

"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

December 2003

Supplier Diversity

Understand Your Role in the Compliance Plan at Your Company

- What it is & Why Comply
- U.S. Government Requirements
- Review Classifications, Certification & Goals
- Identify Potential Under-utilized Areas

Why comply?

- Government compliance
- Impact on government funding
- Why Large customers demand compliance
- Benefits of supplier diversity

Public Law 95-507: Government

- Public Law Mandates bidders to the government with greater than \$500,000 in federal contracts (\$1 million in construction) are to submit a sub-contracting plan.

Scope: Commercial Company-Wide Subcontracting Plan

- Who administers plan, Small Business Liaison Officer
- Required to successfully complete applicable government agency audits demonstrating compliance to the requirements (DOD: Department of Defense, SBA, NASA, etc)
- Ongoing: Quarterly Measure & Report
- US Government classification spend actual
- Demonstrate segment accountability for compliance
- Evaluate data to identify gaps by \$\$ and/or % of goals
- Develop Corrective actions to address

Example: Ongoing activities: UPNYRMPC

- Upstate New York Regional Minority Purchasing Council
- Active Outreach

Do the Right Thing: Corporate Integrity

- Noncompliance ... consequences
- Accuracy and Completion of Documents
- Government Requests for Information

Small Business \$ Spend Goals by Classification

Small Business, Veteran Owned, Women Owned, Disadvantaged, HubZone

Disadvantaged Business 5 SDB Ethnic classifications

African American, Hispanic American, Native American, Asian (Asian Pacific American), Indian Subcontinent (Asian Indian American)

www.sba.gov

- www.pro-net.sba.gov is a tool to access information regarding potential sellers to invite to bid through this procurement
- Network of approved small and disadvantaged business concerns; requires firm register with PRO-Net via the Small Business Administration website

Speaker:

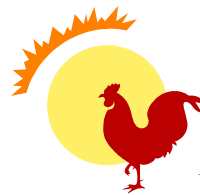
Kimberly L. Smith, C.P.M., CPIM, CIRM, PHR

Kimberly L Smith, C.P.M., CPIM, CIRM, PHR is a Sourcing Manager with Praxair, Inc. as part of the Global Procurement and Materials Management organization located in Tonawanda, N.Y. In that capacity she manages \$23,000,000 to support the North American Industrial Gas business. She is the procurement focal point for Small Business Development and subcontracting compliance.

Prior to joining the firm she held positions as Purchasing Manager, Materials Manager, and Director of Materials in three diverse industries: paper converting and printing, machinery and sheet

Bio continued on page 3

Next PDM...the Sunrise Edition!



**Friday
MORNING,
December 12, 2003**

Holiday Inn, Airport
4600 Genesee Street, corner of Holtz

7:15 a.m. Registration

7:30-9:00 a.m. Breakfast & Program

Breakfast Buffet Menu

Coffee/Tea/Decaf
Scrambled Eggs
Bacon & Sausage
Potatoes
Danish
Juice

Cost

\$12.00 Members
\$15.00 Guests
\$10.00 Students & 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 Wed. Dec. 10th

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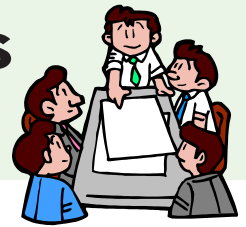
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President's Message



Hello Buffalo members and non-members,

It's hard to believe that Christmas is almost here and its time for our annual December Breakfast meeting. This year Kimberly Smith, CPIM, CIRM, C.P.M., PHR, a past chapter president, will speak on Supplier Diversity. I hope you can make it on the 12th.

Again, I would like to ask for your help. A survey is available on our web site and we would like your input. We want our PDM's and other educational opportunities to be what motivates you to participate. Please take a few minutes to give us your opinion.

It's not too early to start thinking about Top Management Night on March 17th. As announced in the November newsletter, our speaker will be Carol Ptak, CFPIM, past president of APICS. You won't want to miss this! Bring your boss, too.

I hope you notice the ad from ECC in this newsletter. Our chapter will be offering APICS courses at ECC for ECC students starting in January. Also, if we teach these courses at a company or in a public forum, the attendees may be able to get ECC credit for passing these courses. Stay tuned for more information.

That's all for now,


Ed George, CFPIM



Your APICS -
Buffalo Board of
Directors Wishes
You and Yours a
Happy Holiday
Season!

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.





November Speaker Evaluation

Speaker: Nellie Brown
on "Crisis Management & Prevention"

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

How effective was the speaker?:
0% poor, 0% fair, 8% average, 42% good, 50% excellent

How useful was the topic?:
0% poor, 0% fair, 8% average, 42% good, 50% excellent

Would you attend a future session on this topic?:
92% yes, 8% 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 (8%), #4 (42%), #5 (42%)

What is your level of expertise in the topic area?:
Scale 1 to 5 from none to expert: #1 (25%), #2 (33%), #3 (42%), #4 (0%), #5 (0%)

Did you learn ideas/techniques to apply to the job?:
83% yes, 17% no

Was the program announcement accurate?:
67% yes, 33% no

Were the food & facilities satisfactory?:
92% yes, 8% no

Comments:

- Nice dinner.
- Speaker was excellent.
- Great replacement; great presentation.
- Very informative experience in company crisis.
- Learned many different techniques to prevent crisis.



Calendar of Events

Thursday, January 15, 2004
Joint Meeting with ASQ
Place: Salvatore's Italian Gardens
Topic: "Systems Thinking"
Speaker: Bill Weeks

February PDM - TBD

Wednesday, March 17, 2004
TOP MANAGEMENT NIGHT
Speaker: Carol Ptak, CFPIM

Kimberly Smith to speak Dec. 12 *continued from page 1*

metal manufacturing, and medical sub-assembly.

At Praxair, she was recruited as the Manager for Global People Excellence which was part of procurement's research and development team, where she managed the training needs for purchasing professionals around the world. These skills encompassed supplier diversity, safety, strategic sourcing, supplier management and qualification, negotiations, e-procurement, and C.P.M. certification readiness, as well as individual and team effectiveness including Back Door Selling awareness for cross-functional teams and all new hires.

Smith received her BA from Cleveland State University in 1975. She holds a lifetime Certified Purchasing Manager designation from the ISM formerly known as NAPM and is certified by APICS in Production and Inventory Management and Integrated Resource Management. In 2001, she completed the certification requirements established by the Society of Human Resource Management as a Professional in Human Resources.

In 2002, she completed Six Sigma Black Belt training in the DMAIC process. A recognized materials management professional, Smith has presented at A.S.Q. (American Society of Quality) and UNYRMPC (Upstate New York Regional Minority Purchasing Council).

Spring 2004 at Erie Community College

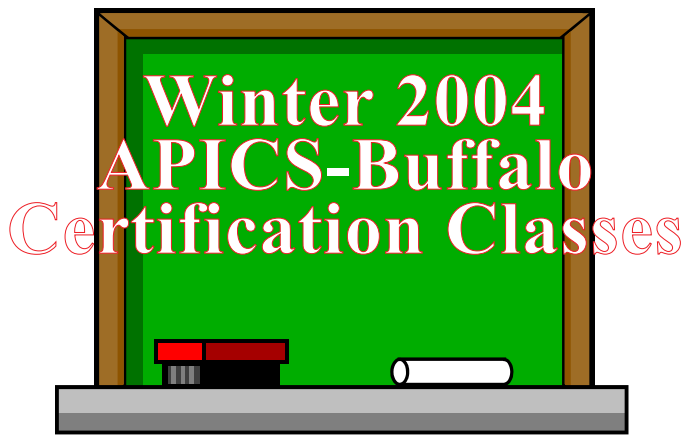
ECC offers a variety of manufacturing related courses to meet the professional development need in today's workplace. Offered for the Spring '04 semester are:



MN120 Materials and Processes
MN125 Statistical Process Control
MN240 Work Measurement
MN245 Plant Layout/ Materials Handling
MN250 Workplace Design
MN255 Manufacturing Cost Analysis
Inventory Control - APICS course (ECC credit)
Lean Manufacturing/ JIT - APICS course (ECC credit)
Occupational Ergonomics - new ECC course

For more information on these courses and other learning opportunities, contact Erie Community College, Manufacturing, Industrial Technology Dept.: phone 716-851-1508 or email pietraszewski@ecc.edu.

In addition, if your company would hold a dedicated class in one of the APICS' courses, the attendees may be eligible for ECC credit. Call 876-3837.



Basics of Supply Chain Management

Dates: Tuesdays, Jan. 20 - Mar. 30 (no class - 2/24/04)
(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

Detailed Scheduling and Planning

Dates: Wednesdays, Jan. 21 - Mar. 24
(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:

Introduction to Materials Management - \$75

Instructor: Joe Piontkowski, CPIM

Topics Include:
Planning Material Requirements to Support the Master Schedule
Planning Operations to Support the Master Schedule
Planning Procurement and External Sources of Supply

Strategic Management of Resources

Dates: Tuesdays, Jan. 20 - Mar. 30 (no class 2/24/04)
(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: Frank Queeno

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 \$ _____
 Detailed Scheduling and Planning \$ _____
 Strategic Management of Resources \$ _____

Recommended Books

- Introduction to Materials Management
(Basics & Detailed) \$ 75.00
 Production and Inventory Management
(Strategic) \$ 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: 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.**