

**February PLANT TOUR
and networking Dinner****APICS Tri-City Chapter**

*Welcomes you to join us for a tour of
Snyder Manufacturing Inc. in
Salamanca, NY*

Tuesday, February 20, 2007
255 Rochester Street
Salamanca, NY 14733

Event Schedule:

Registration	5:30 p.m. – 6:00 p.m.
Plant Tour	6:00 p.m. – 7:00 p.m.
Dinner	7:15 p.m. – 8:00 p.m.

Dinner after the tour
Myers Steakhouse & Inn
460 Wildwood Avenue (Rte 219)
Salamanca NY

Dinner Selections:

8 oz NY Strip Steak	\$21.00
Chicken Cordon Bleu	\$21.00
Italian Baked Haddock	\$16.00
Tour only	\$10.00

Dinner includes:

Salad, rolls & butter, baked potato,
vegetable and desert.

Contact Information for Attendance:

Reservations must be in no later
than **Tuesday, February 13, 2007**

For reservations contact us at:

(Preferred) Email
tricityapics@yahoo.com

You may also leave a voice message at
716-679-7851



Snyder Manufacturing

Incorporated, located in Salamanca NY, was founded in 2000 as a contract manufacturer specializing in automated and manual assembly tools, inventory management, packaging and electronic commerce.

Snyder began manufacturing the "Gator Grip" socket in 2000 and in 2003 added Sandjamm'r Skim boards to their line. They also have several emerging products including the "Mr. Ratchet" ratcheting screwdriver and the "Ultra Drive" comfort grip screwdriver.

The company acquired Buffalo Pellet Stoves in 2005 selling and installing them from the factory.

The company's customers include Endeavor Tool Company and Sandjamm'r Inc., for which regular shipments are made to Wal-Mart, Target, Home Depot, BJ's and Lowes's. Additionally Snyder is a manufacturer and master distributor of Jiffy-Tite transmission disconnects tools.

They are also EDI compliant and experts in bar coding and fulfillment services as well as consulting services for bringing new products to market.

Snyder Manufacturing Inc is ISO 9000 certified.

Join us on Tuesday, February 20 at 255 Rochester Street in Salamanca, NY.

We look forward to seeing you there.



Members of Tri-City APICS,

Last month Tri-City hosted a joint Professional Development Meeting with the local ASQ chapter. Their presence really made a difference in total attendance. There were seven Apics' members to ASQ's eleven. Some might say, "they beat us at our own meeting" or "on our own turf"! Perhaps we can settle the score in April when Tri-City joins ASQ once again? ASQ will be hosting the PDM in April, someplace in the Jamestown, NY area. Watch for details in next month's newsletter.

Mr. Robert Martin made a couple of points that really stuck with me after his January presentation of "Sourcing and Selling in China". The first was never try competing with the lowest-cost supplier on price alone, you'll lose. Rather, one must differentiate products/services in some other manner; be it quality, service level, response time, performance, product innovation, design, distribution, logistics, etc.

A second piece of information that mattered to me was that China's not going away anytime soon. The country continues to find low-cost labor as it embarks on its own westward expansion. China has developed its eastern shoreline dramatically and as costs rise there, they simply begin developing the manufacturing model once again further inland. China's big and there is lots of real estate to develop west. All in all, there was a lot to be gained at last month's presentation.

Please join us in February as we tour Snyder Manufacturing in Salamanca, NY. After the tour we plan to dine at Myers Steakhouse. As a reminder, the next CPIM review class (Execution & Control of Operations) begins February 26. Please register with Beth Woodward by February 16. Review classes are not only for those interested in preparing for certification tests. Attending classes earn points towards certification maintenance and are open to all for specialized business education.

Yours in APICS,

Todd Eggleston, CPIM
VP Treasurer, Tri-City APICS

Tri-City Program Evaluation Summary

Sourcing & Selling in China

Alfie's 1/16/2007

Members 7
Guest (ASQ) 10

	Excel (4)	Good (3)	Fair (2)	Poor (0)	Points	Rating
Speaker	2	15	-	-	53	3.12
Content	2	12	3	-	50	2.94
Meal	7	10	-	-	58	3.41
Location	6	8	3	-	54	3.18
Fellowship	6	10	1	-	56	3.29

How did you learn of this meeting?

Newsletters	6	Newspaper	2
Invite		Website	
Co-worker	4	Friend	
Email	3	Board	6

The following is a capsule summary of the 01/09/07 meeting of the Tri-City Board of Directors:

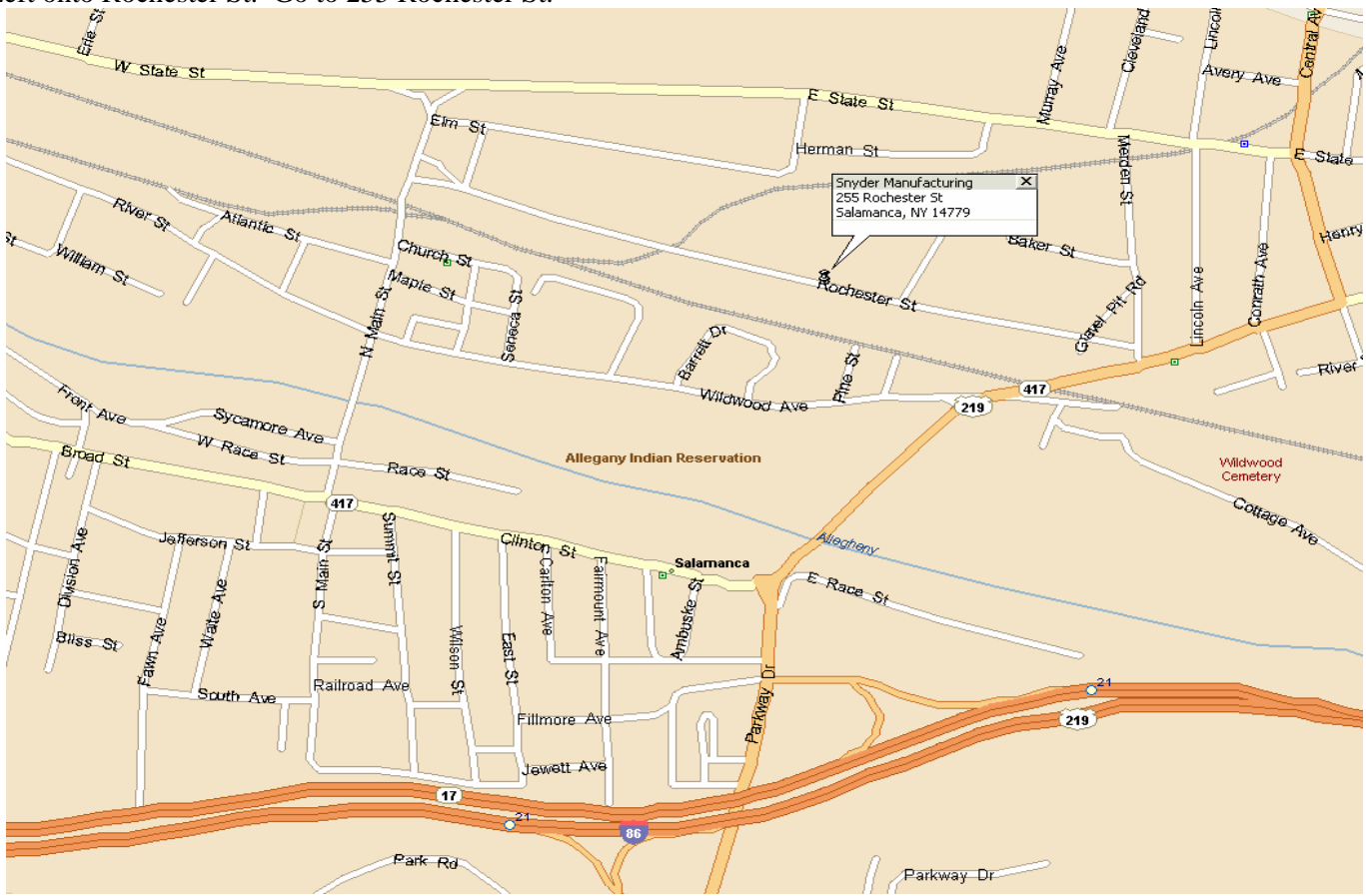
- The minutes of the December meeting were corrected and approved.
- The Chapter financial report was read and accepted. We covered the instructor expense last month..
- The Jan. PDM was discussed. It will be held at Alfies in Lakewood.
- We are still actively looking for added participation in our board of directors from members.
- Bob will update the PayPal link in the website for entrants into the Spring CPIM class to use when registering.
- The Spring CPIM class is "Execution and Control of Operations."
- We will be working on a new 5-yr. plan for the chapter.

Upcoming Events

- Feb. 2007 CPIM "Execution & Control of Operations"
Class Instructor: Wayne Jackson
Location: MTI, Jamestown, NY
- 2/20/2007 **Tour:** Snyder Manufacturing Inc.
Location: Salamanca, NY
Dinner: Myers Steakhouse & Inn, Salamanca
- 3/20/2007 **PDM:** "Transferring knowledge from
Exiting Boomers to Incoming Gamers"
Speaker: Karl Kapp, CFPIM, CIRM
Location: DeSoto House, Bradford, PA
- 4/17/2007 **PDM:** "Statistical Decision Making"
W/ASQ Speaker:
Location:
- 5/15/2007 **PDM:** *Member Appreciation Night*
"Role of Factory Automation in the Supply Chain"
Speaker: John Zabrodsky
Location: Alfie's Restaurant, West Ellicott, NY

Directions to Snyder Manufacturing

Take 86 East to Exit 17. Turn left at the end of the off ramp and go to Merdon St. Turn left and make an immediate Left onto Rochester St. Go to 255 Rochester St.



CPIM Class

Course: Execution and Control of Operations

**When: Beginning Monday, February 26, 2007
5:30 PM – 8:30 PM**

**Where: Manufacturing Technology Institute
512 Falconer Street
Jamestown, NY 14702**

**Course Length depends on class size:
Small Class: 7 Weeks, 7 Meetings
Larger Class: 8 Weeks, 8 Meetings**

**Cost: \$249.00 Members
\$299.00 Non-Members**

Instructor: Wayne Jackson

Registration: Please register by February 16, 2007

**Return the bottom portion with payment to:
(Please make checks payable to Tri-City APICS)**

**Beth Woodward CPIM
3281 Sprague Hill Rd.
Falconer, NY 14733**

**Ph: 716-483-3406 (days)
716-450-1487 (cell)**

Or access PayPal through www.tricityapics.org

Course Title: Execution and Control of Operations

Name: _____

Daytime Phone: _____

Email address: _____

Company name/Address: _____

Tri-City Board of Directors

	Name	Phone	E-mail Address
<i>President</i>	<i>Open</i>		
<i>Vice President Treasurer</i>	<i>Todd Eggleston, CPIM</i>	<i>(716) 665-2510 Ext. 5410</i>	Tfe1965@yahoo.com
<i>VP Membership</i>	<i>Brenda Gray</i>	<i>(716) 456-2318</i>	Brenda.L.Gray@cummins.com
<i>Secretary</i>	<i>Bill Kuppinger</i>	<i>(716) 665-7364</i>	Kupp67@yahoo.com
<i>VP Education</i>	<i>Beth Woodward, CPIM</i>	<i>(716) 483-6821</i>	bwoodward@jamestownadvanced.com
<i>VP Programs Arrangements</i>	<i>Open</i>		
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Tri-City Chapter Newsletter

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**ADDRESS CORRECTION
 REQUESTED**

