Buffalo-Only membership includes receiving member rates on all local APICS certification course fees, chapter workshops, professional development meetings, and other events. Buffalo-Only members will have access to our monthly newsletter via e-mail. However, chapter-only members still pay non-member prices for any nationally-sponsored activities, books, subscription(s) and certification testing. As an added value, the \$35.00 cost can be recouped by saving on the discounted local programs and educational offerings. This makes the new local membership virtually FREE! To learn more about the local chapter, please visit our website at www.apics-buffalo.com

The rapidly changing business and economic environment has placed incredible demands on industry. It has never before been more important for resource management professionals to learn and use the most up-to-date strategies and techniques. Whether you're a young professional just starting out in the business world or an experienced, seasoned professional, this unprecedented membership offer makes joining APICS a value you can't afford to pass up.

How can I join ? Just fill out a Buffalo-Only APICS membership form, make out a check for \$35.00 to APICS-Buffalo Chapter #21 and mail it to:

APICS-Buffalo Chapter #21
% Tim Steenberg
49 Maple Street
Angola, New York 14006

Where are the membership forms ? You can receive a membership form by either e-mailing a request to tsteenberg74@yahoo.com, drop a line in the mail to the above address attn: Tim Steenberg or pick up a membership form at a professional development meeting, an APICS certification class or one of the other local events.

Sorry, This offer is only good for new members and is not available for renewal memberships.



Buffalo-Only Chapter #21 APICS Membership Form

Name: _____

Home Address: _____

Employer: _____

Work Address: _____

Job Title: _____

Preferred E-mail: _____

Preferred Phone: _____

Membership Dues: \$35.00

Payment Method: Purchase orders are not accepted. APICS dues are not deductible as a charitable contribution for federal tax purposes but may be deductible as a business expense. Please include member name and company name on check.

Check is enclosed for \$35.00
(Checks must be made payable to APICS Buffalo)

Dates of Membership: Chapter-Only memberships are good for one year. One month prior to expiration, you have the option to apply for a National APICS Membership at full price and receive full benefits including publications and enjoy reduced member rates on all seminars and National events. Best of all, you continue to network, learn and build your career with your friends in the Buffalo chapter.

Start saving money with a Buffalo -Only membership, please fill out this form and...

...Send this form and payment to:

APICS-Buffalo Chapter #21
% Tim Steenberg, Member Marketing
49 Maple Street
Angola, NY 14006

10/1/03