

Next PDM...

A joint event with the Buffalo Niagara Professional Alliance Associations -- APICS, NAPM, BNHRA and InfoTech

Wednesday, October 3, 2007

Fanny's Restaurant

3500 Sheridan Drive
(Between Millersport Highway and Sweet Home Road)
Amherst, NY 14226

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

**\$25.00 Members
\$50.00 Non-Members
\$15.00 Full-Time Students**

**Dinner Menu:
Please select entree
with reservation:**

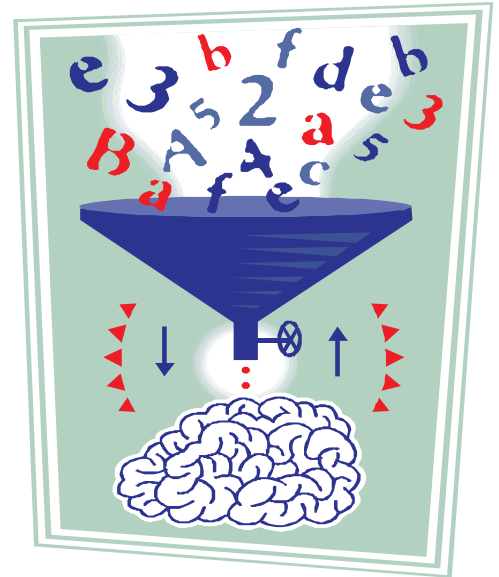
- 1) Chicken
- 2) Pork
- or 3) Vegetarian

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, September 28th**



Program:

**"WNY's
Brain Drain
and How to
Combat It"**



Join us on Wednesday, October 3 at Fanny's Restaurant for the first of our three joint meetings this program year with

the Buffalo Niagara Professional Alliance (BNPA). This is a great networking event and opportunity for us to meet with our NAPM (purchasing); BNHRA (human resources); and InfoTech (IT) friends. Keeping with tradition, the subject matter, WNY's Brain Drain, will be addressed by panelists representing area colleges, agencies and companies.

As we are all painfully aware, Western New York has been suffering from a "Brain Drain" that needs to be addressed. Talented young people are graduating college and moving away from WNY for employment opportunities. We need to keep them here in WNY! Programs such as internships and other means of keeping our local talent here will be discussed.

**See pages 5 & 6 for
a Special Event
Announcement!**



APICS - The Association for Operations Management - Buffalo Chapter #21

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Website: www.apics-buffalo.com**



President's Message

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UB STUDENT REP:

Elena Acosta

CANISIUS STUDENT REP:

Open

APICS Members & Associates:

Last week we kicked off the year with our first PDM of the 2007 -2008 season with "Office Lean" presented by Patrick Wirth from Fisher-Price. I indicated early on that your APICS Board of Directors intended to improve our program offerings bringing you quality topics and improved networking opportunities. I think everyone present last Wednesday would agree that we are making progress. The meeting was very informative and received very well by everyone. We had close to 60 people in attendance representing over 20 different companies. I want to thank everyone who attended for making this a success and look forward to seeing this kind of turnout in the future.

Our next meeting is next week Wednesday, October 3rd. The topic is "WNY's Brain Drain and How to Combat It". This is an Alliance event with our partners from the National Purchasing Association, InfoTech Niagara and the Buffalo Niagara Human Resource Association. We are expecting over 100 attendees for this panel discussion, so you will not want to miss it. If you happened to read this Sunday's Buffalo News, the front page of the Business section featured an article on this exact same topic.

Personal development is the main reason people attend Professional Development meetings. If you want to stay competitive and on top of your game, you have to invest in yourself. You joined APICS for a reason and now is the time to take advantage of what this organization has to offer. Invest in yourself and show your support of the Buffalo APICS Chapter by attending this event. In addition to hearing from local business leaders and college and university professors on this very relevant topic, you will enjoy a great meal at Fanny's Restaurant; earn points towards your APICS Certification; and take advantage of many great networking opportunities with business professionals from organizations and companies across Western New York.

Thank you for your support thus far and hope to see you next week.

Rick

Rick Haniszewski, CPIM
2007-2008 President, APICS-Buffalo Chapter

Does your company have any job openings in the operations area? Contact our APICS-Buffalo Placement Director Tom Ryan at (716) 876-9855 or tom.ryan@caplugs.com to help find an APICS professional to fill it!

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.





**“Lean Office”
with Patrick
Wirth at
Fisher-Price:**

**1) How effective
was the speaker?:**

0% poor, 0% fair,
2% average, 38% good, 60% excellent

2) How useful was the topic?:

0% poor, 0% fair, 12% average,
40% good, 48% excellent

**3) Would you attend a future session
on this topic with a different speak-
er?:**

80% yes; 20% no

**4) How much knowledge did you
gain from this program?:**

Scale 1 to 5 from little to a great deal:
#1 (0%), #2 (6%), #3 (22%), #4 (56%),
#5 (16%)

**5) What is your level of expertise in
this topic area?:**

Scale 1 to 5 from none to expert: #1
(4%), #2 (32%), #3 (28%), #4 (32%),
#5 (4%)

**6) Did you learn ideas/techniques to
be applied on your job?:**

96% yes, 4% no

**7) Was the program announcement
accurate?:**

98% yes, 2% no

**8) Were the food & facilities satisfac-
tory?:**

100% yes, 0% no

**9) My main reason for attending this
PDM was:**

0% price; 12% networking, 80% topic,
8% location

Comments:

- ◆ Great program.
- ◆ Excellent; good job!
- ◆ Well organized.
- ◆ Fantastic dinner.
- ◆ Excellent presentation.
- ◆ Speaker was informative and fun.
- ◆ Too long; too much intro.
- ◆ Room was small.
- ◆ Would like to have copy of presentation to take with me.

APICS Student Chapters Report:

Canisius:

With the onset of the fall semester, APICS Student Chapter at Canisius College is beginning its activities. Recently, the elected officers for the 2007-2008 year met to discuss plans for the upcoming weeks and months. As it stands right now, we have a general meeting scheduled for October 2nd where the officers will discuss this year’s plans and allow the opportunity for potential members to join. Our membership director and faculty advisers are currently promoting the organization and informing many underclassmen of the benefits APICS has to offer. We hope to see many fresh faces for our kickoff meeting. Our short term plans include a gathering for all club members at Froghair's Restaurant in Amherst. This will give new members a chance to meet each other and discuss the club in greater detail. The dinner is scheduled for mid-October. In the months that follow we have planned for several tours of local businesses and manufacturers. The details are still being ironed out.



UB:

At their recent meeting student speakers presented on SCOM internship/work experiences and planned their first plant tour at Covanta Energy for Friday, October 5 at around 1 p.m. They are still looking for a few leadership positions and a webmaster.

The students are always looking for speakers and tours, so please contact mrugg@buffalo.edu if you want to offer a tour or speaker for either school.

Melissa Ruggiero, Associate Director
Frank L. Ciminelli Family Career Resource Center
University at Buffalo School of Management

Buffalo Niagara Professional Alliance Update

The Buffalo Niagara Professional Alliance is a great way to learn more about professions that most of us interact with on a daily basis. The Human Resource, IT, and Purchasing functions are often very involved with our work in Operations Management. APICS has teamed up with the following organizations to help foster a better understanding and create learning and networking opportunities for our members. For information on our Alliance partners, please visit the following websites to learn more about each organization. Or better yet, stop by the next BNPA Meeting next Wednesday, October 3rd and get a chance to meet these talented professionals.

- Jeff Ball, APICS Board

National Association of Purchasing Management - NAPM
www.napmbuffalo.com

Buffalo Niagara Human Resource Association - BNHRA
www.bnhra.org

InfoTech Niagara
www.infotechniagara.org

Association of Operations Management - APICS
www.apics-buffalo.com

Buffalo Niagara Professional Alliance - BNPA
www.bnpanniance.org

EDUCATIONAL OPEN CLASSES



STARTING January 15 or 16, 2008

Fundamentals of Inventory Management

Tuesday nights at 6:15 pm ♦ NEC

- ♦ \$525 non-members, \$500 member ♦ 11-12 weeks **

Execution and Control of Operations

Wednesday nights, time tbd ♦ UB

- ♦ \$525 non-member, \$500 member ♦ 10 weeks **

CSCP (Certified Supply Chain Professional) Certification

Tuesday nights at 6:30 pm ♦ UB

- ♦ \$1000 non-mem or member # ♦ 13 weeks ***

STARTING April 15, 2008

Basics of Supply Chain Management

Tuesday nights at 6:30 pm ♦ UB

- ♦ \$525 non-member, \$500 member ♦ 11 weeks **

** 4 or more from one company: \$450 per student

*** 4 or more from one company : rate tbd

Includes one year membership or renewal

NEC - New Era Cap, downtown

UB - University of Buffalo, North Campus

To Register, please contact
Education Director Ed George at
(716)876-3837 or
eGeorge43@yahoo.com. Use the
form to requisition payment after
confirmation of course from Ed.

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

Take advantage of this service 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.

APICS Education Registration Form

I would like to register for the following class(es):

- Fundamentals of Inventory Mgmt. \$ _____
- Executive & Control of Operations \$ _____
- CSCP Certification \$ _____

TOTAL AMOUNT ENCLOSED \$ _____

Name _____

APICS Member ID# _____

Company _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

E-Mail _____

Mail or fax this registration form to: APICS-Buffalo Chapter,
PO Box 888, Hamburg, NY 14075, Fax (716) 646-1599

**For questions and confirmation of course details, contact
Education Director Ed George at 876-3837 or email
eGeorge43@yahoo.com.**

Make checks payable to: APICS-Buffalo Chapter and either
give to instructor the first night of class or mail to Ed at the
above APICS address with a copy of your registration form.

Announcing...



The Buffalo Chapter of APICS will be combining an optional 3 hour workshop, entitled "**Cataloguing Your Experience**", prior to the Professional Development Meeting, covering "**Career Insurance**", on **Tuesday, November 27, 2007.**

The events will be held at the centrally-located Millennium Airport Hotel. You may register for either session at \$25 each or both for \$40...a 20% discount for those registering for both Workshop & Dinner! Register by November 19th please.

Information on Dinner Meeting!

Tuesday, November 27, 2007
Millennium Airport Hotel
2040 Walden Avenue, Buffalo, NY 14225
5:30 p.m. registration; 6:00 p.m. dinner; 6:30 p.m. program
Cost: \$25.00* (see discount info for both dinner & workshop)
Presenter: Gary W Pezzuti

We are pleased that this presentation has been a topic covered at the International APICS Conference:

"Career Insurance"

We have Health Insurance, Life Insurance, House Insurance, Auto Insurance... maybe Dental, Mortgage and Disability Insurance. Career Insurance insures your insurances. Most employees and job candidates listen to WII-FM throughout their entire career...and most employees never reach their potential.



Research shows, and recent history supports, that regardless of an employee's performance or ability, he/she will seek a new position every 4 to 5 years, often within the same firm.

Too often, with a myopic perspective, MOST candidates are never given serious consideration... not for lack of ability... but lack of understanding WHAT SPECIFICALLY the hiring manager is seeking.

Assuming they know what technical and managerial skills are required, the employee / candidate fires off a litany of outstanding qualifications and accomplishments... and wonders what went wrong??? "The "most qualified" employees are too often passed over for career opportunities... they talk too much... and about the wrong things."

Some of the topics to be addressed include:

- ◆ Our "World of Ex-Change" - What Can You Offer the Firm
- ◆ Employment: A Job... or A Career
- ◆ Being "good at what you do" is not enough
- ◆ Personal Evaluation
- ◆ Networking
- ◆ Supply Chain Career Planning in the 21st Century "

You will learn about career planning, job market trends, and growth expectations including:

- ◆ Altering career expectations to reflect potential shorter stays with an employer.
- ◆ The decrease of larger / midsize departments providing one stop career growth.
- ◆ Climbing the ladder of success naturally involves competition... What do they know that you should know?

Information on Workshop!

From our colleagues in Region One, we learned that this fast paced workshop is a top-rated event in attendance and content. We are delighted that Gary Pezzuti will offer the workshop the afternoon of our PDM...it will also be held at the Millennium Hotel from 2-5 p.m. You owe it to yourself to attend this valuable program.

Tuesday, November 27, 2007
2:00 - 5:00 p.m.
Millennium Airport Hotel
2040 Walden Avenue, Buffalo, NY 14225
Cost: \$25.00* (see discount info for both dinner & workshop)

"Cataloguing Your Experience"

By Gary Pezzuti, Summit Group Consultants

Research shows, and recent history supports, that regardless of an employee's performance or ability, he/she will seek a new position / employment every four to five years. Too often, with a limited perspective, an employee / candidate fail to recognize opportunities and begin to travel a path that may not be the most productive.



"You don't know how much you really know...and therefore don't know how to effectively present that which you DO know."

What You Will Learn:

- ◆ To think and present in disciplines...rather than jobs or titles.
- ◆ How versatile your expertise really is.....and how much you really do know.
- ◆ To evaluate your strengths based on your career goals.....and increase your options.
- ◆ To be more effective in your profession.....employ your APICS education.
- ◆ To see your involvement from a broader perspective.....clearly see the whole picture.
- ◆ To become a 'contributor' rather than a 'liability'.....an innovator rather than firefighter.

"The most qualified candidates rarely get promoted or hired...they talk too much... and about the wrong things."

Continued on page 6

continued....**"Cataloguing Your Experience"** and **"Career Insurance"**, on **Tuesday, November 27**

Who Should Attend?

- ◆ Those who will sit for their annual review...
- ◆ Candidates applying to 'Internal Postings'...
- ◆ Employees seeking promotions and/or management positions...
- ◆ Managers / Staff who screen/qualify candidates or conduct interviews...
- ◆ Anyone involved in training / instruction / education...
- ◆ Managers performing employee reviews...
- ◆ Students / Practitioners seeking to chart a career path...
- ◆ Those preparing reports/presentations to top management...
- ◆ Anyone 'thinking of updating their resume' and/or 'on the market'...

About our Speaker:

Biography of Gary W. Pezzuti

Gary Pezzuti began in 1972 as a placement counselor and in 1981 formed SUMMIT GROUP, a firm specializing in "Contingency Search" and "Interim Professionals" focusing on the disciplines of Operations Management including Supply Chain, Manufacturing Management, Manufacturing Engineering, QA/QC and Systems Implementation.

In the past 30+ years, serving most of the manufacturing sec-

tor, Gary has weathered four economic recessions and has observed evolutionary changes in hiring procedures as well as the emergence of numerous "magical marketing techniques". And while there are no magic pills, Gary has assembled an extremely effective method of marketing candidates... addressing the candidates needs as well as desires of the hiring authorities.

Gary Pezzuti is a frequent speaker at numerous APICS, ISM, IMA and ASQ chapter meetings across the country. He also provides Outplacement Counseling and has conducted Community Workshops, Career Planning Retreats and Regional Conferences including Congress For Progress; Seminar One and The 6-Packed Conference in San Antonio and the 2007 APICS International Conference in Denver, CO in October.

In addition, Gary has been a member of the Northern New Jersey Chapter of APICS since 1981; serves as Treasurer for Central Jersey Chapter of APICS and Secretary for West Jersey Chapter of APICS. He is Past President of the Board of Unity Church of NYC, Treasurer of The Eric Butterworth Foundation and Adjutant for the Military Order of the Purple Heart - Chapter 202.



REGISTRATION FORM (Deadline is November 19, 2007)

APICS-Buffalo Chapter Events ♦ Tuesday, November 27, 2007

1. Name _____ Title _____

Phone: Business _____ Fax _____ E-mail _____

Please register me for: Workshop: Cataloguing Your Experience PDM Dinner: Career insurance

2. Name _____ Title _____

Phone: Business _____ Fax _____ E-mail _____

Please register me for: Workshop: Cataloguing Your Experience PDM Dinner: Career insurance

3. Name _____ Title _____

Phone: Business _____ Fax _____ E-mail _____

Please register me for: Workshop: Cataloguing Your Experience PDM Dinner: Career insurance

Company _____

Address _____

City _____ State _____ Zip _____

Checks made payable to: APICS-Buffalo Chapter

Mail to: PO Box 888 • Hamburg, NY 14075-0888 or fax to 716/646-1599.

Questions: ppmbs@roadrunner.com or 716/648-0972.

www.apics-buffalo.com