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January, 2009



St. Louis Chapter

January PDM: Networking Night

Summary:

Your chapter strives to bring you new and innovative programming that will provide maximum value for your membership dollar. The January 2009 PDM will be a first for APICS-St. Louis.

Five discussion tables will be placed around the room. Each will feature a different supply chain topic presented by an expert speaker. Participants will have the opportunity to attend 20 minute sessions at up to three tables throughout the evening.

At each session, the speaker at each table will make a brief introduction to the featured topic and facilitate a discussion for up to 20 minutes. Participants will then move on to a different table for the next 20 minute session. The evening will conclude with a networking hour. Participants may use this time to follow up with the speakers to discuss the topics presented in more detail, chat with old friends, make new friends or just hang out and eat and drink.

Table Topics:

- ◆ Lean – A Local Company’s Experience
- ◆ The Role of Effective IT in the Supply Chain
- ◆ Free Trade Agreements – Profit Center /Cost Center
- ◆ APICS Benefits of Membership
- ◆ A Personal Marketing Plan for Career Success

**APICS—St. Louis
MEMBERS:**

***Bring a guest to this
event for FREE!***

Continued on next page . . .

APICS

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In this Issue . . .

January 2009 PDM Program Preview
Chapter Message
Certification Corner
CPIM Review Classes
CSCP Spring 2009 Class Schedule
Map Your Lean Transformation
Managing Network Risk Seminar

January PDM: Networking Night . . . continued

Schedule:	5:45 – 6:15 pm	Registration
	6:15 – 6:30 pm	APICS Update
	6:30 – 6:50 pm	Session 1
	6:50 – 7:10 pm	Session 2
	7:10 – 7:30 pm	Session 3
	7:30 – 8:30 pm	Networking & Refreshments

Date: Tuesday, January 13, 2009
Sheraton Inn Westport—Lakeside Chalet

Refreshments: Cash Bar & Hors d'oeuvres (no sit-down dinner)

Cost: **\$25.00 for members; (Members may bring a guest for free.) \$30.00 for non-members; \$15.00 for students (cash, check, or pre-pay with MasterCard or Visa)**

Reservations: e-mail to: reservations@apics-stlouis.com
or call Karen Adrignola at 636-349-7530



Reservation Deadline: 5:00 p.m., Jan. 8 - Reservations and cancellations will not be accepted after the deadline. Reservations not cancelled will be billed.

Chapter Message

**By: Jeff Mudd, CPIM, CSCP
President**

This is the time of year when we look back at the successes and challenges of the previous 12 months (Did I finish that big project? Did I get that promotion? Did I lose those 10 pounds? Did I learn to play the violin?) and start thinking about our goals for the next 12.

In case you're having trouble rounding out your New Year's resolution list for 2009, allow me to suggest a few:

1. Attend the monthly Professional Development Meetings beginning with Networking Night on January 13.
2. Start the CPIM program by signing up for Basics of Supply Chain Management beginning February 25.

3. Finish the CPIM program you started 3 years ago by signing up for Strategic Management of Resources beginning March 26.

4. Sign up for the CSCP program beginning April 21.

5. Recruit 2 colleagues to join APICS.

6. Volunteer to be a Company Coordinator.

7. Volunteer to staff the APICS booth at an expo or job fair.

Peace and joy to you and your family this holiday season. See you on January 13.



Congratulations!
The St Louis Chapter has qualified for the Platinum Chapter Benchmarking and Reporting (C-BAR) award level. Your award submission demonstrates your chapter's dedication to providing exemplary member services and professional development opportunities to APICS members and customers.

Thank you for your commitment to chapter excellence. We look forward to more great accomplishments from your chapter in the years ahead.

Good job and keep up the great work!

Sincerely,
2008 APICS District
Manager Committee

Certification Corner

**By: Bob Bielecki, CPIM, CSCP, CPM
Vice President for Professional
Development**

Benefits of the CSCP

This month's piece coming from a Global Supply Chain Blog – *Supply Chain Focus* and is an excellent testimonial of the power of knowledge the CSCP Certification carries:

“If we were to look at the international trade and globalization, we soon realize that the world is borderless through the power of Internet and wireless broadband communication. The speed in which information can be disseminated means that business of the future will become more and more competitive, and can be a competitive advantage. This couple with good customer service may provide the opportunity to become the preferred service provider, retailer, distributor, or producer. Having the right corporate strategies to sustain the niche market or traditional market segment, it is imperative to have an effective supply chain management in place.

There are many ways of developing human capital to enhance the supply chain strategies. The traditional approach is to hire people with a business degree or MBA, to ensure the academic foundation is available to support any innovative initiative for continuous process improvement. This has been a challenge when these graduates are from different universities and speaking different management

language, resulting in possible miscommunication and difficulties in moving in tandem.

CSCP (Certified Supply Chain Professional) from APICS USA provides the universal platform and common management language to support the inherent supply chain business processes that can be configured to support the enterprise systems requirements. CSCP helps to establish the conceptual framework for the extended enterprise supply chain management (SCM). With this APICS Body of Knowledge, it is a coherent platform to educate and train up management and senior executives for fine-tuning supply chain management or begin the journey of developing effective SCM.

CSCP is suitable for management, seasoned practitioners and consultants to get certified for the consolidated knowledge at the macro level of the extended enterprise SCM. This way it allows for the consistency in development the much needed Conceptual Framework in order to provide the basis for the management, project managers, consultants and key users to refine the model in order to establish the final systems requirements.

The benefits of education and training using the instructor-led classes and CSCP Learning System cannot be under-rated. The power of knowledge can be unleashed through learning process and classroom interactions.”

CSCP Question of the Month

The SCOR (Supply Chain Operations Reference) is to achieve which of the following:

- A) Process Improvement
- B) Realistic Schedules
- C) Customer Satisfaction
- D) Management of Returns



The focus of the SCOR model is A) **process improvement**. While all the other goals are desired, they will be achieved once the organization orients its strategic planning towards process improvement rather than functional silos.

Certified in Production and Inventory Management (CPIM)

The CPIM program educates manufacturing professionals on essential terminology, concepts and strategies related to demand management, procurement and supplier planning, material requirements planning, capacity requirements planning, sales and operations planning, master scheduling, performance measurements, supplier relationships, quality control and continuous improvement.

CPIM Exam Modules

The CPIM designation is awarded upon successful completion of exams covering the following five modules. The St. Louis chapter of APICS offers Certification Review Courses for each module.

APICS

THE ASSOCIATION FOR OPERATIONS MANAGEMENT

APPLY FOR MEMBERSHIP

On-Line

Visit the St. Louis Chapter web site at www.apics-stlouis.com or

Visit APICS National's web page – www.apics.org - click on "Join online today."

PHONE

Call APICS Customer Service at (800) 444-2742 or (703) 354-8851, 8:30 a.m. to 6:30 p.m., EST, Monday through Friday, and have your credit card ready.

CPIM Review Courses for Spring 2009



St. Louis Chapter

logistics. Since 1957, individuals and companies have relied on APICS for its superior training, internationally recognized certification programs, comprehensive resources and worldwide network of accomplished industry professionals.

Certified in Production and Inventory Management (CPIM)

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CPIM Exam Modules

The CPIM designation is awarded upon successful completion of exams covering the following five modules. The St. Louis chapter of APICS offers **Certification Review Courses** for each module.

All courses will be held at St. Louis Community College — Meramec Campus.

To register, visit www.apics-stlouis.com or call 636-349-7530.

Module 1: Basics of Supply Chain Management

Explore the basic concepts in managing the flow of materials in a supply chain. In the Basics, you get a complete overview of material flow, from internal and external suppliers to and from your organization.

10 Wednesdays – February 25 through May 6, 2009 (no class March 18)

Time: 6:00–8:30pm

\$550 (includes materials and APICS membership)

APICS – The Association for Operations Management

APICS is the global leader and premier source of the body of knowledge in operations management, including production, inventory, supply chain, materials management, purchasing and

Module 2: Master Planning of Resources

Explore the processes used to develop sales and operations plans and identify and assess internal and external demand and forecasting requirements. The course focuses on the importance of producing achievable master schedules that are consistent with business policies, objectives and resource constraints.

8 Mondays – March 9 through May 4, 2009 (no class March 16)

Time: 6:00–8:30pm

\$400 (includes materials)

Module 3: Detailed Scheduling and Planning

Focus on the various techniques for material and capacity scheduling. Study detailed descriptions of material requirements planning (MRP), capacity requirements planning (CRP), inventory management practices, and procurement and supplier planning.

9 Wednesdays – May 20 through July 15, 2009

Time: 6:00–8:30pm

\$400 (includes materials)

Module 4: Execution and Control of Operations

Focus on the areas of prioritizing and sequencing work, executing work plans and implementing controls, reporting activity results and providing feedback on performance. The course explains techniques for scheduling and controlling production processes, the execution of quality initiatives and continuous improvement plans and the control and handling of inventories.

9 Thursdays – January 8 through March 5, 2009

Time: 6:00–8:30pm

\$400 (includes materials)

Modules 5: Strategic Management of Resources

Explore the relationship of existing and emerging processes and technologies to manufacturing strategy and supply chain-related functions. The course addresses three main topics: aligning resources with the strategic plan, configuring and integrating operating processes to support the strategic plan and implementing change.

9 Thursdays – March 26 through May 21, 2009

Time: 6:00–8:30pm

\$400 (includes materials)

Certified Supply Chain Professional

Spring 2009 CSCP Class Schedule

- Apr 21** Introduction
 Module 1, Section A – Overview of Supply Chain Management
 Module 1, Section B – Supply Chain Management Strategy
- Apr 28** Module 1, Section C – Managing the Supply Chain
 Module 1, Section D – Improving the Supply Chain
- May 5** Module 2, Section A – Demand Planning
 Module 2, Section B – Product Design Considerations
 Module 2, Section C – Manufacturing Planning & Controlling
- May 12** Module 2, Section C – Manufacturing Planning & Controlling (continued)
 Module 2, Section D – Logistics
- May 19** Module 3, Section A – Relationship Management in SCM
 Module 3, Section B – Customer Relationship Management (CRM)
- May 26** Module 3, Section C – Supplier Relationship Management (SRM)
 Module 3, Section D – Integrated Customer/Supplier Relationship Management
- Jun 2** Module 4, Section A – Role of Information Technology in the Supply Chain
 Module 4, Section B – ERP in Supply Chain Management
- Jun 9** Module 4, Section C – Innovative Technologies and Their Uses
 Module 4, Section D – Using IT to Enhance Supply Chain Performance
- Jun 16** Module 4, Section E – e-business
 Test preparation review

All Classes at Sunnen Products Co. (Maplewood, MO)

Tuesday Evenings: 5:30 – 8:30 p.m.; Total Classroom Hours = 27

Early Bird Special - Register and Payment processing:

BEFORE March 1 - \$1795

Full Price - \$1995

Register online: <http://www.apics-stlouis.com> or call 636-349-7530.



The **CSCP** program is an industry educational and certification program created to meet the rapidly changing needs of the supply chain management field.

From the manufacturing to the service industry, regardless of whether a company is serving business or consumer markets or is for profit or not-for-profit, the increasingly important role of supply chain management is affecting all organizations.

Customers already expect good quality at low prices, and speed of delivery is becoming more important. As a result, effective supply chain management has become essential to successfully compete in today's global marketplace.

The CSCP program takes a broad view of the field, extending beyond internal operations to encompass all the steps throughout the supply chain—from the supplier, through the company, to the end consumer—and provides you with the knowledge to effectively manage the integration of these activities to maximize a company's value chain.

Map Your Lean Transformation

As more organizations decide to go lean, demand is escalating for a skilled team and system wide approach for developing and implementing lean project plans. This course is designed to equip you with the broad knowledge and tools to map the transformation for developing a lean culture at your organization.

This workshop will allow you to:

- Complete a self-assessment to determine your organization's readiness to implement lean
- Gain practical experience analyzing how to incorporate lean into organizations
- Leave with a project plan for implementing lean into your organization

The APICS Lean Enterprise Workshop Series is organized to enable you to approach and understand the lean transformation process systematically. Using scenarios from a fictitious company, Murphy's Toys, you will be tasked with finding lean solutions to a myriad of challenges. This method will provide you with the flexibility to immediately customize what you've learned and implement it at your own organization.

There are seven workshops in the series:

Thursday, March 12:

Lean Enterprise -Introduction

You will gain an overview of the many components of implementing a lean transformation in your organization and gauge your organization's readiness through a hands-on assessment.

Thursday, March 19:

Lean Culture

Explore the effects of a lean implementation on your employees and learn about the importance of teams. The kaizen, a team-oriented continuous improvement event will be introduced in this section.

Thursday, March 26:

Value Stream Mapping

Learn about value stream mapping and this tool's value for viewing processes and determining potential areas of improvement. Draw a current state map and then learn about concepts to help you improve your future state.

Thursday, April 2:

Stability and Process Improvements

Learn how to improve process stability, achieve demand stability and improve manufacturing process efficiencies.



Introducing the NEW! APICS Lean Enterprise Workshop Series

Thursday, April 9:

Just-in-Time

Determine customer demand, standard work, line balancing and many other tools to meet customer demand. Participants will explore the use of a heijunka system to meet customer demand through a hands-on activity.

Thursday, April 16:

Measuring

Review the way a lean company measures and align measurements with objectives. Topics include lean accounting, inventory costs, target costs and lead time.

Thursday, April 23:

Sustaining

Learn about the long-term changes to sustain the gains made. Topics include lean design, analyzing failures and ensuring ongoing quality control and continuous improvement.

All Classes at Sunnen Products Co. (Maplewood, MO)

Thursday Evenings: 5:30 – 8:30 p.m.

Early Bird Special

Register and Payment processing:

BEFORE March 1 - \$895

Full Price - \$995 for APICS members

\$1,195 for non-members, includes an APICS membership

Register online: <http://www.apics-stlouis.com> or call 636-349-7530.

APICS—St. Louis Chapter &
The Center for Supply Chain Management Studies at SLU present:

Managing Network Risk



From the Supply Chain Architecture Seminar Series...

Featured speaker:

William T. Walker, CFPIM, CIRM, CSCP

Supply Chain Architect, Practitioner, and Author

While the headlines of the day – frozen credit forcing bankruptcy, business interruption from extreme weather, fuel cost uncertainty, labor costs rising in China, health-care costs escalating in the United States, currency exchange whiplash, the war on terrorism, rolling power blackouts in major cities, protests in favor of fair trade, new regulations to protect the environment – suggest that all risk factors are beyond our control, the truth is more complex. Risk is an inherent part of business. Some risks are internally generated and within our control, while other risks are externally generated and outside our control. Every supply chain network has natural fault lines that are dependent upon the product, the network relationships, the dynamics of market competition, and the business environment. Each trading partner in a network has a management team who may, or may not, understand how to drive the business within a network context. When a network is brittle, it may fail even under low risk conditions. When a network is more pliable, it can continue to function competitively even under high risk circumstances.

The time proven 5V Principles of Supply Chain Management - **Velocity, Variability, Vocalize, Visualize, and Value** - simplify the network design and operational decisions of complex supply chains for broad usage throughout the manufacturing and service sectors. These principles are used to solve network problems by people separated by time, geography, and culture who must work together as a team to deliver competitive products and services under high risk conditions. This seminar builds from a fundamental understanding of network architecture, through achieving high performance, to providing a high degree of network tolerance for both internal and external risks. **The end goal is a risk tolerant network.** This seminar is structured into a series of modules; each module consists of a lecture reinforced by real life experiences, detailed instructor led examples, and interactive team games and problem solving exercises.

Who should attend?

This seminar will be attractive to supply chain directors, supply chain professionals, planners, purchasing agents, buyers, outsourcing specialists, logistics managers, warehouse specialists, transportation specialists, vice presidents of operations, operations management, materials engineers, new product engineering, information technologists, product marketing, cost accountants, supply chain consultants, academicians, and students of the supply chain.

Thursday, April 15, 2009

8:00 a.m.—4:30 p.m.

Sheraton Inn, Westport — Tower

\$295, includes continental breakfast, lunch, a copy of *Supply Chain Architecture*, & all materials (payment by check, Visa, or MasterCard)

Register at: www.apics-stlouis.com
or call: 636-349-7530.

Managing Network Risk

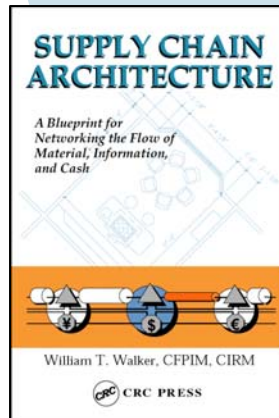


About the speaker . . .

William T. Walker, CFPIM, CIRM, CSCP is Director of Supply Chain Management for StarTrak Systems, LLC, a supply chain architect, practitioner, and author. Bill has 35+ years experience designing, implementing, operating, and optimizing global supply chain

networks for Hewlett-Packard, Agilent Technologies, Siemens Building Technologies, and StarTrak Systems, LLC. Bill was named a "Top 20 Logistics Executive for 2000" by the Logistics Forum. He is the author of *Supply Chain Architecture: A Blueprint for Networking the Flow of Material, Information, and Cash* and contributing author of *Supply Chain Networks and Business Process*

Orientation. Bill developed and instructs the *Supply Chain Architecture Seminar Series* which he has personally instructed in Malaysia, Singapore, Australia, the United States, Mexico, the Netherlands, Scotland, Germany, and South Africa. Bill is a 25+ year member of APICS, a past President of the APICS Educational & Research Foundation, and a past APICS Vice President of Education-SIGs. He also holds membership in CSCMP. Bill graduated from Lehigh University with BSEE and MSIE degrees.



Managing Network Risk Seminar Outline

Introduction

Measuring the three vital signs of every business

Supply Driven Risk

Revenue at the expense of profit

Using the Bill Of Materials to identify profit risk

Supply side network fissures

Network decisions guided by the Velocity and Variability principles

Demand Driven Risk

Profit at the expense of cash flow

Using the Bill Of Cash to identify cash flow risk

Demand side network fissures

Network decisions guided by the Vocalize and Visualize principles

Context Driven Risk

Characteristics of external threats

Environmental scanning

Four levels of risk tolerance

How to build a risk tolerant network

Summary

What-If scenario planning games



St. Louis Chapter

