



Albany/Capital District Chapter Newsletter

April 2008 Edition



April Professional Development Meeting



Paul Burton, President of DynaBil Industries Repositioning in the Value Chain - Growing to a Higher Level Supplier

Wednesday, April 9th, 2008

The Parting Glass
Saratoga's Original Irish Pub
40-42 Lake Avenue
Saratoga Springs, NY

Registration – 5:00pm • Dinner – 6:00pm • Presentation – 6:45pm

Paul Burton joined the DynaBil team as President in May of 2007. He possesses a diverse and exceptional operational record in the areas of production, lean enterprise, product engineering, testing and verification, quality control and business systems. Combined with his proven leadership skills and commitment to customer service, Paul is the right candidate to lead DynaBil to the next level.

Prior to joining DynaBil, Paul spent over seven years with Plug Power. He joined Plug Power in 1999 as Vice President of Manufacturing and was appointed Vice President of GenCore® Engineering in February 2005 and Vice President, Country Manager - South Africa in May 2006. He was responsible for leading the Company's expansion into South Africa and overseas sales and customer operations.

Prior to that he spent five years with Wabtec Corporation as Vice President and General Manager of their Engine Systems Company. He has also held managing positions with General Electric and Northeast Manufacturing Technology Center, a joint venture between the National Institute of Standards and Technology, Rensselaer Polytechnic Institute and the New York State Science and Technology Foundation.

Paul currently serves on the boards of the Capital Region's Chief Executive Network for Manufacturing, the University at Albany School of Business, Rensselaer Polytechnic Institute's Center for Automation Technologies and Systems, Union College's Center for Converging Technologies and is a member of the Business Alliance for Tech Valley High School. He received a Bachelor of Science degree in Mechanical Engineering from Union College and is a graduate of General Electric's corporate Manufacturing Management Program.

Cost: \$25 for members • \$30 for non-members • \$10 for students

Dinner Choices: Italian Buffet; homemade meatballs, spicy Italian sausage with fresh peppers, baked ziti parmesan, baked chicken quarters, and fresh bread.

Registration: All reservations should be made via e-mail to reservations@apicsalbany.org. Please include in your e-mail; Name(s), Company Name, Dinner Choice(s) & # Attending.

Directions:
(From the North): Take I-87 South. Get off Exit 15 and take a right on Rte 50. Go approx. 1 mile and Route 50 becomes US 9 S. Go into the center of town and take a left onto NY 29 (Lake Ave). We are approx. 1/4 mile on the right hand side.
(From the South): Head North on I-87. Take US 9 N (Exit 13N) towards Saratoga Springs. Stay on US 9 N for 4.4 miles and then take a right on NY 29 (Lake Ave). We are approx. 1/4 mile on the right.



2008 ACAP APICS Scholarship – Deadline is April 12th!!!

The Albany/Capital District chapter of APICS the Association for Operations Management provides its Capital Region membership of nearly 200 individuals and companies access to world class knowledge and techniques with emphasis on the Manufacturing, Distribution and Supply Chain Management components of Operations Management.

The Albany/Capital District chapter of APICS is, for the fourth year, making available up to **two \$1,000.00 scholarships**, to be presented at its meeting the evening of Wednesday, May 14, 2008.

Participation in this scholarship program is reserved for applicants who:

1. Have a sibling, parent or grandparent who is a member of the Albany/Capital District Chapter; or, have a sibling, parent or grandparent who is employed by the same company as a member, and
2. are high school seniors graduating in 2008 and accepted at an accredited two or four year college or university; or
3. are college students 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, 2008** 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:
”The current and future roles of operations management.”

To download an application, visit: www.apicsalbany.org. For Q&A or additional information, please contact Sal Ganino. His contact information can be found at the end of this newsletter.

Proposed 2008-2009 Board of Directors Slate

Below is the 2008-2009 Albany/Capital District Chapter Board of Directors slate, proposed by the current board. The election of the 2008-2009 board of directors will occur at the May Awards Dinner PDM at the Desmond. This slate may be subject to change prior to the election.

President	Josh Weinstock, CPIM (General Electric)
Executive Vice-President	Ken Stuff, CPIM, CPM (Super Steel)
Vice President, Programs	Joe Day (DynaBil Industries)
Vice President, Public Relations	Todd Nadler, CPIM, CSCP (Tingue, Brown & Co.)
Chapter Ambassador	Mike O’Shea, CPIM (DynaBil Industries)
Vice President, Education	Sal Ganino, CFPIM, CSCP, QSM PA, CQA, CQE, CQMgr (Manufacturing, ETC)
Vice-President, Finance	John Rankins, CPIM (Community Care Physicians)
Assistant VP, Education	Dean Meierdiercks, CPIM, CSCP (Albany International)
Webmaster	Open*
Vice President, Administration	Open*
Vice President, Membership	Open*

*** We have a number of open board spots for next year and are actively looking for volunteers to fill them. Joining the board is a great way to serve the chapter and insure its continued growth and success. It only requires a few hours a month and there is free food involved. Please contact any current board member if you are interested in serving. Their contact information is at the end of the newsletter.**

Upcoming Professional Development Meetings

<u>When</u>	<u>Where</u>	<u>Who</u>	<u>What</u>
May 14 th	Desmond Hotel Colonie, NY	Jack Cook (RIT) (tentative)	Scholarship Awards



Spotlight on CSCP (Certified Supply Chain Professional)

Customers in today's marketplace expect high quality, low prices, fast turnaround, and on-time delivery. To compete successfully, organizations must improve supply chain performance. As a result, supply chain management professionals who follow best practices, understand the processes, and can communicate effectively with other team members play an increasingly important role in the success of their organizations. APICS CSCP designees are members of an elite group of supply chain experts.

The APICS CSCP (Certified Supply Chain Professional) is the first globally recognized comprehensive certification program designed for supply chain management professionals. The APICS CSCP designation is the first and only global supply chain credential accepted by the world's top manufacturers.

Earn the APICS CSCP designation to:

- Develop or enhance your skills
- Create and execute supply chain strategies that meet customer needs and increase profits
- Increase your value to employers who know that a well-run supply chain is a key component of a forward-looking and competitive enterprise.

The APICS CSCP program addresses the entire supply chain—extending past your internal operations—from your suppliers, through your company, to your end customers.

Supply Chain Management Fundamentals

- Explore how successful supply chain management adds value to your organization
- Understand the supply chain management processes
- Develop a supply chain strategy that aligns with corporate strategy
- Assess and measure the effectiveness of supply chains
- Establish a continuous improvement process for supply chains
- Understand the importance of supply chain design and its continually evolving capabilities

Building Competitive Operations, Planning, and Logistics

- Understand natural dynamics within the supply chain to optimize performance and increase profitability
- Assess the value of demands and reduce complexity in demand planning
- Establish collaborations to replace or improve demand estimates
- Include supply chain factors in product designs
- Align distribution and transportation options with supply chain strategy
- Develop and implement plans for using 3PL and 4PL service providers
- Understand the importance of reverse logistics

Managing Customer and Supplier Relationships

- Categorize customers based on their profiles and needs
- Understand customer loyalty and lifetime value of a customer
- Establish measures of customer satisfaction
- Understand the strategic importance of purchasing and supplier relationships
- Establish a supplier rating system
- Effectively use customer data to improve service performance and increase value to suppliers and customers



Spotlight on CSCP (Continued)

Using Information Technology to Enable Supply Chain Management

- Understand the role of data and information technology in support of the supply chain
- Learn how technology-enabled supply chains contribute to business strategies and operating plans
- Explore the IT infrastructure as it relates to the comprehensive set of supply chain management systems
- Understand the innovative technologies enabling collaborative commerce and global visibility
- Apply technology to enhance distribution, reverse logistics, and global supply chain communications

(Reprinted from APICS CSCP brochure)

Anyone interested in CSCP training should contact Board Member Dean Meierdiercks. His contact information is at the end of the newsletter. The training will likely be held in the Clifton Park area and will begin once we have at least five students signed up. The course fee is \$2,000 which includes the course participant books and online learning system.

The Albany/Capital District Chapter acknowledges the following members

New Members

David Altheiser (Corporate Voting) – Plug Power

Current Membership: 176
Professional Members: 90
Academic Professional Members: 1
Corporate Voting Members: 38
Corporate Associates: 47

Board of Directors Contact Information:

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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