

Next PDM...

**Wednesday,
September 22, 2010**

Salvatore's Italian Gardens

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:

Italian Wedding Soup
Salad
Veal Parmigiana
Penne Pasta
Dessert

Reserve Early...

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 17th

* If you find that you can
attend after this date,
please give us a call.

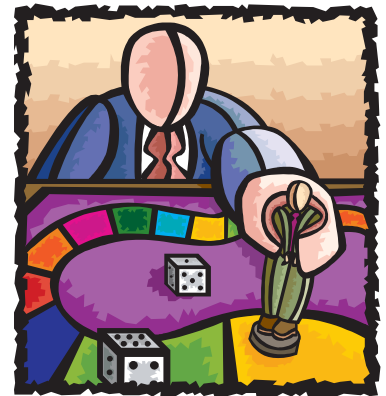
**Same-day cancellations or
no-shows will be invoiced.**

Program:

Leveraging Supply Chain Strategy and Innovation to Create a Competitive Advantage

Many times, supply chain strategy is an afterthought to business strategy - after all, many executives believe the supply chain will just execute the corporate strategy and ensure delivery performance. Although that is important, in today's "New Normal", it is no longer acceptable. Instead, companies must leverage supply chain strategy and innovation to create a competitive advantage and accelerate cash flow.

This presentation will focus on the keys to supply chain strategy formulation, innovation and execution, focused on achieving sustainable business results. Through examples and case studies, we will learn a few best practices in supply chain strategy, why many of the common approaches to strategy formulation and execution fail and how to become the exception through some common sense, yet rare, approaches.



Speaker's Bio:

Lisa Anderson MBA, CSCP

President - LMA Consulting Group, Inc

Lisa Anderson is a senior operations and supply chain executive and founder and President of LMA Consulting Group, Inc. She is an expert in accelerating cash flow and streamlining operations. Her practice focuses on aligning people and revamping processes to improve performance. She excels at unlocking hidden value in order to achieve results that are rewarding for investors, employees, and customers alike. Lisa's core services include process control, mergers and acquisitions integration, turnarounds and project management. Lisa's been a featured speaker at several industry conferences and has been quoted in Industry Week, ABC News, and the Los Angeles Times.

Lisa serves as President of the Inland Empire Chapter of APICS (the Association of Operations Management) and as an Advisory Board Member for the development of an Advanced Supply Chain Certification program at California State University Fullerton's Extended Education. She is Board Approved in Supply Chain Strategy by the Society for Advancement in Consulting (SAC), an APICS Certified Supply Chain Professional (CSCP), received an MBA with an emphasis in Finance from California State University at Fullerton and a BS in Business Administration with an emphasis in Operations Management from the University of North Carolina at Chapel Hill.



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President's Message

Best Summer in 10 Years!

Is it my imagination, or was this the best summer weather we've had in many years? I hope everyone had the opportunity to spend some time with family and friends to travel, vacation, golf, swim, sail, go to the beach, picnic, and in general, enjoy the summer months. However, it is now time to begin a new program year with your APICS Buffalo Chapter, so.....

Greetings and Welcome Back to APICS-Buffalo and our upcoming 2010 -2011 Program Year!

For Operations Management and Supply Chain Professionals, the fall is a busy time as we go about the process of building company strategies, objectives, and goals. Are you devoting enough time to developing your own professional objectives or is your career on autopilot waiting for someone else to "make it happen" for you?

I would like to once again challenge you to spend more time on developing your own personal and career goals, and building a plan to achieve them. As you start to define your career goals, I would urge you to include education, training, and leadership development among your top priorities.

This year APICS-Buffalo will offer education and professional development programs that follow the theme of

"APICS - Building Your Future".

For the 2010-2011 program year, we again have a top notch Board of Directors that are dedicated to helping our membership learn and grow professionally. We have updated our education offerings by adding new instructors and course material. Leadership development and networking opportunities are also available to both current members and students who are interested in participating in the board's marketing, education, and membership committees.

I am truly excited about the potential of APICS-Buffalo Chapter to assist you as you strive to develop your skills, knowledge, and professional network in the WNY area.

But, the first step is yours.

Make plans now to begin "Building Your Future" by taking advantage of one of the many benefits provided by your local APICS-Buffalo Chapter now!

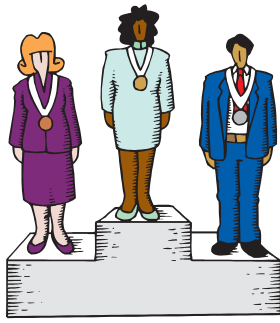
Best Regards,

Jeff Ball, CSCP
President, APICS-Buffalo Chapter

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.



The Reward is in the Eye of the Beholder



In the early 1970s I was a young teenager who was completely caught up in the Zeitgeist. I admired the long-haired rebels and radicals who were engaged in protesting the establishment and developing the counter-culture. I didn't really know what any of that meant, but to me it was all about empowering youth and declaring our independence from the adults. My parents in particular.

As with any normal teenager, I was trying to grow up as fast as I could. And, because it annoyed my parents, wearing my hair long was its perfect expression. That, and it was de rigueur among all the teenagers who wanted to be cool. So, the longer the better - or in the immortal words from the title song to the 1968 Broadway Musical HAIR, "Oh, say can you see, My eyes if you can... Then my hair's too short!"

It drove my parents completely crazy. They could not understand why any male would want to wear long hair. We fought about it all the time.

Meanwhile, I was in my first year of high school and the transition to a new school was causing my grades to drop dramatically. My parents saw an advantage, and the law was laid down: keep my grades above a certain minimum or cut my hair. It worked. I brought home a dismal report card, and it was off to the barber shop. Not surprisingly, my next report card met the minimum.

The formula is simple: if you can find out what is valuable to someone, then you have the key to motivating them. For me, at age 13, the length of my hair became the coin of the realm.

A year later, I accidentally made the Honor Roll. I say it was an accident because I was only trying to meet the minimum grades required by my parents and I somehow exceeded that. When I received the engraved certificate with the embossed gold seal, I was surprised by the feeling it gave me. I felt important - especially when my teachers praised me. I liked that feeling, and I wanted to experience it again. Suddenly the coin of the realm changed, and it was no longer the length of my hair that was motivating me. It was high grades and the sense of pride they gave me. Oh, my hair continued to grow, but my grades were all about achievement. From that point forward until I graduated, I never failed to make the Honor Roll.

Find out what is valuable to the person you want to motivate. What hobbies do they have? What are they passionate about? How do they spend their spare time? Then when you learn what rocks their world, find a way to tie your goals to it.

If you're not sure what is valuable to someone, you can always make them feel important with an award or some other public acknowledgment. Everyone likes to hear their name announced in recognition at company or association meetings. Everyone likes to read their name in print in the organizational newsletter or website. Many business newspapers have a sec-

tion where you can post your employees promotions and accomplishments. These low-cost to no-cost incentives truly have the power to motivate.

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.jump-startyourmeeting.com.



Calling for Company Coordinators

The Buffalo Chapter is expanding our "Company Coordinator Program". We are looking to establish a contact person within member companies to help promote APICS Education/Networking Opportunities!

Suggested Duties:

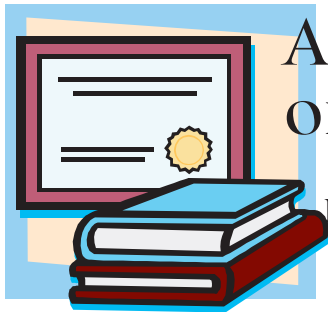
- ♦ Post APICS Buffalo Newsletters/Training Events on your company bulletin boards.
- ♦ Communicate verbally upcoming events to co-workers who may have an interest in a PDM topic. Offer to bring them to a PDM meeting with you.
- ♦ Coordinate company registration to PDM Meetings, classes, etc.
- ♦ Attend Company Coordinator Meetings - or conference calls (2 meetings per year).
- ♦ Act as a "mentor" to new APICS members in your company.

Benefits:

- ♦ Receive formal recognition in monthly Chapter Newsletters/Website.
- ♦ Build Leadership Skills and enhance your level of impact/influence w/APICS & within your company.
- ♦ Build your reputation within your company as a motivated individual skilled as an "Operation Management Professional".
- ♦ Receive 2 free PDM Vouchers (one each in Fall/Spring) for attending the Company Coordinator Meetings.

Sound interesting? We'd love to have your help/support. If you are interested and would like to learn more, email Cindy Stoddard at cindy.stoddard@aholdusa.com for more details. If you sign up in September, we'll put your name in a special drawing for a free PDM voucher to be used in 2011!

- Cindy Stoddard, CSCP
Company Coordinator Director



APICS' Report on Education



Education Director Carol Goewey, CPIM

Educational Offering Details

CPIM (Certified Production Inventory Management)

The entire program is 44 weeks.

CPIM Body of Knowledge Modules include:

- Module 1: BSCM: Basics of Supply Chain Management (10 Weeks)
- Module 2: MPR: Master Planning of Resources (8 Weeks)
- Module 3: DSP: Detailed Scheduling and Planning (9 Weeks)
- Module 4: ECO: Execution and Controls of Operations (9 Weeks)
- Module 5: SMR: Strategic Management of Resources (8 Weeks)

Title: APICS CPIM Module #1

Basics of Supply Chain Management (BSCM)

Date: Monday, September 27, 2010 (10 weeks)

Time: 6:00 to 9:00pm

Place: Moog, Plant #1, Conference room 4

Sign-up deadline: September 13, 2010

Module 1: BSCM: Basics of Supply Chain Management (10 Weeks)

Course Outline:

- Week 1: Introduction to Supply Chain Management
- Week 2: Demand Management
- Week 3: Master Planning
- Week 4: Material Requirements Planning
- Week 5: Capacity Management and Production Activity Control
- Week 6: Aggregate Inventory Management
- Week 7: Item Inventory Management
- Week 8: Purchasing and Physical Distribution
- Week 9: Lean/JIT and Quality Systems
- Week 10: Theory of Constraints and Review Activity

CSCP (Certified Supply Chain Professional)

The entire program is 13 weeks.

CSCP Body of Knowledge Modules include:

- Module 1: Supply Chain Management Fundamentals
- Module 2: Building Competitive Operations, Planning, and Logistics
- Module 3: Managing Customer and Supplier Relationships
- Module 4: Using Information Technology to Enable Supply Chain Management

Date: Monday, September 20, 2010 (13 weeks)

Time: 6:00 to 9:00pm

Place: Moog, details to follow

Sign-up deadline: September 10, 2010

Registration can be done online at <http://www.apics-buffalo.com/>



BNP Alliance Golf Outing Was a Huge Success

On Wednesday, August 4, the Buffalo Niagara Professional Alliance, which is made up of APICS, BNHRA, InfoTech, NAPM and The Partnership, hosted their 4th annual golf outing at Diamond Hawk Golf Course in Cheektowaga. This year's beneficiary was the Family Justice Center which assists victims of domestic violence. The group raised over \$7,500 while more than 80 golfers enjoyed the golf and networking. To say it was a success would be a gross understatement.

A great time was had by all in attendance. This was my third year playing in the tournament and it was by far the most fun. I still do not know what was the best part of the event...the food, the golf course, the weather? I do know that it is an excellent opportunity to socialize with other Buffalo professionals and support a great cause.

Next year's event will be here before you know so keep your eyes open for the flyer when it comes out. A special thanks goes out to Rick Haniszewski and Pat McGovern for all of their hard work on the event representing the APICS - Buffalo Chapter.

- Matt Bartels



Wednesday, October 27, 2010
PDM

Thursday, November 4, 2010
Facilities Management Expo
Hearthstone Manor, Depew, NY
www.fmexpo.net

Wednesday, November 17, 2010
PDM

Develop Your Own Leadership Potential... Become an APICS Mentor



- Q: How can I expand my leadership skills?**
Q: How can I move forward in my career?
Q: How can I help my organization preview up-and-coming talent from WNY colleges?

A: Become an APICS Student Mentor

As a professional in our field you have a great deal to offer. By mentoring a Student Chapter member from Canisius or UB, you have an opportunity to build your own leadership and communication skills, which makes you a prime candidate for promotions and new job opportunities. Not to mention the personal gratification you gain from guiding an emerging professional through the beginning of their career.

Your company also benefits from allowing you to mentor a student; mentoring creates a positive professional climate and promotes an understanding of professional responsibilities and expectations on behalf of future job candidates. ***Plus, members whose student mentee has attended at least one professional development seminar during the year will benefit by receiving a discounted rate for Top Management Night.

Mentors' responsibilities include:

- ◆ Offer a shadowing experience or a tour of the facility where the mentor is employed.
- ◆ Encourage the student to attend all professional development meetings where the mentor can provide some insight and introduce the student to other professionals.
- ◆ Additional career-focused meetings between the student and mentor are always encouraged, (i.e. resume reviews, career planning meetings, etc.) especially if the mentor can arrange meetings with other staff in his/her company and a potential interview with human resources for an internship or full time opportunity.

Students' responsibilities include:

- ◆ Contact the mentor by phone or email to establish an initial meeting during which the student will conduct an informational interview and the mentor will discuss his or her professional experience.
- ◆ Keep in contact with the mentor occasionally with relevant academic questions or to update him/her on internship or full time job search status.
- ◆ Be appropriate and professional in all correspondence.

Matches are made only as mentors are available and are on a first-come, first served basis. If necessary, mentors who are willing will be matched with more than one student mentee.

Sign up to be a APICS Student Mentor today by emailing **Melissa Ruggiero** at **mrugg@buffalo.edu**. Subject: APICS Mentor. Include your name, title, and all contact information. Melissa will be in touch early in the fall to address any questions and students will be assigned once the students become national APICS members this fall semester.

**- Melissa Ruggiero,
Student Chapter Director**



APICS Scholarship Awarded

APICS-Buffalo is pleased to announce the selection of this year's \$250 scholarship winner. Applicants eligible for the award were immediate family of an APICS-Buffalo member who is enrolled in a full-time undergraduate or graduate program this fall.

The scholarship committee selected the recipient solely on the basis of information provided on the application such as scholastic ability, community activities, career plans and an essay. The committee does not have access to the names of the applicants.

After reviewing the applications received, the successful applicant was Kara Lignos, daughter of Bill Lignos. Kara is a graduate of West Seneca West High School and is attending UB this fall with a major in Pharmaceutical Science. An honor roll student, Kara prepared for college by enrolling in Advanced Placement (AP) courses. In Kara's words "Being enrolled in three of these classes was the most challenging thing I've ever faced academically. Carrying the courseload of three college classes on top of sports, jobs, and family was quite the task. The fact that I successfully passed all three classes and prepared myself well for the exams made me realize that I was mature enough and ready for college. These classes helped me also to gain acceptance into college, which was the most satisfying success I think any senior could ask for."

While in high school, Kara showed her leadership capabilities as captain of the Varsity Field Hockey team as well as the Varsity Lacrosse team. The school designated her as a Student of Excellence for 2009-2010. Her community service includes volunteering in the Sunday School nursery at the Weslyn Church of Hamburg.

APICS-Buffalo is pleased with the selection of Kara Lignos as our scholarship winner and wishes her well in her future endeavors.

- Rick Haniszewski