

**Next PDM...
Joint meeting with
BNP Alliance Partners:
NAPM, BNHRA & InfoTech**

**Wednesday,
February 11, 2009**

**Millennium Airport Hotel
Buffalo**

2040 Walden Avenue, Buffalo 14225
at the Walden Galleria Mall.

**5:15-6:00 p.m..... Registration,
Networking & Cash Bar
6:00 - 7:00 p.m... Dinner
7:00 - 8:30 p.m.....Program**

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

Entree Choices:

- 1) Herb Stuffed Chicken Breast**
- 2) Orange Roughy**
- 3) Vegetarian Pasta Dish**

Reserve Early...

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

Reservations requested* by
Friday, January 9th

* If you find that you can attend
after this date, please give us a call.
**Same-day cancellations or no-
shows will be invoiced.**

**The Art & Science of Culture and Climate -
Panel Discussion on Best Places to Work in WNY**

**Tom Pleban, Executive Vice President and Co-Owner, Calspan
Gord Cumming, VP- HR & Organizational Devel., Independent Health
Dan Gigante, Founding Partner, clevermethod
Tom Grogan, Managing Partner, Brock, Schechter & Polakoff, LLP**

“The only way to generate enduring profits is to begin by building the kind of environment that attracts, focuses, and keeps talented employees.”

Buckingham and Coffman, First Break All the Rules

Please join us as we learn about the successes and watchouts from a panel of experts who have created four of the best places to work in Western New York according to the 2008 Business First list.



Learning Objectives:

- ♦ Attendees will hear firsthand how these local companies became one of the best places to work in 2008 and what it took. Participants will be able to interact with our panel to ask questions and get answers/tips into how to achieve this status.
- ♦ What did it take, what needed to be done to complete this goal?
- ♦ What attracted them to apply for this program what benefits did they see?
- ♦ How did they get management and their employees on board?
- ♦ What were the costs associated with this program?
- ♦ What were the rewards? Did they see an impact on the work environment, retention, moral, and productivity?
- ♦ What is the effect on recruitment?
- ♦ What were the challenges facing these companies as they strived to be one of the best places to work?
- ♦ How did they set up the internal systems to track, monitor, and manage this program?

About our Presenters:

**Tom Pleban, Executive Vice President and Co-Owner,
Calspan**

A graduate of Niagara University, Tom Pleban most recently served as director of contracts and Buffalo facility operations at Calspan, where he has been employed since 1990. Tom has more than 27 years of progressive experience with local contractors who provide support to the U.S. Government. During this time, he has worked in a variety of contracts/procurement and facility roles. Tom manages all the business administrative functions for the Calspan-Buffalo including: finance, contracts, procurement, facility maintenance, inventory control, transportation, ISO/quality, security, safety and environmental, government compliance operations, property and building lease management, and human resources department. Tom earned Veridian Engineering's Leadership Award in 2001. He also has developed training materials and has taught Calspan's Total Quality Skill Course, and has represented the company in negotiations with unions including IAM and Buffalo

This program sponsored by:





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CANISIUS STUDENT REP:

Jena Playfair



President's Message

Late last year the Buffalo APICS Board of Directors approved the "Strategic Plan" for the next three years. We have identified a number of initiatives and opportunities geared toward increasing our visibility in the WNY business community, as well as adding more value for our members. Please take a look at the "Strategic Plan" on our website to get a better understanding of our goals and objectives. If you are interested in joining our team and helping us work on these strategic initiatives, please send me a note. Volunteering your time on the board can be very rewarding and a lot of fun. The Buffalo Chapter is fortunate in that we have very talented and dedicated individuals with good chemistry. In addition, because all positions are filled, no one is ever overloaded with work. One of the benefits of joining the board is that it presents opportunities to work outside of our professional disciplines developing skills that may not be available anywhere else. Imagine Operations professionals in charge of Sales and Marketing! Scary thought isn't it? My e-mail address is Rhaniszews@aol.com. Please send me a note if you are interested and I would be happy to discuss this opportunity further with you.

Hope to see you at our next PDM on February 11th.

Rick

Rick Haniszewski, CPIM, CSCP
 2008-2009 President, APICS-Buffalo Chapter

Coming Events



Wednesday, March 4, 2009

Top Management Night

"Benchmarking", Ron Ireland, Oliver Wight Companies
 Salvatore's Italian Gardens

Wednesday, April 8, 2009

BNP Alliance Joint Meeting

"A Look Back & Going Forward"

Panel featuring: Erie County Executive Chris Collins,
 Kevin Hardwick and others.

Tuesday, May 5, 2009

Plant Tour & Breakfast

Perry's Ice Cream Co., Inc.

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.



February 11th Speaker Bios continued from page 1

Lodge 585. Tom is responsible for all real property leasing, which currently includes 14 tenants that lease office space at Calspan's Genesee Street facility. He is also a member of the company's management review team for ISO 9000.

Gord Cumming, VP Human Resources and Organizational Development, Independent Health

As a member of the executive team, Gord Cumming is responsible for providing leadership in human capital and workforce strategy, organizational development and change management, compensation and total rewards, employee development, talent acquisition and retention, rewards and recognition, employee relations and compliance. He is also responsible for overall strategy of Independent Health's facilities and employee services. He also works to solidify Independent Health's market leadership position in Western New York and strengthen the company's reputation as one of the nation's best health plans. He is a member of the Human Resources Professional Association of Ontario, the Society for Human Resource Management and the International Foundation of Employee Benefit Plans. He is accredited as a Certified Human Resource Professional.

Dan Gigante, Founding Partner, clevermethod

Dan, a founding partner, has been with clevermethod since its inception in 2000. He starts every day by asking himself, "What can I do today to improve the company?" Dan answers that self-imposed challenge by working to develop new client relationships with like-minded companies and by devoting time to the human resources management of clevermethod, as part of his vision to see the company become the best place to work in the area. clevermethod has been recognized on Business First's Fast Track 50 list for five years running and has been a finalist for Business First's Best Places to Work in WNY for three years. They have previously won InfoTech Niagara's CyberCulture award and have been a finalist the past two years. clevermethod were also recognized this past year on Inc. Magazine's Inc. 5000 list. Dan has been on the steering committee for Brush Up Buffalo for the past two years, and is on the Board of Directors for InfoTech Niagara and the March of Dimes.

Tom Grogan, Managing Partner, Brock, Schechter & Polakoff, LLP

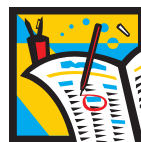
Mr. Grogan is a graduate of Indiana University of Pennsylvania. He was admitted to the partnership in 1987 and is currently the managing partner. As Managing Partner in charge of audit services for Brock, Schechter & Polakoff, he manages the firm's quality control and peer reviews. Mr. Grogan became a certified financial planner in 1990. Currently he is a member of the Management of Accounting Practice Committee for the Buffalo Chapter of the NYSSCPA and is past chairman of the Accounting and Auditing committee. He is a charter member of the Buffalo Sunrise Rotary Club and is a past president. As a member of the Orchard Park Lions Club, he serves on the finance committee.

JOB OPPORTUNITIES

The APICS Placement Director reports that the following job opportunities are available locally. Please visit our web site for more information.

Job Opportunities:

Procurement Manager
Supply Chain Manager



If your company would like to advertise an opening, please contact Tom Ryan at (716) 876-9855 x3193 or tom.ryan@caplugs.com for more information.



January PDM with Jack Cook:

1. Sonoma grille was good location, food good and they have a fun bar.
2. Bar crowd was loud during the meeting.
3. Meeting seemed too short because the speaker was excellent.
4. Speaker was interesting and engaging.
5. Perfect topic to discuss with people working in different industries.
6. Excellent speaker - he had a lot of meat to discuss.
7. Jack Cook was great - have him back for more meetings.
8. Program announcement was accurate, topic was useful, and everyone gained some knowledge to take back to work.

Results of Lean Enterprise Survey:

1. Would your company be interested in hosting the Lean Enterprise series?
yes - 4, no - 0, maybe - 13
2. Do you want to be contacted with more information?
yes - 15, no - 5
3. Are you planning to sign up for the course?
yes - 8, no - 3, maybe - 10
4. What works better for you?
Saturday with 5 (6 hour sessions) or with 6 (5 hour sessions)?
No - everyone
Weeknight with (10) 3 hour sessions?
Yes- everyone
Which nights? Mon-2; Tues-11;
Wed-11; Thurs-5; Open-6.
5. What topics are of interest?
2-lean office, 2-value mapping,
2-measuring, 1-lean culture,
1-process improvement, 1-sustaining,
1-culture change, 1-in house projects to support learning.

Stay tuned for Lean Workshop announcement...

THE UN-COMFORT ZONE

with Robert Wilson

The Pleasure Principle



Swing and miss. "Strike Two." cried the umpire. I threw one more pitch right in at the player's wrists. He swung hard, but the ball just dribbled right back to the pitcher's mound. I picked it up and gently tossed it to the first baseman for the out.

As the batter turned back toward the dugout, his team captain stepped out and screamed, "Darrell, you've got to get over your fear of this guy!"

The words poured like sweet honey into my ears.

It was the third time I had gotten him out that night including two strike outs. I had completely shut down the best hitter on the best team in the league. It was the most fun I'd had in weeks.

No, I wasn't throwing heat. Quite the contrary, I'm talking about slow-pitch recreational softball for the over-thirty crowd.

But, I was totally into it. Once a week I stood on the mound under the lights with everyone's eye on me. Despite the butterflies in my stomach, I can't image anything more exciting (OK, maybe skydiving!).

And, I was totally motivated! I spent several hours each week tossing balls in my driveway. I set up an area with a pitcher's rubber and home plate laid out to the exact dimensions of those on the playing field. After I mastered the two standard softball pitches, I developed two of my own. The best was a softball version of the knuckleball. A spin-less ball that baffled batters the first time they saw it, but even when they did hit it - they could never get any distance on it.

I have friends who are obsessed with golf; others with tennis. None of them have a clue what drives me to play softball. But, then again, I don't get why they play golf or tennis.

What motivates me to play softball or for that matter my friends to play golf and tennis? That's easy... it's fun! It is all about having fun... pleasure is very motivating. We all seek some pleasure in life. It's what keeps us going. And, for those pursuits that we enjoy, we are never too tired; we always seem to find time and energy for them. It comes to us easily. If only we could find that kind of relaxed energy for work.

What is it that you can't wait to do everyday? Is it a hobby? A sport? Sigmund Freud described that driving creative spirit as the Pleasure Principle. But, he also spoke of a contrasting principle that existed to put the brakes on our desire called the Death Instinct. Thankfully that theory has been disproved, however, it's still very true that "all work and no play make Jack a dull boy." Not only dull. Where happiness is absent - health is often absent too.

I look forward to work every day. I have clearly followed the advice of my father who encouraged me to find a job I enjoyed so that I would never "work" a day in my life. In her book *Do What You Love, The Money Will Follow: Discovering Your Right Livelihood*, Marsha Sinetar tells us to do the same thing. But, what should you do if you're not happy in your work? Make changes! That may be easier said than done. So, if you can't change your job, then change your work environment.

It's a well known fact that employees who enjoy their work are more productive. This is so true that people frequently turn down better paying jobs to stay with one that is fun. There are many ways to make your workplace more fun. Authors Dave Hemsath and Leslie Yerkes in their book offer us 301 Ways to

Have Fun at Work. Every company is different so it will be up to you to discover what you can do to make your place of business more fun. But, if you want to motivate your staff - I always say, "Give them something to laugh about!"

Robert Evans Wilson, Jr. is a motivational speaker and humorist. He works with companies that want to be more competitive and with people who want to think like innovators. For more information on Robert's programs please visit www.jumpstartyourmeeting.com.

Top Management Night Survey Request

The Top Management Night Program this year will have a slightly different approach. We ask you to answer the Polling Questions which our speaker, Ron Ireland, will analyze and use the results in his presentation. If you complete the survey you will receive a \$5 discount. There will also be a special drawing for those who answer the questions and attend the program.

Top Management Night will be held at Salvatore's in their new Bella Room on **Wednesday, March 4** with registration at 5:30 and dinner at 6:30. The cost will be \$40 for members and \$30 for students. If you wait until after February 23, the cost will be \$45 and \$35. Our guest speaker is Ron Ireland (Oliver Wight Group) presenting "**Class A Benchmarking.**"

We are asking each of you to take a few minutes to answer the Class A assessment questions in the survey so we can create the scoring slide after each polling question. The survey should not take more than 5 minutes of your time. APICS provides great education and certification for individuals. Class A benchmarks companies and how well they work together as a team. By providing this feedback, we hope to enhance your time spent with Ron.

Executive Management often requests that their companies benchmark themselves to industry Best Practices. One well-known industry benchmarking process is called Class A, which has been used over the past 35 years. Class A Benchmarking identifies business process gaps that can be used to address competitive priorities, comparisons to upper-quartile performance, and to deliver management commitments. The survey is designed based on these Class "A" processes.

For those who are able to complete the survey, we plan to offer a \$5 discount for the dinner and have an exclusive drawing. We will be closing the survey on Friday, February 13 at 5 p.m., so please do not miss out on the opportunity to save money on "Top Management Night." This will allow the results to be incorporated into Ron's discussion.

Here is the link to the survey:

<http://www.zoomerang.com/Survey/?p=WEB228RQ7CF3U6>

If you have any questions please do not hesitate to contact Bill Helfrich, bh7831@aol.com.

Thank you,
Top Management Night committee

Top Management Night is March 4, 2009

Benchmarking Your Company to Class A Best Practices

Executive Management often requests that their companies benchmark themselves to industry Best Practices. One well-known industry benchmarking process is called Class A, which has been used over the past 35 years. Class A Benchmarking identifies business process gaps that can be used to address competitive priorities, comparisons to upper-quartile performance, and to deliver management commitments. Class A benchmarks companies and how well they work together as a team. The program will incorporate responses to an online survey participants are asked to complete in advance of the program. Deadline for the survey, which will take less than 5 minutes to complete is Friday, February 13 at 5 p.m. Here is the link to the survey: <http://www.zoomerang.com/Survey/?p=WEB228RQ7CF3U6>

Speaker: Ronald K. Ireland

Ronald K. Ireland is a principal and member of the board of directors for both Oliver Wight Americas, Inc. and Oliver Wight International. He is internationally recognized as a leading authority and visionary in the area of value chain strategy, technology, and best practices. Ron is a highly sought-after speaker for industry conferences and as an instructor at forums sponsored by leading colleges and universities. With Oliver Wight, he educates and consults at leading manufacturing organizations on integrated business management techniques, value chain strategies, order management best practices, and supply chain collaboration concepts.



Ron's business experience includes manufacturing, retail replenishment, planning, forecasting and distribution, marketing, and consulting. He has over 25 years of business process and technology experience with leading companies where his primary focus is on Demand and Supply Chain processes for retail, manufacturing, high technology and aerospace.

Ron's career is one of outstanding leadership and achievement. While with Martin Marietta, he was the technology lead manager responsible for six MRP II implementations, all of which successfully achieved Class A certification. He also was awarded the Information Technology "Visionary of the Year" for his design of the Wal-Mart Replenishment Planning process (WRP), which became the initial vision and foundation for today's Collaborative Planning, Forecasting and Replenishment (CPFR) process.

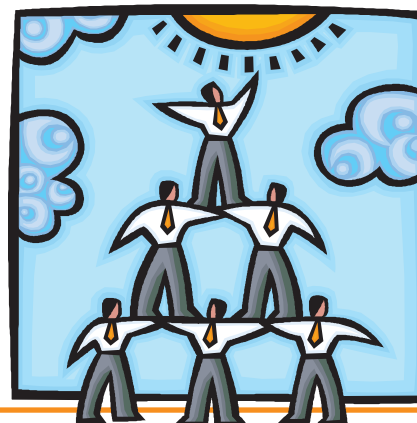
Ron is a two-time recipient of the prestigious Toyota Cup, which is in recognition of the most innovative idea presented at the annual conference of the South African Production and Inventory Control Society. He received the honors in 2005 and 2006 for his innovative Supply Chain Collaboration model.

His articles have appeared in many leading industry and business publications, and he is the author of "Supply Chain Collaboration: Implementing CPFR and Other Collaborative Best Practices."

Ron is a graduate of Southwest Missouri State University, where he earned his BS degree in Business Management.

"Ron Ireland has reflected visionary leadership with practical application from the early definition of CFAR in 1995 to emerging best practices in Value Chain Management. He is a seasoned professional who bridges business process with technology for real-world solutions in Trading Partner Collaboration."

*Robert Bruce, President
VCC Associates, Inc.*



TOP MANAGEMENT NIGHT 2009

Wednesday, March 4, 2009

Salvatore's Italian Gardens

6461 Transit Road, Depew, NY 14043

5:30-6:30 pm...Registration, Cash Bar & Networking

6:30-7:30 pm....Dinner

7:30-8:30 pm....Program

Cost:

**Members/Guests: \$40.00 with reserv. by 2/123/09 (\$45.00 after that date)
Students @ \$30.00 with reserv. by 2/23/09 (\$35.00 after that date)**

Menu:

Combination Plate: Chateaubriand & Chicken Francaise

Make reservations early; seats are limited! Companies -- Reserve tables of 10 with pre-payment.

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

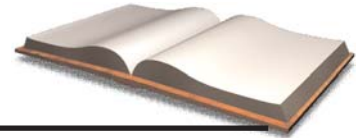
Advance Payment Requested, but payment by cash or check at the door is acceptable.

Send Payment to:

APICS-Buffalo Chapter
PO Box 888 ♦ Hamburg, NY 14075

*** Cancellations and No-Shows after February 28 will be billed at full cost. Substitutions are acceptable.**

APICS Education Course Offerings



Course	Start	Length	Location	Cost
CPIM Master Planning of Resources	Jan 14, 2009	8 week	Moog	\$575
CPIM Basics of Supply Chain Management	Mid-April 2009	8 week	TBD	\$575
CPIM Detailed Schedule & Planning	Sept 2009	8 week	TBD	\$575
CSCP Certified Supply Chain Professional	March 2009	13 week	TBD	\$1100
Lean Enterprise certificate	March 2009	10 week	TBD	\$895

The CPIM Certification is broken into 5 separate modules:

Course	Start
o Basics of Supply Chain Management	Mid-April 2009
o Master Planning of Resources	Jan 14, 2009
o Detailed Schedule & Planning	Sept 2009
o Execution & Control Of Operations	TBD
o Strategic Management of Resources	TBD

These are instructor lead courses, meeting once per week for approximately 8 weeks; the courses are designed to prepare an individual to take the CPIM exam for the specific module. The cost of the instructor lead program is \$575 per module, and includes the course book. The **exam** registration is **not included**; you must register separately through the on-line APICS International site <http://www.apics.org> official APICS test center at a cost of \$120 per exam for members and \$155 for non-member.

APICS Certified Supply Chain Professional (CSCP) certification prep course will be starting in March 2009 on Monday evening; it prepares you to take the CSCP exam.

APICS Buffalo, has a new offering of Lean Enterprise certificate program planning to start a session in March 2009 on Thursday evening.

If you're interested in any of the programs sign up soon to reserve your place, contact me @ Carol.Goewey@zodiacaerospace.com or call 716-686-1572.

Education Stats

There are 224 registered APICS members. Of that, currently our percentage of certified members is:

CPIM	23%
CSCP	10%
CIRM	2%

Student Chapter Report:

Canisius Chapter Report:

The Canisius College chapter is in the process of making plans to take a plant tour of Multisorb Technologies in the next few weeks. Also, to increase awareness around Canisius, we are going to have a few officers make some visits to classes and give a small presentation about what APICS is. Also, we are looking to plan a meeting in order to schedule the activities for the rest of the semester.

Submitted by Jena Playfair

UB Chapter Report:

The UB chapter has arranged a tour of New Era Cap for February 6; watch for the report of this site visit in the next issue.

As always, both chapters are always interested in speakers and site visits.

Submitted By Melissa Ruggiero, Student Chapter Director

