

## *"Lean & Six Sigma in the Aerospace Environment"*

Carleton Technologies Inc. is an aerospace company supplying technology solutions to customers including Lockheed Martin, Raytheon, Boeing, Airbus, Hamilton Sundstrand, The U.S. Government and most of the Airlines.

**They said it couldn't be done, "Lean and Six-Sigma in an aerospace environment; ridiculous! Go visit the guys in automotive and leave the \$100 toilet seats to us!"**

"Why doesn't it work? Why won't people do and implement what we sent them to the seminar for? We've wasted more money on training and high-priced black belts!"

"We have supplier development conferences and measurement systems; why won't they improve their performance?"

"Sure it's easy for you guys. You can afford to do it and you are a big piece of your suppliers' business."

"We don't have time; I need improvement today!"

**You've heard it all before haven't you! Come and tour one of the best kept secrets in Western New York and see for yourself that it can be done! Eric Armenat will share with you his perspective on how to "Get-er Done!"**

- ◆ Learn the "obvious secret" to successfully achieving real results by implementing an operating culture of Lean and Six Sigma.
- ◆ Hear the facts about how to get your organization to move past the "flavor of the month" syndrome.
- ◆ Insights on the approach to getting your suppliers to improve and mature so that they are capable of supporting your efforts!
- ◆ "Why it hasn't worked" and I promise not to use the words "management buy-in."

### **Speaker/Presenter:**

**Eric Armenat** is the V.P. and General Manager of Carleton Technologies Inc. He started his career with Carleton in the summer of 1995 as the V.P. of Operations. He holds an undergraduate degree in engineering from Southern Illinois University and an MBA from St. Bonaventure University. He is certified as a Six Sigma Black Belt and has spent most of his career in operations focusing on best practices. He was born and raised Lancaster where he still resides today with his wife Kathy.

### **Next PDM & PLANT TOUR**

**Wednesday, May 17, 2006**

**Carleton Technologies, Inc.  
10 Cobham Drive  
Orchard Park, NY 14127**

**5:30 - 6:00 p.m.... Registration  
6:00 p.m.....Buffet Dinner &  
Program followed by a Plant Tour**

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

*Invite your associates!*

#### **Reserve Early...**

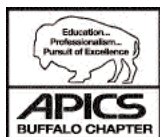
For reservations by May 15,  
log on to [www.apics-buffalo.com](http://www.apics-buffalo.com)  
or  
call APICS at PPM Business  
Office, (716) 648-0972 or  
Fax (716) 646-1599

\* 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.



### **DIRECTIONS:**

Follow I-90 West to Exit 55 (219)  
Travel Rte. 219 to Route 20A exit.  
Turn left at 20A.  
Turn right at Center Drive.  
Turn left at Cobham Drive



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

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## President's Message



Our May message will cover the highlights of the May 3rd Board meeting and the benefits of participation.

Our typical target one to two hour monthly dinner meetings (paid by the Chapter) follow an agenda which relates to Society's C-BAR program (FYI - this is the new plan to insure Chapters are well managed). For more of our meeting details, this year we have begun posting the approved minutes on our website.

After the call to order and a review/approval of the draft minutes, this month's President's report covered our Chapter's activities in other local groups such as the Technical Societies Council, BEAM, and the BNP Alliance. We also covered participation in the next Regional meeting (just announced for Albany on June 24).

Our Treasurer (Jay Kelly's) report covered the YTD budget versus actual comparison. Thus far, our actual income of \$48,071 is exceeding our expenses of \$39,451; and, we are favorable to our budget expectations. However, our last PDM resulted in a net loss of \$31; which essentially met the Board's expectations of running all our events at or near breakeven.

Vice President John Fridmann's C-BAR report indicates we are well on the way towards achieving the coveted Society Platinum award. Highlights indicated the areas which remain to be completed this year.

Marketing Director Todd Zielinski's program is "on course" (you all should have received our last quarterly events postcard and Emails). The Board will provide additional information for Todd and Website/Communications Director John Neureuter's next Email blast. John's proposal to spend up to \$750 for our website upgrade to meet Society's requirements was also discussed and approved.

PDM Events Directors Rick Haniszewski, Bill Helfrich and Dick Wasiura discussed our plans for the balance of this year (please refer to the information elsewhere in this Newsletter).

Education Director Ed George indicates he is in the process of both presenting and planning Certification training at UB and corporate sites. Plans to present our new Certified Supply Chain Professional were also reviewed. (please refer to the information elsewhere in this Newsletter).

Membership Director Fred Vigars discussed the Company Coordinator program and plans to both maintain and grow the membership.

Student Chapter Coordinator Bill Helfrich covered this year's excellent progress in establishing the UB Chapter. (Unfortunately, due to exams, neither of the UB or Canisius student representatives were able to attend this month's Board meeting).

Bill Helfrich's report for Chapter Management indicated we are

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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.



in need of a replacement nomination for 2006 -2007 Vice President.

New business items discussed the plans for 2005-06 to 2006-07 transition meeting.

Our next Board dinner meeting is scheduled for 6:30 to 8:00 p.m. Wednesday, May 31 at the Eagle House in Williamsville. Please phone me at 716-689-9267 if you would like to discuss attending or areas that APICS can assist your career.

After you consider this month's President's report on a typical Board meeting, I hope you will have a better "feel" for our activities and the value of participating in planning and directing our Chapter's activities. It is well worth the small amount of time required. Please consider contacting Bill about assisting.

*Wayne Forrest*

### 2006-2007 APICS-Buffalo Officers

**President:** Wayne C. Forrest  
**Vice President:** Open  
**Secretary:** Mary Ann Gardner  
**Treasurer:** Richard Wasiura



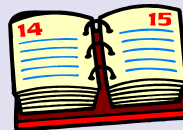
## APICS Education

The Buffalo APICS Chapter is offering a course to aid in preparation for the CSCP (Certified Supply Chain Professional) exam to be given in September. It will be given at UB Amherst campus and start the week of June 19 and continue through the summer. If you are interested in attending this course, please call me at 821-1344 or email me at egeorge43@yahoo.com by June 2.

Edward P. George, CFPIM  
 Education 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, Cliffstar  
 Bill Helfrich  
 Dick Wasiura



## Coming Events Calendar

**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

**Monday, July 17, 2006**

All are invited to...  
 NAPM's Golf Outing  
 Arrowhead Golf Club  
 Akron, NY

Shotgun Start at 7:30 a.m.

Lunch follows at approx. 1:00 p.m.  
 For more details: 648-0972



## Report on Membership

**Welcome** to these new members :

Nancy Kenzler  
 Richard Wallden

### Tally

Professional Members	182
Corporate Voting Members	28
Student Associates	22
Retired Members	2
Honorary Chapter Members	1
<b>Total</b>	<b>235</b>

### 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