

EXECUTIVE S&OP: TOP MANAGEMENT'S HANDLE ON THE BUSINESS

S&OP (Sales and Operations Planning) has been around for quite a while and remains one of the most prolific supply chain topics today. This is because S&OP, properly done, aligns energy at the leadership level. Many companies are finding that when this is done, the power becomes boundless.

Confusion sometimes exists, however, because the term S&OP is used to describe a whole range of topics dealing with balancing demand and supply - at both the volume and mix levels. The 'executive portion' sometimes gets lost and misunderstood.

This talk will focus on the understanding and learning how to effectively implement the executive portion of S&OP, called Executive S&OP.

Executive S&OP is a set of processes to make decisions involving the general manager (president) of the business and his or her staff. Its mission is to balance demand and supply at the aggregate or volume level, and to align operational planning with financial planning. Additionally it is a forum for controlled discussion about the setting of supply chain policy and strategy.

In today's rapidly shifting global economy, if this process is not done well, a management team will constantly find itself behind the eight ball, with little time to worry about anything else . . . clearly a competitive disadvantage at best.

Come learn:

1. What is authentic Executive S&OP
2. What makes it work
3. What makes it fail
4. How to implement

Speaker: Robert A. Stahl, CPIM

Bob is an educator, author, and consultant, specializing in helping manufacturing & distribution companies improve their supply-chain performance. He is President of the R. A. STAHL COMPANY and heads up the consulting practice for T.F. Wallace & Associates.

While working in manufacturing management himself, Bob's efforts contributed to an improved ROI from 8% to 48%. Since leaving line management in 1981, Bob's consulting and teaching have helped many companies in varied environments enjoy similar improvements in their performance.

Bob holds a BS degree from Villanova University, is certified (CPIM) by APICS, and is listed in Who's Who in America. He has co-authored five books: Sales Forecasting: A New Approach, Master Scheduling in the 21st Century, Building to Customer Demand, Sales & Operations Planning - The Self Audit Workbook and Sales & Operations Planning - The Executive's Guide. He is working on his sixth book on 'Lean Manufacturing & Variable Demand - What you Can't Learn at Toyota.' He is a frequent speaker at professional & corporate meetings, conferences, seminars, and chapter meetings, being distinguished as the 'Best Speaker' at an International Conference attended by over five-thousand people.



TUESDAY, MARCH 20, 2007

Salvatore's Italian Gardens

6461 Transit Rd. at Genesee St., Depew 14043

4:30-5:15 pm... Special "Meet the Speaker" session with Bob Stahl

5:15-6:15 pm...Registration, Cash Bar & Hors D'oeuvres

6:15 pm.....Dinner & Program

Cost:

Members/Guests: \$40.00 with reserv. by Mar. 5 (\$45.00 after that date)
Students @ \$30.00 with reserv. by Mar. 5 (\$35.00 after that date)

Menu:

**Chateaubriand & Chicken Francaise
Combination Plate**

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
**** See reservation form on page 5**

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 March 16 will be billed at full cost.
Substitutions are acceptable.**



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President's Message



Dear APICS Members:

Happy 50th Anniversary!

Top Management Night is around the corner. We're excited about the opportunity to hear Bob Stahl speak on "Executive Sales & Operations Planning. I know I won't have to remind you to register for this great evening. And, if you haven't already, pass on a copy of the flyer with Bob Stahl's presentation to your senior management. The topic is so appropriate for any member of your organization's senior team. Fellow colleagues in other functional areas such as Purchasing or Finance might also be interested. They are welcome! See you all there!

I recently attended a Joint Region Meeting in Philadelphia. The joint meeting had participants from regions of New York, Pennsylvania, Delaware, New Jersey, DC and guests from Region 3 -Ohio. It was energizing to meet with region staff and other chapter board members who are all volunteers and committed to carry the message and continue the mission of the APICS association.

I've brought back news of the great region plans that are in the works:

❖ Our Region 2 is planning a joint meeting with Ontario in Niagara Falls this coming June. They are also planning a Region 2 weekend in celebration of APICS' 50th Anniversary in November.

❖ The Cleveland chapter, where APICS was born, will be sponsor to APICS Association's 50th Anniversary bash in June. Location will be the original hotel where Nyles Reinfeld and 19 fellow production control managers met at the Alcazar Hotel.

Vice President of the Voice of the Customer (VOC), Janet Steiner, updated us on the changes to Governance - reorganization of the regions to districts. She also reviewed Association's strategic plan which included marketing our core competency - the APICS body of knowledge. The mission of APICS was reinforced through the Strategic Plan - to provide education, validate skills, and accelerate careers for Operations Management Professionals.

I'm looking forward to seeing you on March 20th. I do hope you read my message well, as some of these points will be included in the door prize quiz drawing at Top Management Night!

With Best Regards,

Mary Ann Gardner, CPIM
PRESIDENT

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.





Report on Membership

The APICS-Buffalo Chapter Scholarship Program, open to members and their family, is now accepting applications until April 30.



A description of the program and materials can be found at www.apics-buffalo.com.

Please contact Nancy Boyd Haley @ ppmbs@adelphia.net or Rick.Haniszewski@fisher-price.com with any questions.

Membership Status

	Oct.	Nov.	Dec.	Jan.	Feb.
Total Membership:	244	245	233	232	242
Professional Members	171	173	164	165	173
Student Associates	42	42	39	37	39
Corp. Voting Members	28	28	28	28	28
Retired Members	2	2	2	2	2
Honorary Chapter Mbrs.	1	1	0	0	0
New Members Joined:	1	4	3	1	2

Welcome this month to:
Nicole Damstetter & Otis Dimick!

Fred Vigars, Membership Director

Thanks to these Company Coordinators:

Ray Howard, Rich Products	Bill Helfrich
Wayne Forrest, WCF Associates	Ed George
John Fridmann, Perry's Ice Cream	Jay Kelly, Honeywell
Rick Haniszewski, Fisher-Price	Tom Ryan, Caplugs
Greg Osswald, McGard	John Neureuter, Cliffstar
Doug Sawatzky, Carleton Techn.	Kimberly Smith, Praxair
Dick Wasiura, Reimann & Georger	Fred Vigars, NFTA
Todd Zielinski, GEMKO	

Students Encouraged To Enter Paper Competition

The Donald W. Fogarty (DWF) International Student Paper Competition actively encourages the professional development of students interested in the field of operations management. Full-time or part-time undergraduate and graduate students submit original, relevant, and timely research papers on topics related to the field of operations management.

Papers will be due in the March/April time frame. We will announce the actual due date in the next newsletter.

Papers may be written on any operations management topic, including:

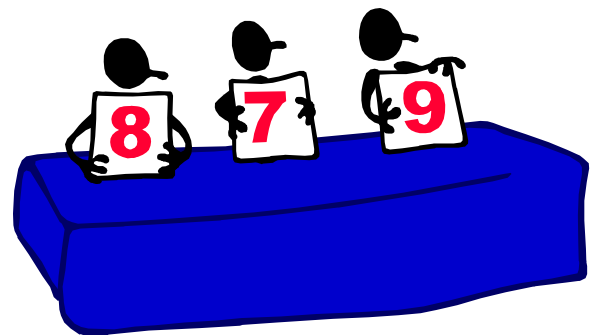
- ♦ Inventory management
- ♦ Just-in-Time
- ♦ Logistics
- ♦ Manufacturing processes
- ♦ Master planning
- ♦ Material and capacity requirements planning
- ♦ Production activity (shop floor) control
- ♦ Systems and technologies
- ♦ Supply Chain Management

Winners receive cash awards and are featured on the APICS web site and in the APICS magazine. Cash awards are presented at two levels (region and International) for the best research papers.

	Region Level	Association Level
1st Place	\$ 250	\$ 1,000
2nd Place	\$ 150	\$ 500
3rd Place	\$ 100	\$ 250

Additional information regarding this competition is available @ www.apics.org/Education/ERFoundation/Competitions/dwf.htm. Or you can contact Melissa Ruggiero at mrugg@buffalo.edu.

- Rick Haniszewski, Scholarship Committee



Paper Competition Judges Needed in Late Spring

The APICS Buffalo Chapter Board of Directors is looking for volunteers amongst academicians, business practitioners and consultants to assist us with the Donald W. Fogarty International Student Paper Competition. The competition encourages understanding of operations management and builds bridges among operations management practitioners, professors and students.

If you are interested in assisting, please contact Melissa Ruggiero (645-3232) at mrugg@buffalo.edu or Rick Haniszewski (687-3951) at rick.haniszewski@fisher-price.com.

APICS Buffalo 2007 Educational Opportunities (revised)



OPEN CLASSES HELD AT UB:

CLASS	START	LENGTH	COSTS
Inventory Management	4/17/07	11 weeks	\$500 member, \$550 non-member
Supply Chain Management	4/17/07	10 weeks	\$500 member, \$550 non-member
Basics of Supply Chain Management	9/18/07	11 weeks	\$500 member, \$550 non-member
Master Planning of Resources	9/18/06	10 weeks	\$425 member, \$450 non-member



Education Report

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 Ed George at 876-3837 or email at egeorge43@yahoo.com.

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 January, April, and October if any interest is shown. Please contact Ed George at 876-3837 or email at egeorge43@yahoo.com.

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 April at UB and dedicated classes are also available. Contact Ed George at 876-3837 or email egeorge43@yahoo.com.

Joint Golf Outing

As part of the Buffalo Niagara Professional Alliance, the APICS-Buffalo Chapter asks you to mark your calendars for the First annual "Alliance Charity Golf Tournament" to be held at Diamond Hawk Golf course on Wednesday August 8, 2007. Proceeds from the event will be donated to the Joan A. Male Family Support Center. If anyone is interested in helping with this event, please contact Rick Haniszewski @ 687-3951 or via e-mail @ Rhaniszews@aol.com .



Calendar of Events



Wednesday, March 14, 2007

NAPM invites us to their
Executive Night Dinner Meeting
"The Procurement Professional of the Future"
 Speaker: Jim Berman, Global Supply Management
 Hearthstone Manor, 333 Dick Road, Depew
 Featuring an Open Bar & Hors D'oeuvres,
 Vendor Displays & Great Speaker!
 Members & Guests: \$22.00
*For more information or reservations: 648-0972
 or www.napmbuffalo.com*



Thursday, March 15 2007

NAPM sponsored full-day seminar on
**"Developing Effective Negotiations Strategies
 in Procurement"**
 Speaker: Jim Berman, Global Supply Management
*For more information or reservations: 648-0972 or
www.napmbuffalo.com*



Wednesday, April 18, 2007

PDM- BNP Alliance Meeting - joint with
 APICS, NAPM, BNHRA & InfoTech
Fanny's Restaurant



Wednesday, May 9, 2007

"The Beer Game"
 Speaker: Lynn A. Fish, Ph.D.
 Associate Professor, Canisius College
Salvatore's Italian Gardens

Registration Form ♦ APICS TMN 2007 ♦ Tuesday, March 20, 2007

Company _____
Address/City/State/Zip _____
Phone _____ Fax _____

Attendees

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Phone: (716)648-0972 Fax: (716)646-1599
Online: www.apics-buffalo.com
Email: ppmbs@adelphia.net

Enclosed is:

Members/Guests:
By 3/5: Total # attending _____ @ \$40.00 per person = \$ _____
After 3/5: Total # attending _____ @ \$45.00 per person = \$ _____
Student Rate: By 3/5: # attending _____ @ \$30.00 = \$ _____
After 3/5: # attending _____ @ \$35.00 = \$ _____

CANCELLATION POLICY:
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Substitutions are acceptable.