

### Next PDM

A joint meeting with ASQ

**Thursday, November 17, 2005**

#### Protocol Restaurant

6766 Transit Road, Williamsville 14221  
(at the NYS Thruway)

**5:00-6:00 p.m..... Registration/Cash  
Bar & Networking**

**6:00-8:55 p.m.....Dinner &  
Presentation**

**\$25.00 Members & Guests**

**\$15.00 Full-Time Students**

For reservations, log on to  
[www.apics-buffalo.com](http://www.apics-buffalo.com) or  
call APICS at PPM OffiCenter,  
(716) 648-0972 or  
Fax (716) 646-1599

**Please try to reserve early, by Tuesday,  
Nov. 15 if possible.** Reservations are still  
accepted after that date. Also, if you can-  
not attend after making a reservation,  
please cancel or send a substitute.

### Program:

## Outsourcing of American Jobs

The American economy, and the automotive industries in particular, is undergoing wrenching changes - corporate bankruptcies, downsizing and outsourcing. The root

cause of these dislocations is the prevailing policies of so-called free trade, a theory developed more than 200 years ago. These policies have had a dramatic effect on the competitive position of

American business and American labor. Free trade is generally presented as a natural feature of our economic system, but it is in fact an aberration in the broader context of American history and industrial development. The solution to the crisis facing the American automotive industries

requires a re-examination of our current trade policies.



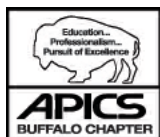
### Speaker: Jack Davis

With expertise in manufacturing that spans 40 years, Jack Davis is on a mission to save jobs, farms and industries from government policies that have moved many American jobs out of the country, while undermining the ability of American workers to compete with low-wage earners in other countries and decimating the American middle class.

Married with 6 children and 13 grandchildren, Jack grew up in western New York and graduated from Amherst Central High School and from the University of Buffalo with a Bachelor of Science degree in engineering in 1955. He spent time in the Marine Corp Reserves and served as a deck officer in the Coast Guard. He resigned from the Coast Guard Reserves as a Lieutenant in 1964.

That year he founded the I Squared R Element Company Inc. which he still owns and manages. The company is located in Akron, New York and manufactures silicon carbide heating elements which are used in high temperature electric furnaces. It is now the only US owned plant making this product. Jack Davis is considered the world's leading authority on industrial furnace design. He employs 75 western New Yorkers who earn on average wage of \$25 per hour. His business is not for sale, is not outsourcing jobs, and is not importing heating elements. Eventually, he hopes to transfer ownership to his children.

In the 2004 election, Jack ran for Congress in New York State's 26th District. His number one issue was Save Jobs, Farms and Industries. He spent \$1.2 million of his own money in the campaign. Starting his campaign with virtually no name recognition, Jack garnered an impressive 44% of the vote against a well-known incumbent. The views he expressed during the campaign are as relevant today as they were in November 2004. Jack may have lost the race, but not his convictions -- he continues his crusade through Save American Jobs Association, a new vehicle he founded to prevent America from committing economic suicide.



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

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# President's Message



I am very pleased to report that your Buffalo Chapter is continuing to build on the momentum we have established in our many programs. Briefly summarizing the highlights -

#### **Chapter Administration -**

- I had the honor of representing our Chapter at the National Leadership Conference in Kansas City. Primary objectives & results of this trip include:

#### *Accept Our Platinum Award -*

We received our Platinum Award recognition at a special evening reception. This one on one networking opportunity with National, Regional and Local representatives provided information for other approaches to our Chapters direction and management.

#### *Obtain Information On The New CSCP (Certified Supply Chain Professional) Program -*

This long awaited "International Kickoff" was the programs focus theme. Informational brochures/etc. were brought back and are being distributed at our PDM's and Seminars. Additional information and samples are available on the APICS website. I suggest you visit the site to get a "test drive". The Board is now preparing a market survey and local implementation plan.

#### *Obtain Information On The New Replacement For Passport/Platinum Program - C-Bar -*

This information was also obtained at various presentations. Based on the new C-Bar Program, we will revise some of our Strategic Plan approaches and priorities.

#### **Marketing -**

We are in the process of implementing a very aggressive marketing plan focused on our "Voice Of The Customer" and selling the APICS brand values. Todd Zielinski is preparing a survey to obtain your viewpoints. Concurrently, Fred Vigars and John Neureuter are working on renewing the Company Coordinator program.

#### **Professional Development Meetings, Seminars and Educational Classes -**

Bill Helfrich, John Fridmann and Todd Zielinski coordinated the past months successful Supply Chain Management Seminar and PDM meeting; and have scheduled an exciting 11/17/05 PDM featuring Jack Davis speaking on "Outsourcing". We hope you plan to attend!

Ed George's education programs currently include Strategic Management of Resources at Rich Products and the Basics of Supply Chain Management Review class at UB. Ed is also seeking anyone interested in becoming an instructor; or hearing about your needs for additional training.

As you can see, your Board has been very busy; but we also have fun and continue to learn from our experiences. Call me (689-9267) if you would like to visit the next Board meeting (check our website to review the minutes).

We hope to see you at the next meeting; have a great month,

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.



## NEWS FROM UB:

**New Department of Operations Management & Strategy**  
UB School of Management has created a new Department of Operations Management & Strategy (OMS). The new department will focus on: 1) Supply Chain & Operations Management, 2) Business Strategy & Entrepreneurship. Professor Nallan C. Suresh has been appointed as the first Chairman of this department.

### **MS in Supply Chains & Operations Management**

UB has introduced a M.S. degree program in Supply Chain & Operations Management. This is a 3-semester, 30-credit program. The few students who have already graduated from the new program have been placed in attractive positions in firms such as Accenture and Penske Logistics. Currently, the curriculum is being revised to have a majority of the courses in the evening or late afternoon, so that practitioners may be able to pursue this degree without career disruption. Details found at : [www.mgt.buffalo.edu/mba/msscom](http://www.mgt.buffalo.edu/mba/msscom). Or contact Graduate Programs Office, School of Management, 203 Alfiero Center, Buffalo, NY, 14260-4000, Tel: 716 645 3204.

### **Sourcing & Selling in China: Business Educational Visit to China (April 2006)**

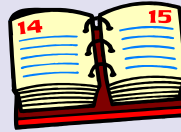
Organized by U.B.'s Dept. of Operations Management & Strategy, The Center for Executive Development, and Insyte Consulting. This program is designed for managers who want to have a clearer understanding of how international markets, specifically China, can enhance the sourcing and selling aspects of their business. UB School of Management was the first American school to offer an MBA program in China in the early 1980s, and it currently has Executive MBA programs in Beijing and Singapore. The program includes preparatory meetings with Dr. Nallan Suresh, internationally recognized expert in supply chain & manufacturing management, followed by plant tours and interviews with company officials in Shanghai, Hangzhou and Suzhou. Details found at: [http://www.mgt.buffalo.edu/ced/Sourcing\\_and\\_Selling\\_in\\_China.shtm](http://www.mgt.buffalo.edu/ced/Sourcing_and_Selling_in_China.shtm) or Contact: Ms. Courtney Walsh, Director, Center for Executive Development, UB at: 716-645-3200

## Instructors Wanted

The Buffalo Chapter is looking for instructors to teach Certification Review courses. The requirements for this position are that you must be an APICS member in good standing, be currently certified (either CPIM or CFPIM), and have a degree. Previous teaching experience is preferred. Our primary requirement is for an instructor that would be available to teach courses during the day.

If you meet the requirements, but don't have solid teaching experience, and would be willing to make a commitment to teach during the day as well as seek out companies that would hold dedicated classes, the chapter may be able to arrange for you to take a "Train the Trainer" course. Please let me know if you would like to be considered. My email is [egeorge43@yahoo.com](mailto:egeorge43@yahoo.com) and my numbers are 821-1344 (w) and 876-3837 (h).

Edward George, CFPIM, Education Director



## Coming Events Calendar

### **Thursday, Nov. 10, 2005**

Full Day Seminar sponsored by NAPM-Buffalo  
"Drafting & Negotiating the Service Contract: a Nuts & Bolts Seminar"  
Perry's Ice Cream Training Center, Akron, NY  
Instructor: Michelle Kantor, Esq.

8:00am-5:00pm  
Contact NAPM at (716) 648-0972 or [napmbflo@adelphia.net](mailto:napmbflo@adelphia.net) for more details and registration.  
Very affordable!

### **Thursday, Nov. 17, 2005**

PDM-Joint Mtg. with ASQ  
Protocol Restaurant  
Speaker: Jack Davis  
"Outsourcing of American Jobs"

### **Wednesday, Dec. 14, 2005**

PDM-Joint BREAKFAST Meeting with ASQ  
7:30 a.m. - 9:30 a.m.  
Airport Holiday Inn  
Breakfast Buffet  
\$15.00 per person/Member  
Speaker: Dennis Sullivan  
"Supply Chain on the Move"

### **Wednesday, Jan. 18, 2006**

BNP Alliance Meeting including APICS, ASQ, NAPM & InfoTech  
Place & Speaker TBD

### **Wednesday, March 8, 2006**

PDM-Joint Mtg. with ASQ  
TOP MANAGEMENT NIGHT  
Speaker: Robert Stahl  
Salvatore's Italian Gardens

**WANTED:**  
Company Coordinators

The Buffalo Chapter needs the assistance of its members to act as a liaison between your company and the chapter. Please contact either John Neureuter or Fred Vigers for requirements and benefits of being a company coordinator.

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