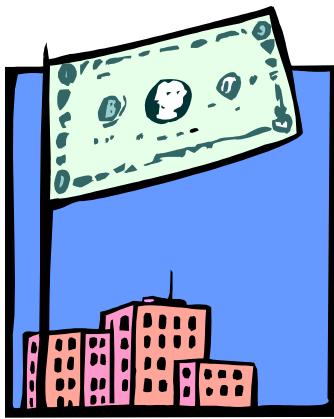


"Buffalo and WNY Development - A roadmap to the future"



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 existing projects under way in Buffalo such as the Waterfront, Bass Pro and the Peace Bridge.

Meet our panel of experts:

~**Timothy Doolittle** is the Regional Director in Western New York for Empire State Development, New York State's economic development area. The office is responsible for regional economic development (in the 1,400,000 person five-county region), and for direct assistance to businesses, communities, and strategic planning in WNY.

Prior to his current position, Mr. Doolittle worked in the Governor's Office of Regional Affairs since 1995. Since 1996, he has served as Upstate Regional Director, responsible for the five Western NY counties of Erie, Niagara, Wyoming, Orleans and Genesee on behalf of the Governor. In addition to being responsible for the five counties, he supervised the regional offices in Rochester, Syracuse, Utica, Plattsburg, Olean and Watertown.

~**Charlie Webb** is the Present/CEO of the ECIDA-and four of its corporations which provide small business loans, venture funding, real estate development services, IT service such as WiFi.org and Community Connect, International Export Loans and credit reports with its partner, the Export Import Bank of the U.S., and of course, tax incentives and financing alternatives for growing and expanding companies. Charlie has had experience in economic development with Chamber of Commerce in Cleveland, Cincinnati, Des Moines and with the State of Florida's Department of Commerce. He is a graduate of Florida State University with both BA and MA Degrees.

~ **Thomas Kucharski** is the President and CEO of BNE. Thomas A. Kucharski, a Buffalo native, returned home to serve as President & CEO of the Buffalo Niagara Enterprise on February 1, 2000. As BNE President, Tom Kucharski focuses on regional image building, business attraction marketing and the implementation of a region-wide prospect management system. He works closely with a number of public and private sector economic development entities, as well as the real estate develop-

Next PDM...
Joint meeting of the
Buffalo Niagara Professional
Alliance (BNPA) including:
APICS, NAPM, BNHRA &
InfoTech

Wednesday,
October 4, 2006

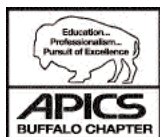
Salvatore's Italian Gardens
6461 Transit Rd, Depew 14043
(716) 683-7990

5:30 - 6:15 p.m.... Registration
6:15 p.m.....Buffet Dinner
7:15 p.m. Panel Discussion

Please Reserve Early...
For reservations by
Monday, Oct. 2nd,
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.

Members: \$25 with advance
reservation or \$30 walk-in;
Non-Members \$50;
Students \$15



APICS -Educational Society for Resource Management Buffalo Chapter #21

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Phone: (716) 648-0972 • Fax: (716) 646-1599
Website: www.apics-buffalo.com

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President's Message

**APICS Members:**

I am happy to announce that September started the program year with a very successful kickoff of all our events!

Briefly summarizing our status and Board of Directors plans -
Chapter Administration -

- The Chapter has been formally notified that we have once again qualified for the APICS coveted Platinum Award for Excellence in Chapter Management. (As a special note, during the past year Society "tightened the requirements" for this in its' new C-BAR Program and we are among the few in the world to qualify). We will receive the Award at a formal presentation during the National Conference in Orlando.

- The Buffalo Niagara Professional Alliance agreement for this program year has been updated and agreed upon. The Human Resources Association has joined us this year. Rick Haniszewski is leading our APICS Team on three joint programs this year. Please refer to the newsletter description and plan to attend our October 4 program.

- Joining our 2006-07 Board are newly elected Officers: Treasurer Dick Wasiura (replacing Jay Kelly) and Secretary MaryAnn Gardner (replacing Katie Durski). Our thanks to each of these for their extra efforts to serve the membership.

- Dick Wasiura reports our Chapter's financial status is strong. The Board is working on our budget plan for this program year.

- During the past summer John Neureuter completed a major upgrade of our Website. John's work implemented changes to bring our site into conformance with Society's new standards.

- The Board plans to continue several programs focused on driving towards maintaining our C-BAR Platinum status and our mission of being recognized as a leading source of Western New York Operations Management educational programs. Examples of these are: Board Membership (Co-chaired by Wayne Forrest and Bill Helfrich); Marketing and Website expansion (Co-chaired by Todd Zielinski and John Neureuter); the Company Coordinator/Membership Program (Chaired by Fred Vigars); Expansion of Student Chapter Participation (Chaired by Melissa Ruggiero); Development of Additional Trainers (Chaired by Ed George); and Documents & Records Retention (Chaired by MaryAnn Gardner).

Marketing -

- Todd Zielinski is continuing implementation of the most aggressive Marketing & Sales program we have ever had. In addition to our traditional Email/website, you will be receiving/seeing/hearing other types of APICS program information through postcards, posters, newspapers and the radio (WBEN 930).

Continues on page 3

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.





Professional Development Meetings, Seminars, and Educational Classes -

- Bill Helfrich, Todd Zielinski, and Rick Haniszewski are finalizing the monthly PDM meeting plans and the seminars through to June '07. We will be offering a great mix of subjects for everyone; from September's hugely successful plant tour of Accellent to the Alliance formats of major general business topics discussed by panels of experts in our WNY area. It promises to be a great annual program!

- Ed George has continued to offer our traditional Certification Classes at UB and off-site at various company sites. In addition, we are actively offering the new Supply Chain Management Certification, and personal tutoring.

As you can see, your Board of Directors has been busy; but we have had fun and have learned from our network. Call our office (648-0972) if you would like to just visit the Board's meeting. (Also, if you would like to read the minutes of our last meeting, visit the Chapter's website).

We hope to see you at the next meeting,

Wayne Forrest

ment community.

Kucharski most recently served as head of the Lehigh Valley Economic Development Corporation, Eastern Pennsylvania's first regional economic development corporation. In his leadership role at LVEDC, Kucharski was successful in rebranding what was known as the rust-belt region Allentown, Bethlehem and Easton, Pennsylvania, into one nationally recognized for effective re-use of brownfields and for attraction of a diverse range of employers. Previous to his position at Lehigh Valley he served as executive director of the Horizon Council of Southwest Florida from 1992-1995, the first regional public/private partnership including Sarasota, Ft. Myers and Naples, Florida.

Kucharski has an undergraduate degree in Business Management and a Masters degree in Economics from SUNY at Buffalo. He also earned his Certified Economic Developer (CED) professional designation at the American Economic Development Institute at University of Oklahoma.

~ **Paul F. Ciminelli** is President and Chief Executive Officer of Ciminelli Development Company, Inc., a real estate development and investment firm that owns, manages or has developed over 9 million square feet of office, flex, industrial, and warehouse space in New York State and Florida.

Prior to his appointment as President, Mr. Ciminelli served in several other capacities at Ciminelli Development Company. These included Vice President, Director of Marketing and Leasing and Marketing Manager. He has played a key role in obtaining and positioning major projects, such as Tops Markets Inc. Corporate Headquarters, the New York State United Teachers Association, Visiting Nurses Association Administrative Headquarters, First Niagara Bank Corporate Headquarters, Independent Health Administrative Headquarters and the Buffalo Medical Group. Before joining Ciminelli Development Company, Mr. Ciminelli founded Clarence Excavating Company, a commercial and industrial excavating firm.

Mr. Ciminelli received his Bachelor of Science degree in Business Administration from the State University of New York at Buffalo. He is a licensed New York State real estate agent and holds a Certificate of Finance from the University of Buffalo School of Management. He also completed the MIT Continuing Studies Program at Sloan School of Business. In addition, Mr. Ciminelli was a member of the inaugural class of the National Association of Industrial and Office Parks/Harvard School of Design, Executive Business Program, "Running a Private Real Estate Company."

~ **Tracey Drury** of Business First will moderate.



Report on Membership

Tally

Professional Members	176
Corporate Voting Members	28
Student Associates	24
Retired Members	2
Honorary Chapter Members	1
Total	231

New Members Joining APICS

Professional Members:

June + 1 July + 3 August + 2

Student Members: August +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 Vigars @ (716) 881-4727

Fred Vigars, Membership Director

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

Calendar of Events



Wednesday, October 18, 2006

Supply Chain Management Conference
1/2 day conference + keynote address at dinner
APICS in conjunction with Niagara University's
Center for Supply Chain Excellence, NAPM, ASQ
& GEMKO Information Syst.

"Supply Chain Management Issues in a Global Economy - Are You Controlling Your Costs?"

Place: Grand Island Holiday Inn



Thursday, November 9, 2006

11th Annual

Facilities Management Expo

*Featuring Products and Services for the
Maintenance, Renovation, Modernization, and
Management of Commercial, Industrial,
Institutional & Income Properties.*

Place: Hearthstone Manor, Depew, NY

11 am - 7 pm

Free Admission & Parking

www.fmexpo.net

APICS Buffalo 2006-2007 Educational Opportunities



**Plan Ahead...watch for
registration materials**

Open Classes Held at UB:

CLASS	START	LENGTH	COSTS
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

In Case You Missed the Accellent Tour...

The 35 members attending the PDM & Tour at Accellent on September 13 were really impressed! Meal concurrent with PDM worked fine. Craig Stryker's Power Point presentation was perfect in introducing us to the company and history and gave us an idea how they used APICS applications to make their operation more efficient. The tour of both facilities was excellent (bus from one to the other was perfect.) Metal injection molding was fascinating as was the machining operation on California Road. Jeff Somerville handled the details very well. It was clear to see that the APICS Company of the Year really deserved the honor.