

Next PDM...

**Wednesday,  
February 15, 2006**

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

**5:30-6:00 p.m.... Registration,  
Cash Bar & Networking  
6:00-7:00 p.m.....Dinner  
7:00-8:00 p.m....Program**

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

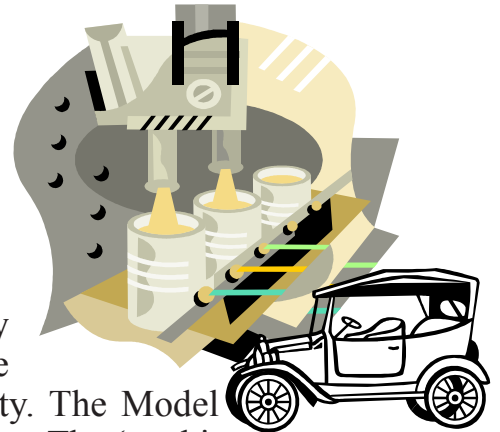
**Reserve Early...**

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 Monday, Feb. 13th if possible.**  
Reservations are still accepted after  
that date. Also, if you cannot attend  
after making a reservation, please  
cancel or send a substitute.



## "Theory of Constraints - Integration with APICS Traditional Tools"



Overview: Local Efficiency Measurements and the Missed Business Opportunity. The Model T Ford vs. Balanced Capacity. The 'sophisticated' production systems of today are significantly less efficient than that of the Ford plant Henry designed and managed yesterday – why?

Discussion points:

- ◆ The negative impact of Balanced Capacity.
- ◆ Local Efficiency hides Capacity.
- ◆ Releasing Capacity by exploiting the Systems Constraint.
- ◆ The potential for increasing current company profits 5x.

**Speaker: John Thompson, Goldratt Consulting USA**

John Thompson is the owner of Global Focus LLC, specializing in "Positioning Organizations for Sustainable Growth and Business Turn-Around." John is a member of the Goldratt Group, a global company, founded by Dr. Eli Goldratt and is TOC-ICO certified in all TOC applications.

John has led numerous companies through facilitated analysis and hands-on implementations in many diverse industries. Assignments have been conducted on a global basis, including the USA, Southern Africa, England, and China. This has led to successful implementations in the aerospace, landscape architecture, financial, auto collision, forest technology, retail apparel, medical instrumentation, and steel industries among others.

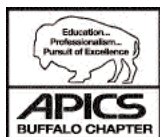
*Unique Theory of Constraint Solutions include:*

*Logistics:* TOC Production, Distribution, and Project Management (Multi-project and fast tracking new products to market).

*Strategy:* John is well experienced in Strategic Workshop Facilitation. Gaining the collaboration and alliance of divergent department agendas into a single Corporate Strategy utilizing the Theory of Constraints Thinking Processes. Executive facilitation is a particular strength of John's.

*Market Segmentation:* Constructing Unrefusable Market Offers through Analysis and Market Segmentation utilizing the Theory of Constraints Thinking Processes pioneered by Dr. Eli Goldratt.

*John Thompson continued on page 3*



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

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## (Vice) President's Message



Greetings Fellow APICS Members and welcome to the February newsletter designed to keep you "in the know." Our Chapter President, Wayne Forrest, is taking an extended trip to the sunny state of Florida, so I will be watching over things up here while he is away.

For those of you who don't know me, my name is John Fridmann, currently elected as Vice President of the Buffalo APICS chapter. I have been a member of APICS for around 11 years and earned my CPIM Certification in 2003. My current position is that of Forecast Analyst for Perry's Ice Cream where I have been employed for the last four years.

We have an exciting month coming up for the chapter. On Wednesday, February 15th, John Thompson of Goldratt Consulting USA will be joining us at Salvatore's and speaking on Theory of Constraints-Integration with APICS Traditional Tools. It will be an evening you'll not want to miss! In addition to a fantastic meal at a great restaurant, you will be treated to an excellent speaker with practical and insightful ideas we can all take back to work with us. Here's what you do...grab an associate or two from your company, call Nancy at 648-0972 to make your reservations, and join us for this event!

On February 24-25, I'll be traveling to Scranton, PA to attend the Region 2 and Region 9 Joint APICS Meeting. What does this mean? Besides sitting in a large, stuffy room with 40 - 50 APICS Chapter officers and drinking lots of coffee, I will be spending time learning more about the CSCP (Certified Supply Chain Professional) program being rolled out this year. I will also be getting more detailed information about the C-BAR program, which will further enhance our chapter's effectiveness and generate a little excitement. We are striving to push forward and remain a Platinum Chapter through this program, and incorporate the "voice of the customer" (that would be you!) in everything we do.

So, we wish Wayne a great visit to a much warmer climate (although at the time of this writing, it isn't too shabby here in Buffalo) while we continue to pound the pavement. I hope to see you later this month at Salvatore's. Stop by and say hello! Also, feel free to give me a call at 542-5492 any time with any questions.

Take care and stay warm,

*John Fridmann, CPIM*

Buffalo Chapter Vice President

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.



## John Thompson continued from page 1

John has extensive experience in Production and Strategic Planning applied over 20 years in the Forest Engineering industry, having been responsible for managing sawmilling, transport fleet management, harvesting, and the establishment and management of plantations. He held an executive position as Resource and Strategic Planner for six years in a large corporate environment. The design and development of advanced Timber Transport Systems is an area of specialty expertise for John, having coordinated the design, manufacture, and deployment of unique truck tractor and timber trailer combinations. John investigated a joint venture investment in timber establishment in Mozambique and practical production forestry in Central Europe, Australia, and New Zealand.

Following the successes achieved using the Theory of Constraints (TOC) methodology in Forestry, and by the invitation of Dr. Eli Goldratt, John moved his family to the United States in 1995 to further his knowledge and implementation skills in TOC.

John spent the first five years in the United States at the Avraham Y. Goldratt Institute - both teaching and implementing all of the TOC application courses as a Certified Associate - Production, Distribution and Project Management including teaching the TOC Thinking Processes (Jonah Program) and TOC Management Skills.

John's qualifications include a college diploma in Forestry, Bachelor of Science in Forest Engineering Technology, and a Bachelor of Science HONORS from the University of Stellenbosch, South Africa. John has been a moderator for Forest Engineering subjects at the Saasveld Forestry College in South Africa and a Board member of Forest Engineering of South Africa (FESA), developing and transferring Technology for the Forestry industry.

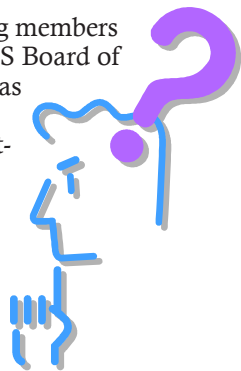
Presently, John continues as a Practitioner of the Theory of Constraints methodologies and is a member of The Goldratt Group, founded by Dr. Eli Goldratt. John currently chairs the Operational Sub-committee of the TOC-ICO International Certification Organization and is TOC-ICO certified in all TOC applications: Operations, Project Management, Distribution, Finance and Measurement, Holistic Strategy and the TOC Thinking Processes.

## Give this some thought...

Our Nominating Committee is seeking members interested in participating on the APICS Board of Directors. Virtually all spots are open as listed on page 2 of this newsletter. Consider it and call one of the committee members for more information:

Bill Helfrich, 662-7927 (h)  
John Neureuter, 834-3251 (h)  
Ed George, 821-1344 (w)

The same folks are looking for nominations for our "Person of the Year" and "Company of the Year" awards; any ideas?



## APICS Education News



The following classes will be offered at UB starting April 11 or April 18 if there is sufficient interest: Fundamentals of Inventory Management and Lean Manufacturing. The cost will be \$500 for members and \$550 for non-members. Classes will be on Tuesday nights and last for 9-11 weeks. For more information or to register, contact Ed George at 821-1344 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 four 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.



## Report on Membership

**Welcome** to January new members :

David Janich  
William Brown

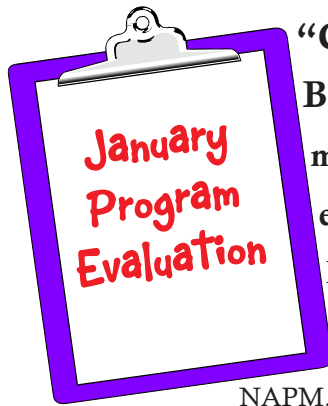
## Tally

Professional Members	195
Corporate Voting Members	30
Student Members	19
Retired Members	2
Honorary Chapter Members	1

## Company Coordinator Program

The chapter is reviving the company coordinator program. Thank you to the members that have agreed to be company coordinators for their organization. Additional members are still needed for the program. For those interested members, please contact Fred Vigers @ (716) 881-4727

Fred Vigers, Membership Director



## “Crossing Cultural Borders” an Alliance meeting with a panel of experts at Salvatore’s Italian Gardens.

Attendance was 110 people representing APICS, NAPM, ASQ, InfoTech and WTCBN for a sit-down dinner at Salvatore’s.

Here are the opinions:

### 1) How effective was the speaker?:

0% poor, 5% fair, 9% average, 53% good, 33% excellent

### 2) How useful was the topic?:

0% poor, 2% fair, 15% average, 50% good, 33% excellent

### 3) What is your level of expertise in this topic area?:

Scale 1 to 5 from none to expert: #1 (7%), #2 (17%), #3 (42%), #4 (29%), #5 (5%)

### 4) Did you learn ideas/techniques to be applied on your job?:

86% yes, 14% no

### 5) Were the food & facilities satisfactory?:

0% poor, 2% fair, 4% average, 33% good, 61% excellent

### 6) If a member, did you receive the event notice in a timely manner?:

96% yes, 4% no

### 7) Is the Buffalo Niagara Professional Alliance meeting your expectations?

- ◆ Great to have all 4 in the alliance.
- ◆ Yes, I enjoy the topics even if I can't personally use the information.
- ◆ Yes - larger group to network & quality topics and presenters.
- ◆ Yes, larger group for all people to grow.
- ◆ Yes - greatest idea to form Alliance.
- ◆ Yes - wide variety of topics
- ◆ Yes it's very useful for me to know the opinion from native American to international.
- ◆ Yes. As an MBA student from UB, it offers lots of information about international communication.
- ◆ Good panel discussions.
- ◆ I would like to see more quality or technical oriented topics.
- ◆ I would like more involvement of the organizations in our business school in UB.
- ◆ Yes. I appreciate the informational networking opportunity.
- ◆ Good topic that applies to many position in various

companies.

- ◆ Yes, It seems to be coming together a lot better than when we first began.
- ◆ Topic/discussion was informative and forum/panel program excellent.
- ◆ Yes - first time under Alliance but awesome.
- ◆ Yes, interesting topics that are very useful.

### 8) Please identify some topics of interest for future BNPA events:

- ◆ International trade.
- ◆ Current business topics.
- ◆ I really enjoyed this topic - perhaps next time we could have a speaker regarding the Middle East.
- ◆ Making the international sale.
- ◆ International trade.
- ◆ The value of supply chain. Share successful cases
- ◆ Do this again.
- ◆ Would like to do more on culture.
- ◆ More culture and technology events
- ◆ This topic of culture could be expanded.
- ◆ Supply chain struggles/wins.
- ◆ Local industries.
- ◆ Future of manufacturing in America.
- ◆ What can be done for job issues here?

### Comments:

- ◆ I like the panel format a lot. More diverse opinions and knowledge in differing business settings. Good moderator (Tracey Drury) too! Keep her coming.
- ◆ This was better than Harry's Harbor Place.
- ◆ Excellent dinner and presentation.
- ◆ Food: prefer the buffet.
- ◆ Food was very good. Much better than the September meeting.
- ◆ Great program and food.
- ◆ Interested in guest speakers at UB.
- ◆ I feel the presentation was very informal and there was some opportunity around rehearsal/planning.
- ◆ I think representatives from different cultures would have been more effective than Americans who have visited. Despite that, they did a very good job.
- ◆ It was very interesting.
- ◆ I liked the panel discussion format. Less opportunity for personal stories than a speaker may have presented but found it held my attention very well.
- ◆ I think the event was excellent - kudos to the committee and panelists - great job!
- ◆ Great meeting! Enjoyed it immensely - continue good job.

# Top Management Night is March 8



Start now to get your boss(s) and co-workers lined up for this year's APICS Top Management Night. The date is Wednesday, March 8th and the meeting will be held at Salvatore's Italian Gardens.

This meeting will feature several options not normally offered, so plan to come early. The agenda is:

4:00 p.m. A special "Meet the Speaker" session with Bob Stahl, who is the featured speaker for the evening program. Bob is President of the R.A. Stahl Company and is recognized as an educator, author and consultant to many companies, both domestic and international in scope.

5:30 p.m. One-hour open bar (Beer, Wine and Soda) and various Hors D'oeuvres. (You can buy your boss a drink, on us!)

6:30 p.m. Dinner with your choice of: Filet Mignon, Chicken Francaise or Fresh Poached Salmon.

7:30 p.m. The presentation by Bob Stahl "Building to Customer Demand". This topic will cover how to use traditional supply chain tools to compliment other initiatives such as lean manufacturing, Enterprise Resource Planning and total Quality Management. This topic will be of interest to all Senior and Middle Managers involved in operations and supporting disciplines.

Also we will be distributing a survey form at this meeting and all participants will be entered into a drawing for door prizes.

Cost will be \$ 35.00 for APICS members and their guests who register before February 24th and \$ 40.00 after that date. Students are \$25.00, (early registration) and \$30.00 after 2/24. Companies can also reserve tables of ten.

Additional details and reservation forms will be available shortly. Be on the lookout!

- Dick Wasiura,  
TMN Director



**Bookmark**  
**[www.apics-buffalo.com](http://www.apics-buffalo.com)**  
**& check in often!**

## Chapter Announces Scholarship Program for Members and Family

The Buffalo chapter of APICS Board of Directors recently approved \$500 to be used to start up a new Scholarship program for eligible members and their families. Two scholarships valued at \$250 each will be awarded to qualified applicants enrolled in a Fall 2006 degree program.



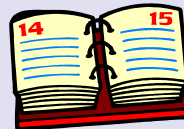
- ◆ One scholarship worth \$250 is open to registered members enrolled in a full-time or part-time Undergraduate or Graduate degree program.
- ◆ One scholarship worth \$250 is open to a registered member's immediate family (spouse, daughter, son, step-son, step-daughter), enrolled in a full-time Undergraduate or Graduate degree program.

The APICS Buffalo Scholarship committee will select successful recipients solely on the basis of information provided with the application such as scholastic ability, community activities, career plans and essay. The committee will not have access to the names of the applicants.

Applications must be sent to arrive by mail or courier post-marked no later than April 30, 2006. Winners will be notified in writing on or before June 30, 2006.

Applications and additional important details regarding the program and eligibility can be found on the Chapter website at [www.apics-buffalo.com](http://www.apics-buffalo.com)

If you are experiencing any difficulty accessing the website, please call (716) 648-0972.



## Coming Events Calendar

**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](http://www.infotechniagara.com/beta.html)

**Wednesday, April 26, 2006**

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

**Wednesday, May 17, 2006**

Plant Tour & PDM  
Carleton Technologies