

“Application of APICS’ Tools to Improve Performance”

Accellent is the premier provider of medical engineering and manufacturing services and strategic supply chain management solutions to leading and emerging medical device companies. They are committed to the advancement of medical device technology.



Strategic Intent Statement

“As ranked by our customers, we intend to be the world's best and most innovative order fulfillment and design organization to the medical device industry.”

The Orchard Park facility specializes in the manufacturing of complex micro-precision components made from titanium, stainless steel, aluminum and plastic for select OEM medical device contracts. Manufacturing services include micro-precision machining, metal injection molding, electrical discharge machining, and clean room assembly, cleaning, packaging and labeling with subcontract sterilization. The facility has been in business since 1987 and has grown from a 30 employee 8,000 sq. ft. operation to a facility with over 250 employees and 60,000+sq. ft. in three buildings. The Quality system is certified to ISO 13485 and registered with the FDA as a manufacturer of finished medical devices.

Accellent Inc. was named APICS-Buffalo’s “Company of the Year”. For more information about Accellent Inc. visit: www.accelent.com.

Directions to Accellent Inc.: Route 219 south, exit at 20A, turn left and head west towards Bills’ stadium. The second light is California Road, turn right. Accellent is on the left with plenty of parking --- enter front door & proceed to company cafeteria.

Next
PDM & PLANT TOUR
Wednesday,
September 13, 2006

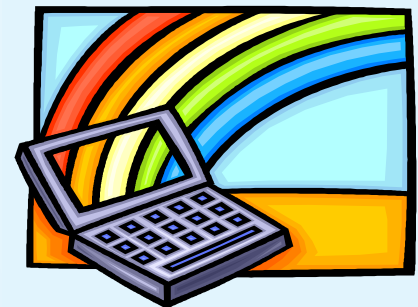
Accellent Inc.
3902 California Road
Orchard Park, NY 14127

5:30 - 6:00 p.m.... Registration
6:00 p.m.....Buffet Dinner, PDM
& Plant Tour

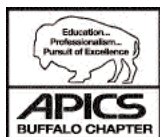
\$25.00 Members & Guests
\$15.00 Students

Please Reserve Early...
For reservations by
Monday, Sept. 11th,
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.



www.apics-buffalo.com



APICS -Educational Society for Resource Management Buffalo Chapter #21

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President's Message



To: APICS Members

From: Wayne C. Forrest, President APICS Buffalo Chapter
Subject: Buffalo APICS Chapter C-BAR President's Report

I - Memo Objectives:

This memo will address the C-BAR "Narrative" section requiring the Chapter President to submit a narrative describing how the Chapter performed against its specific Strategic Plan goals/objectives. In summary, the narrative criteria calls for a discussion of performance, internal/external conditions which affected the Chapter, and planning or replanning efforts.

II - "Executive Summary"**Background:**

During July/August of '05, the Buffalo Chapter Officers performed its' traditional updating of the Strategic Plan and established our initial set of this years strategies - objectives -projects. Unfortunately, these all needed to be revised and reprioritized after Society announced the C-BAR program at Kansas City on October 15,'05. Our results include the Chapter's efforts to implement both its initial and revised Strategic Plans for the 3 year period 2005 to 2008.

Discussion:

The Buffalo Board believes that by focusing on Society's C-BAR expectations, we will continue to be a well-managed chapter that best advances and fulfills our local Membership's needs. By concentrating on these expectations as our singular priority and metric, we will also continue our APICS Platinum status.

During the '05 -'06 program year, the Chapter encountered several internal and external macro events which effected our plans and final results. Primary among these are -

- ♦ Publication of the C-BAR requirements - Rather than delay and maintain the optional Passport Program, the Board decided to move directly into the C-BAR program. This required revising our Strategic Plan, operating methods and local priorities. For the short term, we view this as possibly damaging our original local programs (focused on Board and total Chapter membership). However, in retrospect, for the long range we believe this was the correct decision.

- ♦ The local Western New York business climate and economy continues to be flat/negative. Major local companies such as General Motors, Ford, Delphi and their Supply Chain partners have been effected by international events. Funding for training and APICS types of memberships have been reduced; with accompanying increases in competition from other educational groups (as the local colleges, other technical societies and consul-

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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

tants). During the past year, the Buffalo APICS Chapter has reacted to this by increasing our marketing and advertising efforts; and is considering a "salesman" type of plan.

- ♦ Our local APICS customers/members are encountering increased career/job time requirements combined with traditional family priority needs. These leave far fewer opportunities/hours for our customer/members to participate in any APICS activities. (For example, our Board has encountered overtime workload increases and family health issues which override any opportunity to participate. This lack of human resource availability has seriously effected our local program results. We hope to overcome this barrier through a continuing focus on the values of Board and Chapter membership.

Results - Conclusions:

Based on our evaluations of the Buffalo Chapter's C-BAR (worksheet) performance, we have achieved a total score of 351 points. This exceeds the 315 points required for Gold and continues our Platinum status.

Society's new C-BAR program has also provided our local chapter with a valuable management tool. We plan to continue using it as our performance guide and launch improvements to the key weakness areas of education and membership.

A detailed discussion of our performance in each focus area follows.

III - Discussion of C-BAR Tasks (Focus Areas)

A - Customer Expectations /Marketing

Metrics: Buffalo projected 55 of C-BAR's 55 maximum points; with 5 Innovations

Comments:

- ♦ Based on his career expertise, our Marketing Director prepared and implemented what we believe is our most aggressive multiple year Marketing plan. (an updated status report is enclosed). The Board expects that by continuing to focus on improving both our identification of specific customer/member needs and our marketing/advertising programs, we will regain lost membership.

- ♦ Two customer surveys were conducted; one led to the purchase of the CSCP Certification program; the second is under study for consideration in the '06-'07 Strategic Plan.

- ♦ The Company Coordinator program was reinstated.

- ♦ The Chapter again spearheaded our local "Alliance" with other technical societies (including APICS, ASQ - Quality, NAPM - Purchasing, and IT - Info Tech, and this year's addition HR - Human Resources). This program increases the internet links and advertising to over 3000 (versus only our 226 local members). It also provides added networking at 3 PDM's.

B - Communications

Metrics: Buffalo projected 30 of C-BAR's 40 maximum points; with 15 Innovations

Comments:

- ♦ The Chapter's website is our key link to the Membership. We believe our website is "world class"; and have put additional efforts & funding into continuing improvements (refer to our list of Innovations).

- ♦ The Chapter's marketing efforts includes an aggressive communications program. In addition to the multiple emails, newspaper ads, etc, we have mailed quarterly postcards, and

radio advertising.

- ♦ The valuable Company Coordinator program was reinstated this past year; further expansion is planned for next year.

- ♦ The Chapter recognizes the workload on both the Marketing and Website Directors and has added backup support to these; another is planned for next year.

C - Professional Development

Metrics: Buffalo projected 35 of C-BAR's 35 maximum points; with 6 Innovations

Comments:

- ♦ The Chapter's PDM program is one primary focus of our local Member services. As one of the few places where we can be face to face, we place an enormous effort into providing the best possible topics and venues available. Our website includes the advertising, registration signup links, and post PDM evaluations. Reviews indicate the Membership is very happy with these programs.

D - Education

Metrics: Buffalo projected 46 of C-BAR's 75 maximum points; with 7 Innovations

Comments:

- ♦ An area for improvement appears to be in meeting the C-BAR's Educational Program requirements. Despite the past years efforts (examples include offering free TTT, a new compensation plan, a new "Tutorial" program offering, instructor recognition), we did not meet our Education Program expectations. This will be reviewed in next year's Strategic Plan and new advertising, marketing and "salesmen" type programs will be considered..

E - APICS Participation/External Support

Metrics: Buffalo projected 40 of C-BAR's 55 maximum points; with 5 Innovations

Comments:

- ♦ Another area for possible consideration on improvement is to meet C-BAR's requirements for APICS Participation. With our smaller chapter status of limited Board membership resources, this will be a challenge for next year.

F - Financials

Metrics: Buffalo projected 25 of C-BAR's 25 maximum points; with 3 Innovations

Comments:

- ♦ A highlight for the past year is our Financial Program. As indicated in the Treasurer's report, we were successful in establishing and meeting our budget - financial plan.

- ♦ The Chapter continues to seek legal compensation for funds lost to a prior Treasurer.

G - Membership

Metrics: Buffalo projected 15 of C-BAR's 35 maximum points; with 4 Innovations

Comments:

- ♦ Driving improved membership programs was an initial local Buffalo Chapter priority Strategy - Program which was reprioritized when we refocused our resources onto meeting the C-BAR metrics criteria. Our hope is that the Marketing - Communications programs will result in improved membership

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in future years.

♦ During the fall of '05 our prior year's efforts to reconstitute the UB Student Chapter had progressed to the startup phase. This effort was highly successful as our local records indicate we now have a total of 57 students participating (versus Society's record of 22).

♦ Similar to the Marketing, Communications, Educational Programs, we recognize the need for additional Board "Manpower" support to the Membership effort.

H - Chapter Management

Metrics: Buffalo projected 50 of C-BAR's 55 maximum points; with 11 Innovations

Comments:

♦ With the October 15 publication of the C-BAR program; and the subsequent Buffalo Board decision to immediately participate, we redirected our Chapters management system. To accomplish this, we revised our Strategic Plan, the Board meeting agendas - minutes - action item reports, and metrics to focus solely on meeting the C-BAR requirements for Platinum.

♦ The C-BAR program and worksheet served as our only driving metric.

♦ Unfortunately, due to limited manpower, to meet the new C-BAR metrics, some local objectives - projects lost their priority.

I - Student Chapter

Metrics: Buffalo projected 25 of C-BAR's 30 maximum points; with 5 Innovations

Comments:

♦ Refer to Membership (above). Our efforts to reconstitute the UB Student Chapter was highly successful.

♦ The Buffalo Chapter Board views local students as a key to our long term membership. As such, we have added both a Student Chapters Coordinator and Student Chapter Representatives (from two local colleges) to our Board.

♦ A new Buffalo Chapter Scholarship program was developed and implemented. Next year we plan to increase the value from \$500 to \$1000.

J - Narrative and Innovations

Metrics: Buffalo projected 30 of C-BAR's 30 maximum points

Comments:

♦ Refer to the Innovations portion for a listing of all the items which were implemented during the past year. While no single "Innovation" is what could be considered as "world class", the sheer number and scope of our efforts to conform to C-BAR and our local program needs is meritorious.

Wayne Forrest

Calendar of Events



Wednesday, September 13, 2006

APICS PDM

PDM, Buffet Dinner, & Plant Tour

Accellent Inc., Orchard Park

(APICS Company of the year in 2006)

“Application of APICS’ Tools to Improve Performance”



Wednesday, October 4, 2006

BNP Alliance Meeting

(Joint with NAPM, InfoTech, and BNHRA)

Place: Salvatore’s Italian Garden, Transit Road

“Buffalo and WNY Development - A Roadmap to the Future”

Panelists: Charlie Webb (ECIDA), Tim Doolittle (Empire State Development), Tom Kucharski (BNE) & Paul Ciminelli (Ciminelli Development)

Moderator: Tracey Drury, Business First

Join local, County and State business leaders in a panel discussion on the future of WNY from a business and economic perspective. Find out what is going on behind the scenes to encourage existing business to stay in WNY and encourage new business to come here. Listen as they share some of the exciting plans and projects being discussed for WNY and get an opportunity to ask questions and join in the discussion. Also, get an update on the progress of some of the current projects under way in Buffalo such as the Waterfront, Bass Pro, and the Peace Bridge.



Wednesday, October 18, 2006

Supply Chain Management Conference

1/2 day conference + keynote address at dinner
APICS in conjunction with Niagara University and NAPM

“SCM Issues in a Global Economy - Are You Controlling Your Costs?”

Place: Grand Island Holiday Inn



Thursday, November 9, 2006

11th Annual

Facilities Management Expo

Hearthstone Manor, Depew, NY

www.fmexpo.net

APICS Buffalo 2006-2007 Educational Opportunities



Open Classes Held at UB:

CLASS	START	LENGTH	COSTS
Basics of Supply Chain Management	9/19/06	11 weeks	\$475 mbr, \$500 non-member
Master Planning of Resources	9/19/06	10 weeks	\$425 mbr, \$450 non-member
Supply Chain Management	9/20/06	10 weeks	\$500 mbr, \$550 non-member
Basics of Supply Chain Management	1/23/07	11 weeks	\$475 mbr, \$500 non-member
Detailed Scheduling & Planning	1/23/07	10 weeks	\$425 mbr, \$450 non-member
Supply Chain Management	1/24/07	10 weeks	\$500 mbr, \$550 non-member
Inventory Management	4/10/07	11 weeks	\$500 mbr, \$550 non-member
Lean Manufacturing	4/10/07	10 weeks	\$500 mbr, \$550 non-member

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 class. Please contact Nancy at our office, (716) 648-0972, or ppmbs@adelphia.net.

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 Review Tutorials for up to three students in each of the CPIM areas subject to instructor availability. Days and times are to be determined. Cost will be \$450 for members and \$500 for non-members. These would start in October or February if any interest is shown. Please contact Nancy at our office, (716) 648-0972, or ppmbs@adelphia.net.

CERTIFIED SUPPLY CHAIN PROFESSIONAL (CSCP)

The new certification designation, CSCP, is underway and the Buffalo APICS Chapter will provide the premier education in this area. The Supply Chain Management class will enhance your knowledge of the Supply Chain as well as to help you prepare to take this exam. We have scheduled this class for September and January at UB and dedicated classes are also available. Please contact Nancy at our office, (716) 648-0972, or ppmbs@adelphia.net.

Edward P. George, CFPIM
Education Director

REGION II MEETING RECAP AUGUST 19, 2006

The meeting was held at the Radisson Hotel in Corning, NY. Following is a summary of that meeting:

Second Harvest

- ◆ Over 200 food banks nationwide.
- ◆ Came to APICS and Supply Chain Council for help.
- ◆ Needed to do a better job of food distribution.
- ◆ APICS is helping.

Educational Materials

- ◆ CSCP - Training Kit will be refreshed within 6 months.
- ◆ CPIM - Refreshed by end of year (corrections only).
- ◆ Interactive Dictionary is on CD - Modifiable (Would be nice to link to Courses).

APICS BOD Meeting in July

- ◆ Reducing BOD to 18 persons - another reorganization.

APICS Branding and Web Sites

- ◆ Many different looks within region.

Instructor Breakout Session

- ◆ CSCP - Need to expand Instructor's manual, there will be a maintenance program, trying for instructor training by 2007, need to address books vs learning system
- ◆ Qualified Instructor Program - being revamped, not defined yet.

"Eli Goldratt's Viable Vision Offer Event"

Dear Members,

Buffalo APICS would like to invite our membership community to a very special event, "Eli Goldratt's Viable Vision Offer", on Tuesday September 26, 2006 in Toronto, Ontario.

Eli Goldratt's Viable Vision Offer Event

Date: Tuesday September 26, 2006

Time: 8:00AM - 6:30PM

Location: Sheraton Centre Toronto Hotel

Address: 123 Queen Street West, Toronto, ON M5H 2M9

The value you can expect by attending this Offer Event:

1. Dr. Goldratt will explain how it is possible for a company to drive exponential growth in profits without relying on new technology or new product breakthroughs.
2. An invitation to apply for an on site analysis to determine if your company has Viable Vision potential.
3. If there is Viable Vision potential, then a face-to-face presentation of your company's specific Viable Vision – discussing its potential with the CEO and two key members of the management team.
4. An understanding of the process of what your company would do to achieve Viable Vision level performance.

*****When registering please remember to select "APICS Bflo" from the drop-down for your affiliation membership. This will enable you to receive a 15% APICS member discount!***

Meeting Cost: Early bird special through 8/26 is \$550/person, and \$495/person for 3 or more, Standard is \$595/person

"When I do an analysis of a company I am somewhat satisfied only when I clearly see how it is possible to bring the company to have, in less than four years, net profit equal to its current total sales."

Dr. Eli Goldratt - Author of The Goal and founder of the Theory of Constraints

Objective: Sustainable company growth

This event is for Executive level (C-level and VP) participants desiring to create a compelling, guaranteed market offering to their customers. Viable Vision works!

Does this sound too good to be true?

Currently, there are more than 150 companies around the world involved in the process of identifying and or implementing their Viable Vision.

To register for the Toronto Viable Vision event or to obtain more information, please go to the following web address: www.gkec pa.com/vvto.shtml