



**Albany/Capital District Chapter Newsletter**  
February 2009 Edition



## **February Professional Development Meeting**



### **Applying Forecasting in Your Business**

Patricia Ludwig, COO and Co-Founder of Valogix

[Click for Speaker Bio](#)

**Wednesday, February 11th, 2009**

**Location: Lillians's – Saratoga Springs, NY**

[Click for Directions](#)

**Cocktail Hour – 5:00pm**

**Dinner – 6:00pm**

**Presentation following dinner**

#### **Dinner Choices**

**Prime Ribs of Beef w/ au jus**

**Chicken Romano**

Boneless breast of chicken, w/Prosciutto ham & Provolone cheese, topped w/ our Marinara

**Flounder Neptune**

Atlantic Flounder fillet, filled w/ minced Crab, Lobster & delicate seasonings, laced w/ Chef Tom Jones' Lobster sauce

**Entrees include: fresh garden salad, French rolls, rice pilaf, (excluding pastas), vegetable, coffee or tea, & dessert.**

Registration fee is \$25 for member, \$30 for non-members, and \$10 for students. All reservations should be made via e-mail to [reservations@apicsalbany.org](mailto:reservations@apicsalbany.org) (Please include in your e-mail; Name(s), Company Name, # Attending or submit a [Meeting Reservation Form](#).)



## 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](http://www.apicsalbany.org/awards.htm). For questions or additional information, please contact Sal Ganino at (518) 377-6107 or [sganino@apicsalbany.org](mailto:sganino@apicsalbany.org).

## Upcoming Educational Programs

### Certified in Production and Inventory Management (CPIM)

**Course:** Detailed Scheduling and Planning  
**Dates:** Mar. 9 thru Apr. 27, 2009  
**Day/Time:** Monday Evenings 6pm-9pm  
**Where:** EXEControl (Clifton Park)  
**Instructor:** Sal Ganino CFPIM, CSCP, CQE, CQM  
**Cost:** \$350, non-members \$400 (materials not included)

Anyone interested can contact Dean Meierdiercks (447-6507 or [dmeierdiercks@apicsalbany.org](mailto: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:** TBD, Likely 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](mailto:tnadler@apicsalbany.org)).



## A Message From The President

At last month's PDM, Dan Moran, founder of Next-Act career counseling, talked about the national and local Economic trends. According to Mr. Moran, there are economic hot and cold spots across the United States. The unemployment rate in Atlanta is 10%, close to 20% in Detroit but only 5.6% in the Capital District. The largest employment sectors in the Capital District are Education, Health Care, Government, and Manufacturing/Services. Mr. Moran also mentioned that the number of manufacturing jobs posted online in our area has been steady through this economic downturn. While we do not have many Fortune 100 companies with a local manufacturing presence, we are fortunate to have a plethora of small manufacturing companies. Just like stock professionals recommend to invest in a broad diverse portfolio to help weather the tough times, it is great to have a wide portfolio of companies in diversified industries nearby.

We have all heard that the "world is flat", the economy is bad, and the unemployment rate is going up. What can we do to get through these adverse times? Optimists and true leaders believe adversity is a good thing. Those companies that can fix their fundamentals when times are tough will out perform their competition when good times return. Now is the time to buckle down and focus on how your business can run smarter. Be cognizant of what commodities are important to your business- some prices are still rising, some are beginning to fall. Understand who your customer is and how you may have to service them differently when credit is tight and budgets are being trimmed. Now is not the time to optimize one piece of your supply chain at the greater expense of the entire supply chain. Whatever solutions are being proposed must be integrated solutions.

As Operations Management professionals, we can make significant contributions to our companies during the tough times. We can impact inventory levels, productivity, cash-to-cash cycle times, cost of quality, and customer satisfaction to name just a few critical areas. As well trained professionals, we need to think creatively, learn what is working well for other Operation Management professionals, and step up to the challenges that are before us all today.

*Josh Weinstock, CPM*

### 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](http://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](http://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](mailto:webmaster@apicsalbany.org).

**Please note that resumes will NOT be posted anonymously.**

### The Albany/Capital District Chapter acknowledges the following members

#### New Members:

**Bill Brannigan - LabCorp**

**Current Membership: 136**

**Professional Members: 65**

**Corporate Voting Members: 24**

**Corporate Associates: 47**

### 2008-2009 Board of Directors Contact Information:

#### President

Josh Weinstock, CPIM  
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#### Vice President of Finance

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#### Vice President of Membership

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#### Executive Vice President

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#### Vice President of Administration

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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](mailto:newsletter@apicsalbany.org)

Chapter Website:  
[www.apicsalbany.org](http://www.apicsalbany.org)

Society Website:  
[www.apics.org](http://www.apics.org)