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APICS

The Association for
Operations Management



St. Louis Chapter

October PDM

Making Thunder (Solving Old Problems with New Ideas)



Thunder comes from lightning and lightning is sparked by ideas. Without new ideas our organizations are doomed to repeat the failures of the past. We can learn to see new possibilities and to encourage the development of new answers to old questions. These allow those that find them to succeed where others fail. Steve will show us how different companies with the same pieces of the same puzzle find different answers with much different results. Learn the secrets that will make the difference between just following others and leading your industry.

About the Speaker:

Steve Epner is a Computer Science graduate (1970) and earned a Master's of Science from the School of Technology in 2005, both from Purdue University. He is a member of the faculty of the Graduate School of Business at Saint Louis University, the University of Industrial Distribution, and the Arizona State University certification program for Manufacturers Representatives. In 2005, Saint Louis University appointed him Innovator in Residence. Steve is a well published author and frequent speaker at meetings across the country. In 1976, Steve started a consulting firm that he has since sold to Brown Smith Wallace. As you can tell, he flunked retirement.

Date:

October 13, 2009

Schedule:

5:45—6:15 p.m. Registration
6:15—7:00 p.m. Dinner
7:00—8:00 p.m. Program

Cost:

\$25 (Members)
\$30 (Non-members)

Location:

Sheraton – Westport
Lakeside Chalet

Reservations:

e-mail:

reservations@apics-stlouis.com

or call Karen at 636-343-8877

Reservations due by 5:00 pm on
Thursday 10/8.

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Chapter Message

By: Bob Bielecki, CPIM, CSCP, CPM President

As of this writing, the US stock market had experienced its largest percentage increase in a six month period, since 1933. The US has avoided what would have been the Great Depression II. However, we are in what some are now calling the Great Recession. It has been a year since investment bank giant Lehman Bros. went bankrupt and helped trigger a global financial crisis.

So, what's next for the APICS professional? Keep your skills sharp, your contacts strong and your participation meaningful. Here are some of the things the APICS St. Louis Chapter is offering to help you accomplish these goals:

Sharp Skill Sets:

We are expanding our educational offerings beyond the traditional CPIM coursework. We again are offering the CSCP course starting Oct 8 at Sunnen Products which coincides with the skill sets outlined in the Supply Chain Managers Competency Model. We are going to preview Lean Enterprise, Global Sourcing, Introduction to ERP, Cycle Counting, and Fundamentals of Operations Management during pre-dinner meetings. During Oc-

tober we are holding our Fall Seminar – “How to Package and Market Your Most Valuable Product ...YOU!” This is an excellent skill set to have and is free to our members that are in good standing and between jobs.

Strong Connections:

APICS- St Louis now has it own LinkedIn site - http://www.linkedin.com/groups?gid=2062570&trk=hb_side_g The site offers an opportunity to network with fellow members; you can post topics of interest and share views. As you all know we have a monthly PDM which are held at the Sheraton Westport Plaza, We gather to discuss issues and opportunities in the local market while sharpening our skills with timely topics from subject matter experts.

Meaningful Participation:

I strongly urge you to get involved with the local chapter in a volunteer role. It will just take a few hours a month and you will be giving back to the APICS community. If you have the time, consider other opportunities with organizations such as Junior Achievement and community based programs. The personnel satisfaction is a wonderful payback.

WELCOME NEW MEMBERS

- Walter R. Eschmann
- Steve S. Trenz
- Ajinkya Kale
- Richard A. Phillips
- Dwayne Yount
Monsanto
- Melanie M. Bundoc
Covidien
- Mark Walker
Covidien
- Stephen G. Hoff
Ingersoll-Rand

CPIM TEST VOUCHERS

APICS St. Louis is offering CPIM test vouchers for \$100. These vouchers expire on November 1, 2009. If you are interested, email Karen at reservations@apics-stlouis.com or call 636-343-8877.

TENTATIVE 2009—2010 Calendar of Events

DATE	EVENT
October 13, 2009	PDM: “Making Thunder—Solving Old Problems with New Ideas”
October 13, 2009	SEMINAR: Job & Career Development
November 10, 2009	PLANT TOUR
January 12, 2010	PDM: Round Table Discussion
February 16, 2010	PDM: “IT in the Supply Chain” Joint Meeting with ISM
March 9, 2010	PLANT TOUR
April 13, 2010	PDM
April 14, 2010	SEMINAR
May 11, 2010	PDM: “Leading without Authority”
June 15, 2010	PDM: Joint Meeting



St. Louis Chapter

OMBOK and the Supply Chain Competency Model

**By: Al Downs, CPIM, CSCP
Vice President, Marketing**

Don't Try This At Home . . .

Most of us have hired someone to do contract work around the house whether to put up a fence, lay carpet, or install a new air conditioner. How did you feel when it came time to sign the contract? What were those questions eating at you, any sweaty palms concerning the risk involved? It really came down to one main question in the back of your mind – Do these guys really know what they're doing!? True professionals have the experience and training necessary to perform their task without these fears. This is true in our field of Supply Chain management where the stakes are usually higher and the global complexities continue to get more sophisticated.

So what do we look for in a professional? Obviously credentials are important if they can be trusted. But what if you're new to the field or don't know what the qualifications and required skills of a particular job call for. After all, just what is a profession?

The word itself comes from Latin – *professio*: meaning a public declaration. Webster defines profession as a calling requiring specialized knowledge and often long and intensive academic preparation. With so many folks getting MBA's these days, you've got to ask - are they professionals when they get their piece of paper? (I don't mean profession students.) The better concern – would you hire them to do a job without asking, "Do these guys really know what they're doing?"

And if you are in the field of Supply Chain management, are you willing to make a public declaration? Do you fully know the requirements and expectations required to make this bold statement?

This may sound harsh; but there is an element of Integrity that is as important these

days as it has ever been. So where do I find the yardstick, how do I know if I measure up?

APICS has long set the universal language for operations management. The APICS Dictionary continues to define our profession, link organizations internationally in understanding and is a backbone for our certification process. Now APICS has developed two more relatively new tools from which to gauge our knowledge – OMBOK and the Supply Chain Managers Competency Model.

Operations Management Body of Knowledge sets the scope of our field and provides a means to understand its foundations. OMBOK defines the work, gives best practices, helps comprehend the language and techniques that will help us succeed in the profession.

Secondly, APICS has now developed a Supply Chain Manager Competency Model with guidelines set by the Employment and Training Administration of the United States Department of Labor. "The model is visually represented in a diagram for easy reference. The model is organized into tiers of competencies and includes descriptions of the activities and behaviors associated with each competency.

The Competency Model Clearinghouse defines competency as "the capability to apply or use a set of related knowledge, skills, and abilities required to successfully perform 'critical work functions' or tasks in a defined work setting." In many cases, the competencies outlined in this model are adapted from the APICS Operations Management Body of Knowledge (OMBOK) Framework."

Both of these new tools are free and downloadable from the APICS website. They are excellent means to see how you fit and set a career path. In the tradition of the old POGO cartoon – "We have met the professional and he is us."

APICS Economics 101:

**GIVE YOUR
CAREER
A BOOST**

Certified Supply Chain Professional (CSCP)

Thursdays, for a 10 week term beginning

Oct. 8 through Dec. 10

6:00 — 9:00 p.m.

\$1,995

Price includes Learning System and Exam

This course held at Sunnen Products (Maplewood)

Basics of Supply Chain Management

Wednesdays, for a 10 week term beginning

October 7

6:00 — 8:30 p.m.

\$600

(includes membership)

This course held at Meramec Community College

**For more information or to register online, visit:
www.apics-stlouis.com
or contact the Association Office at
636-343-8877**



Certification Corner

By: Joe Witkowski, CPIM,CSCP
Vice President for Professional Development

About 5 weeks ago I read an intriguing column in *Business Week* by best-selling business author, consultant, and McGill University Business School Professor Henry Mintzberg entitled “The Best Leadership is Good Management. I reflected on how most of us, as CPIM’s and CSCP’s hold titles of “Supply Chain Manager” which emphasize that the value we add is in what Mintzberg calls our attachment to **“the messy process of managing.”** In fact, Mintzberg attributes the current global financial crisis to a dearth of the plain old good management that CPIM’s and CSCP’s apply every day to the flow of materials, information, and cash.

Mintzberg asserts that U.S. businesses now have too many leaders who are detached from the messy process of managing. So they don't know what's going on. As my career in Supply Chain Management has evolved, aided and abetted by APICS Certifications, “knowing what’s going on” has positioned me to be among other things, the liaison between IT [including third party consultants seeking to know “what’s going on” in the business”] and the day-to-day goings on of servicing the customer acceptably and at the lowest total delivered cost. Stated differently, how can a firm attain “cost leadership” without GOOD MANAGEMENT of their supply chain?

Above the levels of tactical management and even business planning, how do I as a CPIM or CSCP contribute to the strategic plan of the firm? Frequently I have found myself frustrated that, as Mintzberg describes, I’m “a manager with serious, informed doubts about a strategy, but the leadership is too removed from the fray to hear you.” The good news, he reminds us, is that **“the truth is, many of the most successful strategies are not conceived in isolation at the “top.”**



They grow throughout the organization via a kind of distributed leadership.” If we remain true to the sound and robust first principles we learned and re-learned in our CPIM modules or CSCP studies, we can and will transmit sound information, guidance, and recommendations informally to higher levels in the organization. These informal transmissions are the real building blocks of sound, effective business strategy.

As a Supply Chain Manager armed with the APICS Body of Knowledge, do you consider yourself thoroughly engaged in the daily activities of your business? I do and hopefully most if not all of you do. This is good news from the Mintzberg perspective, because, plain and simple, a robust company is **“a community of engaged human beings.”**

I chuckle at all the times someone above me in the organization has referred to me as “Joe the Plumber” when he or she hears that I am correcting bills of materials, cleansing master data, auditing mrp settings, teaching APICS principles, and the other management tasks that comprise the craft of a Supply Chain Manager. But as Stanford University emeritus professor James G. March put it so well: **“Leadership involves plumbing as well as poetry.”** With this metaphor, Mintzberg concludes that **“instead of**

distinguishing leaders from managers, we should encourage all managers to be leaders. And we should define “leadership” as management practiced well.”

In this light, APICS-certified managers are clearly leaders. Take it from Joe the Plumber, certification makes a difference every day.

Article referenced:

http://www.businessweek.com/magazine/content/09_33/b4143068890733.htm?chan=magazine+channel business+views

Fall 2009 Seminar

**How to Package and Market
Your Most Valuable Product
...YOU!**

Summary:

APICS gives back... helping unemployed members!

You walk into a meeting. It might be an interview, a budget meeting, a contract negotiation, or the seemingly innocuous staff meeting. You are unaware of the volume of non-verbal communication that you are putting out. Everyone in the room is picking up on these messages and making snap judgments based upon them. What should you do to project the image and message that will help you ensure success?

This ½ day seminar will focus on non-verbal communication, appearance, body language, and attitude/knowledge. The seminar will show attendees how they are a product and that they need to package in order to make the statements they want about themselves non-verbally.

Who

Should Attend:

- Unemployed job seekers
- Those concerned with their job security
- Anyone interested in professional development/career advancement

Bonus:

Workbook, snacks, open networking time ...



Speaker Bio:

Kay Wortman has 19+ years experience in sales and marketing with companies that include Clairol, Revlon and Chesebrough Ponds. She has held various sales and sales management positions with responsibility for managing and training national sales organizations. Kay has appeared on local television stations

and a featured guest and co-host of Between Friends on KMOX radio.

Kay started her company, Kay Wortman, Inc. focusing on image. From there KWI grew to motivation and training in the areas of non-verbal communication, business/social etiquette and building relationships.

Location: ISC Surfaces Training Room
9261 Dielman Industrial Drive
St Louis, MO 63132

Date: October 13, 2009

Time: Check-in starts: 11:30 AM
Session One: Noon to 1:30 PM
Break 1:30 PM to 1:45 PM
Session Two 1:45 PM to 3:00 PM
Open Networking & Gallery Tour
3:00 PM to 4:00 PM

Fee: Unemployed Members attend at no cost
Employed Members: \$25
Non-Members: \$35

Reservations:
e-mail:
reservations@apics-stlouis.com
or call Karen at 636-343-8877
Reservations due by 5:00 pm on October 8.

*Registration
limited to 25*

FOR THE RECORD:	September, 2009 PDM Ratings & Attendees (Scale = 4.0)	Speaker	
		Subject	3.52
		Facilities	
		Food	
		3.24	
		3.43	
GREG	BENKEN	PLAZA FLEET	
MATT	BENZ		
KATIE	BIELECKI		
BOB	BIELECKI	NORDYNE	
BEN	BIELECKI		
LINDA	BLACKBURN	SIGMA ALDRICH	
THOMAS	BLAIR		
BILL	BRIDENBAUGH	ENTERPRISE RENT-A-CAR	
BOB	CONNON	ARCH CHEMICALS	
DAVE	DARNER		
TRAVIS	DEKRYGER	FORTE PRODUCT SOLUTIONS	
AL	DOWNS	SUNNEN PRODUCTS CO	
MARK	FORD		
LUCY	FRAMIGLIO		
JOHN	HELLEBUSCH		
JEFF	HIGBIE	SOLAE LLC	
SHARON	HOLDENREID	JACKSON SAFETY	
JAMES	HUBBARD	SIGMA ALDRICH	
GARY	KOPP	DEMAND SOLUTIONS	
JOHN	KUNZ	MISSOURI ENTERPRISE	
IK	KWON	CSCMS	
TIM	MCLAUGHLIN	BUNZL USA	
NATHAN	OVERBOE	HARBOUR GROUP	
RICHARD	PHILLIPS		
KARL	ROGERS		
MIKE	SCAHILL	SOLARSOFT	
RAY	SCOTT	CODE 3	
THERESA	SCULLY	ISC SURFACES	
DAVE	SHAW	GKN AEROSPACE	
ROB	STEPANEK		
JOHN	THOMAS	JACKSON SAFETY	
JOHN	WESTERMAYER	AMEREN UE	
BILL	WILLIS		
JOE	WITKOWSKI	DR PEPPER SNAPPLE GROUP	
RON	WOOD	MISSISSIPPI LIME	
KAREN	ZUMWALT	JACKSON SAFETY	



The September PDM featured **Tom Schulte** speaking on the subject of “How To Manage Change.”

APICS

THE ASSOCIATION FOR OPERATIONS MANAGEMENT

APPLY FOR MEMBERSHIP

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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

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