



Next PDM ...

**Wednesday,  
January 16, 2008**

The Fairdale Banquet Center  
672 Wehrle Drive, Amherst, NY 14225

**5:30-6:00 p.m.....Registration &  
Networking**

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

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

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 requestd by  
**Monday, January 14th**

\* If you find that you can attend after the  
“deadline,” please give us a call. Likewise,  
if you make a reservation and cannot attend,  
please cancel.

**Program:**

**“Building the Future at Rich  
Products with Sales and  
Operations Planning”**



- Why S&OP for Rich Products and why now?
- What is the Rich’s “Proven Path?”
- How Rich’s is tailoring the Oliver Wight process to meet the needs of the business.
- Keys to success-sponsorship and top management.
- Driving accountability throughout the business for the S&OP process.
- WIIFM each functional area.

**Speaker:**

Matt Bartels is currently Director of Sales and Operations Planning for Rich Products Corporation. With over 15 years experience in supply chain management, Matt has worked in a variety of industries from plumbing to automotive to the food industry. He will share his hands-on experience of over eight years in Sales and Operations Planning.

Matt Bartels is a member of our APICS-Buffalo Board of Directors and has been CPIM certified since 1993.

**Directions...**



**From the Youngman Highway: (East)**

Take the Youngman to the Main Street East exit at the second red light (So. Forest Road) take a right hand turn – the next red light is the intersection of Wehrle.

**From the South:**

Take the 90 to the Cleveland Drive exit (just past the galleria mall) at the exit take a right hand turn – you will pass through a flashing light at the next light (Beach Road) take a left hand turn – the next red light is the intersection of Wehrle Drive.

When you exit the interstate from either direction you are less than a mile from the Fairdale.



**Looking ahead...**

**Wed., February 6, 2008  
BNP Alliance Meeting**

**Tuesday, March 4, 2008  
Top Management Night**



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

PO Box 888 • Hamburg, NY 14075-0888  
Phone (716) 648-0972 • Fax (716) 646-1599  
Website: www.apics-buffalo.com



## President's Message

### APICS-Buffalo's Board of Directors 2007-2008

**PRESIDENT:**

Rick Haniszewski, CPIM  
Fisher-Price/Mattel  
636 Girard Avenue  
East Aurora, NY 14052-1824  
(716) 687-3951  
Fax: (716) 687-3098  
rick.haniszewski@fisher-price.com

**VP & ALLIANCE EVENTS:**

Jeffrey J. Ball  
Luvata Buffalo Inc.  
PO Box 981  
Buffalo, NY 14240-0981  
(716) 879-6935  
jeffrey.ball@luvata.com

**SECRETARY:**

Andrew Becker  
797 Starin Avenue  
Tonawanda, NY 14223  
andrew\_becker@praxair.com

**TREASURER:**

Richard Wasiura, CPIM  
112 Robin Lane  
West Seneca, NY 14224  
(716) 875-8514  
richardwasiura@hotmail.com

**PROGRAMS/ARRANGEMENTS CO-DIRECTOR:**

Bill Helfrich, CPIM  
116 Tanglewood Drive  
Orchard Park, NY 14127  
(716) 662-7927  
bh7831@aol.com

**PROGRAMS/ARRANGEMENTS CO-DIRECTOR:**

Kimberly Smith, C.P.M., CPIM  
Praxair, Inc.  
PO Box 44  
Tonawanda, NY 14151-0044  
(716) 879-7834  
kimberly\_smith@praxair.com

**MEMBERSHIP/COMPANY COORD. CO-DIRECTOR:**

John P. Blest, JONAH  
102 Brookside Terrace West  
Tonawanda, NY 14150-5906  
(716) 692-7410  
jblest@roadrunner.com

**MEMBERSHIP/WEBSITE CO-DIRECTOR:**

John Neureuter, CPIM, CIRM  
138 Judith Drive  
Cheektowaga, NY 14227  
(716) 834-3251  
john.neureuter@adelphia.net

**TMN MANAGER:**

Joost Vles  
34 Rue Madeline Way  
Lancaster, NY 14086  
(716) 870-1000  
joost.vles@gmail.com

**STUDENT CHAPTER DIRECTOR:**

Melissa Ruggiero  
SUNY at Buffalo  
308 Alfiero Center  
Buffalo, NY 14260  
(716) 645-3232  
mrugg@buffalo.edu

**EDUCATION DIRECTOR:**

Ed George, CFPIM  
71 Palmer Avenue  
Kenmore, NY 14217  
(716) 876-3837  
eGeorge43@yahoo.com

**PLACEMENT DIRECTOR:**

Tom Ryan  
Caplugs, LLC  
2150 Elmwood Avenue  
Buffalo, NY 14207  
(716) 876-9855, ext. 193  
Fax: (716) 876-1680  
tom.ryan@caplugs.com

**MARKETING CO-DIRECTOR:**

Wayne C. Forrest  
Wayne C. Forrest & Assoc., LLC  
223 Cherrywood Drive  
Amherst, NY 14221-1504  
(716) 689-9267  
WCFAssociates@aol.com

**MARKETING CO-DIRECTOR:**

Matt Bartels, CPIM  
Rich Products Corp.  
1 Robert Rich Way  
Buffalo, NY 14213  
(716) 878-8963  
mbartels@rich.com

**MARKETING MANAGER:**

Elena Acosta  
4280 Chestnut Ridge Road (G-2)  
Amherst, NY 14228  
(716) 861-8586  
eacosta@buffalo.edu

**ASSOCIATES:**

**REGION REPRESENTATIVE:**

Ron Calanni, CPIM  
4720 Baker Street  
Lakewood, NY 14750  
(716) 456-2351 (w)  
rjcalanni@jep.cummins.com

**BUSINESS SUPPORT:**

Nancy Boyd Haley  
PPM Business Services  
PO Box 888  
Hamburg, NY 14075-0888  
(716) 648-0972  
Fax: (716) 646-1599  
ppbms@roadrunner.com

**UB STUDENT REP:**

Elena Acosta

**CANISIUS STUDENT REP:**

Troy Graziani

APICS Members & Associates:

I would like to wish everyone a Happy New Year and look forward to the second half of the APICS calendar year. We have some exciting programs planned and I hope you will all take advantage of the opportunity to attend.

Back in the summer when I took over as President (my August newsletter), I promised you that the BOD would focus our attention on upgrading our programs and professional development opportunities, bringing you quality speakers and topics you can all relate to and find useful in your current positions. I was not sure how quickly we could turn it around but I was hopeful we could impact this year.

To recap what we have done so far: we kicked off the year with some local interest with Mr. Patrick Wirth from Fisher-Price Inc., presenting his "Lean Front Office" program at Fisher-Price in September; followed by the Internationally-renowned Mr. Gary Pezzutti discussing "Career insurance" with a "how to" clinic on cataloging your career and personal development techniques in November; and closed the year with our very own Board member Ms. Kimberly Smith of Praxair Inc., presenting "Strategic Sourcing Using Six Sigma Methodology". Each of these PDMs was rated extremely high by those who attended and will certainly be added to the "Highly Recommended" list of speakers for future reference. Based on what you have seen so far, I hope you can all agree that we have, in fact, upgraded our PDM offerings and we are well on our way to accomplishing our goal. But we are not done and some of the best is yet to come.

Bringing in the New Year, our January PDM (January 16) topic will be "S&OP" and will be presented by another local interest and APICS Board member, Matt Bartels of Rich products. Matt is the "S&OP" Director at Rich Products so this is a great opportunity to hear from someone who lives in the S&OP environment everyday. Our February meeting will be our "Alliance" meeting with our partners from BNHRA, NAPM and InfoTech Niagara. You will not want to miss this one either, as we are excited to announce that the new Erie County Executive Chris Collins has agreed to be one of the panelists when we discuss the topic of "How Politics Influence Business and Business Influence Politics". This meeting will be held on Wednesday, February 6. March's PDM is our Top Management night with guest speaker Dan Marino.

I could go on, but I think you see where I am going with this. We, your Board of Directors, especially the Program Directors, Kimberly Smith and Bill Helfrich, have worked hard to bring plenty of great speakers and topics to you already and have some great programs planned for the remaining PDMs. I hope you will find the time to join us in the future and not miss out on these excellent opportunities. We are starting to work on next year's programs, so if there is a topic you would like to hear about or a speaker you heard and would like to recommend, please send me a note so we can look into it for you.

See you at the next meeting.

*Rick*

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



## “Strategic Sourcing Using Six Sigma Methodology”

Kim Smith presenting at Holiday Inn - Amherst.

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

0% poor, 0% fair, 0% average, 20% good, 80% excellent

### 2) How useful was the topic?:

0% poor, 0% fair, 0% average, 25% good, 75% excellent

### 3) Would you attend a future session on this topic with a different speaker?:

100% yes; 0% no

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

Scale 1 to 5 from little to a great deal: #1 (0%), #2(0%), #3 (0%), #4 (10%), #5 (90%)

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

Scale 1 to 5 from none to expert: #1 (0%), #2 (0%), #3 (20%), #4 (75%), #5 (5%)

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

100% yes, 0% no

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

100% yes, 0% no

### 8) Were the food & facilities satisfactory?:

100% yes, 0% no

### Comments:

- ◆ A good meeting.
- ◆ Presentation exceptional.
- ◆ Well organized.
- ◆ Messages pertinent.
- ◆ Venue exceptional.
- ◆ Food exceptional.

## Companies Represented in APICS-Buffalo:

Accellent  
 Accumed Technologies  
 American Axle & Mfg  
 American Sales Company  
 Angus Buffers & Biochemicals  
 API Heat Transfer Inc  
 Applied Scienes Group  
 Astellas Pharma Mfg, Inc  
 Automated Computer Solutions  
 AVOX Systems Inc  
 Baillie Lumber Company  
 Buffalo Technologies Corp.  
 Cameron Compression  
 Canisius College Student Chapter  
 Caplugs LLC  
 Carleton Technologies Inc  
 CBO Glass  
 Chameleon Color Cards  
 Ciredon Group  
 Cliffstar Corporation  
 Coca-Cola Bottling Company of Buffalo  
 Compu-Mail  
 Continental Automotive  
 Contract Pharmaceuticals Limited Niagara  
 Curbell  
 Curtis Screw Co Inc  
 Delphi Harrison Thermal Systems  
 Derrick Corporation  
 DuPont Surfaces  
 Dynabrade Inc  
 Eastman Kodak Company  
 EI Dupont  
 Enidine Incorporated  
 Erie Community College Student Chapter

ESI Technologies Inc  
 Ethox Corp.  
 Fisher-Price  
 Flexovit USA Inc  
 FMC Corporation  
 Gaines Metzler Kriner & Co. LLP  
 Gemcor  
 General Motors Powertrain  
 Graphic Controls Corp.  
 Great Lakes MDF, LLC  
 Greatbatch Inc.  
 Harlequin Sales Corp  
 Harmac Medical Products  
 HMX Tailored  
 Honeywell International  
 Howden Buffalo Inc.  
 Husky Injection Molding Systems  
 Insyte Consulting  
 Invitrogen Corp.  
 Ivoclar Vivadent Inc  
 JA Webb Inc.  
 Jiffy-tite  
 K-D Fluid Power Corp  
 Kistler Instruments  
 Koike Aronson Inc.  
 Leica Incorporated  
 Luvata  
 McGard Incorporated  
 Medaille College  
 Mono-Systems, Inc.  
 Moog Inc.  
 Morton Grove Phar.  
 Multisorb Technologies  
 New Era Cap Company  
 Now-Tech Ind., Inc.  
 Parfoam Products Inc.  
 PCB Piezotronics  
 Peerless Winsmith  
 Perfect Fit Glove Co.



Perry's Ice Cream Company Inc  
 Praxair Inc.  
 Precision Photo-Fab Inc.  
 Prestolite Electric Inc.  
 Protective Closures Mokon Div  
 R.P. Adams Co., Inc.  
 Reichert Ophthalmic Instrument  
 Reimann & Georger Corp.  
 Re-Tronics  
 Rich Products Corporation  
 RNY Business Consulting  
 Rosina Food Products Inc.  
 Safetec of America Inc.  
 Sherex Fastening Solutions  
 Staub Machine Co., Inc.  
 SUNYBuffalo Student Chapter  
 Taber Industries  
 Tapecon Inc.  
 The Mentholatum Co.  
 USC Consulting Group  
 Visteon Climate Control Systems  
 Washington Mills  
 Watson Bowman Acme  
 Wayne C Forrest & Associates LLC  
 WNY Technology Development Ctr.  
 Winfield Industries



December 2007:

Jim Kupczyk, Rich Products Corp.  
 Vesudevrao Deshpande  
 Chris Zent, Purina

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.





# APICS 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 Fundamentals of Inventory Management and the Execution and Control of Operations are scheduled for January. The CSCP certification review class is set for March at Moog. The Basics of Supply Chain Management is scheduled for April.

We are also conducting CPIM classes at Rich Products and Prestolite. 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 ♦ New Era Cap  
♦ \$525 non-members, \$500 member ♦ 11-12 weeks \*\*

#### Execution and Control of Operations

Wednesday nights, time tbd ♦ UB, North Campus  
♦ \$525 non-member, \$500 member ♦ 10 weeks \*\*

### STARTING March 2008

#### CSCP (Certified Supply Chain Professional) Certification

Tuesday nights at 6:30 pm ♦ Moog  
♦ \$1000 member, \$1200 non-member ♦ 13 weeks \*\*\*

### STARTING April 15, 2008

#### Basics of Supply Chain Management

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

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

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

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.