

"MISSION STATEMENT: To educate and promote professionalism to meet the Resource Management needs of Western New York Organizations."

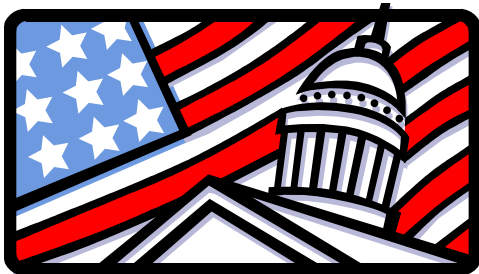
APICS



Educational Society for Resource Management

Monthly Newsletter • Buffalo Chapter No. 21

October 2004



Homeland Security: Protecting the Supply Chain; the Changing Borders; Past, Present & Now.

Next PDM:

**Thursday,
October 21, 2004**

The Hearthstone Manor
333 Dick Road, Depew, NY 14043
(near Walden Avenue)

5:30-6:00 p.m.....Social Hour
6:15-7:15 p.m.....Dinner
7:30-8:30 p.m.....Presentation

\$22.00 Members & Guests
\$15.00 Student Members

Menu

Tossed Salad
Fruit Cup
Oven Roasted Turkey Breast with
Stuffing & Gravy
Mashed Potatoes
Herb Buttered Corn
Pumpkin Pie

*Vegetarian or special diet requests
available with advance reservation.*

For reservations,
log-on to www.apics-buffalo.com
or call APICS at
PPM Officenter,
648-0972 or fax 646-1599.
Please reserve **by Fri. Oct. 15th**; late
reservations may be accepted after
that date subject to space availability.

Speaker:

Keith Konopa

Mr. Keith Konopa has over 21 years of experience with the Department of Homeland Security (DHS) and (CBP) Customs & Border Protection. He is a subject matter expert in his organization covering immigration laws and other special land border issues. Prior to the merger of the Immigration, Customs and Agriculture Services, Keith's position in the Immigration and Naturalization Service was Deputy Assistant District Director for Inspections in the Buffalo District having jurisdiction over all Ports Of Entry in New York State outside of the New York City area and the three pre-flight inspection stations at Toronto, Ottawa and Montreal Canada airports.

Program:

Mr. Konopa will give an overview of the (DHS) Department of Homeland Security presence in the WNY borders touching on immigration, quality improvement within their organization and how important protection measures are taken to protect the supply chain. As a subject matter expert in his organization he will share information on how CBP uses various strategies and employs the latest in technology to accomplish its goals. He will explain how homeland security has extended their zone of security beyond our physical borders through the use of bilateral and private-sector partnerships, targeting and scrutinizing advance information on people and products coming into this country. He will address how DHS is cultivating "Smart Borders" through the use of technology and have established a layered defense strategy. He will address the image of "one face at the border" that DHS is striving to create, a unified, recognizable presence at the border that combines and capitalizes on the authorities and skills of their diverse workforce.

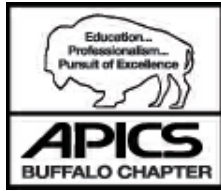
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President's Message

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I am happy to report that the first meeting of the Buffalo Niagara Professional Alliance was a big success. Overall attendance was outstanding at 160 people. The topic and the speaker proved to be very enlightening. The networking period was something different for our APICS members, but response was very positive.

A special thanks goes to our own Bill Helfrich who not only initiated the process for the alliance, but was the driving force for getting it accomplished.

We are in need of some additional BOD members for this year. There are also some BOD members on their last year that would like to have an assistant to prepare to take over next year. Anyone interested in participating please contact me or any other BOD member. Our chapter can only flourish with your help.

I will be off to the APICS national convention October 9 - 13. I will do my best to represent our chapter well. I am sure I will have plenty to report to you next month..

I hope everyone will be at our next meeting on October 21. See you then.

Regards,

Frank N. Queeno, CPIM

TMN Needs Help

The Top Management Night Committee is in need of several individuals to assist with this year's event. If you are up to the challenge and eager for advancement, contact Don Schram at 716/775-2265 or email him at donald_schram@fujisawa.com.



A prominent individual has accepted our invitation to speak at the meeting and a facility has been booked for April 21, 2005.

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.





GEMKO Information Group

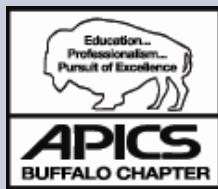
“Trends Impacting Manufacturing and ERP”

Audience: Executive Management, Manufacturing, Operations, Financial and Technology Business Executives.

Industry Focus: Manufacturing

- *Made-To-Stock*
- *Made-To-Order*
- *Engineered-To-Order*
- *Assemble-To-Order*
- *Process/Continuous*

Event Sponsors:



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Email: info@gemko.com
Web: <http://www.gemko.com>

“Do you need to anticipate and incorporate trends that impact your ERP system?”

These trends reflect new business practices and information technologies. New business practices including lean and Just-In-Time (JIT) philosophies, six sigma initiatives, outsourcing, global operations, mass customization, customer-oriented strategies and Customer Relationship Management.

GET EDUCATED: [GEMKO Information Group](#) invites you to attend a *FREE Executive Seminar Event* :

“Trends Impacting Manufacturing and ERP” ***Presented by Manufacturing Systems Industry expert Dr. Scott Hamilton***

When: Wednesday October 20, 2004

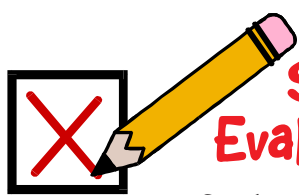
Time: 8:00AM - 9:30AM

Location: Canisius Center @ Amherst

To register visit: www.gemko.com/erpevent

The new technologies include e-commerce, advanced planning and scheduling, Radio Frequency Identification (RFID), and portable computing. The seminar explains the significance of major trends and their impact on manufacturers and ERP systems.

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September Speaker Evaluation

Speaker: Jim Gowen, Verizon Communications on "How Technology is Changing the Purchasing Process"

The first Buffalo Niagara Professional Alliance meeting was a huge success. On Thursday, September 16, 162 members and guests of APICS, ASQ, NAPM, and InfoTech Niagara were treated to a gala evening at the Four Points Sheraton with Jim Gowen, Director of Supply Chain Systems for Verizon supplying the well-received keynote speech prior to a buffet dinner and open bar. During the networking that took place into the night it was heard that:

- ◆ Speaker before dinner was an innovative move and well received.
- ◆ Networking with this large group from the four societies was really what it is all about.
- ◆ Registration logistics need to be improved (Note: plans for progress with each meeting.)

A Video Seminar presented by NAPM-Buffalo...

Financial Analysis of Suppliers: Understanding, Evaluating and Managing Your Suppliers' Financial Stability

Wed. & Thurs., Oct. 20 & 21, 2004 ♦
6:00 - 8:00 p.m. (each day)

Rich Products Corp., W. Ferry Street, off Niagara Street / Renaissance Atrium / Claremont Room

NAPM Member Fee: \$ 15.00

Non-Member Fee: \$ 20.00

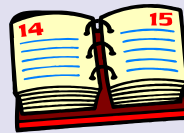
Cost Includes: video seminar, dinner, program hand-outs, achievement award.

About the Program

- ◆ Understanding the Reasons and Roles of Financial Analysis
- ◆ The Assessment Process
- ◆ Financial Ratios
- ◆ Scorecards and Ongoing Assessments
- ◆ Program Wrap-Up



Call 648-0972 or email to napmbflo@adelphia.net to register.



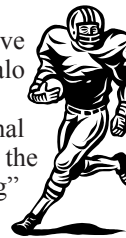
Coming Events Calendar

Thurs., October 21, 2004
PDM-Joint Mtg. with ASQ
The Hearthstone Manor
333 Dick Road, Depew 14043
Speaker: Keith Konopa
"Homeland Security"

Thurs., November 18, 2004
PDM - BNP Alliance Meeting
Hosted by ASQ
The Heathstone Manor
333 Dick Road, Depew 14043
Speaker: Dave Auda, Wilson Greatbatch Technologies
"Completing the Mission - A Reliability Centered Approach to Strengthening Supply Chains"



Friday, December 17, 2004
PDM-Joint Mtg. with ASQ
The Heathstone Manor
333 Dick Road, Depew 14043
Speaker: Jim McNally, Offensive Line Coach, Buffalo Bills
"The Professional Game: Supplying the Quality Coaching"



Thursday, January 20, 2005
PDM-Joint Mtg. with ASQ
Salvatore's Italian Gardens
6461 Transit Road at Genesee
Speaker: Bruce L. Campbell, Peace Bridge Project Manager
"Quality Management in Projects"

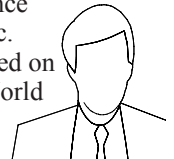


Thursday, February 17, 2005
PDM-BNP Alliance meeting hosted by APICS
The Hearthstone Manor
333 Dick Road, Depew 14043
Speaker: Denise Bartosz, Catholic Health System & Linda Horton, Kaleida Health System
"Making the Grade - The Report Card for Healthcare"



Thursday, March 10, 2005
PDM-Joint Mtg. with ASQ
The Hearthstone Manor
Speaker: Paul Borawski, CAE, ASQ Executive Director
"Living Strategy/Futures Study and Lessons Learned"

Thursday, April 21, 2005
Top Management Night
Salvatore's Italian Gardens
6461 Transit Road at Genesee
Speaker: Steve Shiffer, Transformance Advisors Inc.
"Lessons Learned on the Road to World Class"



Thurs., May 19, 2005
PDM - BNP Alliance Meeting
Hosted by NAPM
The Heathstone Manor
333 Dick Road, Depew 14043
Speaker: Jeffrey R. Moore
"Ethics"

Thursday, June 16, 2005
PDM-Facility Tour
Buffalo Bills Facility - Ralph Wilson Stadium
Dinner to Follow at Danny's South

