

Next PDM
THE SUNRISE EDITION
A joint meeting with ASQ

Wednesday, December 14, 2005

Airport Holiday Inn

4600 Genesee Street, Cheektowaga
(corner of Holtz Road)

7:30-7:45 am..... Registration
7:45 am-9:30 am.....Breakfast and
Program

\$15.00 Members & Guests
Hot Breakfast Buffet

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

Please try to reserve early,
by Monday, Dec. 12 if possible.
Reservations are still accepted after
that date. Also, if you cannot attend
after making a reservation, please
cancel or send a substitute.



Program:

“Supply Chain on the Move”

If information and knowledge are power, then collaboration is the key! What role does cross-functional collaboration play in your operating decisions? This session will look at what has formerly been the traditional "silo" mentality of individual organizations operating independently and then discuss the evolution that is occurring as this process evolves into and becomes a part of Supply Chain Management.

What consideration should be afforded upstream and downstream internal organizations and even suppliers? Is the vendor an adversary or partner and are you willing to develop strategic relationships with them that can improve your overall operation?

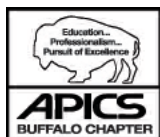
Price alone may no longer be the driving force and why Total Cost of Ownership can result in increased efficiencies for the entire organization.

Speaker: **Dennis J. Sullivan**

Dennis J. Sullivan (Western New York) holds a B.S. degree (Transportation) from Niagara University and an MBA from Canisius College.

He is President of Cost Containment Management Services, LLC; a Regional Vice President for Supply Chain Optimizers, LLC; and an Adjunct Professor in Purchasing and Supply Chain Management in the College of Business Administration at Niagara University. He is also the coordinator and an Instructor for the "Transportation and Traffic Management" module that is part of a certificated program offered by the Niagara Center for Supply Chain Excellence at Niagara University for industry professionals and those that wish to expand their knowledge in this area.

He has held plant, regional and senior management level positions for a large multi-national manufacturing organization throughout his career. He has also been active in professional organizations and has served on various educational related committees. His expertise includes over 25 years of technical, line, and staff management experience in logistics, distribution, transportation management, purchasing, warehousing, material control, scheduling and a number of other supply chain related organizations.



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President's Message



On behalf of the Chapter's Board of Directors, we begin this month's report by wishing you and your families the very best of Holiday Greetings!

In addition, we are pleased to indicate that our Chapter is continuing to build on the momentum we have established in our many programs. Briefly summarizing the highlights -

Chapter Administration --

- The Board has reviewed the new C-BAR program (an updated and much more stringent replacement for the Passport). We concluded that these new Society expectations offer excellent objectives to insure that we continue to supply our membership with the best possible Chapter leadership; and, we will introduce the new system of performance metrics immediately.

- Throughout the past month, the Board has reviewed our new Society CSCP Certification program - (Certified Supply Chain Professional). Our local marketing survey verified that you believe this is necessary to continue as "cutting edge". As such, we have decided to purchase the program and make provisions to offer CSCP training during 2006 (an expenditure of approximately \$1700). Additional information and samples are available on the APICS website. I suggest you visit the site to get a "test drive".

- Dick Wasura, a long time Chapter member, has remembered the many values of Board membership and has accepted our TMN Board position. We welcome Dick's assistance.

- Ed George and I had the honor of representing our Chapter at the Regional meeting in Syracuse. Primary objectives and results of this trip are discussed in the trip report (included on another page of this newsletter).

- Melissa Ruggiero and Bill Helfrich have succeeded in bringing the UB Student Chapter one step closer to "new life". With the assistance of UB's Dr. Suresh, Charles Wang, Scott Allan, and Canisius' Drs. Fish and Shambu, a reinvigorated UB program is beginning. A website link for student activities is being implemented.

Marketing -

Todd Zielinski's marketing plan is focusing on our "Voice of The Customer" and selling the APICS brand values. Todd's CSCP survey and a forthcoming new survey to obtain your other viewpoints are examples of our efforts. 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 11/17/05 PDM featuring Jack Davis speaking on "Outsourcing". If you were not there, you missed an excellent presentation of facts related to world trade issues (similar to those confronting the Delphi's' of our area). Our December breakfast PDM promises to be as good; plan to attend.

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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.



Ed George's education program has developed a new "Certification Review Tutorial" program for those of you who may be in the process of planning to take the tests on your own. Contact Ed for the details on how we can assist you.

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 Holiday Season,

Wayne Forrest

APICS Region # 2 Meeting Report Syracuse, NY - November 11-12

Significant items are discussed below:

Presidents Forum -

- Tappan Zi has been very successful with a resurgence of Lean.
- Mid Hudson has been successful claiming they are "the recognized King of Operational Excellence" focusing on the shop floor parishioners.
- Up to now, everyone has been experiencing a continuing decline in membership; but it appears that this trend may be leveling out.
- Everyone hopes the CSCP is not just a repackaging of our current certification courses.

Region 2 Report -

- We can anticipate continuing changes to push Branding, Voice of The Customer and the Body of Knowledge.
- Our website may be pushed to change its' front page to conform to Societies.
- Communities of Practice (COPS) will be the next focus (Currently Lean, Projects, Theory of Constraints).

C-Bar -

- This discussion reviewed much of the same information covered at the Society meeting.
- We were able to convince the Regional representatives to send us an electronic copy of the draft spreadsheet (this is necessary to determine where we need to consider changing our Platinum - Strategic Plans priorities).

Certified Supply Chain Professional Program (CSCP) -

- This discussion also reviewed much of the same information covered at the Society meeting.
- This is to be a broad based knowledge certification; versus our current two which focus on in-depth information.
- Tentative schedules are Self directed materials ship in December, '05; Instructor materials available first quarter; 2006 tests 3/11 (pilot), 6/17, and 12/2.

Certified Supply Chain Professional Program (CSCP)

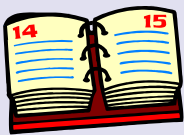
Continued -

- Ed and Wayne currently estimate the approximate costs as follows -
- Total Chapter Bundled - offered to 12/31/05 = \$1700
- Total Chapter Unbundled - offered to 3/31/06 = \$2740
- One Member APICS Instructor = \$3545
- One Member Not Instructor = \$2045
- One Member Not Instructor At Chapter Training = \$1870

Funding - Obtaining Grant Money

The discussion indicated Chapters can benefit from working with local governments to obtain grant funding. However, this is a very time consuming issue which is usually spread out over many months. When finally awarded, competitive bids are then sought.

Respectfully submitted,
Wayne Forrest, Ed George



Coming Events Calendar

Sat., Dec. 10, 2005

NAPM Social Event...APICS members/guests are invited!
"Nuncrackers" at
Lancaster Opera House
7:30 p.m. Curtains Up.
\$22 includes show and dessert & coffee afterwards at Eddie Ryan's Restaurant
Phone NAPM at 648-0972

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
Speaker: Dennis Sullivan
"Supply Chain on the Move"

Wednesday, Jan. 18, 2006

BNP Alliance Meeting
Joint meeting of: APICS, ASQ, NAPM & InfoTech
Salvatore's Italian Gardens
"Crossing Cultural Borders"

Wednesday, March 8, 2006 **TOP MANAGEMENT NIGHT**

Speaker: Robert A. Stahl
"Building to Customer Demand": How Leading-Edge Companies Ship a Wide Range of Products Quickly and Cost Effectively, Using the Power of Postponement.
Salvatore's Italian Gardens

Education News

The education classes scheduled at this time for January are Basics of Supply Chain Management and Execution and Control of Operations. They will be starting on the 17th or the 24th and will be held on Tuesday nights. If two classes are held, one will start at 6 p.m. and the other at 8 p.m. If only one is held, it will be at 6:30 p.m. If there is sufficient interest in a different class, we may be able to schedule it. For more information, contact me at 821-1344 or egeorge43@yahoo.com.

Look for announcements in the January or February newsletters about new types of education being offered and about the new supply chain certification, CSCP.

Edward George, CFPIM, Education Director