

"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

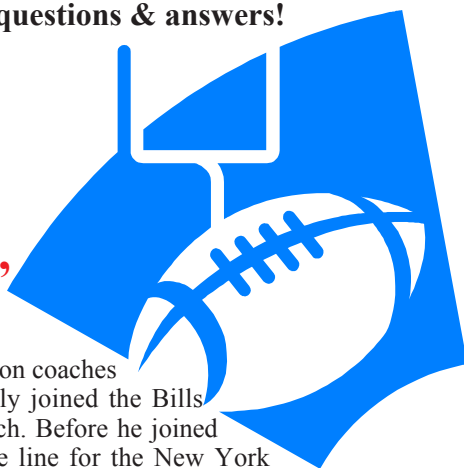
December 2004

The Professional Game - Supplying the Quality Coaching to Influence the Game

Coach McNally will present a motivational talk about the inner working of how the professional game is influenced by quality coaching. He will talk about the season's current success and be open to questions & answers!

Featured Speaker:

**Jim McNally,
Offensive Line Coach,
Buffalo Bills**



One of the most highly regarded position coaches with 25 years in the league, Jim McNally joined the Bills this year as the team's offensive line coach. Before he joined the Bills, McNally coached the offensive line for the New York Giants (1999-03) and helped maintain offensive line success with little personnel continuity on the line during his tenure. In 2000, McNally guided an offensive line with three new players to a successful season which culminated in the Giants' rise to the NFC Championship.

Prior to joining the Giants, McNally coached the offensive line for the Carolina Panthers (1995-98) and the Cincinnati Bengals (1980-94). In McNally's time at Carolina, the Panthers advanced to the NFC Championship game in only the team's second season of existence. At Cincinnati, McNally helped establish one of the most potent rushing attacks in the League between 1986-90. He coached HOF offensive tackle Anthony Munoz and the Bengals advanced to the Super Bowl two times during his tenure.

Before entering the NFL coaching ranks, McNally coached the offensive line at Wake Forest (1978-79), Boston College (1975-77), and Marshall (1971-74). He initiated his coaching career at his alma mater, University at Buffalo and coached there for six seasons (1965-70).

Originally from Buffalo, McNally played guard at University at Buffalo from 1961-64 and the combination of his playing career and his coaching expertise earned him a spot in the university's Hall of Fame. He graduated from Kenmore West High School and is in that school's Hall of Fame as well. Nationally known for his clinics on offensive line coaching, which he conducts in the off-season, McNally and his wife Carolyn have two daughters, Jenny and Betsy, and a son, Jon. Jenny is the Director of Sales for the Cincinnati Reds of Major League Baseball, Betsy is a personal fitness trainer and Jon is an entertainer.

Next PDM:

**Spouses'
Night**

**FRIDAY,
December 17, 2004**

Creekside Banquet/Picnic Grove
2669 Union Road, Cheektowaga
(at William Street, next to Dave's Crafts)

**5:30-6:00 p.m.....Social Hour
Registration/Cash Bar**
6:15-7:15 p.m.....Dinner
7:30-8:30 p.m.....Program

*** \$22.00 Members & Guests****
**** Special offer for APICS'
members only - Buy one APICS
member ticket at \$22 and get your
spouse/significant other guest
ticket for half-price-- that's \$11.**

Buffet Menu

Mixed Green Salad
Boneless Breaded Pork Chops
Roast Sirloin of Beef
Potato Alfred
Pasta with Sauce
Buttered Corn
Peas and Carrots
Apple Pie with Ice Cream

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

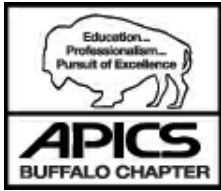
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VICE President's Message

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Frank Queeno is traveling and has asked me to handle this month's message.

As a brief introduction, I am Wayne Forrest and have the honor of being this year's Vice President. For those of you who are interested, I have over 40 years of industry experience in all APICS areas of operations, administration and management. My most recent APICS focus is "to give back" and hopefully contribute to regaining some of Western New York's competitive advantage. Thus far, this has been very rewarding and I look forward to continuing our Chapter's work.

During the past month, our Chapter had a very busy schedule. We had -

◆ An extremely successful November joint Buffalo Niagara Professional Alliance meeting with Quality (ASQ), Purchasing (NAPM), and Information Technology (InfoTech). The featured speaker covered "A Reliability Centered Approach to Strengthening the Supply Chain". Over 90 attendees gave the program excellent comments towards accomplishing our goals of presenting memorable networking and professional educational programs.

◆ The APICS Board of Directors held two meetings. The first, our normal monthly meeting covered traditional current status and plans issues; and, targeted our December meeting for an in-depth discussion of plans to retain our Platinum Award and grow the membership. The second BOD meeting was an ECC training program for Board Orientation and Member Development.

◆ Other BOD events included planning meetings for our TMN, our next Alliance and December programs, our Strategic and Marketing Plans and representing APICS as a sponsor at GEMKO's seminar.

All of these latter planning events are scheduled for implementation during the next few months. Each event offers chances to enhance your skills, participate in memorable networking and, to "giveback to help grow the Chapter".

WE NEED YOUR ASSISTANCE, FOR WITHOUT YOUR HELP, WE CONTINUE TO LOSE OUR COMPETATIVE ADVANTAGES. PLEASE PHONE ME AT 689-9267 TO DISCUSS SIMPLE WAYS IN WHICH YOU CAN HELP.

Happy Holidays to you and your families,

Wayne Forrest

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.



BACK TO BASICS

(This is the first of periodic articles prepared by Wayne Forrest)

Do you recall what APICS is all about? Or, in more depth, what are the Vision, Mission and Goals of either the International or Buffalo Chapter?

The answers to these questions are shown below. These represent a current summary of our International and a proposal for our Chapter. (If you would like to comment or participate in framing the directions for Buffalo, please phone me at 689-9267).

APICS INTERNATIONAL

Vision: To inspire individuals and organizations toward lifelong learning and to enhance individual and organizational success.

Mission: To be the premier provider and global leader in individual and organizational education, standards of excellence and information in integrated resource management.

Goals:

- 1 - The educational offerings, products and services of APICS will be market- driven and accessible on demand.
- 2 - APICS will be recognized as the source for state-of-the-art information (Body of knowledge) in all aspects of integrated resource management.
- 3 - Organizations and individuals will find certification of professional expertise available through APICS of value.
- 4 - Members will recognize APICS as a provider of value-added services and benefits to support growth and continued professional development.

BUFFALO CHAPTER

Macro International Vision, Mission, and Goals: Promote the International vision, mission and goals throughout out Western New York area.

Additional Buffalo Area Broad Based Goals:

- 1 - To continue our APICS Platinum status.
- 2 - To be a society of members dedicated to the principles of good fellowship and sound financials who encourage Chapter growth and renewal of memberships.
- 3 - To be recognized as the leading source for knowledge, expertise and education in supply chain - resource management in WNY.
- 4 - To be the leading provider of supply chain - resource management educational programs for small to large groups/companies at whatever time/ location is necessary to meet customer demand.
- 5 - To identify and continuously monitor the WNY customer needs for supply chain - resource management education.
- 6 - If necessary, prepare and implement new supply chain-resource management educational programs which meet specific WNY customer needs.



Speaker: David Auda, Wilson Greatbatch Technologies on "Completing the Mission - A Reliability Centered Approach to Strengthening the Supply Chain" at The Hearthstone Manor.

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

How effective was the speaker?:

3% poor, 15% fair, 33% average, 33% good, 18% excellent

How useful was the topic?:

0% poor, 26% fair, 26% average, 33% good, 15% excellent

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

Scale 1 to 5 from none to expert: #1 (15%), #2 (26%), #3 (33%), #4 (13%), #5 (13%)

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

78% yes, 23% no

If a member, did you receive your newsletter in a timely manner?:

93% yes, 7% no

Were the food & facilities satisfactory?:

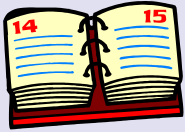
0% poor, 3% fair, 8% average, 49% good, 41% excellent

Comments:

- Topic good; arrangement better than last month.
- Speaker gave great slide stories and examples.
- Speaker tried to provide too much info for the broad audience.
- Like bar in the room.

Happy
Holidays to
You and
Yours
from the
APICS Leadership





Coming Events Calendar

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
Speaker: Denise
Bartoscz, 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

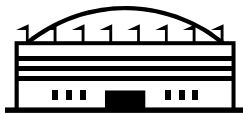
PDM - BNP Alliance
Meeting Hosted by
NAPM

The Heathstone
Manor
333 Dick Road,
Depew 14043
Speaker: Jeffrey R. Moore
"Ethics"

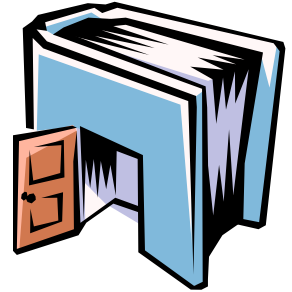


Thursday, June 16, 2005

PDM-Facility Tour
Buffalo Bills Facility - Ralph
Wilson Stadium
Dinner to Follow at Danny's
South



APICS EDUCATION REPORT 2005



Dedicated Classes:

Local companies who wish to educate their employees in Operations Management have several choices of classes that can be presented on site during the day. The five certification review classes are readily available: Basics of Supply Chain Management; Master Planning of Resources; Detailed Scheduling and Planning; Execution and Control of Operations; and Strategic Planning of Resources.

We also will offer a more basic series of courses the Ames Series, which includes: Master Planning; Material Requirements Planning; Capacity Requirements Planning; Production Activity Control; Inventory Management; and Just-In-Time. These courses are from nine to twelve weeks in length, with each class being about 2 hours.

We also have a Fundamentals of Inventory Control course, similar to a college course, that lasts 12 weeks with 2-2 1/2 hour classes.

Any company interested in Lean Manufacturing can take advantage of an 8 week course or several short seminars.

If your company is interested in any of these opportunities, call Ed George at 876-3837 or email at egeorge43@yahoo.com to learn more about the courses, costs, times, etc.

Open Classes at the University of Buffalo:

Two classes are scheduled for Tuesday nights starting January 18, 2005, lasting approximately 10 weeks, in Bonner Hall. The 6 p.m. class will be the "Detailed Scheduling and Planning" certification review course and the 8 p.m. class will be the "Ames Inventory Management" course. The cost for each class is \$320 for APICS or Alliance members and \$350 for non-members. The Ames course is a more basic course geared to overall education of students in inventory management.

IMPORTANT NOTE: If a class cannot be held because of insufficient attendance, and there are several people who wish to attend another course, the substitution of that other course will be considered.

For more information and registration instructions, call Ed George at 876-3837 or email at egeorge43@yahoo.com.

In Addition:

Watch the APICS web site and Newsletter as well as the local newspapers for additional educational opportunities to be offered throughout the year. This may include APICS classes being offered by ECC as credit courses or otherwise.

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.