

Professional Development Meeting

Tri-City Chapter APICS

The Association for Operations Management

Invites you to join us for a
Professional Development Meeting

Plan For Economic Turnaround

Presented by

Wayne Jackson

President, Country Manor Management

Tuesday, Mar. 24, 2009

Event Schedule:

Networking: 5:30 p.m. – 6:00 p.m.

Dinner: 6:00 p.m. – 7:00 p.m.

Program: 7:00 p.m. – 8:00 p.m.

Location: Belle View East

7 East Main Street Falconer, NY

Chapter Member dinners will be paid for by the
Chapter. Reservation must still be made.

Dinner Selections:	Member	Non-Member
Strip Steak	Free	\$22.00
Chicken Cordon Bleu	Free	\$18.00
Crab Stuffed Whitefish	Free	\$22.00

Dinner Includes:

Appetizers, Salad, Twice Baked Potatoes, Coffee, and
Sherbet

A cash bar will be available for drinks other than Coffee

Contact Information for Attendance

For Reservations email:

gbuchanan@zippo.com

(814) 368-2808

**Reservations by
Friday, March 20**

Plan For Economic Turnaround

In today's business atmosphere we find it imperative to control spending, inventory, and personnel resources. We plan for now. Business conditions are changing on what seems to be a daily basis. The urgent has consumed our business day and some of our personnel time. Planning on a day to day basis is becoming the norm. Our business model is not what it was at the beginning of 2008.

Since we must have faith in our economy to turn around, we must be planning for the future. Plans with backup plans must be formulated to allow our companies to prosper to their fullest extent when opportunities arise. To have the resources in personnel and inventory at the perfect time to use effectively is a requirement of a rapid response plan for future stability of our companies.

We will investigate together how to plan for future growth in the economic times we currently find ourselves.

Wayne Jackson is the Co-founder and President of Country Manor Management Services and a Tri-City APICS chapter CPIM certification course instructor. With more than 40 years of business experience, Jackson has worked in the defense, capital equipment, consumer products, plastics, and electronics industries and has held positions in quality assurance, operations, engineering, and general management. Wayne holds a BS and MS degree from Case Institute of Technology and an MBA from Kent State University.

Jackson's specialty is in developing and instructing clients, colleges and universities, and the Manufacturers Association of Northwestern Pennsylvania on topics such as Leadership, Lean Manufacturing, Supervision, Strategic Planning, Quality Assurance, Customer Service, Internal Training, and ISO/QS 9000.

Country Manor Management consulting services focus on implementing Total Quality Management programs in addition to offering expertise in Lean Manufacturing, business planning, team building, cellular manufacturing, ISO/QS 9000 Quality and ISO14001 Environmental systems for small, medium and large manufacturing and service organizations. Founded in 1986, Country Manor Management Services is Northwestern Pennsylvania's leader in competitive advantage and training solutions.

The Value of One Trillion

As the United States and the world slip deeper into recession, economic stimulus packages are taking on golden ticket status among most global power houses. While European economies struggle to recover from the subprime debacle that hammered U.S.-based lending institutions, China attempts to shore up sagging exports by boosting domestic consumption. Across the board, governments are actively redeploying state funds or securing long-term debt to “invest” in their economies.

Irrespective of political leanings or legislative pressures, economists generally believe *stimulus* softens recessionary blows and staves off full-fledged depression. Interestingly, the term recession wasn't an economic corollary until after the Great Depression when a term for a less-severe downturn was sought.

However, when the discussion turns to *types* of economic stimuli—opinions run an impassioned gamut.

Some believe spending, of nearly any kind, will generate liquidity and, eventually, growth in demand. Greater governmental involvement, they say, will create a fairer economic playing field; and when the shallow end of the earnings pool is raised, economies will prosperously stabilize.

At the other end of the stimulus opinion spectrum are those who suggest the road to economic stabilization must be paved by government spending cuts and a private sector that creates new jobs through capital investment, at the expense of short-term government revenue (taxes).

Democratic governments generally attempt to do the right thing, but opinion and influence force an eclectic mix of both supply-side and demand-side economics—with neither side acknowledging the validity of the other's vision. The result? Sporadic waves of unprecedented growth punctuated by economic troughs. These economic highs and lows have, no doubt, also been spurred by decades of sundry and undisciplined manipulation such as that currently taking place around the globe.

Regardless of the theory espoused by our economic helmsmen, one outcome is certain: DEBT. Debt of enormous magnitude built over decades and secured by little more than *good faith*. The primary buyers of U.S. debt are the Chinese and oil-rich Middle East countries with a vested interest in supporting its unbridled growth. But will the largesse of these eager foreign “investors” continue if expanded government spending forces the value of the dollar to decline even further?

Under pressure to allow its currency to “free float” China is already mitigating its risk by supporting other monetary systems. Such action might have the short-term benefit of stimulating some U.S. jobs, but long-term inflationary pressure will declaw American competitiveness and the cycle will start anew. Is it worth it?

A thoughtful response to that question is contingent upon keen understanding of the stimulus package being put forth by Congress. The proposal entails in excess of one trillion dollars once interest is added. And “fair disclosure” demands Congress add interest to the amount to be borrowed, just like anyone else seeking a loan.

Who among us can accurately fathom what a trillion dollars is, other than noting that it is a one with a bunch of zeros behind it?

If we were to use one second on the clock as equaling one dollar, we would accumulate \$86,400 dollars in a day (for those in the government, that's because there are that many seconds in a day). One million dollars would equal a little over 11 days of accumulating dollars at a rate of one per second, or some time last week. One billion dollars at one per second would take you back to the Nixon administration, and while that was awhile ago, most of us can remember back that far. One trillion dollars, at one dollar per second, would take us back 32,000 years ago, more than 20,000 years before organized civilization!

So the next time you hear a government official, an expert television analyst, or a self-appointed Hollywood authority dropping trillion-dollar recovery figures, remember that it is unlikely anyone alive today will see tangible payback from the 2009 stimulus package.

Just how much debt is tolerable and who decides is debatable. But someday...somehow...the United States must settle up.

Jim Sherbert

In this essay, Mr. Jim Sherbert (CEO Bush Industries) expressed his thoughts to the employees of Bush Industries. Mr. Sherbert has given us permission to publish his essay. Thank you, Jim, for allowing Tri-City APICS to share this contemporary and relevant subject.

Todd Eggleston, CPIM

CPIM Class

Course: Detailed Scheduling and Planning

**When: Beginning Wednesday, March 25, 2009
5:30 PM – 8:30 PM**

**Where: Bush Industries
1885 Mason Drive
Jamestown, NY 14701**

**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 Friday March 20, 2009
Return bottom portion with payment
(Please make checks payable to Tri-City APICS)
Beth Woodward CPIM
268 King St.
Jamestown, NY 14701
Ph: 716-483-3406 (days)
716-450-1487 (cell)
Or access PayPal through www.tricityapics.org**

Course Title: Detailed Scheduling and Planning

Name: _____

Daytime Phone: _____

Email address: _____

Company name/Address: _____

The following is a capsule summary of the 02/03/09 meeting of the Tri-City Board of Directors:

- * The minutes of the January meeting were reviewed and accepted.
- * The financials were reviewed, and both expenses and revenues were light for the period.
- * Y-T-D we are running ahead of budget.
- * Although our activity level is too light for a tax liability, we still need to file on-line.
- * The Spring CPIM review class is tentatively scheduled to start on March 4th. It will be on Wednesday nights this semester.
- * We discussed the possibility of having the newsletter compiled, formatted, and edited by an outside source.
- * We had two membership renewals in January.
- * We discussed having a totally free PDM/Dinner for March.
- * We decided to move the February PDM out to March and create an additional invite list of business professionals from the area.
- * The next scheduled board meeting is Mar. 3rd, at Honest Johns restaurant on East 2nd St. at 6:00 PM.

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. 3210</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) 532-2234 Ext. 212</i>	Kupp67@yahoo.com
<i>VP Education</i>	<i>Beth Woodward, CPIM</i>	<i>(716) 483-3406</i>	bwoodward@jamestownadvanced.com
<i>VP Programs Arrangements</i>	<i>Guy Buchanan, CPIM</i>	<i>(814) 368-2808</i>	gbuchanan@zippo.com
<i>Newsletter / Web Editor</i>	<i>Bob Evertsen</i>	<i>(716) 456-2312</i>	Robert.A.Evertsen@cummins.com
<i>VP Publicity / Marketing</i>	<i>Beth Woodward, CPIM</i>	<i>(716) 483-3406</i>	bwoodward@jamestownadvanced.com