

TOP MANAGEMENT NIGHT 2006

Wednesday,
March 8, 2006

Salvatore's Italian Gardens

6461 Transit Rd. at Genesee St., Depew 14043

4:00-5:15 pm... Special "Meet the Speaker" session with Bob Stahl

5:15-6:15 pm... Open Bar (beer, wine or soda), Hors D'oeuvres & Check-in

6:15 pm.....Dinner*

7:30 pm.....Program

Cost:

Members & Guests: \$35.00 with reservations by March 1st (\$40.00 after that date)

Students @ \$25.00 with reservations by March 1st (\$30.00 after that date)

Menu:

* Choice of Filet Mignon, Chicken Francaise or Fresh Poached Salmon

Make reservations early; seats are limited!

Companies -- Reserve tables of 8 with pre-payment.

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

** See reservation form on page 3

Advance Payment Requested, but payment by cash or check at the door is acceptable.

Send Payment to:

APICS-Buffalo Chapter
PO Box 888 ♦ Hamburg, NY 14075

Invite your colleagues and your "top" management!

Building to Customer Demand

How Leading-Edge Companies (Dell Computer, Dow Chemical, Hewlett-Packard, and others) Ship a Wide Range of Products Quickly and Cost Effectively, Using the Power of Postponement

In today's demand driven global economy, Postponement is a powerful business strategy that enables an American manufacturing company to gain and sustain a competitive advantage, not before possible. It enables a manufacturing company to ship a wide variety of product quickly & reliably, while taking advantage of overseas sourcing and not building finished goods to inventory.

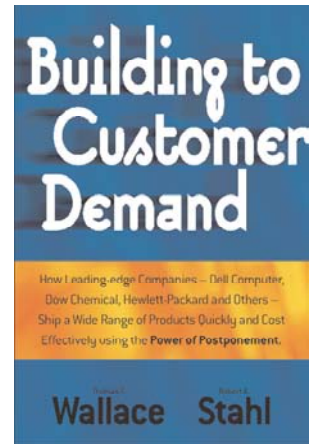
With the increasing demands of customers for quality, cost, and delivery, this talk presents an approach that gets American manufacturing back in the game. It pulls together lots of initiatives so that they fit into a cohesive supply chain strategy that makes sense and works.

This talk will show you:

◆ When Postponement is appropriate. How it works.

◆ How to use traditional Supply Chain Tools (S&OP, Master Scheduling, Forecasting, etc.) to implement Postponement

◆ How Postponement fits & compliments other initiatives such as, Lean Thinking, Just-In-Time, Enterprise Resource Planning, & Total Quality Management



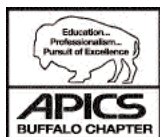
Speaker: Robert A. Stahl

President of the R. A. Stahl Company, Bob is an educator, author, and consultant. He was previously an associate of the late Oliver Wight, teaching a variety of executive and management courses. Bob specializes in Sales & Operations Planning and Supply Chain Management along with Manufacturing/Enterprise Resource Planning, Lean & Agile Manufacturing, Forecasting & Demand Management, and Organizational Behavior Change.

He provides counsel and education at both the management and executive levels of an organization. Bob has worked with organizations in North & South America, Europe and the Far East. His client list includes organizations such as: Angus Chemical, Baker Hughes, Dow Chemical, Eclipse Inc., Film Tec, Henkel, ICI, Jostens, Newell Rubbermaid, Polaroid, Sara Lee, Tiffany, and Union Carbide, among many others.

Bob Stahl's more than thirty years of manufacturing experience give him a unique ability to influence change toward operational excellence, throughout all departments of a company and in the executive offices suite. While in industry himself, Bob's efforts contributed to his organization's improvement in ROI from 8% to 48%. Since leaving industry in 1981, Bob has helped many companies in varied environments make similar improvements in their performance. The major emphasis of his effort is to leave behind change

Robert Stahl continued on page 3



APICS -Educational Society for Resource Management Buffalo Chapter #21

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(Vice) President's Message



Hello everyone and welcome to your APICS - Buffalo Chapter March newsletter. Things have been happening so fast around here this week, that I can't wait to tell you about what's been going on!

First of all, let me remind you that Top Management Night is scheduled a week earlier than usual this year. With a world-renowned speaker of the caliber of Bob Stahl, we have limited flexibility with scheduling appearance dates. Top Management Night is next week, March 8th, at Salvatore's. That means if you don't call Nancy at 648-0972 with your reservation this week, you will be missing out on the premier event of the year (and kicking yourself on Thursday morning.) Bob will be speaking on "Building to Customer Demand" and should be able to give practitioners, as well as top level executives, some very exciting ideas to begin exploring this year.

Now, let me tell you about Scranton, Pennsylvania. Other than being a very quaint, historical railroad town nestled between two mountains, located about four hours southeast of here, this year it was home to the Region 2 and Region 9 Joint APICS Meeting from where I just returned yesterday. While this sounds worse than a trip to the dentist, let me tell you how charged I am about the direction of our organization and the role we will begin playing (once again) in the areas of cutting edge technologies and skills that are pushing the traditional limits of all of our companies.

With the role of supply chain professionals changing rapidly in the face of globalization, APICS is boldly leaping forward with the launch of the CSCP (Certified Supply Chain Professional) program. With more and more testing centers being added in 2006 and your local chapter preparing to offer the class to prepare for this new certification, we are positioned to bring you all the tools you will need to move forward. The program is already giving worldwide attention to APICS with upcoming features in Fortune Magazine and required study in companies such as Bristol Myers, BASF, and DuPont. Also, I learned from the APICS national folks that we are looking to expand our horizons even further with links to the Supply Chain Institute. Exciting Stuff!

I could go on and on, but this gives you an idea of what was happening in Scranton! Bottom line...your chapter and national organization are hearing you loud and clear; and responding as quickly as possible. So, in the meantime, get your reservations in this week for Top Management Night on March 8th; bring along your colleagues and your leaders, and come along for what will be a wild ride into the future.

Best regards,

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.



TMN - Robert Stahl continued from page 1

process that a company can apply and expand to any area of their business.

Bob holds a Bachelor of Science Degree from Villanova University, was certified (CPIM) by the American Production and Inventory Control Society (APICS) in 1980, and is recognized by Who's Who in America. He is a frequent keynote speaker at corporate meetings, professional society conferences, regional & national seminars, and chapter meetings. He is co-author (with Tom Wallace) of four books: Sales Forecasting - A New Approach, Master Scheduling in the 21st Century, Building to Customer Demand and Sales & Operations Planning - A Self Assessment Workbook. The first two of these, together with Wallace's book on Sales & Operations Planning, have

become primary study references for APICS Certification. Bob was awarded the distinction of Best Conference Speaker at an International Conference attended by over five thousand people. Bob also lectures at universities and his articles on various operations, manufacturing and purchasing topics have been published in trade journals.

New Feature to TMN -- MEET THE SPEAKER

We are very excited about the arrangements that we've made to have author and keynote speaker Bob Stahl meet with us in an informal question and answer session from 4:00 til 5:15 p.m. prior to our formal evening program. His insight on the future of American manufacturing and the role of APICS will launch the discussion.

Registration Form ♦ APICS TMN 2006 ♦ Wednesday, March 8, 2006

Company _____

Address/City/State/Zip _____

Phone _____ Fax _____

Attendees

Name _____

Title _____

Email _____

Filet Mignon Chicken Francaise Salmon

Name _____

Title _____

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Filet Mignon Chicken Francaise Salmon

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Make checks payable to: APICS-Buffalo Chapter

Mail to: PO Box 888, Hamburg, NY 14075-0888

Phone: (716) 648-0972 Fax: (716) 646-1599

Online: www.apics-buffalo.com

Email: ppmbs@adelphia.net

Enclosed is:

By 3/1: Total # attending _____ @ \$35.00 per person = \$ _____

After 3/1: Total # attending _____ @ \$40.00 per person = \$ _____

Student Rate: By 3/1: # attending _____ @ \$25.00 = \$ _____

After 3/1: # attending _____ @ \$30.00 = \$ _____

Scholarship Money Available for APICS 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 postmarked 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

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

Rick Haniszewski,
Scholarship Committee



Report on Membership

Welcome to new student members joining the Student Chapter at the University at Buffalo:

Suchit Kalyan
Jairus Abraham

Tally

Professional Members	189
Corporate Voting Members	30
Student Associates	19
Retired Members	2
Honorary Chapter Members	1

Company Coordinator Program

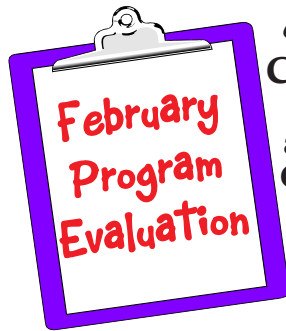
The chapter is reviving the company coordinator program. Thank you to the members that have agreed to be company coordinators for their organization. Additional members are still needed for the program. For those interested members, please contact Fred Vigers @ (716) 881-4727

Fred Vigers, Membership Director

Thanks to these Company Coordinators:

Ray Howard, Rich Products
Wayne Forrest, Wayne C. Forrest Associates
John Fridmann, Perry's Ice Cream
Rick Haniszewski, Fisher-Price
Jay Kelly, Honeywell
Ed George, Mono-Systems
Tom Ryan, Caplugs
Greg Osswald, McGard
Fred Vigers, NFTA
Todd Zielinski, GEMKO
John Neureuter, Astellas
Bill Helfrich
Dick Wasiura





“Theory of Constraints”
with John Thompson
at Salvatore’s Italian
Gardens.

Attendance was over 40 members and guests. Here are the opinions:

- 1) **How effective was the speaker?:**
0% poor, 0% fair, 18% average, 46% good, 36% excellent
- 2) **How useful was the topic?:**
0% poor, 0% fair, 4% average, 46% good, 50% excellent
- 3) **Would you attend a future session on this topic with a different speaker?:**
89% yes, 11% no
- 4) **How much knowledge did you gain from this program?:**
Scale 1 to 5 from little to a great deal: #1 (0%), #2 (4%), #3 (36%), #4 (50%), #5 (10%)
- 5) **What is your level of expertise in this topic area?:**
Scale 1 to 5 from none to expert: #1 (4%), #2 (32%), #3 (43%), #4 (21%), #5 (0%)
- 6) **Did you learn ideas/techniques to be applied on your job?:**
79% yes, 21% no
- 7) **Was the program announcement accurate?:**
100% yes, 0% no
- 8) **Were the food & facilities satisfactory?:**
96% yes, 4% no

Comments:

- ◆ Great presenter.
- ◆ “Very thought provoking; not at all what we have been taught.”
- ◆ Concepts to consider.
- ◆ Good topic; poor delivery.
- ◆ Dinner served too late.
- ◆ Radical ideas when viewed from corporate culture and vision.
- ◆ Great topic and presentation.
- ◆ Food excellent.
- ◆ Calculations a bit hard to follow.
- ◆ Topic interesting.
- ◆ Speakers questions hard to put into context and understand.
- ◆ Food and service were excellent.

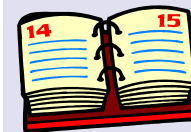


APICS Education News

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 edGeorge43@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 edGeorge43@yahoo.com.



Coming Events Calendar

Wednesday, March 8, 2006
TOP MANAGEMENT NIGHT

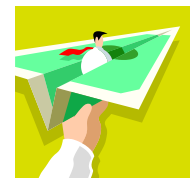
Speaker: Robert A. Stahl
“Building to Customer Demand”: How Leading-Edge Companies Ship a Wide Range of Products Quickly and Cost Effectively, Using the Power of Postponement.
Salvatore’s Italian Gardens

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

Wednesday, April 26, 2006

BNP Alliance Meeting
Joint dinner meeting of:
APICS, ASQ,
NAPM & InfoTech
“Outsourcing and How it Affects Your Future”
Protocol Restaurant
Transit Road, Williamsville



Wednesday, May 17, 2006

Plant Tour & PDM
Carleton Technologies