

January Professional Development Meeting

APICS Tri-City Chapter

Welcome you to join us for

Sourcing & Selling in China

Robert J. Martin

Tuesday, January 16, 2007

**Alfie's Restaurant
986 Fairmount Ave
West Ellicott, NY**

Event Schedule:

Networking 5:30 p.m. – 6:00 p.m.
Dinner 6:00 p.m. – 7:00 p.m.
Presentation . 7:00 p.m. - 8:15 p.m.

Dinner Selections:

Prime Rib: \$25.00
Seafood Platter: \$25.00
Chicken Cordon Bleu: \$20.00

All dinners include: Cup of soup, salad,
baked potato, sherbet, and coffee, tea or
soda.

Tax and gratuity are included.
A cash bar is available.

Contact Information for Attendance:

**Reservations must be in no later
than Friday, January 12, 2007**

For reservations contact us at:

**(Preferred) Email
tricityapics@yahoo.com**

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



**Robert Martin, President of
Insyte Consulting, Buffalo.**

Sourcing and Selling in China

The program will help small and medium manufacturers expand their understanding of sourcing and selling in China and other low-cost countries.

Mr. Martin will outline the strategic threats presented by low-cost countries and the business opportunities that are driving U.S. companies to source and sell internationally.

Decision trees and an overview of hidden costs will help companies better understand issues that are important in making better sourcing and selling decisions. The presentation will also list resource organizations that help companies trade internationally

Robert Martin has been president of Insyte Consulting since 1986. He has over 20 years experience working with WNY companies on strategic planning, executive coaching, performance measurement, product development and technology commercialization. He also assists entrepreneurs and fosters technology transfer with regional and national resources. Mr. Martin is the President of the Technology Development Center Foundation, Inc. and serves as a Director of the Calspan U.B. Research Center. He is a certified Professional Business Advisor and teaches strategic planning through MEP (Manufacturing Extension Partnership) University.

Mr. Martin holds an Executive MBA, as well as an MS in Environmental Engineering, from the University at Buffalo. Additionally, he holds an MS in Science Instruction from Canisius College and a BS in Naval Engineering from the U.S. Naval Academy.

President's Letter



**Happy New Year;
2007 marks the 50th anniversary of APICS!**

This month we welcome the local ASQ chapter as they join us for a Professional Development Meeting at Alfie's Restaurant. The evening's topic, "Sourcing and Selling in China", will be presented by Mr. Robert Martin.

**Tri-City APICS Welcomes
New Member**

Jamie Cosimano

Materials Manager

Targeted Pet Treats in Warren, PA

Over the holidays, I managed to visit the Society website (apics.org). I re-discovered a few things that enhance the value of APICS membership and thought sharing them would prove beneficial. Perhaps you are already familiar with these benefits, good! But maybe there are members who are not and will benefit in knowing about these "extras".

Vendor Webcasts.

FREE Vendor Webcasts are presented by leading supply chain and ERP companies serving the operations management profession about topics of interest to the operations management community. Content is provided by the vendor and reviewed by APICS for relevance and appropriateness.

Currently available are "Safety Stock: A Key to Financial Success", and "Demand-Driven Forecasting for Big Box Retailers".

APICS Webinars.

The convenience and flexibility of APICS Webinars enable organizations to educate a large number of employees at once, reduce travel expenses, and maintain consistent levels of productivity by eliminating time out of the office. Each 60-minute Webinar features an educational discussion, case studies, and a Q&A session. The next Webinar is "Picking and Put-Away for Optimal Results" on January 10, 2007.

FREE Webinars !

APICS members can access a selection of recorded Webinars at no charge. Take advantage of one of your key member benefits by visiting the Free APICS Webinars On-Demand section today.

APICS Online Consultants Directory.

The APICS Online Consultants Directory connects you with the consultant, professor, interim manager, freelance specialist, or researcher you need to achieve your project goals. Search the directory to access expertise on demand, invest in skilled specialists, and hire expert advisors.

APICS e-NEWS.

APICS e-NEWS offers solutions for increasing workplace performance in a semimonthly electronic newsletter published by APICS. It delivers quick-reading, but hard-hitting articles on operations management issues. It will also keep you informed on the latest products and services offered by APICS.

APICS Learning Communities.

APICS Learning Communities are online forums where members can come together regularly to share and develop ideas, practices, and solutions in the field of operations management. Learning Communities provide a communications tool to enhance knowledge sharing among APICS members to strengthen individuals in their work and the association as a whole. Some forums include "Lean", "Project-Oriented Operations", and "Theory of Constraints".

Yours in APICS,
Todd Eggleston, CPIM
Treasurer Tri-City APICS

Tri-City APICS announces Certification Review class in Jamestown

The Tri-City Chapter of APICS the Association for Operations Management will conduct a Certification Review / General studies class entitled “Execution and Control of Operations” for 8 weekly 3-hour sessions beginning on Monday, February 26, 2007. The classes will be held at the Manufacturing Technology Institute, 512 Falconer Street, Jamestown, NY. Wayne Jackson from Country Manor Management Associates will be the instructor.

This class is part of the APICS CPIM (Certified in Production and Inventory Management) certification program that requires passing 5 examinations. The other topics are, “Basics of Supply Chain Management”, “Master Planning of Resources”, “Detailed Planning and Scheduling” and “Strategic Management of Resources”.

The classes are open to anyone interested in the subject, including those not pursuing Certification.

“Execution and Control of Operations” will explore the principles, approaches and techniques needed to schedule, control, measure, and evaluate the effectiveness of production operations. A broad range of production operations are reviewed, including project, batch, line, continuous, and remanufacturing environments.

Registration deadline is Friday, February 16, 2007. The fee is \$249 for APICS members and \$299 for non-members. The fee includes an APICS student guidebook.

For more information and / or a Registration form, please contact Chapter VP of Education, Beth Woodward @ 716-483-1163.

APICS—The Association for Operations Management is the recognized global leader in professional certifications, educational programs, and publications for manufacturing and service industry professionals across the entire supply chain. Founded in 1957, the society supports nearly 60,000 members in 20,000 companies worldwide. To learn more, visit the APICS community at www.apics.org.

The Tri-City Chapter was formed in 1969, serving the Jamestown, Warren and Corry, PA areas and now includes Northern Chautauqua County as well as Bradford, PA and Olean, NY regions. For more information visit our website at www.tricityapics.org.

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: _____

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Tri-City Chapter Newsletter

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**ADDRESS CORRECTION
 REQUESTED**

