



**Next PDM:**

**TUESDAY,  
September 22, 2009**

**Salvatore's Italian  
Gardens**

6461 Transit Road @ Genesee  
Depew, NY 14043

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

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

**Dinner Menu:**

Minestrone Soup  
House Salad  
Chicken Francaise  
Twice Baked Potato  
Green Beans Almondine  
Sherbet

**Reserve Early...**

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

Reservations requested\* by  
**Friday, Sept. 18th**

\* If you find that you can attend  
after this date,  
please give us a call.

**Same-day cancellations or  
no-shows will be invoiced.**

**Program:**

**“Virtual Pull Systems”**



Has your company implemented kanban yet? Have you been unable to roll it out, or worse yet, just abandoned it? Most companies who begin kanban implementation struggle to finish the job. In too many cases, the following questions not only go without answers, they go without asking:

- ♦ How do we size and resize supermarkets to reflect process and demand changes?
- ♦ How do we kanban hundreds or thousands of parts?
- ♦ How do we schedule a level load and mix with batch production?
- ♦ How do we account for make-to-order requirements?
- ♦ How do we use our pull system to focus process improvements?

As a result, two major problems persist. First, kanban quantities may not account for major supply and demand constraints. Often, chaos still reigns and improvements in service and lead times remain elusive. Second is the assumption that kanban systems must be manual to be visual. Almost always, this approach loses steam because the struggle to apply it over and over again to additional products is difficult and costly.

On hundreds of implementations, companies have overcome these stumbling blocks with Virtual Pull Systems. Our presenter, Mr. Don Guild, founder of Synchronous Management, will cover the basics of the Virtual Pull System and how you can apply these ideas to your operation.

Come join the APICS-Buffalo Chapter and your colleagues from across WNY to learn more about Virtual Pull Systems and how they can help us fulfill our pledge to make a "Commitment to Excellence" at our companies and in our professional careers.

**About our Speaker:**



**Mr. Don Guild - Founder  
Synchronous Management**

Don has over forty-five years in manufacturing. His twenty years in line management began with production line operations, progressing through shop supervision, scheduling and materials management, and operations management. His line experience also includes the implementation of automated enterprise resource planning and participative management systems. Don's academic background includes Associate in Arts in Liberal Arts, Bachelor of Science in Law, Juris Doctor in Law, and Masters in Business Administration. He is a member of the Association of Manufacturing Excellence, and is certified on the Fellow Level by the Association for Operations Management (APICS). He is the author of the Pull/Kanban training program for the NIST-Manufacturing Extension Partnerships, and author of Pull/Kanban Systems training for the Lean Enterprise Institute. He is a faculty member of NIST-MEP and LEI, and a frequent speaker for AME, SME, and APICS.