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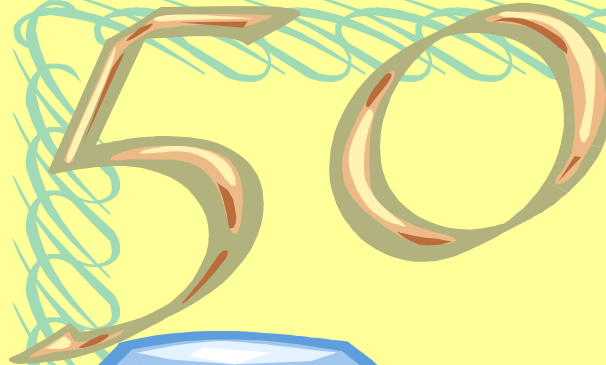
January, 2010

APICS

The Association for
Operations Management



St. Louis Chapter



Fifty Years of Excellence and Leadership



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50 Years of Excellence and Leadership
Chapter Message
January 2010 PDM

Welcome New Members
Map Your Lean Transformation
Lean After the Holidays
CPIM at St. Charles CC

50 Years of Excellence and Leadership

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

APICS the Association for Operations Management – St. Louis Chapter celebrated its 50th anniversary in December 2009. The local Chapter formed approximately two years after the International organization – APICS was founded. The association celebrates the thousands of supply chain and operations professionals who have propelled supply chain and operations management from the industrial era to the information age. As the industry resource for education and training, APICS provides internationally recognized certifications, comprehensive resources, and a worldwide network of accomplished industry leaders.

One of the early pioneers of our Chapter, Wil Volentine continues to maintain his membership. Wil is not only a Past President for two year 1965-66; but served on the National Board as well. He has recently attended International Conferences and attended the local Past Presidents PDM. His join date indicates 1957! Another star player St. Louis can claim is the late Don Fogarty. Don took Wil's place as President of the St. Louis Chapter in 1967. Many of our members recognize Don for the Don Fogarty Student Paper Competition, forerunner of the current student writing competition for many years.

We could go on to the many past members who have made a difference, mentored others, gave their time and knowledge to help others in our profession. That is what APICS -St. Louis has always been, not just another professional society; but sincere friends helping friends

through their careers. It would be great to hear individual testimonies of how they have grown by the efforts of others who have helped them along the way. I can point to folks in APICS who were instrumental in my successes and helped direct my career. These are lifetime friends. More than a network, we are a team!

APICS fuels the global economy by providing the education and training operations managers need to achieve faster, more efficient and more cost effective supply chains. Through regular expansion and refinement, the APICS body of knowledge offers the most expert, current, and relevant education to the growing operations management community. Obtaining an APICS certification shows a commitment to the profession that leads to a sense of accomplishment, demonstrates value to the employer, enhances earning potential, and provides a path to career advancement.

APICS continues to set the standard for developing advanced training and education that increases knowledge of global supply chain issues and solutions. The same mission that made APICS the proven leader in providing operations management training and education in St. Louis 50 years ago still applies today. The passion that has categorized St. Louis as a Gold Chapter leading to Platinum for the past four years continues!

Visit www.apics-stlouis.com to identify events. Pass it on!



St. Louis Chapter

Chapter Message

**By: Bob Bielecki, CPIM,
CSCP, CPM
President**

Happy New Year!

First, I would like to wish each and every member a safe a prosperous New Year!

As the Chapter moves into the next decade, it has come to my attention that in Dec 2009 – the Chapter has reached its 50th year in operation serving the St Louis business community. This is a great accomplishment for the Chapter and we will be celebrating this milestone through-out the New Year.

Well, they say New Year – New You, so with that theme I am please to announced that we are in the process of unveiling a new website that will be more user friendly, updated timely and packed with information not only focused on our local Chapter but with other Chapters through-out the Region and the Nation. The website will contain more consistent branding with other APICS affiliates.

We will also start our first radio campaign to inform the public at our upcoming educational classes that are being offered at St. Charles Community College and St. Louis Community College – Meramec. As members you already know the value of APICS certification but not we are going to spread the word with radio spots on KDHX. I am very excited to hit the air-waves with our message!

Warm Regards

January 2010 PDM



Network Night: Supply Chain Table Topics

The January 2010 PDM will bring the annual APICS-STL chapter: Table Topics night! There will be five tables setup with a different topic and featured speaker at each. Attendees will have the opportunity to attend 30 minute table-top sessions at up to three tables during the evening.

Each table's speaker will give a 10 to 15 minute introduction on his/her area of expertise at the beginning of each session and then facilitate a period of discussion for up to a total of 30 minutes. People will disperse and move to a different table topic after the 30 minute and 60 minute mark. We will end the night with a 30 minute open networking time. Attendees can use this opportunity to follow-up to gain more detail one of the topics, network, eat, and drink.

Table Topics:

Business Analysis Skill Set Development

– Rod Thompson

Supply Chain Metrics

– Gary Kopp & Bryan Dahlfors

Incoterms – A Practitioner's Guide

– Sara Gadenken

APICS – Membership Benefits

– Al Downs

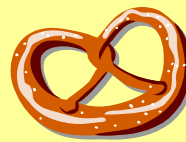
Making Change Stick

– John Kunz

Refreshments: Cash Bar & Snacks (No Sit-Down Dinner)



*Continued on
next page . . .*



January PDM

Date:

Tuesday, January 12, 2010

Schedule:

5:45—6:15p.m.

Registration

6:15—6:30 p.m.

Chapter Announcements

6:30—7:00 p.m.

Session 1

7:00—7:30 p.m.

Session 2

7:30—8:00 p.m.

Session 3

8:00—8:30 p.m.

Snacks & Refreshments

Open Networking

Detailed Discussions

Cost:

\$25 (Members)

\$30 (Non-members)

Location:

Sheraton – West Port:

Lakeside Chalet

Reservations:

e-mail:

reservations@apics-sflouis.com or call Karen at 636-343-8877

Reservations due by 5:00 pm on Thursday January 7, 2010.

**WELCOME
NEW MEMBERS**

Jeff Sparks

Wayne J. Joggerst

January 2010 PDM, continued ... Network Night: Supply Chain Table Topics

Bio / Summary:

Rod Thompson – Rod has developed a Business Analysis approach to problem solving during his career. This approach provided Rod with a way to quickly analyze a path forward to a workable solution once a full understanding of the conditions is obtained and a visualization of the solution is achieved. During Rod's presentation, he will share his approach with you and how you can develop your business analysis skills.

Rod's career in Supply Chain management covers a variety of areas. He served 20 years in a variety of Navy Supply Chain roles including Freight Terminal Director, Naval Supply Depot, Subic Bay Philippines during the withdrawal of the Navy after the Mount Pinatubo eruption in 1991. Rod's civilian career includes consulting and project management assignments at places such as BKD LLP and Watlow Electric Manufacturing Company. Rod holds a BA from Iowa State and an MBA from Penn State. His professional certifications include CPIM, CIRM, PMP, CQE, CRE, and CPL in addition to several other certifications.

Gary Kopp / Bryan Dahlfors - The following are metrics that are helpful to monitor and to facilitate supply chain optimization. In this table discussion, Bryan and Gary would like to hear what metrics you are currently tracking. For additional metrics that you would like to track, what is keeping you from doing that?

- Forecast accuracy
- Inventory levels
- Customer service levels
- Priority shipping costs
- Vendor on-time delivery
- WIP inventory (for manufacturers)

Gary Kopp is a St. Louis native and has recommended IT solutions to area companies since 1984. Starting as a Systems Engineer at IBM, he moved into sales and worked for J.D. Edwards/PeopleSoft from 2000-2004 as well as FileNET and HP Software. Gary is currently a Principal with Demand Solutions responsible for sales and account management for Missouri, Kansas, Iowa and Nebraska, using forecasting, replenishment and S&OP applications to help companies optimize inventory, customer service levels, and shipping costs to improve profitability.

Bryan's career includes assignments as a service parts inventory planner, inventory manager manufacturing manager, and director of manufacturing systems for companies such as Hobart, Rittal, McCauley Propellers, Inc, and Demand Management. Bryan's experience over the years included implementing/launching several systems projects. Bryan has his Certification in Production and Inventory Management (CPIM) from The Association for Operations Management (APICS) and previously held the position of V.P. of Marketing for the Saint Louis Chapter. He has a Bachelor's degree in Marketing Wright State University in Dayton, Ohio and a Bachelors degree in Information Technology from the University of Phoenix.

Sara Gadeken – Incoterms is short for International Commercial Terms and was created to simplify international transaction. Although intended to simplify, Incoterms are quite often misunderstood or misused. Sara will cover a practitioner's guide for employing Incoterms that she developed in her career in import/export compliance.

Sara's career path is quite varied and interesting. She started out as a counselor at Saint Louis University and eventually transitioned to a Supply Chain role at Solutia. She ended up assuming the role of Free Trade Coordinator at Solutia after convincing her boss the role needed to be filled in order avoid over paying duty on Solutia's products manufactured at a variety of sites around the world. She recently moved to her current position as a Trade Compliance Analyst at Mallinckrodt Pharmaceutical. Sara holds the certification in Production and Inventory Management (CPIM) from The Association for Operations Management (APICS), an MA from Saint Louis University and a BA from University of Missouri-Rolla

Al Downs - APICS membership has a wide variety of benefits and there is nobody better within the Heartland District to educate you on what *your* chapter / association has to offer. Al will discuss the world class certifications, OMBOK, volunteer opportunities, etc.

Al is currently a member of the APICS Heartland District Staff, a St. Louis Chapter Instructor, and a 30+ year member of APICS. Al holds both the CSCP and CPIM designations and is a Supply Chain Manager with

Sunnen Products Company. Al has earned a BA in Marketing from the University of Illinois and an MBA from St. Louis University.

John Kunz - We have all heard the old cliché that the only constant is change. While that is true, making change happen is a very difficult thing for many organizations. John will discuss some thoughts that give insight into some critical aspects of making change happen:

- Training verses doing at both the individual level as well as the organizational level
- Alignment of mission, vision, structure and practices
- Planning for change at the leadership level

In the open discussion time, we can share our own experiences from the past to learn from, or we can dialog on current or anticipated changes to see what these insights might lead us to do differently when we are asked to be a part of leading change.

John Kunz has more than 18 years of experience in manufacturing and consulting. In his career he has been involved in Supply Chain Management and Operations for both large and small organizations. John's experiences include all aspects of production and operations planning as well as inventory management. John has held positions ranging from production planner and scheduler to materials manager. John has also been involved in the development and implementation of Sales and Operations Planning programs. In recent years John has moved into consulting. John works for Missouri Enterprise, a non-profit business consulting firm. Missouri Enterprise is focused on helping Missouri's small to midsized manufacturers succeed. In his current role he helps companies lead and manage change through implementation of Supply Chain best practices, Lean Enterprise and Continuous Process Improvement principles as well as Six Sigma tools and techniques.

John earned a BSBA from the University of Missouri – Columbia majoring in Operations Management and received his Masters degree from St. Louis University in Decision Sciences. John is active in professional organizations and maintains several certifications including the Certified Production and Inventory Manager (CPIM) and Certified Supply Chain Professional (CSCP) from APICS. John also is an ASQ certified Six Sigma Black Belt.

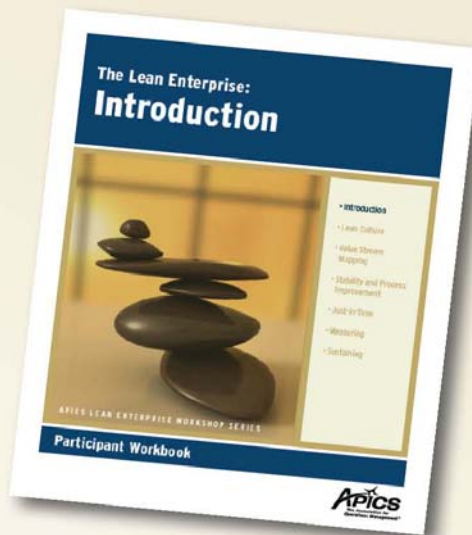
Map Your Lean Transformation

Introducing the APICS Lean Enterprise Workshop Series

The most successful individuals and organizations map out their goals to ensure they are achieved. When organizations decide to go lean, they need a skilled team to lead them. Build your skills and become a lean leader at your organization with the new APICS Lean Enterprise Workshop Series.

Workshops

- Introduction
- Lean Culture
- Value Stream Mapping
- Stability and Process Improvements
- Just-in-Time
- Measuring
- Sustaining



Classes Start Soon

The new APICS Lean Enterprise Workshop Series is available

The St. Louis Chapter will hold an informational session a half hour before our January 2010 PDM.



Winter 2010 Class Schedule
See: www.apics-stlouis.com for locations

CPIM:

Basics of Supply Chain Management

10 Mondays

January 4—March 8, 2010

Time: 6:00—8:30 p.m.

\$450 (includes materials)
(Non-members add \$125 which includes an APICS membership) price does not include exam

Strategic Management of Resources

9 Tuesdays

January 5—March 2, 2010

Time: 6:00—8:30 p.m.

\$450 (includes materials)
(Non-members add \$125) price does not include exam

Master Planning of Resources

8 Wednesdays

January 6—February 24, 2010

Time: 6:00—8:30 p.m.

\$450 (includes materials)
(Non-members add \$125) price does not include exam

CSCP:

10 Thursdays

January 7—March 11, 2010

Time: 6:00—9:00 p.m.

\$1,995 Price includes instruction, Learning System & Exam

To register, contact:

Karen Adrignola

apicsstl@swbell.net

Or register at <http://www.apics-stlouis.com>.

If you have any questions about the courses, please contact Joe Witkowski, VP Professional Development, at 314.691.7255.

Lean After the Holidays???

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

I agree – now is not the season to talk about Lean. But the New Year is here and time to get rid of those inches around the waist.

We all have gone through a number of cost reduction efforts including job loss during this harsh economy. Lean is more than doing more with less; except for stress! APICS has an excellent workshop for successfully implementing Lean in your organization and your local Chapter has experienced instructors to help.

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:

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.

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.

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.

Stability and Process Improvements

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

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.

Measuring

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

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.

Classes Start Soon!

The St. Louis Chapter will hold an informational session a half hour before our January PDM. We are planning on starting the next class in February and would like to give folks who are interested a chance to ask questions and attend a brief overview. Please sign up with Karen Adrignola or let me know if you plan to attend either the briefing or the workshop.

CPIM Classes Now Offered at St. Charles Community College

The St. Louis Chapter of APICS – The Association of Operations Management announced it has reached an agreement with St. Charles Community College in Cottleville, MO to begin offering classes on campus starting in January 2010.

The Chapter will offer the first two modules required for its **Certified Production and Inventory Management (CPIM)** certification. “We are very excited to offer these courses in St. Charles County; the CPIM is the gold standard in materials and inventory management, with the current pressures on price and profit it is important to expand our educational offerings so that we can continue to provide a competitive advantage to local companies” said Robert Bielecki – APICS President.

APICS – St. Louis is a non profit organization whose mission is to provide quality, in-depth educational opportunities in resource management and to promote lifelong professional education to enhance the careers of our customers and the bottom-line performance of their customers. APICS St. Louis is celebrating its 50th year anniversary serving the St. Louis business community.

To register please call: 636-922-8233

Association for Operations Management (APICS) – Certified in Production and Inventory Management (CPIM) Series:

Prepare for the CPIM exams. The APICS’ CPIM program is comprised of five integrated modules:

1. Basics of Supply Chain Management,
2. Master Planning of Resources,
3. Detailed Scheduling and Planning,
4. Execution and Control of Operations,
5. Strategic Management of Resources.

To become certified, candidates must pass a total of five exams. CPIM exams are administered via computer-based testing. For more information regarding the testing schedule and sites, visit www.apics.org. Courses taught by an APICS certified instructor.

NEW!

APICS CPIM 1: Basics of Supply Chain Management CDV 144

Covers basic concepts in managing complete flow of materials in a supply chain from suppliers to customers. Supply chain concepts are introduced and basic

terminology is emphasized.

Section 80: Wednesdays, Jan. 13-March 17, 6-8:30p,
Fee: APICS Members – \$450, Non members – \$600

NEW!

APICS CPIM 2: Master Planning of Resources CDV 145

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

Section 80: Wednesdays, March 31-May 19, 6-8:30p,
Fee: APICS Members – \$450, Non members – \$600

NEW!

APICS: Introduction to Enterprise Resources Planning (ERP) CDV 146

Presents material essential to successful implementation of an ERP system. ERP explores essential terminology, investigates guidelines for implementation, and incorporates manufacturing case studies.

Section 80: Thur., Jan. 14-March 18, 6-8:30p, Fee:
APICS Members – \$350, Non members – \$500

NEW!

APICS: Fundamentals of Inventory Control and Cycle Counting CDV 147

Course teaches basic concepts, techniques, and terminology of materials and operations management. For professionals aspiring to APICS certification, this course establishes a solid entry-level base of knowledge upon which to build.

Section 80: Thursdays, March 25-June 3, 6-8:30p, Fee:
APICS Members – \$550, Non members – \$700



St. Louis Chapter