

## “Radical Leadership, Radical Change”



Your leadership team is well trained to handle the challenges of the present, but will they be prepared to handle the rising expectations of tomorrow? What's it going to take to get employees to ratch up their performance to the next level? RADICAL LEADERSHIP is not a new concept, it's just a new perspective for looking at what kind of leadership *truly* excites people to follow.

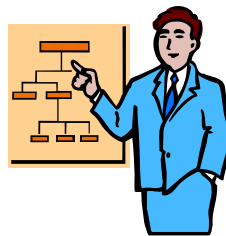
### About our Speaker: Chip Madera

“The Bald Guy” is a Motivation and Performance Strategist who has been speaking, training, coaching and consulting professionally since 1991. He is an expert professional speaker who shares nearly 100 programs every year. Not our typical communicator, Chip brings an unusual one-two punch, balancing an incredible love for people with a refreshing and tactful candor that will motivate the audience to take action and will inspire us to the core.

Chip Madera is also presenting a Workshop....

## “Strategic People Development: Maximizing Your Employee Capital”

“People are our number one asset?” No doubt, the preceding statement is a worthy notion, but few organizations have strategically designed action steps to incorporate employee development into the operating structure of their business. This workshop will explore three strategic plans that will help your organization do more with less and take your staff's potential to the next level.



**12:30 p.m.....Registration**

**1:00-4:00 p.m.....Workshop**

(Fee: \$50 separately or \$65 with dinner reservation)

Next PDM...

Joint meeting with BNHRA,  
the Buffalo Niagara Human  
Resource Association



**Wednesday,  
November 15, 2006**

**Adam's Mark Hotel**  
120 Church St., Buffalo 14202  
**Free Parking Vouchers  
Available**

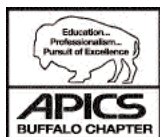
**4:30 - 6:00 p.m.... Networking/  
Cash Bar/Registration/  
Chinese Auction**  
**6:00 p.m..... Dinner**  
**7:15 p.m. Panel Discussion**

**Members: \$25.00**  
**Students \$15.00**

**Invite your associates!**

**Please Reserve Early...**  
For reservations by  
Friday, November 10th  
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.



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

PO Box 888 • Hamburg, NY 14075-0888  
Phone: (716) 648-0972 • Fax: (716) 646-1599  
Website: [www.apics-buffalo.com](http://www.apics-buffalo.com)

### APICS-Buffalo's Board of Directors 2006-2007

**PRESIDENT:**

Wayne C. Forrest  
Wayne C. Forrest & Associates, LLC  
223 Cherrywood Drive  
Amherst, NY 14221-1504  
(716) 689-9267  
WCFAssociates@aol.com

**VICE PRESIDENT: OPEN****SECRETARY:**

Mary Ann Gardner, CPIM  
Fisher-Price  
636 Girard Avenue  
East Aurora, NY 14052  
(716) 687-3339  
maryann.gardner@fisher-price.com

**TREASURER:**

Richard Wasiura, CPIM  
Reimann & Georger Corporation  
1849 Harlem Road  
Buffalo, NY 14212  
(716) 895-1156, ext. 32  
richardwasiura@hotmail.com

**PROGRAM DIRECTOR,  
ALLIANCE COORDINATOR,  
ARRANGEMENTS, &  
AMBASSADOR:**

Bill Helfrich, CPIM  
116 Tanglewood Drive  
Orchard Park, NY 14127  
(716) 662-7927  
bh7831@aol.com

**MEMBERSHIP & COMPANY  
COORDINATOR DIRECTOR:**

Fred Vigars  
NFTA  
1581 Michigan Avenue  
Buffalo, NY 14209  
(716) 881-4727  
Fred\_Vigars@NFTA.com

**EDUCATION DIRECTOR:**

Ed George, CFPIM  
71 Palmer Avenue  
Kenmore, NY 14217  
(716) 876-3837  
egeorge43@yahoo.com

**ALLIANCE EVENTS MGR:**

Rick Haniszewski, CPIM  
Fisher-Price/Mattel  
636 Girard Avenue  
East Aurora, NY 14052-1824  
(716) 687-3951  
Fax: (716) 687-3098  
rick.haniszewski@fisher-price.com

**DIRECTOR AT LARGE:**

Katie Durski, CPIM  
4293 Fairview Parkway  
Blasdell, NY 14219  
(716) 822-5175  
durskj99@verizon.net

**TMN DIRECTOR: OPEN****STUDENT CHAPTER  
DIRECTOR:**

Melissa Ruggiero  
SUNY at Buffalo  
308 Alfiero Center  
Buffalo, NY 14260  
(716) 645-5993  
mrugg@buffalo.edu

**UB STUDENT REP:**

Ritesh Madhavan  
rm74@buffalo.edu

**CANISIUS STUDENT REP:  
OPEN****PLACEMENT DIRECTOR:**

Tom Ryan  
Caplugs, LLC  
2150 Elmwood Avenue  
Buffalo, NY 14207  
(716) 876-9855, ext. 3193  
Fax: (716) 876-1680  
tom.ryan@caplugs.com

**MARKETING DIRECTOR:**

Todd Zielinski  
GEMKO Information Group, Inc.  
120 Church Street  
Buffalo, NY 14202  
(716) 854-2585  
Fax: (716) 842-6639  
tz@gemko.com

**WEBSITE:**

John Neureuter, CPIM, CIRM  
Cliffstar Corp.  
1 Cliffstar Drive  
Dunkirk, NY 14048  
(716) 363-1701  
john.neureuter@xcliffstar.com

**REGION REPRESENTATIVE:**

Ron Calanni, CPIM  
4720 Baker Street  
Lakewood, NY 14750  
(716) 456-2351 (w)  
(716) 484-8485(h)  
rjcalanni@jep.cummins.com

**BUSINESS SUPPORT:**

Nancy Boyd Haley  
PPM Business Services  
PO Box 888  
Hamburg, NY 14075-0888  
(716) 648-0972  
Fax: (716) 646-1599  
ppmbs@adelphia.net

## President's "Proxy" Message

**APICS Members:**

What a great beginning to this APICS year! The plant tour of Accellent Corp. and PDM analyzing the APICS practices they used to improve the performance of their operation was super! The first Alliance (BNPA) meeting of the year was a great success bringing together the movers and shakers of Buffalo as panelists enlightening us on the "Roadmap to the Future" - Buffalo is at the crossroads and it looks like they are going to take it! Check the evaluation and comments.

Our next meeting is a joint meeting with the Buffalo Niagara Human Resource Association (the newest member of the Alliance) at the Adam's Mark on November 15th. Chip Madera is a well-known national motivational speaker and will also facilitate an optional workshop "Strategic People Development: Maximizing Your Employee Capital". How to keep and improve your number one asset - people! This should be an excellent networking event!

The Board of Directors is currently meeting to develop the Strategic Plan. Early discussions include membership growth, board of director growth, program, seminars, company coordinators, marketing tactics, Platinum recognition, fundraising, education opportunities, student integration and implementation. Help us formulate this plan - we need your innovative ideas and input!!!

Plan to see you all at the Adam's Mark on the 15th!

*Bill Helfrich*

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.



# Calendar of Events



**Thursday, November 9, 2006**

*Featuring Products and Services for the Maintenance, Renovation, Modernization, and Management of Commercial, Industrial, Institutional & Income Properties.*  
**Pass along information and invite your associates!**

11 am - 7 pm

Place: Hearthstone Manor, Depew, NY  
Free Admission & Parking  
[www.fmexpo.net](http://www.fmexpo.net)



**Thursday, December 7, 2006**

PDM Breakfast Meeting --- 7:15 a.m.

**Speaker: Steve Shelton, President ZIO Automation Inc. discussing "Supply Chain Management and Manufacturing and Process Systems Integration"**



Airport Holiday Inn, 4600 Genesee Street  
\$15 Members, Guests & Students  
Reservations to APICS by 12/4.

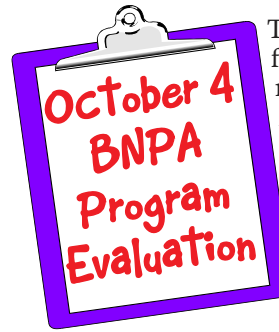


**Wednesday, January 17, 2007**

PDM

**Speaker: Michael Demere, Global Impact Ventures LLC**

discussing The Theory of Constraints' new approach to take your current top-line sales revenue number to become your bottom-line net profit number in less than 4 years called "Viable Vision." Plenty to take back to your company. This could be the kick-off meeting for the TOC Forum available for several more meetings of direct target TOC concepts.  
Salvatore's Italian Gardens, Genesee at Transit  
\$25 Members & Guests; \$30 Walk-Ins  
\$15 Students



These are evaluations received from the joint BNP Alliance meeting on October 4th. Attendance was 75 members and guests.

**"Buffalo & WNY Development..." with a panel at Salvatore's:**

- 1) The speakers were clear and easily understood:**  
4% poor, 0% below average, 7% average, 28% above average, 61% excellent
- 2) The material content was clear and understandable:**  
0% poor, 0% below average, 11% average, 37% above average, 52% excellent
- 3) The program topic was interesting and informative:**  
0% poor; 0% below average, 7% average, 19% above average, 74% excellent.
- 4) The questions/answers were direct and to the point:**  
0% poor; 0% below average; 19% average, 33% above average, 48% excellent.
- 5) The panelists were knowledgeable:**  
0% poor, 0% below average, 7% average, 15% above average, 63% excellent.
- 6) Food and facilities were satisfactory:**  
93% yes; 7% no (audio issues).
- 7) Do you like the panelist format for Alliance meetings?"** 100% yes

#### Comments:

- ◆ Great first meeting; very informative and interesting; speakers were engaging.
- ◆ Excellent exchange of information - very interesting and educational.
- ◆ Some panelists were very candid; power of positive thinking was great.
- ◆ Excellent evening!
- ◆ Speakers were informative; love living and working in Buffalo!
- ◆ Touched on common and debatable topics; much information discussed.
- ◆ Good points on everyone becoming involved in promoting Buffalo.
- ◆ Thanks - Good discussion!
- ◆ More time for panel discussion; meeting ran over in time but information was valuable.
- ◆ This type of discussion would be beneficial to give to college students (behind the scenes view of what is going on in the area and why they should stay.)
- ◆ Excellent! Would have loved to continue; not enough time for all the questions.

# 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

## 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.

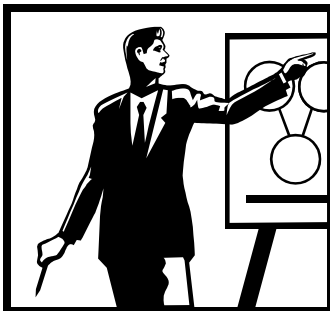
## CERTIFICATION REVIEW TUTORIALS

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 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 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



## Report on Membership

### Tally

Professional Members	171
Corporate Voting Members	28
Student Associates	42
Retired Members	2
Honorary Chapter Members	1
<b>Total</b>	<b>244</b>

## New Members Joining APICS: Oct. +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

**EVERY  
MEMBER....  
GET A MEMBER**