

Next PDM & Half-Day Workshop...

APICS-Buffalo Chapter presents a day of professional development & personal enhancement...

Tuesday, November 27, 2007

Millennium Airport Hotel
2040 Walden Ave., Buffalo NY 14225

Presenter: Gary W Pezzuti

Workshop from 2:00 - 5:00 p.m.
(check-in at 1:30 p.m.)

"Cataloguing Your Experience"

Cost: \$25.00*

Professional Development
Dinner Meeting

"Career Insurance"

5:00 p.m. registration & networking
6:00 p.m. dinner & program
Cost: \$25.00*

**We invite you and your associates to join us!
Open to all interested parties!**

** You may register for either session at \$25.00 each or both for \$40.00. Inquire about student pricing.*

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 **Monday, November 19th**

PDM "Dinner" Program: "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?

Workshop Program:

"Cataloguing Your Experience"

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.

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

"Cataloguing Your Experience" Workshop continued from page 1...

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 professionemploy 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.

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'...

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

About our Speaker: 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.

Pezzuti has weathered four economic recessions and has observed evolutionary changes in hiring procedures as well as the emergence of numerous "magical marketing techniques".

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 APICS, ISM, IMA and ASQ meetings across the country. He provides Outplacement Counseling and has conducted Community Workshops, Career Planning Retreats and Regional Conferences including the 2007 APICS International Conference in Denver in October.



Dear APICS Members,

Regarding the flyer you've already received with details on our upcoming workshop and dinner meeting on Tuesday, November 27... please take action now, before the turkey day activities slow you down! Call Nancy at our office to register! Or follow the streamlined links provided on our website to register online.

Gary Pezzuti presented at the National Conference where he was rated excellent. He is a well respected "Head Hunter" who can assist one in knowing what qualities and competencies are looked for in individuals. APICS is most fortunate to have him meet with us in Buffalo and share two topics; you may register for either or both. An overview follows:

1) The afternoon workshop offers a rare opportunity to work on personal development that can benefit one's role in succession planning, building a career ladder, or conducting a job search. **Cataloguing your Experience is from 2 to 5**

2) The evening will kickoff with networking at 5:00 p.m. which will precede the Professional Development Dinner Meeting when Pezzuti will present on **Career Insurance**, a topic evaluators rated excellent regarding quality content, worthiness of repeating, and useful information.

3) A Discount is available if you register for both or are a student member.

The event is conveniently located at the Millennium Hotel (former Sheraton) on Walden Avenue. I look forward to networking with you at both the workshop and dinner, please register now and I will see you there!

Kim Smith
Program Co-Chair

Name _____

Title _____

Company _____

Phone: Work _____ Fax _____

E-mail _____

Please register me for:

Workshop: Cataloguing Your Experience

PDM Dinner: Career Insurance

Checks payable to: APICS-Buffalo Chapter

PO Box 888 • Hamburg, NY 14075

or fax to 716/646-1599

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

www.apics-buffalo.com

Reservations requested by Nov. 19, 2007



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UB STUDENT REP:

Elena Acosta

CANISIUS STUDENT REP:

Troy Graziani

APICS Members & Associates:

Some of your APICS-Buffalo Chapter board members just returned from a busy four days at the International Conference and Expo in Denver. It started out on Saturday with a full day of leadership training and a formal banquet Saturday evening kicking off the event and celebrating APICS 50th anniversary. Sunday through Tuesday was filled with plenty of networking opportunities for us to: share ideas and opportunities with other Chapters around the country; listen to thought provoking, motivational keynote speakers; and attend educational sessions to hone our skills in topics of Supply Chain, LEAN and many other Operations Management related subjects.

Denver was a fine host city and is absolutely beautiful with the snow-capped Rockies providing a breathtaking backdrop. I found the weather to be as unpredictable as Buffalo's weather. When I arrived on Saturday it was 65 degrees and sunny but I woke up to a fresh 2" blanket of snow covering the ground Sunday morning. By the end of the conference on Tuesday, the golfers were out playing in short sleeves and 80 degree weather.

While at the Conference we had an opportunity to attend two sessions featuring speakers Gary Pezzuti and Dan Marino, whom our Program Directors were able to lure into speaking at our upcoming monthly PDM's here in Buffalo. Gary Pezzuti will be the speaker / presenter at our November Seminar / Professional Development Meeting on November 27th. What I liked about Gary was that of all the different sessions I attended, Gary provided me with simple everyday examples and many tools I could actually walk away with and apply today in my career development. You don't want to miss his seminar or PDM coming up here in just a couple of weeks!

Dan Marino will be our Top Management Night speaker held on March 4, 2008. Dan brings with him 25+ years of practical knowledge and hands-on expertise in the area of materials and manufacturing. Dan has pretty much done it all and will be discussing how you can optimize LEAN and ERP in an E-commerce world. Dan is an insightful and entertaining speaker. This is another one you will want to make sure is marked on your calendar.

The big news at the conference was the announcement of the new partnerships APICS has forged with Aberdeen Research, AMA Business and Management training and IBF. These relationships will benefit all members by providing new tools with full access to Research and Business and Management training.

♦Aberdeen Research - Aberdeen Group is the leading provider

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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.

of fact based research focused on the global technology-driven value chain. APICS members will have unrestricted access to the entire Aberdeen Research Archive of more than 5,000 documents.

♦AMA Business and Management Training - The American Management Association (AMA) is a world leader in professional development and performance-based learning solutions. AMA has entered into an agreement to provide business and management education to APICS members.

♦APICS/IBF S&OP Conference - an agreement between the IBF and APICS to co-present a comprehensive Sales and Operations Planning Conference in June 2008 in Chicago.

Once again, APICS is committed to providing current and relevant education to its members. These new relationships and additional member benefits confirm that commitment by providing the tools and knowledge required to be successful in today's global workplace.

Rick

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

APICS Student Chapters Report:

Canisius:

The APICS Canisius Chapter had a rendezvous at Froghair's Restaurant in Amherst on Tuesday, October 23th. This provided a relaxed atmosphere and an opportunity for everyone to network and meet other group members. New members were able to connect with current members and our faculty advisers, Dr. Fish and Dr. Shambu. As we move on into November, we are in the process of scheduling tours with several local manufacturers and businesses. The dates and times will be ironed out in the near future.

- Troy Graziani, Canisius Chapter



UB:

SCOM Club at UB gathered four guests from M&T, Perry's Ice Cream, Wal-Mart and VWR International in September and went on a plant tour at Covanta in October. SCOM will hold more activities during the Spring semester and probably launch an Operations Mentorship Program so that second-year MBAs help first year MBAs on their first Operations class, Operations internship search and general advice on electives and academics.

- Elena Acosta, UB Chapter

Contributing to the education and career development of our future talent pool is incredibly rewarding as well as a smart recruiting tool for your organization. Both chapters continuously look for companies to offer tours and for managers to be speakers at their meetings. Contact Troy at graziant@canisius.edu or Elena at eacosta@buffalo.edu if you would like to get involved. Thank you.

Melissa Ruggiero, APICS Student Chapter Director
Associate Director

Frank L. Ciminelli Family Career Resource Center
University at Buffalo School of Management



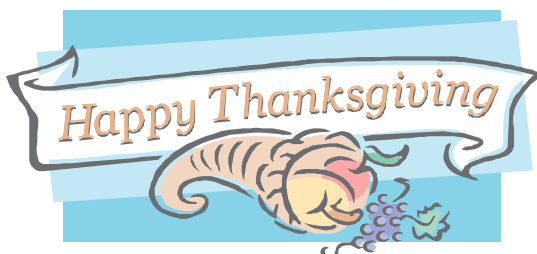
Did you know that APICS has a Placement Committee?

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!



September 1 - November 1, 2007:

Lauren E. Schieb, Student, Canisius College
Corwin Spearman, Winfield Industries
Matthew M. Kromer, Prestolite Electric
Lynn D. Miller, Rich Products Corporation
Sreenath Gopinathan, Student, SUNY @ Buffalo
Aaron Barber, Sherex Fastening Solutions
Kristopher A. Coppola, CBO Glass
Steven A. Davis, Tapecon Inc.



EDUCATION NEWS...

Looking For Instructors

The APICS Buffalo Chapter is looking for instructors for CPIM and CSCP certification review courses. If you are interested in being an instructor and are certified, have previous teaching experience, and are flexible when you can teach, please contact Ed George at 876-3837 or at egeorge43@yahoo.com. We are especially interested in recruiting daytime instructors.

Current Classes

The only current open class is The Basics of Supply Chain Management being held at New Era Cap. The Fundamentals of Inventory Management and the Execution and Control of Operations are scheduled for January. The Basics of Supply Chain Management and the CSCP certification review class are scheduled for April.

We are also conducting CPIM classes at Rich Products and Prestolite. A CSCP class is currently being given at Moog and another may be scheduled in the March to April timeframe with possible outside attendance allowed.

Discussions have begun with other companies for dedicated classes in 2008. If your company is interested in having a dedicated class, please contact Ed George at 876-3837 or at egeorge43@yahoo.com.

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 **

STARTING April 15, 2008

Basics of Supply Chain Management

Tuesday nights at 6:30 pm ♦ UB
♦ \$525 non-member, \$500 member ♦ 11 weeks **

CSCP (Certified Supply Chain Professional) Certification

Tuesday nights at 6:30 pm ♦ UB
♦ \$1000 member, \$1200 non-member (includes one year membership for new members) ♦ 13 weeks ***

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

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

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.

APICS Education Registration Form

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

- Fundamentals of Inventory Mgmt. \$ _____
 Executive & Control of Operations \$ _____
 Basics of Supply Chain Mgmt. \$ _____
 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.