



**Pikes Peak Chapter**  
[www.apicspikespeak.org](http://www.apicspikespeak.org)



**February 2007**  
**Volume 12, Issue 4**

**From the Top**  
**Highlights:**

- There will not be a professional development meeting in February. Join us in March when APICS and NAPM/ISM will meet to hear the topic "Executive Briefing: Critical Concepts Executives Need to Know". More details will be presented in the March newsletter.
- New education classes are beginning soon! See pages 3 and 4 for details.

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**Joint Meeting Planned in March**

The APICS Pikes Peak Chapter will join the National Association of Purchasing Management (NAPM)/Institute for Supply Management (ISM) for a professional development meeting at the Antlers Hilton on Thursday, March 22, 2007. The topic will be "Executive Briefing: Critical Concepts Executives Need to Know." The speaker will be Joe Auer, ICN. Mr. Auer will present the:

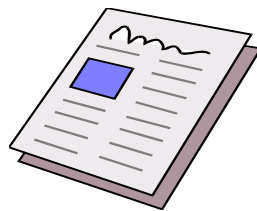
- Advantages of a formal acquisition process
- Importance of management sponsorship of the process
- Role of senior management in the negotiating process
- Management tactics needed to leverage better deals

More information on the March meeting will be provided in the next newsletter. We hope you'll be able to join us!



Kevin Stone

**Last Snail Mail Newsletter Is February 2007**



The APICS Pikes Peak Chapter Board of Directors has decided to discontinue printing and mailing the *From*

*the Top* newsletter beginning in March 2007. The chapter will continue to offer the newsletter through email and on our web site as soon as the newsletter is completed each month.

We offer two choices to those currently receiving a mailed copy:

- If you wish to continue receiving a copy of the newsletter through the mail, we would be happy to mail you

a less formal newsletter (printed from the computer). Just call 578-1225 with your request to continue the mailing or email [hmgatubbs@netzero.net](mailto:hmgatubbs@netzero.net).

- If you would like a .pdf Adobe file of the newsletter emailed to you, contact Michele Tubbs at [hmgatubbs@netzero.net](mailto:hmgatubbs@netzero.net).

Thank you for your help in keeping our printing and mailing costs low so every dollar goes into our vital programs. We appreciate your help in this new direction.

# President's Corner

In January, your local chapter of APICS held a joint professional development meeting (PDM) with the Pikes Peak area's American Society for Quality. The topic was "Why be Normal? - Selecting and Applying Distribution Models" presented by Andrew Sleeper. As usual, I found the presentation interesting and informative. In March, we will meet jointly with NAPM/ISM of Southern Colorado. The topic is "An Executive Briefing - Critical Concepts Executives Need to Know."

It might be tempting to not attend the joint PDMs because you think the topics presented do not have any relevance to your job or career. I think that is a mistake. Since I joined APICS I have attended as many PDMs as I could, including the joint meetings with ASQ and NAPM. There were times when I wondered if I was going to gain much by attending, but I have never been disappointed. There are two rea-

sons for this. First, most topics have some relevance to something I do. Even if the bulk of the presentation doesn't appear to be of use to me, I have always taken away something that I can put to use at work. The second reason I have not been disappointed by a PDM with another group is the networking.

Once a year I renew acquaintances with members of the other associations and learn the news of many businesses across the Pikes Peak region. These are people with whom I would probably have no contact if not for the joint PDM.

I encourage you to attend our next PDM, held jointly with NAPM in March. You'll be glad you did!



Don Simpson, CPIM, CSCP

## NAPM to Hold Professional Training Event

The National Association of Purchasing Management (NAPM)/Institute for Supply Management (ISM) will hold a Negotiations—Power, Process, Principles Professional Training Event on Friday, March 23, 2007. If you're ever in a position that requires you to negotiate, this is a must-attend seminar! Originate better trade agreements, acquisitions/mergers, real estate transactions, labor settlements and corporate or government procurement. Close large sales or improve any deal where you need to protect your interests. This is a full day of professional training and is great for members of NAPM/ISM, APICS, ASQ, NAEP, NIGP and NCMA.

Everyone who negotiates should attend! It will make a positive difference in the deals you negotiate. Attend and you'll learn a methodology that allows you to accomplish your objectives. NAPM guarantees that you will:

- Increase your negotiating power
- Understand a process that ensures success
- Learn principles used by experienced negotiators

This course is the most thorough, practical and effective negotiations seminar available. Its content and instructors

get very high ratings from attendees with all levels of negotiations experience. The benefits of attending are to:

- Avoid risk
- Save money
- Resolve disputes
- Close that big deal
- Get what you pay for
- Gain and retain power
- Learn strategies and tactics
- Prevent future headaches
- Get a better agreement
- Obtain your objectives

The deadline for early registration is March 1, 2007. APICS members will be allowed the NAPM/ISM member price of \$300. Non-members are \$350. After March 1, and subject to space availability members are \$350 and non-members are \$400. The normal cost for a one-day workshop is \$750.

For more information on the seminar and to review a partial course outline, visit [www.napmofsoutherncolorado.com](http://www.napmofsoutherncolorado.com).

### About this Publication

The Pikes Peak APICS chapter newsletter is published monthly as a service to its members and non-members. Its purpose is to inform them of the chapter's activities and to provide information to help them become more able practitioners in the field of operations/resource management. We strongly encourage articles and input from our readers. If you have any suggestions, comments, or critiques, or if you have a change of address or you do not receive this newsletter, please contact Michele Tubbs at [hmgatubbs@netzero.net](mailto:hmgatubbs@netzero.net) or call 578-1225.

### APICS Pikes Peak Chapter Mission Statement

To be a premier source of education and information in the operations and materials management field within southern Colorado.

# CPIM Education News



The following five modules are covered in the Certified in Production and Inventory Management (CPIM) certification: (For details on each module, please visit our web site at [www.apicspikespeak.org](http://www.apicspikespeak.org)).

- Basics of Supply Chain Management
- Master Planning of Resources
- Detailed Scheduling and Planning
- Execution and Control of Operations
- Strategic Management of Resources

## Classes

The Pikes Peak chapter offers CPIM review classes to members and to the public. These classes require a minimum of five students per class in order to cover expenses. In addition, the chapter must receive payment at least two weeks prior to the first class session so that class materials can be ordered.

A certificate of completion will be awarded to each student attending at least 75% of the scheduled class sessions (6 sessions for 8 week classes, 7 sessions for 9 week classes).

## Exams

CPIM exams are delivered using computer-based testing. The Promissor Company delivers these exams for APICS. Locally, these exams are available at the Promissor location on Forge Drive. Each CPIM exam costs \$110 for APICS members or \$145 for non-members, payable to APICS Society. Your CPIM instructor can provide information on how to register for your exams.

## Payment

CPIM classes are \$340 for APICS members. Non-members may purchase a one-year membership (\$130 value) along with a class for the bundled price of \$455, or purchase a class without a membership for \$390. Payment is due two weeks prior to the first class session. Payment may be made by cash, check, money order, or approved corporate purchase order payable to the APICS Pikes Peak Chapter, PO Box 486, Colorado Springs, CO 80901. Also, we can accept registration and payment for all courses on our web site at [www.apicspikespeak.org](http://www.apicspikespeak.org). We have established a secure page that can accept payment by any card acceptable to PayPal.

Payment for courses cancelled due to insufficient numbers of students will be promptly refunded. All payments must be received by the registration deadline of the course.

## Cancellation Policy

Cancellations of course registrations with full refunds are allowed no later than one week (seven days) before the first class meeting. Cancellations less than seven days before the event carry a \$50 cancellation fee. In other words, a full refund will be made minus a \$50 cancellation fee. Cancellations received on or after the date of the first class meeting (no shows) carry a \$100 cancellation fee. To process a cancellation, you must contact Mike Heath at [education@apicspikespeak.org](mailto:education@apicspikespeak.org) or

call 719-668-8035.

## Additional Public Classes

Additional public classes outside the tentative schedule can be requested, providing the five student minimum is met. Contact Mike Heath at [education@apicspikespeak.org](mailto:education@apicspikespeak.org) or call 668-8035 for more information. You may also submit a Class Interest form at our web site at

[www.apicspikespeak.org/Surveys%20html/apics\\_education\\_class\\_waiting.html](http://www.apicspikespeak.org/Surveys%20html/apics_education_class_waiting.html).

## Corporate Classes

The Pikes Peak chapter can offer private classes to companies at negotiated prices. A minimum class size of five students applies.

## Class Now in Session

A Basics of Supply Chain Management (BSCM) course with six students started in January. The class meets at Aspen Technologies with Monica Lammert instructing.

## CPIM Classes Planned

Master Planning of Resources (MPR): An MPR course is planned to follow the completion of the January BSCM course. This course would begin the week of April 16 and continue through the week of June 11, with a week off for the Memorial Day holiday. Classes will meet weekly from 6:00 – 9:00 in the evening at a location to be determined. Please submit your paid registration for this course no later than 5:00 p.m. Friday, April 6.

Execution and Control of Operations (ECO): An ECO course is planned to begin the week of April 16, continuing through the week of June 18 with a break for the Memorial Day week. Classes will be held weekly in the evenings, from 6:00 – 9:00 p.m. at a location to be determined. Please submit your paid registration for this course no later than 5:00 p.m. Friday, April 6.

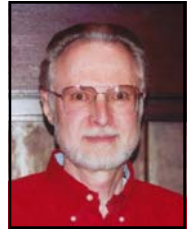
## Saturday Classes

Write us at [education@apicspikespeak.org](mailto:education@apicspikespeak.org) if you would be interested in Saturday CPIM review classes.

## Registration

We now offer two ways to register for a course. The easiest is through our website, [www.apicspikespeak.org](http://www.apicspikespeak.org). Go to the Class Schedule page and click on the Register link for the course you wish to take. You will be asked to pay using your credit card. Payments are processed securely via PayPal.

If you do not want to pay by credit card, you may email your registration to [education@apicspikespeak.org](mailto:education@apicspikespeak.org) and mail your payment to APICS Pikes Peak Chapter, PO Box 486, Colorado Springs, CO 80901. We accept checks, money orders, or approved company purchase orders. You may also email a copy of your purchase order to [education@apicspikespeak.org](mailto:education@apicspikespeak.org).



Mike Heath, CFPIIM

# Certified Supply Chain Professional (CSCP) Education News

The Certified Supply Chain Professional (CSCP) program is a new industry educational and certification program created to meet the rapidly changing needs of the supply chain management field.

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.

### The CSCP Learning System

The learning system is organized into the following four modules: (For details on each module, please visit our web site at [www.apicspikespeak.org](http://www.apicspikespeak.org)).

- Supply Chain Management Fundamentals
- Building Competitive Operations Planning and Logistics
- Managing Customer and Supplier Relationships
- Using Information Technology to Enable Supply Chain Management

### CSCP Examination

To earn the CSCP designation, an individual must pass a four-hour paper-and-pencil exam consisting of 175 multiple-choice questions. Exams will be given on March 24, June 23, and December 8, 2007. The exam costs \$550 for members or \$700 for non-members.

### Becoming a CSCP Candidate

The CSCP examination is available to individuals who have relevant work experience and education. To be eligible for the CSCP exam, a candidate must meet one of the following criteria:

- Bachelor's degree or equivalent, plus two years of related business experience
- CPIM, CFPIM, CIRM, or C.P.M. designation plus two years of related business experience
- Five years of related business experience.

### CSCP Review Course

In January, we began a Certified Supply Chain Professional (CSCP) course at Minco Manufacturing with eight students. Don Simpson and Monica Lammert, our CSCP certified

instructors, are teaching this course to prepare students for the March 24 CSCP exam. Classes meet on six alternate Saturdays. This is our first trial of full-day Saturday classes.

If you are interested in a future course to prepare for the June or December exam, you can submit a Class Interest form on our website at [http://www.apicspikespeak.org/Surveys%20html/apics\\_education\\_class\\_waiting.html](http://www.apicspikespeak.org/Surveys%20html/apics_education_class_waiting.html), or contact Mike Heath at [education@apicspikespeak.org](mailto:education@apicspikespeak.org) or by phone at 719-669-8035. If there is sufficient interest, we will offer another CSCP Review course this year.

### Cost

The cost for the CSCP preparation course will be \$925 for APICS members or \$1050 for non-members. The non-member price includes a one-year membership in the APICS Pikes Peak Chapter. All payments must be received by the registration deadline date for the course. Payment for courses cancelled due to insufficient numbers of students will be promptly refunded.

### Cancellation of CSCP Registration

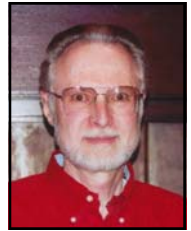
CSCP cancellations of course registrations with full refunds are allowed no later than one week (seven days) before the first class meeting. Cancellations less than seven days before the event carry a \$50 cancellation fee. Cancellations received on or after the date of the first class meeting (no shows) carry a \$100 cancellation fee. To process a cancellation, you must contact Mike Heath at [mheath@csu.org](mailto:mheath@csu.org) or call (719) 668-8035.

### Self-Study

If you prefer to self-study for the CSCP, we can provide the CSCP Learning System to students in the Pikes Peak and southern Colorado region at discounted prices. Contact Mike Heath for details.

### Registration

Please see page 3 for registration information.



Mike Heath, CFPIIM

## APICS Class Schedule

Course	Starting Date	Registration Deadline
Master Planning of Resources (MPR)	Week of Apr 16, 2007	5:00 p.m., Fri, Apr 6, 2007
Execution and Control of Operations (ECO)	Week of Apr 16, 2007	5:00 p.m., Fri, Apr 6, 2007

# Company Contacts



Mike Long

<u>Company</u>	<u>Contact</u>
Agilent Technologies	Greg Kruger
Air Products and Chem (Pueblo)	Ted Freel
Boyd Lighting Company	Cory Brown
CEA Technologies	Eric Sherraden
Colorado Springs Utilities	Mike Heath
Colorado State Univ. – Pueblo	Prof. Peter Billington
Entegris	Keith Midcap
Goodrich	William Lawless
Intel	Greg Halterman
MAM-A	Quinn Lake
Oracle	Michael Schubert
Plasmon LMS	Mark Bachman
Pueblo Comm. College	Madelyn Bruning
QCMDI	Ron Neely
Sanmina-SCI	Monica Lammert
Schlage Lock	Alta Heckler
Synthes USA	Janet Rose
Trane Company	Mike Storm
UCCS	Dr. Mel Anderson
USAFA	Prof. Jim Lowe
Western Scrap	Steve Cohen
Western Forge	Jim Souturas

If you are interested in becoming a company contact or have any questions regarding this program, please call Mike Long at (719) 473-7520 or email him at [mikel@magnumtool.com](mailto:mikel@magnumtool.com).

## Membership News

The Pikes Peak Chapter currently has 58 members, of which 44 are professional and 14 are corporate. I would like to welcome our newest members, **Richard Mathews** of Goodrich, **Charlene Salazar** of Intel, **Raymond Witherell** of Aspen Technologies, and **Cora Wilcox** of Intel. Welcome to the Pikes Peak Chapter!



Steve Cohen

# Pikes Peak Chapter Board of Directors

<b>President</b>	Don Simpson, CPIM, CSCP Honeywell	481-4833
	<a href="mailto:don.simpson@afscn.com">don.simpson@afscn.com</a>	
<b>Secretary/Treasurer</b>	Vickie Anderson	Synthes
		<a href="mailto:v.anderson@netscape.com">v.anderson@netscape.com</a>
<b>V.P. Education</b>	Mike Heath, CFPIM	Co Springs Utilities 668-8035
		<a href="mailto:mheath@csu.org">mheath@csu.org</a>
<b>V.P. Programs</b>	Kevin Stone	Synthes 481-5329
		<a href="mailto:stonek@synthes.com">stonek@synthes.com</a>
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		<a href="mailto:webmaster@apicspikespeak.org">webmaster@apicspikespeak.org</a>
<b>Director of Company Contacts</b>	Mike Long	Magnum Tool Co. 473-7520
		<a href="mailto:mikel@magnumtool.com">mikel@magnumtool.com</a>
<b>V.P. of Marketing</b>	Elizabeth Leslie	
		<a href="mailto:lesliefamily@qwest.net">lesliefamily@qwest.net</a>
<b>Newsletter Editor</b>	Michele Tubbs, CPIM	
		<a href="mailto:hmgatubbs@netzero.net">hmgatubbs@netzero.net</a>
<b>V.P. of Membership</b>	Steve Cohen	Western Scrap 491-8984
		<a href="mailto:steve@westernscrap.com">steve@westernscrap.com</a>

## New Membership Distinction Offered

On January 13<sup>th</sup>, the APICS Society Board of Directors unanimously approved the creation of a new category of membership in support of academic professionals. Qualified academic professionals will be able to request this membership offering on April 1, 2007. Academic member dues are the same as student member dues, currently \$25, plus applicable chapter dues. To qualify for this status academic professionals must meet the following requirements:

- Individual must be currently employed full-time by one or more accredited academic institutions in the following capacity: Professor, Assistant professor, Associate professor, Researcher, Dean, Lecturer, or equivalent international title.
- Individual may not serve solely as an adjunct professor or consulting instructor.
- Individual will attest to employment status on initial application and annual renewal.

For more information on this new membership distinction, email [memberservices@apics.org](mailto:memberservices@apics.org).



Pikes Peak Chapter  
P.O. Box 486  
Colorado Springs, CO 80901  
Phone: 719-578-1225

**We're on the Web!**  
[www.apicspikespeak.org](http://www.apicspikespeak.org)

## **APICS Pikes Peak Chapter Calendar of Events**

### **February 2007**

No professional development meeting scheduled

### **March 2007**

- 16 Deadline to register for the professional development meeting
- 22 Joint professional development meeting with NAPM/ISM at the Antlers Hilton presented by Joe Auer

### **April 2007**

- 6 Deadline to register for the Master Planning of Resources (MPR) class
- 6 Deadline to register for the Execution and Control of Operations (ECO) class
- 16 Master Planning of Resources (MPR) class begins this week
- 16 Execution and Control of Operations (ECO) class begins this week