Dr. Djerdjouri, just on the heels of receiving the Chancellor’s Award for Excellence in Teaching at SUNY College at Plattsburgh, recently took a delegation of faculty and administrators to Algeria to explore student and faculty exchanges.

Not long after that, Dr. Djerdjouri hosted the Algerian counterparts during their reciprocal visit to Plattsburgh. To see him and his family now, you would have to travel to Dubai in the United Arab Emirates as he is currently on sabbatical leave at University of Sharjah. He will also be attending international conferences in Russia and Malaysia.

All this travel as an ambassador of the SBE and SUNY Plattsburgh has not slowed Dr. Djerdjouri. In addition to his award-winning teaching and his university service, Dr. Djerdjouri remains one of our most prolific researchers, with over a half dozen major research articles in the past few years.

When Dr. Djerdjouri returns to the SBE in the Fall of 2006, the timing will be most fortunate. It turns out that his research in Production and Operations Management is a key component of a new program in Supply Chain Management that the SBE expects to lead our curriculum into the 21st century. “I am thrilled to see this emerging focus on Supply Chain Management, especially with its emphasis in Global and Crossborder issues,” says Dr. Djerdjouri.

The business community has spoken and we’ve heard it, loud and clear! The North Country is perfectly positioned to be, and is fast becoming, a Supply Chain Region. Whether it is the new airport development, the state-of-the-art rail manufacturing facility, or the logistics.

The SBDC is a program supported by the U.S. Small Business Administration and extended to the public on a non-discriminatory basis. SBA cannot endorse any products, opinions or services of any external parties or activities.

The business school is creating a program unique among AACSB accredited schools – a Supply Chain Management (SCM) program with a cross-border emphasis. One does not have to look very far to see a theme emerging and it is no wonder.

With a large part of Quebec and New York commerce traversing I-87 through our backyard, our past, present, and future are inextricably linked to the movement of goods and services. While at one time transportation was a major sector of the economy, it has been incorporated into a much larger sector: Supply Chain Management. Most value in...
Locally Owned Company Shares Keys to Success

Glazier Packing Company of Malone has been a regional household name for over 80 years. From the days of horse-drawn delivery wagons to today’s diesel-powered refrigerated delivery trucks, Glazier’s has provided the North Country with sausage, bacon, bologna and, of course, their famous “red hot dogs.”

John Glazier, current CEO and fourth generation of Glaziers to head the company, touts supplier relationships as one key to successful growth. “We enjoy good relationships with our suppliers for the many raw materials purchased for production... also having multiple suppliers ensures a continued flow of these needed materials.”

The regional demand for the Glazier brand has resulted in broad market penetration from Mom and Pop delis to major chain retailers. Recent technology upgrades to a state-of-the-art computer system enables retrieval of customer orders 24/7 resulting in an efficient flow of distribution. This makes it possible for Glazier’s to service local chain stores with direct store delivery, allowing timely restocking for customers and providing yet another competitive advantage.

John summarizes their strength stating, “The ability of our company to integrate production and delivery of our Glazier brand as part of our larger distribution service has always been a key factor to our success.”

New Initiatives for School of Business

To ensure that our SBE students are ready for the new and connected global marketplace, the SBE Faculty Assembly voted unanimously to go forward with two initiatives. The first is to support a new Supply Chain Management major to commence in Fall 2006. The second initiative is to adopt a mandatory laptop policy for all students and faculty have asked SUNY Plattsburgh to endorse a scholarship program for students unable to afford a laptop.

The SBE recognizes that we must respond to the evolving needs of our next generation of students. We prepare them to become business leaders of tomorrow. Governor Pataki’s recent State of the State speech on global competitiveness and the demands of significant employers in our region has motivated us to move forward in this regard. The laptop policy will permit us to graduate students ready to work in new global economies and allows us to be a leader rather than a late responder to the inevitable trend of information technology integration in College curricula.

The SUNY Plattsburgh School of Business and Economics will be unique amongst institutions within our SUNY system and peer institutions because of our potential strengths in management of cross-border movement of goods and services and innovations in information technology. Similar programs exist in only about 10% of the best AACSB accredited schools in the U.S., and in six accredited schools in the states bordering Canada.

Two new faculty hired for the area of Supply Chain Management along with our existing faculty in marketing, accounting, finance, and information technology, will allow us to create a significant program with its emphasis on the global dimensions of Supply Chain Management. Adding more dimension to this process will be the ability to tap experts in the Supply Chain field located locally in Plattsburgh and Champlain.

Intern Helps Turn Cedar Waste into Revenue

Jennifer Fidell ’06 is not just any student. But then it’s not too often that a student gets to take charge of a major new product roll out either.

Ms. Fidell started an internship with Cedar Knoll Log Homes just as the company was testing the market for a new line of cedar wainscoting. The product is designed to reduce wastage by finding an application for smaller pieces of cedar left over after the cedar log milling process. Cedar Knoll needed someone who was entrepreneurial, who understood marketing, and who was sufficiently educated to understand the entire supply chain concept.

The market for wainscoting of course involves wholesaling, retailing, transportation, and logistics, but also requires an understanding of the cedar production chain. Ms. Fidell found she had to learn much more about the supply chain, from procurement and production, through packaging, distribution, and retail display. She also had to develop a marketing plan and prepare herself for possible business-to-business and E-commerce opportunities.

She certainly learned to appreciate that today’s marketplace requires a specialty, but equally demands the ability to adapt to new technologies and adopt new business models. Cedar Knoll Log Homes, Inc. learned they could not have found a better intern.
SBE Internship and Career Fair Proclaimed a Success

Experiential learning is essential for today’s business student. With that in mind, the School of Business and Economics recently conducted its first Internship and Career Fair.

Held in the Mowry Conference Room on November 11, the fair attracted fifteen companies and over one hundred and fifty students over the two hour fair. Most employers reported that they received prospects for four to six future interns or employees as a consequence of the job fair.

The resounding interest and success of the fair has convinced the SBE that another fair should be conducted as early as March of 2006.

Taking success one step further, the SBE achieved its first specialized open house, held in the Angell Center. In conjunction with the University’s Open House the following day, a few hundred students and parents attended the SBE event held in the Alumni Conference Room.

Attendees had the opportunity to speak with professors representing the various programs in the SBE. Slide shows, displays, PowerPoint presentations, and an SBE-hosted lunch complemented the exchanges between faculty, staff, current students, future students and parents.

“...and internships and other real-world experiences are absolutely essential for the success of a modern business education. Our goal is to ensure that every graduate of our programs has such an opportunity before we place them in leading companies in this region and beyond.”

COLIN READ
DEAN OF THE SCHOOL OF BUSINESS AND ECONOMICS

Spring ’06 Career Fair
March 3, 2006
1:30 to 4:30 p.m.
Mowry Conf. Rm

The SBE Career Fair provides a unique opportunity for students to interact personally with a broad range of potential employers, while broadening their perspectives on career and employment options.

Career and Professional Information
• Internship Opportunities
• Full-time Employment

SBE BUSINESS ADVISORY COUNCIL
Kim Albright
WIC-MAY
Mark Barie
Crossborder Consulting Group
Sarah Callan
Praxelink
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Jeff Reninaro
Darwood Associates
Andrew Sabella
Anthony’s Restaurant & Bistro
Bob Smith
Nine Platt Hospitality Group
Victoria Zinser-Johnson
The Development Corporation

Local UPS Operation Highlighted in Bestselling Book

Not everyone realizes the excellence we find right in our own backyard. But readers of the New York Times bestseller “The World is Flat” – by Thomas Friedman – certainly do. Check out page 148 of that provocative book and you, too, will see why UPS, FedEx, Crossborder Development Corporation, and A. N. Deringer, among others, have a footprint based in this community which extends globally.

On a recent trip to Champlain, Dean Colin Read and Marketing Chair Nancy Church of the School of Business and Economics witnessed the realization of a concept that is truly brilliant. Not only is the concept of modern Supply Chain Management revolutionizing the new global economy, but it is also elevating the North Country along with it. In a rather nondescript facility in Champlain that parallels the nondescript brown trucks we all associate with UPS, there is operation that is one of the largest of its kind in the UPS system. From that operation UPS clears items through U.S. customs as part of a very sophisticated system.

Originating in Asia, perhaps starting in Beijing, dresses make their way from a manufacturer’s plant, in a UPS Ocean or Air cargo container to a UPS port facility, to be loaded on a UPS container ship or aircraft. That UPS ship will dock at the facility in Montreal, Canada, and be transported in big brown trucks to the bonded secure customs distribution warehouse brokerage facility in Champlain. There the entire bulk shipment of dresses will be cleared through customs, and then be individually repackaged for retail, replete with individual retailer’s brands.

The packages will be barcoded, inventoried, and delivered to retailers in the state region, and then even will do all the financing in between! With supply chain solutions, the notion of warehousing and middlemen is obsolete.

So, next time you see one of those little brown trucks, think of that operation in Champlain and the tip of the iceberg that brown truck represents.

We are pleased that the School of Business has taken these steps to engage the business community to assist in its training and research needs. I am sure this business advisory group will create an important pathway into the community.

GARRY DOUGLAS
President, Fourth Country Chamber of Commerce and SBE BUSINESS ADVISORY COUNCIL
B-School Intern Saves Company $31,000

INTERNSHIPS PAY. Just ask the sponsors for Andrew Goff ‘06 an Accounting major.

Georgia Pacific graciously offered to sponsor Mr. Goff in their accounting department. Not only did Mr. Goff receive an incredible opportunity to texture some real-life situations on his accounting education, but in return he helped Georgia Pacific unearth an item that saved the company $31,000. This is just a small part of the savings created by the internship program.

With over a hundred students pouring over ten thousand hours of free assistance to local, national, and international businesses, interns return hundreds of thousands of dollars of benefits to companies, year in and year out. It appears that experiential learning is a good experience for all concerned.

SUPPLY CHAIN MANAGEMENT (From Page 1):

Manufacturing is no longer in the production of goods; it is now in the movement of raw materials to manufacturing and of manufactured goods to market.

Not everyone is aware just how important Supply Chain Management is to our economy, but manufacturers know. The local Chamber of Commerce knows. Bombardier, Home Bistro, Crossborder Manufacturing Corporation more than twenty years ago. However, while his corporate obligations are a full time job, Barie also manages to find the time to serve on numerous boards and committees in the community, host the “Mountain Lake Journal” for our local PBS station, and serve on the Business Advisory Council of the School of Business and Economics within the SUNY system. Dr. O'Neil has created this program by effectively leveraging his existing faculty talent, identifying additional talent in the Marketing program, and attracting new talent through the attrition of current faculty positions.

To inaugurate this new program, Mark Barie (featured elsewhere) shall teach our first course in the new specialization, Supply Chain Management I. This course will introduce the student to a program that is by nature cross-disciplinary, involving production and operations, transportation and logistics, warehousing and procurement, international finance and business, and e-commerce.

There are few programs the business school can offer at a world-leading level. This is one of them. Their current talent, terrific SCM industry contacts, and recent recruits allow them to create a tremendous depth in this important area.

B-SCHOOL ALUMNI BUSINESS SPOTLIGHT

Mark Barie ’75

It is not unusual for Mark Barie ’75 to be showered with accolades. It is particularly satisfying though when a Plattsburgh graduate receives such a significant distinction for teaching at his alma mater.

Barie recently received the SUNY College at Plattsburgh Teaching Excellence Award for adjunct faculty, an award that is bestowed on only one faculty member in the entire university each year. What is particularly remarkable about this honor is that Mark Barie received the award after only four years of teaching experience.

Barie considers himself a business person, having established Crossborder Development Corporation more than twenty years ago. However, while his corporate obligations are a full time job, Barie also manages to find the time to serve on numerous boards and committees in the community, host the “Mountain Lake Journal” for our local PBS station, and serve on the Business Advisory Council of the School of Business and Economics. Barie has a reputation as the first person anyone approaches to help develop a new idea of community importance.

Certainly SUNY College at Plattsburgh is near and dear to the Barie heart. Not only has his wife, Christine Racine, graduated from Plattsburgh, but his oldest son is also a recent graduate. It is his devotion to our university and our community that makes Mark Barie the fixture he is in the North Country community.

MANAGEMENT & INTERNATIONAL BUSINESS

DEPARTMENT Launches Inaugural Course in Supply Chain Management

Management is the bread and butter of any business school. Without a firm foundation in strategy, organizational behavior, human resources, and alternative business models, companies find it difficult to compete. A key to competition is also the ability to recognize strengths and comparative advantage. And the Management and International Business department practices what it preaches.

Perhaps nobody personifies the sense of academic entrepreneurship like Department Chair Kevin O’Neill. He has worked with colleagues across the School to develop a new program in Supply Chain Management that is distinct from similar programs elsewhere and is destined to be a distinguishing program in this School of Business and Economics within the SUNY system.

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“There could be no better fit for what this community needs and what we intend to offer. The industry response to this new specialization is fantastic.”

KEVIN O’NEILL
Management Chair

Keeping in touch with the SBE

SUSAN STEELE, Assistant Dean
School of Business & Economics
susan.steele@plattsburgh.edu
(518) 564-1892

SUNY Plattsburgh B-School Grad, Amy Hendrickson ’03 receives IBM Rookie of the Year Award

AMY HENDRICKSON ’03, now employed by IBM, shows the spirit and enthusiasm that is the Plattsburgh brand. Her devotion to her clients, her enthusiasm in taking on new assignments, and her willingness to enhance her skills has not gone unnoticed.

Amy has recently been honored with a plaque, a letter from IBM’s Industrial Supply Chain Sector Partner, and a substantial cash reward for her efforts.

She obviously knows that hard work and an attitude toward improvement is recognized in even the largest of organizations. We are confident that the extensive network at her firm will allow her to do many things in the Supply Chain sector over the course of her bright career.

Best wishes Amy!

Technical Assistance Center Receives Major Grant

The initiative to create a community-based broadband network in Clinton, Essex and Franklin counties is progressing. The project, coordinated by the Technical Assistance Center (TAC), recently received a federal appropriation for $500,000 and hopes for an additional $250,000 State match to fund a comprehensive broadband market analysis and network design.

These grants will expand TAC’s expertise in performing similar regional economic studies and market analyses as a service to the community. TAC anticipates collaborating with SBE faculty to develop expertise in input-output analysis, community surveying, and benefit-cost analysis. These tools can be used to analyze future projects such as airport redevelopment, transportation improvements, or tourism related investments.