

Next PDM...

A joint meeting of the
(BNPA) Buffalo Niagara
Professional Alliance (APICS,
NAPM, ASQ, & InfoTech)

Wednesday,
January 18, 2006

Salvatore's Italian Gardens
6461 Transit Road
Depew, NY 14043

5:30-6:00 p.m.... Registration
6:00-7:00 p.m.....Dinner
7:00-8:00 p.m....Panel/Program

\$25.00 Members & Guests
\$15.00 Full-Time Students

Deluxe Gourmet Buffet Dinner

*Invite your associates to this one!
It's a great program... and very
relevant to our global economy.
Also, Salvatore's always has great
food and service!*

Reserve Early...

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, Jan. 16th if possible.**
Reservations are still accepted after
that date. Also, if you cannot attend
after making a reservation, please
cancel or send a substitute.

"Crossing Cultural Borders"

Please join us for our first 2006 meeting featuring a panel of experts who will discuss the following topics. There will be plenty of time for questions and answers!



- ♦ Ever wonder how you come across to people you communicate with in other countries or cultures?
- ♦ Do you always get your point across to people you e-mail in other parts of the world?
- ♦ What is proper etiquette when traveling in other countries?
- ♦ What are the "do's and don'ts" of international business?

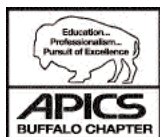
Meet our panel of experts:

~Ms. Paola Becvar, Trade consultant for the **World Trade Center Buffalo Niagara**. WTCBN is an international business development organization committed to helping companies trade. Through its license with the World Trade Center Association (WTCA), WTCBN provides trade services to greater Buffalo and Niagara region manufacturers and companies under the "World Trade Center" brand. WTCBN achieves its mission through a range of services including one-on-one customized trade services, education and training, and membership affiliation. The WTCA is comprised of nearly 300 World Trade Centers in 90 countries, with over 750,000 company affiliations worldwide. Ms. Paola brings Latin American trading expertise to the Buffalo Niagara Region with legal knowledge and more than five years as a Peruvian trade consultant throughout South America, Mexico and the U.S.

~Mr. John J. Wood is Associate Provost for **International Education in the Office of International Education at UB**. He responsible for administering the University's exchange programs with more than forty partner institutions overseas. In addition, Mr. Wood provides academic oversight for UB's undergraduate degree programs in Singapore, and works with faculty and staff in developing new international programs involving overseas partner institutions. As an English as a Second Language instructor, Mr. Wood taught in UB's first MBA program in China in 1985-1986.

~Ms. Deborah Bergeron O'Shea- President and CEO of **Atlantic Corridor USA, Inc.**, which is a not-for-profit economic and business development agency whose goal is to stimulate and facilitate economic advancement between Upstate New York and Southern Ontario and Ireland and Northern Ireland. She has both Undergraduate as well as a Law Degree from The University at Buffalo. Later, she attended UB's School of Management where she obtained a Certificate in their Micro-MBA Program. She is admitted to the New York State Bar and has served on many Boards and Committees in Western New York.

~ Ms. Tracey Drury, Reporter from **Business First of Buffalo** will moderate.



APICS -Educational Society for Resource Management Buffalo Chapter #21

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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 a very Happy New Year! May it be your very best in terms of health, wealth and happiness.

Since our last report (and throughout the holidays), your Board has continued to stay busy building the momentum we have established in our many programs. Briefly summarizing the highlights -

Chapter Administration -

A proposed new 3-Year 2005 to 2008 Buffalo Chapter Strategic Plan was completed and submitted to the Board at our 1/4/06 meeting. This plan consolidates an update of prior years with our initial plans for '05-'06 and the newly published (9/30/05) International Societies Chapter Benchmarking and Reporting (C-BAR) program. The latter is our new standard for maintaining the Buffalo Chapter's primary objective of being recognized as one of APICS world's best.

What does this really mean to you? Regarding C-Bar, as we reported last month, the Board 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. We introduced the new system immediately.

What should you be looking for? Regarding both C-Bar and the new Strategic Plan, by continuing to maintain our Platinum status, we will continue to be focused on Societies' strategic priorities. Primary amongst these is to seek out the "voice of the customer" and expand the value of your membership. As additional "for your information", the mission and strategic priority statements are included later in this newsletter.

Marketing -

Todd Zielinski's marketing plan is focusing on obtaining your "Voice Of The Customer" information and selling the APICS brand values. Fred Vigars and John Neureuter have received some responses on our renewed Company Coordinator program. We still need a few additional coordinators.

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

Bill Helfrich, John Fridmann and Todd Zielinski coordinated the past month's breakfast meeting featuring Dennis Sullivan's "Supply Chain On The Move" program. Everyone enjoyed this well-presented PDM.

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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.

President's Message continued from page 2.

Rick Haniszewski is leading this quarter's Alliance Committee program on 1/18/06 at Salvatore's on the topic of "Crossing Cultural Borders". The highly acclaimed panel discussion format will address issues on communicating with other cultures (and even those within your own company location). Plan to attend!

Bill, John and Todd are also working on our upcoming February PDM. As many of you have requested something focused on a back-to-basics topic; this PDM is on the "Theory Of Constraints" presented by John Thompson of the renowned Goldratt Consulting Company. John is considering the possibility of a workshop.

Dick Wasura is seeking additional assistance for our March 8th TMN featuring Bob Stahl on "Building to Customer Demand: How Leading-Edge Companies Ship a Wide Range

of Products Quickly and Cost Effectively, Using the Power of Postponement". This should intrigue your top managers!

Ed George's education program has developed the long range multi-month educational plan. Contact Ed if you would like to discuss other offerings.

As you can see, even through the holidays, 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 year.

Wayne Forrest

APICS Educational Opportunities for 2006

OPEN CLASSES HELD AT UB:

CLASS	START	LENGTH	COSTS
Basics of Supply Chain Management	1/24/06	11 weeks	\$450 member - \$475 non-member
Execution and Control Of Operations	1/24/06	10 weeks	\$400 member - \$425 non-member
Inventory Management	4/11/06	11 weeks	\$500 member - \$550 non-member
Lean Manufacturing	4/11/06	9/10 weeks	\$500 member - \$550 non-member
Basics of Supply Chain Management	9/19/06	11 weeks	TBD
Master Planning of Resources	9/19/06	10 weeks	TBD
Supply Chain Management	September	TBD	TBD



DEDICATED CLASSES AT YOUR FACILITY

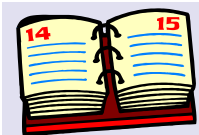
We offer all CPIM Certification Review courses taught in a dedicated class at your facility. Other APICS developed classes and specifically tailored classes, in the Operations Management field, can also be presented at your facility. Timing and cost are negotiable depending on instructor availability and length of course. Please contact Ed George at 821-1344 (w) or 876-3837 (h) or email at egeorge43@yahoo.com.

CERTIFICATION REVIEW TUTORIALS

A new service is now being offered by the Buffalo APICS Chapter. If we are unable to hold a certification review class in the area that you need, we can still help you prepare for the certification test. We will hold Certification Tutorials for up to three students in each of the CPIM areas subject to instructor availability. These tutorials will last about 1 ½ hours each with 4 sessions for an area. Times and dates will be set depending on room and instructor availability. Depending on which classes are being held, Tuesday night may be a good fit. Cost will be \$450 for members and \$500 for non-members. These would start in February, 2006 if any interest is shown. Please contact Ed George at 821-1344 (w) or 876-3837 (h) or email at egeorge43@yahoo.com.

CERTIFIED SUPPLY CHAIN PROFESSIONAL (CSCP)

APICS has announced its new certification designation, CSCP. The Buffalo APICS chapter intends to provide premier education in this area that will enhance your knowledge of Supply Chain Management and, also, help you prepare to take this certification exam. Based on APICS' timetable for exam availability and the expected release of instructor materials, we have targeted September for the first open classes to be given. Dedicated classes may be available earlier. Watch upcoming Newsletters and listings on our web site to learn more details as they become available.



Coming Events Calendar

Wednesday, Jan. 18, 2006

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

Wed. February 15, 2006
PDM

Speaker: John Thompson,
Goldratt Consulting USA
Subject: "Theory of
Constraints"

Salvatore's Italian Gardens

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

Thursday, March 23, 2006

InfoTech Niagara's 6th annual
BETA (Buffalo/Niagara
Emerging Technology
Awards)
Buffalo Convention Center
For more info:

www.infotechniagara.com/beta.html

Award nominations deadline
is
January 15, 2006.

Wednesday, April 26, 2006

BNP Alliance Meeting
Joint dinner meeting of:
APICS, ASQ,
NAPM & InfoTech



Report on Membership

Welcome to these New Members who joined APICS in September, October & November:

Axel Ackerman, Koike Aronson
Brian Barvian, Invitrogen
Matthew Beardsley, Koike Aronson
Kevin Koralewski, Gaymar Industries
Joe Mathew, UB Student
Nancy Misiak, Rosina Foods
Dan Oehman, Canisius Student
Laura Piccolt, Canisius Student
Diana Price, Accellent
Richard Rodriguez, Canisius Student
Richard Ruscio, Canisius Student
Doug Stroud

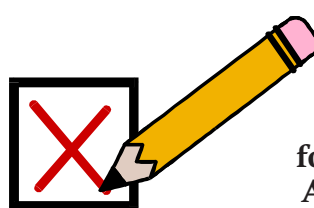
Company Coordinator Program

Members who have responded to be Company Coordinators are:

- ◆ Greg Osswald of McGard Industries
- ◆ Ray Howard of Rich Products

Fred Vigers, Membership Director

December Program Evaluation



"Supply Chain Management on the Move"
with Dennis Sullivan
for breakfast at the
Airport Holiday Inn

How effective was the speaker?:

0% poor, 0% fair, 0% average, 50% good, 50% excellent

How useful was the topic?:

0% poor, 0% fair, 0% average, 55% good, 45% excellent

Would you attend a future session on this topic with a different speaker?:

100% yes, 0% no

How much knowledge did you gain from this program?:

Scale 1 to 5 from little to a great deal: #1 (0%), #2 (0%), #3 (30%), #4 (70%), #5 (0%)

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

Scale 1 to 5 from none to expert: #1 (0%), #2 (15%), #3 (40%), #4 (40%), #5 (5%)

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

90% yes, 10% no

Was the program announcement accurate?:

100% yes, 0% no

Were the food & facilities satisfactory?:

95% yes, 5% no

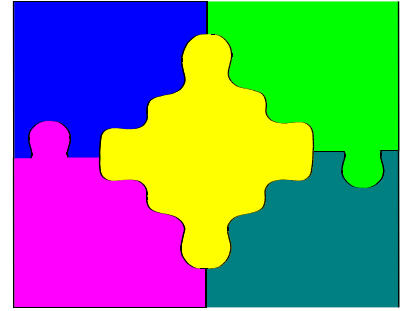
Comments:

- I love the breakfast meeting format.
- Speaker very interesting with great insight to the topic.
- Thanks; this is my first meeting and I want to attend more.
- Noise from adjoining room disturbing.
- Food was good.
- Dennis is well in touch with the real world.
- Great program!



Bookmark
www.apics-buffalo.com
& check in often!

APICS-BUFFALO CHAPTER STRATEGIC PLAN 3 YEAR PLAN - 2005 TO 2008



1.0 Background & Analysis -VISION, MISSION & GOALS:

1.1 -APICS INTERNATIONAL: From 9/30/05 Society Website

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

Mission:

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

Current 9/30/05: APICS is the global leader and premier provider of information and services in production and inventory management and related areas to enable members, enterprises, and individuals to add to their business performance.

APICS Focus and Identity:

APICS will focus on its core competence of production and inventory management building on this core to develop related businesses as appropriate. APICS will eliminate the tag line "the educational society for resource management" and will develop new tag lines based on further consideration of how best to promote the APICS brand.

Strategic Priority 1: APICS products and services will be truly market and customer driven

Strategic Priority 2: APICS will have a rapid and agile product development process that results in creating and refining high quality products that are based on market and customer needs.

Strategic Priority 3: APICS membership offerings will be refined based on the voice of the customer research to serve diverse needs and target potential customers worldwide.

Strategic Priority 4: APICS will enhance delivery channels to facilitate a customer driven approach to products and services.

Strategic Priority 5: APICS will leverage the APICS brand and elevate the image, value and recognition of APICS as the production and inventory management solutions provider.

Strategic Priority 6: APICS will expand its presence outside of North America.

Strategic Priority 7: APICS will be a dynamic organization with governance systems and processes to achieve its goals and move forward with its plan.

1.2 - BUFFALO CHAPTER - ADDITIONAL "Roll Down" VISION, MISSION and "Background To Our Buffalo Chapter" STRATEGIES/OBJECTIVES:

Macro International Vision, Mission, and Goals:

Promote the International Societies' vision, mission and strategies throughout our Western New York area.

Additional Buffalo Area Mission:

Improve the competitive advantages of our Western New York individuals and companies by promoting APICS' Body Of Knowledge and programs.