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Volume 1, Issue 1

**Special Points of Interest**

- Message from the APICS-NYC/LI President
- 50th Anniversary of APICS-NYC/LI!
- APICS International Conference Speaker Reviewed
- Farmingdale State College Business Management students review L'Oreal Corp. & ERP Alliance Meeting
- Article on Professional Development Meetings
- Save-the-Date! Professional Meetings

**A Message from APICS-NYC/LI Chapter President**

*Hello APICS Members and Guests,*

Welcome to our newly established newsletter which we have created to alert you to some of the exciting things we are doing to make your APICS-NYC/LI membership and participation in our events significantly more memorable. This newsletter will enable us to promote membership issues, accomplishments and activities so you as members can share with others your successes or events.



Our VP of Membership, Sudhir Sachdev has dedi-

cated himself to this effort in order to collect data about members for members. The newsletter will promote experience, knowledge and opportunities for growth and learning providing accolades and congratulations. This timely newsletter will be updated to encourage and inform while providing insight into industry and academic trends relating to the APICS body of knowledge. Please free to contact Sudhir regarding any and all contributions.

I would like to welcome all of you to our 50<sup>th</sup> Anniversary Celebrations to be held on January 24, 2012. Details of the event

are attached in this newsletter.

I also want to thank all of you for your support in 2011 and look forward to working with you in 2012.

Wishing all of you a very Happy New Year 2012.

Sincerely,

*Dr. Jill O'Sullivan  
President  
APICS NYC/LI Chapter*

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**Commemorative Journal Planned for 50th Anniversary**

*Be Recognized--  
Advertise with Us*

The New York City - Long Island Chapter of APICS, the Association for Operations Management, will be celebrating its 50th Anniversary at the next Professional Development Meeting scheduled for Tuesday, January 24, 2012. Since 1961, The APICS-NYC/LI Chapter has helped local companies build and validate knowledge in supply

chain and operations management. The event will be held from 5:30 to 8:30PM at Amicale Restaurant (formerly Panama Hattie's) located at 872 Jericho Turnpike in Huntington Station, NY. The networking and educational portions of the meeting are at no cost, but there will be a charge for dinner.

The Chapter is planning to publish a commemorative journal and is asking for contributions of a

historical nature (photos, written memories, published accounts, etc.) that could become part of the journal. Sponsorships are also available in the form of journal advertising as follows:

- Full page- \$250
- 1/2 page- \$125
- 1/4 page- \$75

To contact us with your historical journal contribution or sponsorship request, and for meeting details, please visit our web site at [www.apicsnyc-li.org](http://www.apicsnyc-li.org)



**APICS-NYC/LI CHAPTER TO CELEBRATE 50TH ANNIVERSARY IN 2012!**



*"I truly believe*

*that without APICS, American Manufacturing would not be as competitive in Today's Global Economy."*

*—Janet Smith-Castro Senior Planner D'Addario Company*

In collaboration with Farmingdale State College's 100th Anniversary, The New York City - Long Island Chapter of APICS, the Association for Operations Management, will be celebrating its 50th Anniversary at the next Professional Development Meeting scheduled for Tuesday, January 24, 2012. Since 1961, The NYC-LI chapter has helped local companies build and validate knowledge in supply chain and operations management. The topic for the evening's presentation is "Redefining Manufacturing: 8 Critical Issues That Will Shape the Future." Pervasive, long-term trends such as globalization, changing consumer demographics and new competition from emerging economies are re-shaping the landscape of manufacturing. Future success will be dictated by the manufacturing community's collective ability to deal with a set of critical issues that require redefining leadership, organiza-

tional structures and the use of advanced technologies. The featured speaker will be David R. Brousell, Vice President /Editorial Director, Manufacturing Executive, part of Thomas Publishing of New York, LLC, that provides a complete set of decision-support informational tools for executives and technology decision-makers at best of breed manufacturing companies. At MEC, Mr. Dave Brousell, a professional journalist since 1975, is in charge of print, web, and conference content. In his more than 30 years in high tech publishing, Dave Brousell has covered numerous industry developments, technology shifts and major product introductions, including the mainframe era and the development of relational databases; the rise of the minicomputer and such companies as Digital Equipment Corp. and Data General; the advent of personal computing, including the introduction of the IBM PC; client-server computing and the evolution of enterprise applications,

and the dawn of the Internet and the worldwide web. Along the way, he has interviewed such notables as ENIAC inventor J. Presper Eckert, IBM's Thomas J. Watson Jr., Microsoft's Bill Gates, Oracle's Larry Ellison, Lotus's Mitchell Kapor, Netscape's James Barksdale, Intel's Andrew Grove, SAP's Hasso Plattner, and cores of other industry pioneers, inventors, and executives. The event will be held from 5:30 to 8:30PM at Amicale Restaurant (formerly Panama Hattie's) located at 872 Jericho Turnpike in Huntington Station, NY. The networking and educational portions of the meeting are at no cost, but there will be a charge for dinner. To register or for meeting details, please visit our web site at [www.apicsnyc-li.org](http://www.apicsnyc-li.org). Or Contact Roger Ketcham, Director of Marketing at [marketing@apicsnyc-li.org](mailto:marketing@apicsnyc-li.org).



**APICS Annual International Conference Reviewed**

**In a review by an attendee of the 2011 APICS Annual International Conference in Pittsburgh, the reviewer wrote that a presentation by Gary Smith "absolutely rocked":**

*"Gary Smith, Supply Chain Operations Director for New York City Housing Authority, gave an excellent presentation of cost savings through sustainable initiatives using a total cost modeling approach."*

While we are familiar with the remarkable talent Gary brings to our association, we should be proud to know that his skills are also recognized outside the APICS- NYC/LI Chapter. *Congratulations to Gary!*



## How Does A Professional Development Meeting Happen?

*By Dennis Goldensohn,  
Vice President of  
Marketing & Programs*

Many of you who attend a Professional Development Meeting are impressed on what is presented each time the chapter has a meeting. So how do we at the chapter setup these meetings?

First we review all of the surveys that you fill out after each meeting to see what our customers want. Once we have a handle on what the "Voice of the Customer" wants we then solicit speakers that will meet these requests. In addition, we also look at what are new trends that will add value to the attendee's knowledge.

The speakers are then booked for the meeting's

dates for that calendar year and biographies and abstracts are obtained from each of the speakers selected. They are then posted on the chapter's website. Meanwhile our arrangements people are working with the meeting place and they setup the upcoming year's schedule. In addition they also receive your registrations and make sure that we have an accurate listing of all of the individuals who registered. The speaker gifts are then picked up for each meeting.

Last but not the least, we arrive several hours before each meeting to assure that all of the details are taken care of. So starting 6 months before the September

meeting this process begins and is always a challenge to bring all of you top notch programs and speakers!

The next time you attend one of the APICS New York City-Long Island Chapter's (APICS-NYC/LI) Professional Development Meetings be assured that we are all working diligently to meet your expectations! If you would like to help us in any way that you can, please feel free to contact me at [Marketing@apicsnyc-li.org](mailto:Marketing@apicsnyc-li.org). We are always looking for additional help and you will know that you are doing something good for yourself and the chapter!

Thanks!!!!!!!!!!!!



**"APICS**  
*is one*  
**of the most**  
*valuable*  
**resources**  
*available to*  
**the Long**  
*Island*  
**Business**  
**Community."**

—Ronald Mondolino,  
Chief Operating  
Officer,  
Metpar Corporation

## 50-Year APICS-NYC/LI Anniversary Professional Meeting

*To Celebrate the 50th Anniversary of APICS-NYC/LI in conjunction with  
The 100th Anniversary of Farmingdale State College,  
We proudly present—*

***Redefining Manufacturing:  
8 Critical Issues That Will Shape the Future PDM Long Island***

**Featuring**  
**David Brousell**  
*Vice President /Editorial Director,  
Manufacturing Executive, part of Thomas Publishing of New York, LLC*

**January 24, 2012  
5:30 PM - 8:30 PM**

**Amicale Restaurant (Formerly Panama Hatties)**  
872 East Jericho Turnpike, Huntington Station, NY 11746  
<http://www.amicalerestaurant.com>

**[Click Here to Register](#)**

***"Wherever you see a successful business,  
someone once made a courageous decision."*— Peter Drucker**



***“I developed a heightened desire to learn everything I needed to know about ERP ...this experience (was) an asset in the pursuit of my career.”***  
—Glinda Jeffries,  
Farmingdale State College Business Student,  
APICS-NYC/LI Student Chapter

**President’s Message**



Congratulations to our New York City - Long Island Chapter which has achieved the APICS Chapter Benchmarking and Reporting (C-BAR) **Platinum** award level.

Our submission demonstrates that our chapter is dedicated to providing exemplary member services and professional development opportunities to APICS members and customers. Chapter Management Excellence is an integral component to enhancing the member experience. Our successful APICS-

NYC/LI chapter provides our members with opportunities for stellar education, career development, and networking. The APICS-NYC/LI Chapter Benchmarking and Recognition (CBAR) program recognizes chapters that have exceeded minimum standards and exemplify excellence in overall chapter management. We are proud to have received the 2011 CBAR Platinum Award designation, which is an admirable accomplishment for an APICS chapter. As a member of an APICS Platinum Award-Winning Chapter, the CBAR designation signifies our chapter’s commitment to providing an exceptional

membership experience. Special thanks to our Past President Richard Johanson and to our Board of Directors for your commitment to chapter excellence, your service and participation. Anyone interested in joining or serving on this winning team please feel free to contact me at (516)984-7122, we can always use talent in the operations and supply chain areas to better serve our customers and members.

With much appreciation,  
*Dr. Jill O’Sullivan,  
President  
APICS NYC/LI Chapter*

**ERP Alliance Meeting Networking Breakfast**



*By Glinda Jeffries,  
Business Management Student  
Farmingdale State College,  
APICS NYC-LI Student Chapter*

On Wednesday, November 30<sup>th</sup>, 2011, at the Farmingdale State College, in University Club in Knapp Hall, I attended the ERP Alliance Networking Breakfast. Those that were in attendance included the Farmingdale State College staff members and Professors, Business owners, VP’s and representatives of

businesses. ERP experts were also in attendance, APICS-NYC/LI Student Chapter President, Michelle LaBella, as well as former Farmingdale State College students; who have made the transition from the classroom to the industry, and the current students from Dr. Jill O’Sullivan’s ERP class. A common goal of the ERP Alliance Program is to build relationships with businesses and to provide a networking forum for students and businesses to facilitate the transition of students from the classroom to the manufacturing industry. As I listened to the speaker’s present

valuable and interesting information about their experiences with the ERP System and the critical success factors of using a segment of the ERP System; I developed a heightened desire to learn everything I needed to know about the ERP System so that I can become as successful as those speakers are. From an ERP students, standpoint; “It was a great opportunity to be a part of this event and I will treasure this experience as an asset in the pursuit of my career” *APICS*



## Farmingdale State College Student Reviews L'Oreal Facilities

*By Nicholas Amendolare,  
Business Management Student  
Farmingdale State College,  
APICS NYC-LI Student Chapter*

One of Farmingdale State College's APICS-NYC/LI Student Chapter's premier events in the last few months of 2011 was its trip to the L'Oreal production facility in Piscataway, New Jersey. L'Oreal is one of the top production companies in the world in terms of hair care, skin care, hair color, and color cosmetics.

Early on, we met Steve Kottakis, the Vice President of Operations who gave an excellent presentation on the history of the company. L'Oreal owns a slew of companies such as Maybelline, Kiehl's, Softsheen and Matrix. Steve explained with great detail how all the company's products are organized by division and how every good that is produced is actually stored at a distribution center; meaning the entire building is geared towards being a production powerhouse. Steve went on to elaborate about the corporate structure. The culture of L'Oreal is one that places reasonable emphasis on individualism and finding your niche in the organization.

Another excellent part of the early presentation was seeing a Farmingdale State student, Matt Wark, working in an excellent

position in the L'Oreal hierarchy. He had acknowledged that his ERP class at Farmingdale State College with Dr. Jill O' Sullivan enabled this to happen. Matt spoke about how he had fostered relationships with their suppliers. One student said, "It was excellent to actually see a Farmingdale student first hand who successfully made the transition from academia to the business world."

The best part of our trip was our excursion through the production floors of L'Oreal. The students were split into two groups and walked throughout the vast facility to see L'Oreal's operations and supply chains first hand. Orfam Yasini, a fellow student marveled, "...This trip opened my eyes to potential careers;... as a productions manager."

Lois Gréaux, another attendee, who represents APICS-NYC/LI Board remarked, "It was unbelievable to see the streamlining of the company's countless materials with their incredibly complex machinery." Professor Sudhir Sachdev, an international consultant and Vice President of Membership commented, "L'Oreal has a diversity of ideas and appears open to new supply approaches and products. They try to be on every level of the customer. They have continued to keep the

names of their acquisitions and it appears to have worked extremely well for them." Dr. Jill O' Sullivan, the President of the Board of Directors of the APICS- NYC/LI Chapter, spoke about the success of the trip and how excellent of an opportunity this is for students. Jill O'Sullivan serves on the Manufacturing Executive Leadership Council with both Vince Serpico and Morris Lenczicki of L'Oreal. "L'Oreal offered an opportunity for our students to visit, tour and view their facility and I am pleased to provide students with this experience, to see a world class company".

As a student, I can honestly say that I greatly appreciate the experience I had seeing this facility and meeting the people who drive the process. It is an honor to be a part of such an experience and I hope this relationship thrives so that future students can have the same opportunity. *APICS*

***"It was an honor to be part of such an experience... I hope other students will have the same opportunity"***  
—*Nicholas Amendolare,  
Business Student  
Farmingdale State  
College, APICS-NYC/LI  
Student Chapter*





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**Professional Certification Course**

• **CSCP—Certified Supply Chain Professional**

The APICS CSCP program employs a broad approach, extending beyond internal operations to encompass the entire supply chain -- from the supplier, through the company, to the end consumer. Individuals learn to design a successful supply chain strategy; effectively manage supplier and customer relationships; recognize how logistics, technology, and data can enhance performance; and discover how to seamlessly incorporate all processes to increase customer satisfaction and improve the organization's bottom line.

[To See More/Register....](#)

**Upcoming Courses:**

\***Manhattan: January 17, 2012**

\***Long Island: January 19, 2012**

• **CPIM—Certified in Production and Inventory Management**

CPIM applies to many supply chain tasks and provides the necessary knowledge to thrive in today's global competitive environment-both in terms of reducing costs and increasing customer loyalty. [To See More/Register....](#)

**CFSCM—Customer Focused Supply Chain Management Course**

APICS is pleased to announce a new, one-day course for professionals in functions that support the supply chain.

*Customer-Focused Supply Chain Management*, will provide an insider's view of supply chain management. It offers fundamental knowledge of the functions of SCM and is designed to quickly and effectively educate team members who interact with or support supply chain activities, helping to increase efficiency and generate ideas for improvements.

[To See More/Register....](#)

*APICS CPIM to be Offered to Northrop Grumman Employees Through Farmingdale State College [See Site for Future Details](#)*

**Become an APICS-NYC/LI Member**

*In today's fast-paced business environment, thousands of operations management professionals just like you join APICS-NYC/LI to:*

- gain the necessary certifications to stay vital in their field.
- receive up-to-the-minute industry news from award-winning publications.
- leverage members-only savings on educational offerings, certification programs, and career development resources.
- network with operations management professionals around the globe to share best practices, proven methodologies and more.

**Find membership options for every stage of your career.**

Whatever your professional needs, APICS-NYC/LI has a membership for you.



- *Individual*
- *International E-Membership*
- *Corporate*
- *Students and Young Professionals*

[To Find Out More, Go to Our Membership Link Online.](#)

*“The roads we take are more important than the goals we announce. Decisions Determine Destiny.”—Frederick Speakman*