



Albany/Capital District Chapter Newsletter
March 2009 Edition



March Professional Development Meeting

Understanding the Financial Impact of Manufacturing Systems

(or Getting Senior Management's Attention on What You Do)

Jim Clark, CFPIM, CIRM ([Click for Speaker Bio](#))

Wednesday, March 11th, 2009

Location: The Desmond – Albany, NY ([Click for Directions](#))

Cocktail Hour – 5:00pm

Dinner – 6:00pm

Presentation following dinner

Dinner Choices

Filet Mignon - A char-grilled half-pound filet mignon topped with wild mushroom confit French-served béarnaise sauce with scrimshaw potato

Herb Basted Salmon - Fresh Atlantic Salmon filet drizzled with a green peppercorn chardonnay sauce, accompanied by a wild mushroom risotto

Chicken Francaise - Boneless breast of chicken sautéed and topped with a parmesan lemon butter sauce, served over garden fresh vegetable rice

Registration fee is \$10 for members, non-members, and students. All reservations should be made via e-mail to reservations@apicsalbany.org (Please include in your e-mail; Name(s), Company Name, # Attending or submit a [Meeting Reservation Form](#).)

PDM FEES Reduced for Remainder of 2009

During the Chapter's February Board of Directors meeting, the Board voted to cut Professional Development Meeting (PDM) fees for the remainder of 2009. Beginning in March, monthly PDMs will cost \$10 for members, non-members, and students. This was both in response to the tough economic times, and in recognition of the Capital District's Operations Management community, who have loyally supported the Chapter since 1976.



A Letter From The President

The Operations Management, Supply Chain Management, and Logistics professions have gained a lot of board room credibility over the past twenty years. We are now recognized as professionals who can make a significant impact on both the top and bottom line. So now that our economy, as well as the global economy, is experiencing a slower growth period compared to the last 8 years, what do we do?

The answer is that there is not a universal response for each of our individual companies. All of our companies have different strengths, weaknesses, opportunities and threats (risks). Some companies are not really being impacted by the down turn and continue business as usual. Companies that are cash rich are investing in their resources at a discounted rate (i.e. leveraging their buying power in a buyers market). Other companies are in cash preservation mode.

Regardless of where your company lies on this spectrum, Operations Management professionals can easily deliver high impact results. Now is the time to review your big ticket expense items. Cost of Materials and Inventory come to mind. While you may not be able to promise the traditional higher volumes to your trade partners, you may be able to offer a longer term commitment in order to receive better prices or payment terms. Now may also be the time that you need to manage your inventory more wisely. We all know inventory consumes capital and space with exposure of obsolescence. It may be time to review you ABC classification, consolidate vendors, implement a Vendor Managed Inventory program, or set up an inventory consignment program.

There are many tried and true ideas for cost improvement in the Operations Management arena. Go search the web, open up an old textbook or talk to other professionals at an upcoming APICS Professional Development Meeting (PDM). Yes, that was a shameless plug but no matter what project you are currently working on, odds are that another local APICS member has already done a similar project themselves. Why not come talk to that person and hear first hand what led to their ultimate success? APICS members love to talk and share their ideas. We are not very bashful.

At our last APICS Board of Directors meeting, we discussed the importance of having a tight knit Operations Management community in the Capital District. As a result of this discussion and in order to make it easier for both companies and individuals to participate in our monthly Professional Development Meetings, we are reducing the cost for members and non-members to \$10 for the remainder of the year. If your company previously sent one person for a cost of \$25, they can now send 2 people for a cost of \$20. If your company does not reimburse you, it will only cost you \$10 for night out networking with other Operation Management Professionals. To quote a local car salesman, "This is HUGE".

See you at our next Professional Development Meeting,

Josh Weinstock, CPM



2009 Albany/Capital District APICS Scholarship

For the fifth consecutive year, the Albany/Capital District chapter of APICS will be awarding two \$1,000.00 scholarships, to be presented at its annual awards dinner the evening of Wednesday, May 13, 2009. Beginning this year, scholarship eligibility has been expanded to include the general public.

To be eligible for the scholarship program, applicants must meet the following criteria:

1. The applicant must be a resident of the Capital District
2. The applicant must be a high school senior graduating in 2009 or a current full-time college student
3. The applicant must be accepted at or currently enrolled in an accredited two or four year college or university

Completed applications must be returned with a postmark of no later than April 12, 2009 and include the following:

- A letter of recommendation by a teacher/counselor from the applicant's school.
- An official transcript (and SAT scores if currently in HS)
- An essay of 300-500 words on the topic of "The current and future roles of Operations Management."

To download an application, visit www.apicsalbany.org/awards.htm. For questions or additional information, please contact Sal Ganino at (518) 377-6107 or sganino@apicsalbany.org.

2009 APICS International Conference & Expo

This difficult economy requires supply chain and operations management professionals to be more than just skilled and knowledgeable to survive. Global economic success today requires professionals to be the most experienced and educated in tried and true principles as well as the latest tools and techniques to compete.

This year, the 2009 APICS International Conference & Expo attendees will go out and face these challenges head on, enhancing their marketability, their capability, and their Global Ability.

APICS 2009 is designed to help prepare you for your next professional step—whether it's leading your organization to increased efficiency and financial health, or laying the groundwork for new career opportunities. The APICS 2009 educational program and networking opportunities can help you achieve your professional goals.

[2009 APICS International Conference & Expo](#)

October 4-6, 2009

Toronto, Ontario Canada

Join us in Toronto, Ontario, Canada, for the 2009 APICS International Conference & Expo.

APICS 2009 Learning Path Topics

- Global Supply Chain
- Demand Management, Forecasting, and S&OP
- Logistics and Distribution
- Lean
- Basics of Operations Management
- Professional Advancement
- Green for Business

Learn more at apicsconference.org.



Upcoming Educational Programs

APICS education and certification can take you from a qualified candidate to a sought-after expert. Around the world, APICS-educated and certified designees are recognized, promoted, hired, and paid more.

Certified in Production and Inventory Management (CPIM)

Since 1973, the CPIM program has educated more than 90,000 manufacturing professionals on essential terminology, concepts, and strategies related to demand management, procurement and supplier planning, material requirements planning, capacity requirements planning, sales and operations planning, master scheduling, performance measurements, supplier relationships, quality control, and continuous improvement.

Courses: Basics of Supply Chain Management, Master Planning of Resources, Detailed Planning and Scheduling, Execution and Control of Operations, Strategic Management of Resources
Dates: TBD
Day/Time: TBD
Where: EXEControl (Clifton Park)
Instructor: TBD
Cost: APICS members \$350, non-members \$400 (per course, materials not included)

Anyone interested can contact Dean Meierdiercks (447-6507 or dmeierdiercks@apicsalbany.org).

Certified Supply Chain Professional (CSCP)

The APICS CSCP brings your company's entire value chain into perspective. By giving you a truly end-to-end view of the supply chain, you become the expert, not just within your organization's walls—you become the global expert.

From manufacturing to service, in business and consumer markets, the increasingly important role of effective supply chain management affects all organizations. Customer expectations are high—with the APICS CSCP, you can ensure that your company not only meets, but exceeds them.

Course: Certified Supply Chain Professional (All Modules)
Dates: TBD
Day/Time: TBD
Where: EXEControl (Clifton Park)
Instructor: Dean Meierdiercks, CPIM, CSCP
Cost: \$2,000 (all materials included)

Anyone interested can contact Dean Meierdiercks (447-6507 or dmeierdiercks@apicsalbany.org).

APICS Lean Enterprise Workshop Series (NEW)

The workshop consists of 28 class hours and seven modules (Introduction, Lean Culture, Value Stream Mapping, Stability and Process Improvement, Just-in-time, Measuring, Sustaining). Participants will be awarded a certificate of completion from APICS. This course also counts as 28 professional development points towards CPIM and/or CSCP certification maintenance. To learn more about the new APICS Lean Enterprise Workshop Series [click here](#).

Course: Lean Enterprise Workshop Series
Dates: TBD (Flexible, depending on interest)
Day/Time: TBD (Flexible, depending on interest)
Where: EXEControl (Clifton Park)
Instructor: Todd Nadler, CPIM, CSCP
Cost: APICS members \$900, non-members \$1,150 (all materials included)

Anyone interested can contact Todd Nadler (265-8836 or tnadler@apicsalbany.org).



Albany/Capital District APICS - An Employment Resource

In these tough economic times, job-seekers need to take advantage of every resource available to them - Albany/Capital District APICS is one of those resources. In addition to excellent networking opportunities at our monthly PDMs, the chapter website (www.apicsalbany.org) and newsletter has an active "[Job Postings](#)" section. Anyone looking for a position in an Operations Management field should add us as one of their job search resources.

Local companies looking to fill positions would be wise to add Albany/Capital District APICS as one of their recruiting tools. The price for advertising a position is cheap (free), and a company would be reaching a network of talented Operations Management professionals that subscribe to the APICS body of knowledge and principles of professional development. Additionally, the chapter has recently added a new [resume section](#) to the website where employers can find the ideal Operations Management professional for their organization.

Anyone interested in posting a position can contact our President, Josh Weinstock, or any other board member. Board of Directors contact information is listed at the end of the newsletter.

Albany/Capital District APICS New Resume Resource on Website

Because of the tough economic times, the chapter has recently added a new [resume section](#) to www.apicsalbany.org in hopes of matching employers with talented job seekers. To post a resume, send it in either Microsoft Word or PDF format to webmaster@apicsalbany.org. **Please note that resumes will NOT be posted anonymously.**

The Albany/Capital District Chapter acknowledges the following members

Current Membership: 133
Professional Members: 62
Corporate Voting Members: 25
Corporate Associates: 46

2008-2009 Board of Directors Contact Information:

President

Josh Weinstock, CPIM
Price Chopper
(518) 598-4313
jweinstock@apicsalbany.org

Vice President of Finance

Sal Ganino CFPIM, CSCP, CQE,
CQM
Manufacturing ETC
(518) 368-6830
sganino@apicsalbany.org

Vice President of Public Relations

V. Todd Nadler, CPIM, CSCP
Tingue, Brown & Co.
(518) 383-5336
tnadler@apicsalbany.org

Vice President of Membership

Brian Brewer
bbrewer@apicsalbany.org

Executive Vice President

Ken Stuff, CPIM
SuperSteel Inc.
(518) 688-3315
kstuff@apicsalbany.org

Vice President of Education

Dean Meierdiercks, CPIM, CSCP
Albany International, Corp.
(518) 447-6507
dmeierdiercks@apicsalbany.org

Vice President of Programs

Joe Day
DynaBil Industries, Inc.
jday@apicsalbany.org

Vice President of Administration

Paul Clark, CPIM
Momentive Performance Materials
(518) 233-2527
pclark@apicsalbany.org

Chapter Ambassador

Mike O'Shea
DynaBil Industries, Inc.
(518) 731-2791
moshea@apicsalbany.org



Albany/Capital District Chapter



APICS – The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management, including production, inventory, supply chain, materials management, purchasing, and logistics. Since 1957, individuals and companies have relied on APICS for its superior training, internationally recognized certifications, comprehensive resources, and a worldwide network of accomplished industry professionals.

The ACAP Newsletter is published monthly by the Albany/Capital District Chapter of APICS, the Association for Operations Management, to provide its members the news and activities of the chapter.

Comments, suggestions and story ideas are encouraged, and may be sent to:

newsletter@apicsalbany.org

Chapter Website:
www.apicsalbany.org

Society Website:
www.apics.org