

**Next PDM...**  
**a joint meeting**  
**with NAPM-Buffalo:**

**TUESDAY,**  
**January 19, 2010**

**Salvatore's Italian**  
**Gardens (Bella Room)**

6461 Transit Road @ Genesee  
Depew, NY 14043

**5:00-6:00 p.m.... Cash**  
**Bar, Registration &**  
**Networking**

**6:00-7:15 p.m.....Dinner**  
**7:15-8:30 p.m..... Program**

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

**Dinner Menu:**

Minestrone Soup  
Caesar 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, January 15th**

\* 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:**

**The Quest for Total Cost of**  
**Ownership in Global Sourcing...**  
**What's The Real Cost?**

Senior Management pushed for moving manufacturing offshore in their effort to look for the newest and greatest cost reductions. In some cases, organizations did gain significant cost of goods savings. However, many more were disappointed in the bottom line impact of offshoring and in the challenges of working with overseas suppliers.

Manufacturing and importing goods into the United States includes many additional regulatory and logistics costs not necessary when onshoring or insourcing. Our dinner presentation this month explores offshoring costs so that an organization can better identify true landed costs or total cost of ownership of imported materials and products.

Organizations have made outsourcing decisions based on incomplete landed costs and have been unpleasantly surprised at their lack of savings. Join us and bring back new information to your organization's future offshoring decisions.

**About our Speaker:**

**MARILYN GETTINGER** owns and manages the consulting firm, New Directions Consulting Group. Marilyn created the organization in 1993 with the mission to assist companies in making the most of their precious resources. She designs customized training programs and consulting services to support organizations that must change to meet the demands of the 21st century. Her workshops present theory and then relate that theory to meeting the challenges of the organization. Participants are encouraged to take on intra-company projects that address upgrading and reengineering of existing business and manufacturing processes. Her consulting services offer a team approach to streamlining existing processes using all of the skills and experiences of staff members. She has consulted with organizations to improve purchasing, inventory, and supply chain processes.

**NEW DIRECTIONS CONSULTING GROUP** works with organizations both in the service and manufacturing sector. The client base includes medical institutions, pharmaceutical, medical device, food, and cosmetic manufacturers, mold manufacturers, warehouse and distribution companies. The firm has developed workshops for companies with as few as thirty employees to large multi-national corporations. Ms. Gettinger is program coordinator and instructor for the Middlesex County College Supply Chain certificate program and has chaired and instructed the Project Management Certificate program at Union County College. She teaches TQM and SCM for IONA College. She teaches the Institute for Supply Management (ISM) Certificate preparation courses at Raritan Valley and Middlesex Community Colleges and also on site at company locations. She has been a presenter at the ISM International Conferences in 1998 through 2009. She has presented workshops at the APICS International Conference in 2000, 2002, 2003 and 2009. Marilyn has also presented several workshops throughout the country for local and regional affiliates, groups, and forums of ISM on Benchmarking, Supply Chain Management, Supplier Evaluation, Best Practices, and Strategic Sourcing as well as APICS chapters. She recently facilitated an online course for the ISM and led satellite seminars on inventory and finance. She teaches International Trade and Importing at Baruch University.

Marilyn helps promote other businesses through her involvement at both Bergen Community College and Kean University's Small Business Development Center's small business workshops. She holds a C.P.M., has completed several master level courses, and is certified in Materials Management from Bloomfield College.





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**UB STUDENT REP:**

Manish Sabnis

**CANISIUS STUDENT REP:**

Jonathon M. Casey

# President's Message



Happy New Year and Welcome Back to APICS 2010 !

I hope everyone had a great holiday season and was able to take some time to relax, recharge and enjoy family and friends. It's amazing how quickly the months and years pass. I highly recommend everyone take some time to recognize the many blessings we have received throughout our lives and appreciate the special people that have helped us along the way.

It's also time to look ahead, and make plans not only for our own personal career development, but also to look for ways to help others reach their full potential. As leaders, it is our responsibility to keep our skills current and remain up-to-date with industry trends and "best practices". However, this is not enough. We must also plan for the future and find ways that we can help develop and mentor the "up and coming" leaders of tomorrow.

As your APICS Board of Directors looks forward to the new year, we are confident that the Buffalo Chapter remains strong with over 200 members representing over 100 WNY companies and associations with Canisius College and University of Buffalo.

APICS networking opportunities provide the forum to meet with top professionals in our field and exchange ideas and innovative problem solving approaches to today's complex business environment. Through our participation in the Buffalo Niagara Professional Alliance we expand your network even further to the fields of information technology, procurement/purchasing, human resources, and supply chain.

APICS education and training programs provide many offerings to help you get the knowledge, skills, and confidence to help drive your company to improved profitability.

As we start the new year, I encourage you to review the benefits of your APICS membership and become actively involved in our Buffalo Chapter. Participation in education and certification programs, professional develop meetings, and/or APICS district or national events can help to revitalize and energize your mind and your career.

Read through the newsletter and check out our education and networking events for the remainder of this year. Make a Commitment to Excellence and make plans now to become more involved in the activities of your Buffalo Chapter. You'll be glad you did !

Best Regards  
 Jeff Ball, CSCP  
 President - APICS Buffalo Chapter  
 2009-2010

This newsletter is published monthly by the APICS Organization, Buffalo Chapter 21, whose membership totals approximately 250 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.



## Thrown into the Driver's Seat

On June 29, 1863, a 23 year old First Lieutenant received an unexpected promotion. The freckle faced, strawberry blonde, who graduated at the bottom of his class at West Point, was elevated directly to the rank of Brigadier General in the Union Army. He completely skipped over the traditional ranks in between of Captain, Major, and Colonel. As you can imagine, such a promotion was met with skepticism, dismay, and envy by his former peers and superiors. Especially at a time when the South was winning against the North during the American Civil War.



Major General Alfred Pleasonton, who promoted the boy, saw his gamble put to the test just four days later in the Battle of Gettysburg. The young general was put in charge of the Michigan Cavalry and tasked with keeping Confederate General Jeb Stuart from attacking the Union Army's rear.

Was he up to the task? Could he keep that dubious star on his shoulder that so many wanted removed? Motivated by the desire to prove himself, George Armstrong Custer, his gleaming saber outstretched in front of him, led the cavalry charge and held the Union line. His successful leadership served as a crucial contribution to the battle that was the turning point in the North winning the war.

When leadership is thrust upon us, many of us are motivated to rise to the occasion. Sometimes, however, leadership must rise in a vacuum. What motivates us to become leaders when there are none?

A few years ago, five friends and I went white water rafting for the very first time. We went on the upper Ocoee River in Tennessee where the rapids are rated Class Four. Not exactly the best choice for beginners, but we had a competent guide, who gave us plenty of instructions on when and how to paddle. He was so good that we were the only rafters in a group of ten rafts that did not capsize and get soaked.

Then halfway through our trip, we went over a small waterfall. When our rubber raft hit the bottom it bent in the middle and folded up like a book. When it sprung back apart our guide was catapulted from the boat and landed several feet behind us. As our leaderless raft sped forward, getting further and further away from our guide, five of us thought, "Uh, oh, what are we going to do!" Before we could panic, my friend Bill started barking commands, "Left side four strokes! Right side two strokes!" With great relief we followed his orders and within minutes he had us safely out of the rushing white water and into the calmer water by the river bank where our guide was able to catch up to us.

A leadership role can jump start motivation. When you have the responsibility of guiding others, it forces you to guide yourself first. I have found that volunteering for leadership roles at work and for non-profit organizations to be self-motivating. Back in the early 1990's, I had a particularly bad year. My

mother passed away, a business venture failed, and I had a falling out with my best friend. Needless to say, I was in a funk, and seriously needed something to move me out of it. That's when I learned that my community association needed a new President. It was a huge job with a two year commitment that required fund raising, event planning, managing several committees, and supervising dozens of volunteers. It consumed tons of my time, but it also taught me that I could do more in a day than I ever knew. During that same two year period, I launched two new businesses both of which became success stories.

As a manager, you can motivate your employees (or your volunteers) by giving them a mantle of leadership. Suddenly he or she will no longer be just another disaffected cog in the wheel. But with a position of responsibility, those persons will be empowered to do more and be more. Sure, it may require a greater effort on your part, but you will challenge their minds, expand their abilities, and imbue them with a sense of accomplishment.

*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](http://www.jumpstartyourmeeting.com).*



## Calendar of Events

**PDM: Tuesday, January 19, 2010**

"The Quest for the Total Cost of Ownership in Global Sourcing" with Marilyn Gettinger

**Joint Meeting with NAPM-Buffalo**

Salvatore's Italian Gardens

**January 2010**

NE District APICS Meeting

**Tuesday, February 16, 2010**

**PDM**

Salvatore's Italian Gardens

**Tuesday, March 16, 2010**

Top Management Night  
Salvatore's Italian Gardens

**Wednesday, April 28, 2010**

Joint BNPAAlliance Meeting

Panel Discussion:

"Doing Business Better and Overcoming Recession"

**Tuesday, May 18, 2010**

Plant Tour



# APICS' Report on Education

## A Commitment to Excellence...

### EDUCATION SCHEDULE 2010 (open enrollment)

Course	Start	Length	Location	Cost
CPIM Execution & Control of Operations	January 20, 2010	10 weeks	Moog	\$575
CPIM Strategic Management of Resources	April 21, 2010	10 weeks	Moog	\$575
CSCP Certified Supply Chain Professional	March 2010	13 weeks	TBD	\$1100
Lean Enterprise Workshop (certificate)	April 2010	10 weeks	TBD	\$895

The **CPIM Certification** is broken into 5 separate modules:

Course	Start
o Basics of Supply Chain Management	September 2010
o Master Planning of Resources	TBD
o Detailed Schedule & Planning	September-November 2009 (complete)
o Execution & Control of Operations	January 20, 2010
o Strategic Management of Resources	April 21, 2010

These are instructor lead courses, meeting once per week for approximately 10 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, this 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.

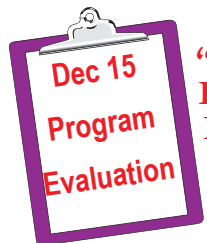
**APICS is currently looking for companies to host the certification programs, if you are interested please contact me, Carol Goewey at [cwgoewey@gmail.com](mailto:cwgoewey@gmail.com), or call 716-674-6343.**

If you're interested in any of the programs -- sign up and reserve your place by contacting me @ [cwgoewey@gmail.com](mailto:cwgoewey@gmail.com), or call 716-674-6343, or log onto <http://www.apics-buffalo.com>.

Best regards,

Carol Goewey  
Director Education, APICS - Buffalo Chapter  
[cwgoewey@gmail.com](mailto:cwgoewey@gmail.com)  
716-674-6343





**“Critical Chain Project Management” with Michael Pitcher at Protocol Restaurant**

## BUFFALO CHAPTER ACHIEVES PLATINUM STATUS FOR 2008 - 2009 A Commitment to Excellence!



**1) Speaker clear & easily understood:**  
Scale 1 to 5 from poor to excellent:  
#1(0%), #2(0%), #3 (16%), #4 (59%),  
#5 (25%)

**2) The material content was clear & understandable:**  
Scale 1 to 5 from poor to excellent:  
#1(0%), #2(0%), #3 (42%), #4 (50%),  
#5 (8%)

**3) The program topic was interesting & informative:** Scale 1 to 5 from poor to excellent: #1(0%), #2(0%), #3 (16%), #4 (59%), #5 (25%)

**4) The questions/answers were direct & to the point:** Scale 1 to 5 from poor to excellent: #1(0%), #2(0%), #3 (16%), #4 (59%), #5 (25%)

**5) The speaker was knowledgeable:**  
Scale 1 to 5 from poor to excellent:  
#1(0%), #2(0%), #3 (8%), #4 (25%),  
#5 (59%)

**6) Food & facilities were satisfactory:** 92% yes, 8% no

**7) Do you like this format for an APICS meeting?:** 100% yes, 0% no

**8) APICS member?:** 75 % yes, 25% no

**Comments:**

- ◆ Needed to market to more project people.
- ◆ Good topic.
- ◆ Venue great; food excellent.
- ◆ Speaker very knowledgeable and presented well informing us of an aspect of business not usually associated with APICS.

**Future Topic Suggestions:**

- ◆ More Quantitative presentations.

APICS International has set up strict requirements that define the components of an effective, efficient, and well run local chapter. C-BAR Certification, or Chapter Benchmarking and Reporting Certification, specifies areas that each chapter must demonstrate competence and/or excellence in order to provide value to our membership and growth opportunities for the future.

Chapters can be awarded, Bronze, Silver, or Gold status. Chapters that have been awarded Gold status for five consecutive years or more, will receive a Platinum status. This certification involves the following ten categories:

- ◆ Customer Expectations & Marketing
- ◆ Communications
- ◆ Professional Development
- ◆ Education
- ◆ APICS Participation and Support
- ◆ Financial Responsibility
- ◆ Membership
- ◆ Chapter Management
- ◆ Student Chapter and Education
- ◆ Innovations

I am pleased to report that our Board and Chapter Members have worked hard to develop the necessary programs and initiatives that pushed our chapter "over the top" to Gold and Platinum certification! This certification is important because it signifies that the Buffalo Chapter is organized to serve our members and provide the services, education, and development opportunities that help each of us to grow professionally.

Another area we would like to develop for the Buffalo Chapter is in our individual member's contribution to the field of operations management and/or professional development. **If you have had the opportunity to get one of your ideas, projects, or concepts published in any business journal, newsletter, or news-show, let us know. We would like to acknowledge your efforts and share your ideas with our membership.** Please send a copy of your publication or website address to "joost.vles@gmail.com", and I will ensure we get your article in our next Buffalo Chapter newsletter.

APICS involvement will help to develop the leadership and technical skills that are highly valued by potential employers. I encourage our membership to get involved in our chapter and volunteer their time, energy, and creativity, in any of the 10 areas above.

APICS can make a difference in your career. Get involved today!

Best Regards,  
Joost Vles - Vice President - Buffalo Chapter  
joost.vles@gmail.com  
(716)870-1000