



## Albany/Capital District Chapter Newsletter

January 2008 Edition



### January Professional Development Meeting

**Speaker: Tom Valentine**



**TARGET LOGISTIC SERVICES**  
Customized Logistics Worldwide

**Target Logistic Services**

**Topic: Incoterms**

**Wednesday, January 9th, 2008**

**Location: Bellini's – Clifton Park, NY**

**Registration – 5:00pm • Dinner – 6:00pm • Presentation –7:00pm**

Do you know the difference between a term of sale and a term of payment? You should, your international customer does. How can you use incoterms to your advantage? Do you know the difference between ex-works and deliver duty paid in terms of documents, risk transfer, insurance and cost of goods? Did you know the difference of one letter in an incoterm could save your company thousands?

How can you use incoterms to minimize your company's exposure, reduce risk, save money and even increase sales? Learn how to determine responsibilities between buyer and seller, through transfer of risk, insurance, documentary requirements and cost of freight through proper use of incoterms.

Thomas Valentine has owned his own freight forwarding and logistics company for more than 19 years. In October of 2006, he sold his company to the Target Logistic Services group ( Amex: TLG ). Tom is recognized as an industry leader in international logistics education and compliance training. He has extensive import and export experience and has been recognized by the state and federal government for his assistance to global companies. Target Logistic Services is a publicly traded company that provides global distribution and logistics services for businesses.

Tom Valentine began in the transportation industry straight out of SUNY/Potsdam. He began as a sales representative for Air Logic, developing Fairfield County, CT. Soon after his first year, he was sought out by a bigger operation and made the move to WTC Airfreight. Working out of the JFK office Tom continued to build his knowledge in the forwarding industry in Westchester and Bronx counties. Because of his performance and his potential, WTC selected Tom to work out of their London office. This was the first time ever that WTC selected a representative from the U.S. to work in an overseas operation. There he obtained knowledge relating to global logistics with an emphasis on Far East & Middle East cargo movement. In 1988, Valentine went from working for large international freight forwarders to forming his own freight forwarding company in Latham, NY. With his previous experience, and years spent learning abroad, he was able to start his one man, local operation. Territory rights soon began to expand from just coverage in the Capital Region to as far west as Syracuse and Rochester, north to Burlington, VT, east into Bennington County, VT and Berkshire County, Massachusetts as well as reaching to Binghamton, NY and Newburgh, NY. His office employees over 15 people and sales reach well in excess of \$12,000,000.00 per year. Valentine is active in many business community growth projects and development organizations. He has been appointed to the NY State District Export Council, he is on the board of directors for the Center for Economic Growth and the Global Business Network. He is an active member of many other trade development organizations, including the Capital District Transportation Committee, Chief Executives Network, Albany, Latham and Syracuse Chambers of Commerce. Valentine is in demand as a lecturer on international logistics. He has recently spoken in front of the following corporate groups: National Association of Purchasing Managers, (the Albany and Glens Falls Chapters), Karl Suss of America; Albany International Corp, Export NY - International Logistics (for the Center for Economic Growth) and at the College of St. Rose; Service Marketing; the MBA program at SUNY/Albany as well as Skidmore College.

Tom has received *numerous* awards, from the New York State Governor's Award for Achievement in Export and The Capital Regions Top 40 under 40.

#### Cost

**\$25 for members • \$30 for non-members • \$10 for students**

#### Registration

**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. Dinner choices do not have to be given in advance.**



## **February 22-23 APICS District Meeting in Albany**

The next APICS District Meeting is scheduled to be held in Albany on Friday, February 22 and Saturday, February 23 at the Desmond Hotel and Conference Center. As APICS members, you are invited to attend. This is the first meeting of our new restructured district, in which our New York and Northern New Jersey region merged with the New England region (Maine, New Hampshire, Vermont, Rhode Island, and Connecticut).

These meetings are held approximately 3 times per year. All APICS members in the region are invited to attend. A networking event is held on Friday night where participants have the opportunity to socialize with other APICS members inside our District. Saturday's schedule includes mini workshops on subjects like how to run a local APICS chapter or how to market APICS offerings. A leadership workshop/session is usually offered. Agendas are distributed prior to the meeting.

If you have any interest in attending or have further questions about this District meeting, please feel free to contact any board member for details.

## **Recap of December Holiday Party**

The December holiday party was held on December 12<sup>th</sup> at Glen Sanders Mansion. We had a good turnout, including an ASQ contingent and member's spouses/significant others, and everyone had a great time. The highlight of the night was comedian Steve Van Zandt, who picked mercilessly on Executive VP Josh Weinstock, despite Josh's efforts to sit as far away from the stage as possible.

## **2008 ACAP APICS Scholarship**

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](http://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.



## Upcoming Educational Offerings

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

Execution and Control of Operations: Jan 24<sup>th</sup> -March 27<sup>th</sup> (Thursdays 2-5pm) at Von Roll (Schenectady)  
Strategic Management of Resources: Apr 10<sup>th</sup> -Jun 12<sup>th</sup> (Thursdays 2-5pm) at Von Roll (Schenectady)

There will also be a new round of classes, starting with Basics of Supply Chain Management, at DynaBil (Coxsackie) beginning in January. Depending upon interest, there may also be a round of classes held at Super Steel in Glenville, beginning in July. Anyone interested in CPIM training can contact Board Member Ken Stuff. His contact info can be found at the end of the newsletter.

### **CSCP (Certified Supply Chain Professional):**

The first CSCP training class in this area had been planned to start in January, but will now be pushed back until we have a minimum of five people for the class. It will still be held in the Clifton Park area. Anyone interested in CSCP training can contact Board Member Dean Meierdiercks. His contact info is at the end of the newsletter.

*The CSCP designation is for professionals who are interested in increasing their knowledge and expertise in the field of supply chain management. This designation is ideal for you and your organization if you are*

- *Interested in more depth of knowledge and understanding in the areas of supplier and customer relations, international trade, the use of information technology to enable the supply chain, and physical logistics*
- *A professional who is consulting or teaching supply chain functions*
- *Employed in the field of supply chain management*
- *Working with enterprise resource planning (ERP) systems*
- *An employer wanting to create a common standard of understanding, vocabulary, resources, and frameworks within your company to address your supply chain challenges and opportunities.*
- *An employer or manager wanting to create a common standard of competency across your organization*
- *A CPIM needing certification maintenance points. Earn 50+ professional development points toward CPIM certification maintenance through the Learning System and APICS CSCP certification exam.*

*CSCP will help you advance your career while giving you the foundation to improve your company's competitive position and profitability. -[www.apics.org](http://www.apics.org)*

### **Introduction to ERP:**

The Introduction to Enterprise Resources Planning (ERP) course will help you determine if your organization is ready for an ERP implementation, examine the benefits of implementing an ERP system, and build a compelling business case in support of an ERP implementation. Introduction to ERP explores the process integration of businesswide functions (demand management, product design, and delivery) required and supported by an ERP implementation.

The course also addresses tactical functions required, such as project management and project planning, provides an overview of implementation alternatives for ERP, and includes a manufacturing case study.

This class will be offered based upon interest. Anyone interested can contact Board Member Dean Meierdiercks. His contact info is at the end of the newsletter.



## [www.apicsalbany.org](http://www.apicsalbany.org) - An Employment Resource

One of the best-kept secrets about our chapter's website, [www.apicsalbany.org](http://www.apicsalbany.org), is the "Job Postings" section. Even with limited promotion, there are regularly a handful of quality job postings from headhunters and local companies. Anyone looking for a local position in an Operations Management field should add [www.apicsalbany.org](http://www.apicsalbany.org) as one of their job search resources.

Conversely, local companies looking to fill positions in Operations Management would be wise to add [www.apicsalbany.org](http://www.apicsalbany.org) as one of their recruiting tools. The price for posting 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.

Anyone interested in posting a position can contact our President, Paul Clark, or any other board member. Board of Directors contact information is listed at the end of the newsletter.

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)

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

#### New Members

**Rostislav Kusnezov (Professional) – Saint Gobain**

**Current Membership: 178**  
**Professional Members: 94**  
**Academic Professional Members: 1**  
**Corporate Voting Members: 40**  
**Corporate Associates: 43**

### Board of Directors Contact Information:

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