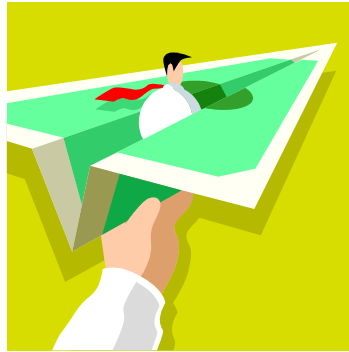


Outsourcing Where Are We and Its Effect on Our Future



Our panel of WNY experts possess a deep understanding of the issues outsourcing presents and the practical knowledge of how to successfully implement an outsourcing strategy for goods and services. The topics our panel will be covering include: Successes and Failures, Lessons Learned, Do's and Don'ts as well as Best Practices. We will also explore how our future is affected and what the social and business impacts are on WNY.

Meet our panel of experts:

~ **Mr. Tom Bienias**, President and Chief Executive Officer of Ethox International Inc., an independent, fully integrated manufacturer of medical devices. The company's principal activities are contract manufacturing of sterile disposable medical products and contract sterilization and related laboratory services for medical device and pharmaceutical companies. Ethox has locations in Buffalo, NY, Rochester, NY, Henrietta, NY, Erie, PA, Beijing and Shanghai in the Peoples Republic of China.

~**Mr. Richard Boos**, Senior Director, Strategic Procurement since March 2003 at Greatbatch, Inc. With Wilson Greatbatch since October 1994, Mr. Boos has served as Director of Procurement, Manager of Supplier Development, Materials Logistics Manager, and Senior Quality Engineer II. Prior to joining the company, Mr. Boos held several management level positions in both engineering and quality leadership in the automotive, aerospace, medical and chemical industries with Compant Inc., Nu-Medical Inc., Allied Signal, and the Fragrance Development Corporation.

~**Mr. Clark Crook**, President, Synergy Inc. Over the past 19 years, Mr. Crook has been responsible guiding Synergy into the largest managed service provider in upstate New York with over \$68 million dollar in sales and close to 200 employees. Accomplishments include the development of the Synergy Managed Services business, the Synergy Financial Services Business, Lorica Solutions Hospitality Managed Service Provider and the Synergy Application Service Provider (ASP) business. Synergy's managed computer services handle over 30,000 calls a month from companies like HSBC, M&T Bank, Greatbatch and many more. Mr. Crook has held the title of President of Synergy since 1999.

~**Dr. Rajiv Kishore, Ph.D**, Associate Professor in the School of Management at the State University of New York at Buffalo. He has extensive IT and consulting experience spanning a period of nearly 15 years prior to starting his career in the academia as a professor. He has consulted with a number of large companies including BellSouth, Blue Cross and Blue Shield of Minnesota, Clearnet Communications (Canada), Dun and Bradstreet Software, IBM, and Pioneer-Standard Electronics. Dr. Kishore's research, teaching, and consulting focus is on increasing organizational and IT effectiveness through and in the areas of IT outsourcing and globally-distributed work, agile development and software project management, systems analysis and design, process innovation and technology implementation, and strategic IT alignment.

~ **Dr. Nallan C. Suresh Ph.D**, Professor and Chairperson of the Department of Operations Management & Strategy, at School of Management, State University of New York at Buffalo. He is a leading researcher and educator in manufacturing, logistics and global supply chain management. His contributions include the book: Group Technology and Cellular Manufacturing: State-of-the Art Synthesis of Research and Practice (Kluwer Academic Publishers). He has received many awards, including the Sustained Achievement Exceptional Scholar Award at SUNY, Buffalo in 2003.

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

Next PDM..

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

Wednesday, April 26, 2006

Protocol Restaurant
6766 Transit Rd., Wmsvl. 14221

5:30-6:15 p.m.... Registration
6:15-7:15 p.m.....Dinner
7:15-8:15 p.m....Panel/Program

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

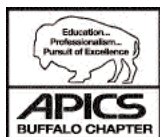
**Buffet Dinner with soup, salad
& dessert served.**

Invite your associates!

Reserve Early...

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

* If you find that you can attend after the "deadline," please give us a call. Likewise, if you make a reservation and cannot attend, please cancel. As always, dress is business casual.



APICS -Educational Society for Resource Management Buffalo Chapter #21

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President's Message



WOW! GREAT! EXCELLENT!

I am sure those members who attended our latest APICS Top Management Night will agree these are true descriptions of the program that Dick Wasiura's TMN Committee presented.

The TMN at Salvatore's was attended by over 110 members, guests and student representatives. Bob Stahl's presentation was well received; we received excellent feedback on how applicable it is in today's operations.

We were also pleased to see so many students present and involved with various supply chain curriculums at Canisius, UB and Niagara. Thank you notes were sent to the companies who contributed towards offsetting their expenses.

The TMN also provide an opportunity to honor the outstanding efforts of our Member of the Year - Rick Haniszewski; Educator of the Year - Ed George; and Company of the Year - Accellent Inc..

Our upcoming April 26 joint Alliance meeting at the Protocol will feature a distinguished group of panelists from local companies and universities covering "Outsourcing - Where We Are and Its Effect On Our Future". Be sure to attend!

These two programs are indications of what is planned for the balance of the year. Don't miss the opportunity to both add to your knowledge and network with others to keep up to speed with what is really happening.

The long missing APICS Production and Inventory Management Journal has finally been released. It can be found at <http://www.apics.org/Resources/pandimj.htm>. It is another benefit of being an APICS member.

Please phone me at 716-689-9267 if you would like to discuss areas which APICS can assist your career.

Wayne Forrest

Nominations Open for All Elected Positions

President
Vice President
Secretary
Treasurer



A slate of officers will be included in the next newsletter and confirmed at the May PDM. If you are interested in becoming an APICS officer please call or e-mail Bill Helfrich at 662-7927 bh7831@aol.com Also if you are interested in becoming part of planning the future of Buffalo APICS and becoming involved with the Board of Directors please get in touch with Bill.

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.





New Student Chapter's Web Page

Submitted by Melissa Ruggiero, APICS Student Chapter Chair

The Buffalo Chapter of APICS has a wonderful tradition of including students in events, in fostering their professional growth and in partnering with the local college faculty. This year, 22 students from Canisius, Niagara University and the University at Buffalo attended "Top Management Night", thanks to the generous sponsorship by such companies as Fisher-Price., Accellent, Caplugs, Gemco, and Honeywell. Our APICS chapter made it possible for any student who wanted to attend to do so at no cost.

"I really enjoyed the speaker, regarding his speech I took away that enthusiasm is the key to success."

Michael Hanley, Co-President
Canisius College Student Chapter

"I thought the APICS Top Management Night dinner went very well. I was able to talk to several companies on how they operated, which was extremely interesting. I also got a chance to speak with presenter Bob Stahl before his presentation. He was very helpful and was able to answer any questions that I had. His method of helping manufacturing companies improve their overall supply chain performance was very informative, and made me want to look further into the topic."

R.J. Crawford, Co-President
Canisius College Student Chapter

"The Top Management Night was an ideal venue and platform for us students to know the industry stalwarts and the great performers in Buffalo area in the field of Supply chain. It was the great opportunity for us to network. The guest speaker, Rob Stahl's speech was very much enlightening in which he described the how to improve the throughput by utilizing the basic Supply chain tools in an era when the manufacturing is shifting away from US."

Ritesh Madhavan, APICS Liaison
University at Buffalo Student Chapter

With the help of John Neureuter and the Canisius faculty/students, we have completed the Student Chapter's page on www.apics-buffalo.com. Please take a moment to review the page. This site provides interested students information about joining the chapter as well as the profession.

The page also highlights some benefits to the local APICS professional members in collaborating with student members and school-affiliated clubs:

"By providing plant/site tours, speaking in classes or student chapter meetings, engaging students in conversation during professional development seminars, and reaching out to the chapters when you have special projects, internship and full time job openings, you are..."

- ♦ Helping to create a more educated talent pool
- ♦ Educating students about the opportunities that actually do

- ♦ exist in Western New York (fighting the "brain-drain")
- ♦ Increasing students' awareness of your company (which can directly lead to an increase in candidates for future openings)
- ♦ Increasing your company's mission to contribute to the benefit of society
- ♦ Obtaining objective views and new ideas to solve your problems
- ♦ Gaining personal satisfaction of making a difference in students' professional development"

As Student Chapter Chair, please consider reaching out to me when you would like to provide tours, presentations, etc, to Supply Chains/Operations/Logistics students at any of our local student chapters. I will be happy assist in coordinating.



2005 Educator of the Year is Ed George

Ed has been the driving force behind the efforts to advance APICS professional education by not only instructing the certification classes but being instrumental in the coordination of the in-house classes at Accellent, Rich Products, Wilson Greatbatch and PCB Piezotronics.

2005 Member of the Year is Rick Haniszewski

Rick has been instrumental in representing APICS on the board of the Alliance (Buffalo Niagara Professional Alliance - APICS, NAPM, ASQ, InfoTech-Niagara) and organizing their PDM's this year. He has been working closely with the Canisius student chapter over the years and was instrumental in developing APICS educational classes at Fisher-Price. He most recently headed up the committee that developed our Chapter's Scholarship Program.

2005 Company of the Year is Accellent, Inc.

Accellent is a newcomer to the Buffalo APICS world but has realized the need for the influence of APICS educational programs to professionalize it's employees in a growing corporate atmosphere. They supported five different in-house classes this year and plan to expand as the programs are available.

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 these new members :

Patricia Karalunas
Alex Bathory

Tally

Professional Members	188
Corporate Voting Members	28
Student Associates	23
Retired Members	2
Honorary Chapter Members	1
Total	242

Company Coordinator Program

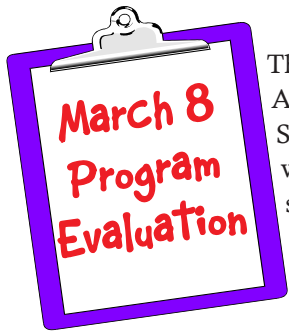
The chapter is reviving the company coordinator program. Thank you to the members that have agreed to be company coordinators for their organization. Additional members are still needed for the program. For those interested members, please contact Fred Vigars @ (716) 881-4727

Fred Vigars, 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 Vigars, NFTA
Todd Zielinski, GEMKO
John Neureuter, Cliffstar
Bill Helfrich
Dick Wasiura





This was one of the best TMN APICS has ever hosted! Bob Stahl was at his best; the topic was timely; and the venue superb. A highlight was that over 20 students from UB, Canisius, and Niagara were very interactive.

“Building to Customer Demand” with Bob Stahl at Salvatore’s.

Attendance was over 110 members and guests. Here are the opinions:

1) How effective was the speaker?:

0% poor, 0% fair, 3% average, 25% good, 72% excellent

2) How useful was the topic?:

0% poor, 0% fair, 5% average, 31% good, 64% excellent

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

94% yes, 6% no

4) How much knowledge did you gain from this program?:

Scale 1 to 5 from little to a great deal: #1 (2%), #2 (2%), #3 (25%), #4 (48%), #5 (23%)

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

Scale 1 to 5 from none to expert: #1 (2%), #2 (18%), #3 (50%), #4 (25%), #5 (5%)

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

95% yes, 5% no

7) Was the program announcement accurate?:

98% yes, 2% no

8) Were the food & facilities satisfactory?:

100% yes, 0% no

Comments:

- ◆ Excellent presentation!
- ◆ Very enthusiastic & educational.
- ◆ Great Job! Great Night!
- ◆ Excellent!
- ◆ Very informative & very enthusiastic.
- ◆ Looking forward for such events from which we can learn further.
- ◆ Excellent meal & topic.
- ◆ Very good program.
- ◆ Emails were not accurate.
- ◆ Stick to the published schedule.

- ◆ Guest speaker was a level above typical APICS PDM.
- ◆ As always, Salvatore’s food was excellent.
- ◆ Very good presentation; I learned a lot and it peaked my interest.

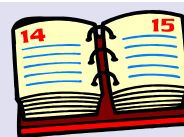


APICS Education News

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.



Coming Events Calendar

Wednesday, May 17, 2006
 Carleton Technologies
 Plant Tour & PDM
 6:00 p.m.-8:30 p.m.
 Speaker: Eric Armenat, Vice President & GM
 “Lean and Six Sigma in the Aerospace Environment”
 \$25 Members & Guests
 \$15 Students

Thursday, June 15, 2006
 Flying Bison Brewing Company
 Plant Tour & PDM
 “A Discussion on Managing Supply Chain Materials, Distribution Centers and Quality Control”
 Speaker: Bill Paulet, CFO, Flying Bison Brewing Co.
 6:00 p.m. - 8:30 p.m.
 \$25 Members & Guests