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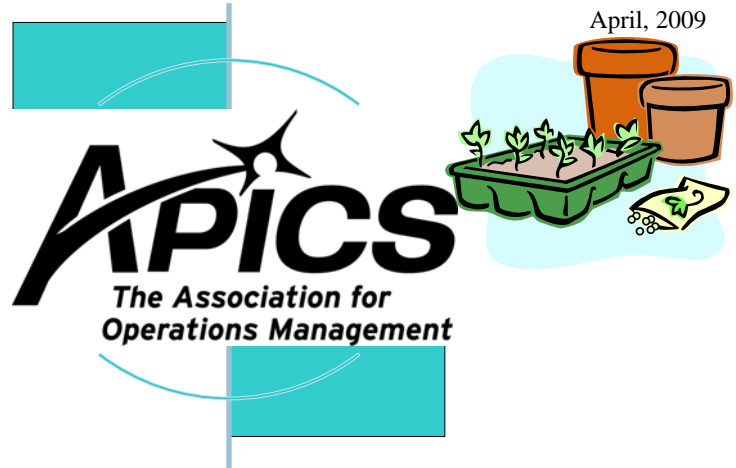
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Vol. 9, Issue 8



St. Louis Chapter

April PDM

Where Logistics Closes the Gap

This interactive presentation engages the audience in a set of short business problems that rely on the field of logistics for their solution. Specific logistics concepts are related back to the definition of a supply chain as the integration of material flow, information flow, and cash flow. Each scenario describes a real domestic or international problem involving transportation, warehousing, and logistics information with a significant dollar impact to the business, including:

- Moving a distribution center
- Filling a new product pipeline
- Transferring product assembly offshore

The audience pools their knowledge to practice finding a best solution. The take-away is a review of specific logistics concepts and a deeper understanding of the power of teamwork among operations management, logistics, and purchasing professionals.



About the presenter:

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

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April PDM . . . continued

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, South Africa, and at the United Nations. 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.

Date: Tuesday, April 14, 2009

Time: 5:45 p.m.: Registration
6:15 p.m.: Dinner
7:00 p.m.: Program

Location: Sheraton Inn Westport—Lakeside Chalet

Cost: \$25 (Members) / \$30 (Nonmembers)

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



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

Chapter Message

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

**“It is not necessary to change.
Survival is not mandatory.”**

-W. Edwards Deming

We all know that change is a natural and constant part of life. Sometimes change is a positive act of self-direction. Often though, change is foisted on us by circumstances beyond our control. The current economic downturn has forced many of us to endure drastic changes to our careers and our financial security. For some, lifestyles, hopes, dreams and aspirations have been forever altered by the loss of a job, a home or a financial nest egg.

Throughout human history, natural and human-made changes in the environment, economic or social conditions have forced us to adapt and grow. The old axiom of “the survival of the fittest” isn’t quite right. More accurately, “survival of the most adaptable” better accounts for those who are smart enough, creative enough and determined enough to survive the tough times and thrive in the good.

One way of maintaining our adaptability is continuous learning. We must always stay on top of – or even better, ahead of – changing conditions and trends in our field of operations and supply chain management, the industries in which we currently work and across the general economy. Just because I’m the best master scheduler in the automotive industry today doesn’t mean there will be a need for that particular set of skills tomorrow. The key is to be able to combine that practical experience with up-to-date training and education and be able to apply it across many types of organizations in many different industries.

Membership in APICS is a great way to stay on top of current thinking in operations and supply chain management. Outstanding educational offerings such as the Certified Supply Chain Professional (CSCP) program are a great way to maintain one’s adaptability in uncertain times. I encourage you to stay involved, keep informed and take advantage of the many survival resources available from APICS.

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.

Wednesday, 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



St. Louis Chapter

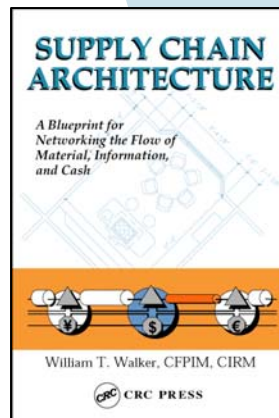


About the speaker . . .

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

Certification Corner

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

This month's column will focus on the CSCP body of knowledge. The CSCP classes have been very well received in your region and give our chapter members an excellent opportunity to add to their supply chain knowledge giving them a competitive advantage on both a personal and corporate level. Our next class begins on April 21 and will be held at Sunnen Products beginning at 5:30. Here is a sampling of the topics the classes will cover:



Supply Chain Management Fundamentals (30%)

- Explore how successful supply chain management adds value to your organization
- Understand the supply chain management process
- Develop a supply chain strategy that aligns with corporate strategy
- Assess and measure the effectiveness of supply chains
- Establish a continuous improvement process for supply chains
- Understand the importance of supply chain design and its continually evolving capabilities

Building Competitive Operations, Planning, and Logistics (20%)

- Understand natural dynamics within the supply chain to optimize performance and increase profitability
- Assess the value of demands and reduce complexity in demand planning

- Establish collaborations to replace or improve demand estimates
- Include supply chain factors in product designs
- Align distribution and transportation options with supply chain strategy
- Develop and implement plans for using 3PL and 4PL service providers
- Understand the importance of reverse logistics

Managing Customer and Supplier Relationships (30%)

- Categorize customers based on their profiles and needs
- Understand customer loyalty and lifetime value of a customer
- Establish measures of customer satisfaction
- Understand the strategic importance of purchasing and supplier relationships
- Establish a supplier rating system
- Effectively use customer data to improve service performance and increase value to suppliers and customers

Using Information Technology to Enable Supply Chain Management (20%)

- Understand the role of data and information technology in support of the supply chain
- Learn how technology-enabled supply chains contribute to business strategies and operating plans
- Demystify the IT infrastructure as it relates to the comprehensive set of supply chain management systems
- Understand the innovative technologies enabling collaborative commerce and global visibility
- Apply technology to enhance distribution, reverse logistics, and global supply chain communications

APICS CSCP 2009 Exam Deadlines

EXAM DATE	ELIGIBILITY DEADLINE	REGISTRATION DEADLINE
March 21, 2009	January 23, 2009	February 6, 2009
June 20, 2009	April 24, 2009	May 8, 2009
December 12, 2009	October 16, 2009	October 30, 2009

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

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.

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

Tuesday Evenings: 5:30 – 8:30 p.m.;

Total Classroom Hours = 27

Cost: \$1,995

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



CPIM Review Courses for Spring 2009

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 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)

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.

All courses will be held at St. Louis Community College — Meramec Campus. Class times: 6:00–8:30pm

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

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
\$400 (includes materials)**



The St. Louis Chapter of APICS offers congratulations to all participants that passed the CSCP exam in December 2008. Bob Bielecki presented CSCP pins to the following at the March PDM - pictured left to right - Bob Bielecki, CSCP Instructor - Rodger Lennon, Thomas Blair and John Westermayer.

Benefits of CPIM

A CPIM education can help you to:

- Increase your functional knowledge of production and inventory management.
- Improve efficiency across the processes of your organization's supply chain.
- Streamline operations through accurate forecasting.
- Predict outcomes more accurately.
- Maximize customer satisfaction by delivering products and services Just-in-Time.
- Increase profitability by optimizing your organization's inventory investment.
- Enhance your credibility among peers, employers, and customers.

Who should earn the CPIM designation?

A CPIM education is essential for professionals involved in:

- Production and inventory management
- Operations
- Supply chain management
- Procurement

FOR THE RECORD:	March, 2009 PDM Ratings & Attendees (Scale = 4.0)	Speaker	3.67
		Subject	3.67
		Facilities	3.67
		Food	3.33
GREG	BENKEN	PLAZA FLEET	
BOB	BIELICKI	NORDYNE	
LINDA	BLACKBURN	SIGMA ALDRICH	
THOMAS	BLAIR	PARKER HANNIFIN	
PRESTON	BLEVINS	DATA CRAFT SOLUTIONS	
BILL	BRIDENBAUGH	ENTERPRISE RENT-A-CAR	
BOB	CONNON	ARCH CHEMICAL	
DAVE	DARNER		
TRAVIS	DEKRYGER	FORTE PRODUCTS	
AL	DOWNS	SUNNEN PRODUCTS CO	
HEATHER	GALER	JACKMAN FABRICS	
ROGER	LENNON	GRAYBAR ELECTRIC	
JEFF	MUDD	DRS MARLO COIL	
PATRICK	MURPHY		
RAY	SCOTT	CODE 3	
DAVE	SHAW	GKN AEROSPACE	
GREG	TATE	GMT CONSULTING	
JOHN	VERLAUTZ		
JOHN	WESTERMAYER	AMEREN UE	
BILL	WILLIS		
KAREN	ZUMWALT	JACKSON SAFETY	

CPIM Question of the Month

This month's question comes from the CPIM module Execution and Control of Operations:

A process capability analysis provides which of the following:

- A) Quantified prediction of process adequacy
- B) Performance Summary
- C) Status Report
- D) Qualitative summary of process adequacy



The correct answer is A. **process capability analysis**: A procedure to estimate the parameters defining a process. The mean and standard deviation of the process are estimated and compared to the specifications, if known. This comparison is the basis for calculating capability indexes. In addition, the form of the relative frequency distribution of the characteristic of interest may be estimated.



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APICS —
St. Louis Chapter
Job postings
<http://www.apics-stlouis.com/> then
click on “Jobs.”

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