



Supply Management: Opportunities and Managing Risks

March 2005

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***From the Top
Highlights:***

- Join APICS and ISM/NAPM on March 24 for an evening of supply management! There will also be the opportunity to network with those in the operations and supply management fields.
- CPIM classes are in session. More classes are coming soon. See page 4 for details.

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APICS and the Institute for Supply Management/National Association of Purchasing Management (ISM/NAPM) will hold their annual joint meeting on Thursday, March 24 at the Wyndham Hotel. March is Supply Management month for ISM/NAPM. Our speaker will present supply management as the identification, acquisition, access, positioning, and management of resources the organization needs or potentially needs in the attainment of its strategic objectives.

About the Speaker

Jon Palmen, CPM is the global OEM commodity manager at Ingersoll-Rand/Security and Safety based in Colorado Springs. He is a lifetime CPM, a member of ISM and founder of Access International, LLC, and Rocky Peak Training Institute, LLC. With more than 20 years of operational, tactical, and strategic sourcing experience, Mr. Palmen has developed proven methods to manage OEM sourcing projects, train personnel and assure supplier quality to improve supply chain efficiencies. He regularly leads international sourcing teams in benchmarking efforts and has developed global sourcing strategies that ensure continuous supply and timely procurement of goods and services. Mr. Palmen's many years of operational experience have enabled him to design and deliver training programs on the development of international sourcing strategies and supply chain management relationships. Before joining Ingersoll-Rand in 2000, he held sourcing positions with Woodward Governor Company and Ampex Corporation. Mr. Palmen holds MBA degrees in international business and operations management from Regis University, School of Professional Studies in Denver, and a bachelor's degree in U.S., Russian, and Chinese history from San Jose State University.

March Professional Development Meeting

Date: Thursday, March 24, 2005

Location: Wyndham Hotel
5580 Tech Center Drive
Colorado Springs, CO
Just west of I25 at the Rockrimmon exit (147)

Time: Registration: 5:45 p.m.
Discussion: 6:15 p.m.
Dinner: 6:45 p.m.
Presentation: 7:30 p.m.

Dinner: Garden salad, light roasted turkey, winter vegetables, cranberry relish, and pecan pie. Vegetarian is also available upon request.

Call the APICS voice mail at (719) 578-1225 or email Kevin Stone at stonek@synthes.com for reservations. Deadline: 12:00 p.m., Friday, March 18, 2005

If you must cancel, please do so by the deadline or you will be billed for dinner. Substitutions accepted until dinner begins.

Cost: \$18.00 Members, non-members, and students

President's Corner

Where did the time go? How often have you heard this said, or said it yourself? Maybe after a great day of skiing in Breckenridge or Vail. Maybe after a great weekend in Mexico. I know that I have many times been surprised to learn that a day, week or weekend is over. Now I am thinking that my year as President of the Pikes Peak Chapter of APICS is nearly over. It's already March, and we have the rest of the year pretty well planned out. It's time to start planning for next year.

One of the benefits of APICS membership is the opportunity to develop leadership skills through participation in your local chapter. Take on a leadership role by serving on the board of directors in positions such as president, vice president, secretary, and treasurer. Or, you might want to start by serving on a committee, writing a newsletter article, or coordinating public relations and marketing. In addition to expanding your skill sets, you will make industry contacts and gain recognition from your peers. Here is what one member says about his APICS volunteer experience: *"Volunteering in my APICS local chapter gave me the opportunity, early in my career, to learn skills doing things I would not have done for many years in my regular work. I found myself working with others to develop strategic plans, budgets, and project plans. Many of the skills I learned enabled me to better perform my*

regular job duties, which has helped advance my career."

*Eric Somers, CPIM, CIRM
Inventory Process Manager, Siemens
Westinghouse Power Corporation
Hamilton, Ontario*



Don Simpson, CPIM

I would like to encourage each and every one of the members of the Pikes Peak Chapter of APICS to consider getting involved in the board of directors. The nominating committee is currently preparing a slate of officers for 2005-2006. While I am hoping and expecting the current board members to elect to stay on the board in either their current capacity or a new position, there are several opportunities for more board members. We are operating with several board members filling multiple roles and we'd like to spread the workloads among more members. This would reduce the overall time commitment for all involved and make for a more enjoyable experience.

If you are interested or would like to know more, please contact me at (719) 481-4833 or e-mail dmsimpson@gbronline. I would be happy to talk with you. The time commitment doesn't have to be huge and the rewards are great.

Ten Signs of Job Dissatisfaction— Don't Ignore Them!

Deborah Walker, CCMC
Resume Writer ~ Career Coach
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The new year is a great time to analyze your job satisfaction. As you make your new year's resolutions, include career fulfillment as a top priority. There are ten sure signs that you are experiencing job dissatisfaction. You dread Mondays or coming to work, can't wait for Friday, are often bored at work, feel tired or chronically fatigued, avoid your boss and dread meetings, have no enthusiasm or sense of self-worth, feel like you are getting nowhere in your job, take work stress home, question your choice of industry or occupation, or can't think of a way out.

Any of the above signs indicate a need for change. The biggest career mistake is to ignore those indicators. A head-in-the-sand mentality can lead to a downward career spiral that ends with disappointment and "what if" regrets.

Here are three great ways to facilitate positive change.

1. Analyze your career choice.

Is the problem your boss or employer—or is it that you

have chosen the wrong occupation? Before you take any action, make sure you know what needs to change.

Don't make the mistake of throwing away a good career (ex. accounting, sales, finance) when the problem is really the person you work for. On the flip side, if you're not cut out for sales, then changing employers isn't going to help the problem.

A career coach can guide you to determine which of these problems is causing your unhappiness and give you ideas for your next career move.

2. Update your resume.

Updating your resume can give you a great confidence boost. You'll feel better immediately if you know you are ready whenever opportunity knocks.

Be careful, however, that your resume doesn't resemble a house with too many additions, each resembling a differ-

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Education News



The following five modules are covered in the Certified in Production and Inventory Management (CPIM) certification:

Basics of Supply Chain Management.

Candidates explore the basic concepts in managing the flow of materials in a supply chain. In Basics you get a complete overview of material flow, from internal and external suppliers, to and from your organization. Topics include elements of the supply chain, Just-in-Time (JIT), total quality management (TQM), manufacturing resource planning (MRP II), demand planning, and capacity management.

Master Planning of Resources. Candidates explore 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. Topics include demand management, sales and operations planning, master scheduling, and measuring the business plan.

Detailed Scheduling and Planning. Candidates focus on the various techniques for material and capacity scheduling. The course includes detailed descriptions of material requirements planning (MRP), capacity requirements planning (CRP), inventory management practices, and procurement and supplier planning. Topics include recognizing techniques and practices of inventory management, mechanics of the detailed material planning process, planning operations to support the priority plan, planning procurement, and external sources of supply.

Execution and Control of Operations. Candidates 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. Topics include prioritizing and sequencing work, executing plans and implementing controls, authorizing and reporting activities for push and pull systems, evaluating performance, and providing feedback.

Strategic Management of Resources. Candidates 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. Topics include competitive market issues, choices affecting facilities, supply chain, information technology, and organizational design, configuring and integrating internal processes, and evaluating

and managing projects.

Classes

The Pikes Peak chapter offers CPIM review classes to members and to the public. See page 4 for the latest class schedule. These classes require a minimum of four students per class in order to cover expenses. In addition, the chapter must receive payment at least one week (5 business days) prior to the first class session so that class materials can be ordered.

Prices are per student and include a Course Participant Guide including a CD-ROM with a practice exam and a certificate for a free APICS professional development dinner meeting. First time students also receive an Exam Content Manual with study hints for preparing for the certification exams and an APICS Dictionary. Typically these will be provided in the Basics of Supply Chain Management (BSCM) class. In addition, students in the Master Planning of Resources (MPR), Detailed Scheduling and Planning (DSP), Execution and Control of Operations (ECO), and Strategic Management of Resources (SMR) classes will receive the APICS Reprints booklet for the course. Additional materials may be provided at the instructor's discretion. 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).

Students with a certificate of completion who fail to pass the certification exam may retake the class at no charge. You must submit copies of your certificate of completion and your APICS exam score sheet. No new materials will be issued. If you wish, you may purchase a new Participant Guide at a discounted price.

Payment

Classes are \$330 for APICS members. Non-members may purchase a one-year membership (\$130 value) along with a class for the bundled price of \$445, or purchase a class without a membership for \$380. Payment is due *one week 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.

Withdrawal

Students can withdraw for a full refund prior to the second class session with study materials returned in good condition. After that time, no refunds will be given. Students wishing to withdraw may do so by notifying the instructor or Mike Heath, CFPIM prior to the second class meeting.

Additional Public Classes

Additional public classes outside the tentative schedule can be requested, providing the four student minimum is met.



Mike Heath, CFPIM

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Education News, cont'd.

(Continued from page 3)

Corporate Classes

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

Registration

Please contact Mike Heath at 668-8035 or email him at mheath@csu.org if you are interested in taking a class this spring or to get information on other APICS education offerings.

2005 CPIM Class Schedule

Course	Starting Date	Registration Deadline
Detailed Scheduling and Planning (DSP)	Week of April 11, 2005	March 28, 2005
Master Planning of Resources (MPR)	Week of May 4, 2005	April 11, 2005

CPIM Classes Now In Progress

We had an excellent response in our January enrollment period. As a result there are now two CPIM review courses in progress. Master Planning of Resources (MPR) is meeting on Wednesday evenings at Synthes in Monument and Basics of Supply Chain Management (BSCM) is meeting on Wednesday afternoons at Entegris.

The MPR classes will be completed on March 16. We plan to follow it with the Detailed Scheduling and Planning (DSP) course beginning the week of April 11. This is a 9 week course that will continue through the week of June 13, with a week off for the Memorial Day holiday. The enrollment deadline for this course is March 28.

The BSCM course will continue through April 13 and will be followed by the MPR course beginning on May 4 and continuing through June 29 with a week off for the holiday. This MPR course will be held at Entegris from 2:00 to 5:00 pm. The enrollment deadline for this course is April 11.

At this time we do not plan to conduct another BSCM class until early 2006. However, you may be able to start your CPIM preparation with the MPR class that will begin in May.

Please take note that we now have the capability to offer APICS courses during normal daytime business hours at your plant location. Contact Mike Heath for information on available courses, schedules, and prices.

Payments must be received by March 28 for DSP and by April 11 for MPR, so don't delay. Contact Mike Heath, chapter vice president of education, at mheath@csu.org or phone (719) 668-8035 for detailed enrollment information.



Mike Heath, CFPI

Ten Signs..., cont'd.

(Continued from page 2)

ent style. If you have simply added to the same old resume job after job, it's time to "tear down that old shack" and rebuild your resume from the ground up.

If your old resume format doesn't live up to your professional image, you may want to consult a resume writer. You'd never wrap a ruby ring in old newspaper, and you should never present your career with anything less than professional polish.

3. Brush up your interview skills.

If you have been on the job for a couple of years, your interview skills are probably rusty. Don't make the mistake of blowing off the first few interviews as practice. They might be the perfect jobs for you!

You'll feel much more confident and comfortable if your interview skills are honed before you step into the first interview. To determine your current level of interview expertise, answer the following questions:

- Do you know the toughest interview questions—and how to answer them?
- Can you answer the salary question without compromising the level of starting salary at offer time?
- Can you recognize the most common interview styles—and respond without showing stress?

If you aren't sure, then it may be time to visit with a career coach who can help you prepare to WOW them in every interview.

Job dissatisfaction is an indication of needed change. Take the steps of change by investing in the appropriate job-search skills and tools, and you will be in a position to change your job—and your life—for the better.

Company Contacts



Mike Long

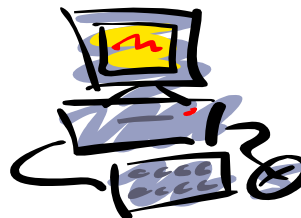
<u>Company</u>	<u>Contact</u>
Agilent Technologies	Greg Kruger
Atlas Pacific Engineering	Charles Burns
Atmel	Gale Johnson
BF Goodrich (Pueblo)	Rob Sanchez
Boyd Lighting Company	Cory Brown
Colorado Springs Utilities	Mike Heath
Colorado State Univ. – Pueblo	Prof. Peter Billington
Current	Roxi Smith
Dalsa	Vickie Anderson
Entegris	Keith Midcap
FedEx	Doug Hasler
Goodrich	William Lawless
Intel	Trina Cullen
ITT Systems	Denise Cornell
Lockheed Martin	Fred Frandsen
MAM-A	Quinn Lake
Oracle	Rod Emenaker
Plasmon LMS	Mark Bachman
Pueblo Comm. College	Madelyn Bruning
Pueblo Wood Products	Brad Dunmire
Quantum	Wayne Smith
Safetran Traffic Systems	Larry Jarboe
Schlage Lock	Myron Kastner
Synthes USA	Janet Rose
Trane Company	Mike Storm
UCCS	Dr. Mel Anderson
USAFA	Prof. Jim Lowe
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.

Pikes Peak Chapter Board of Directors

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Have Your Newsletter Emailed



You can have your newsletter emailed to you instead of a copy mailed. You'll also receive it days in advance of the mailed version! If interested, just email Michele Tubbs at hmgatubbs@netzero.net.

The newsletter is saved in the .pdf format and can be opened with Adobe Acrobat Reader. If you do not have Adobe Acrobat Reader on your computer, you can download it for free from www.adobe.com.

The chapter will also have the newsletter on the web site at www.apicspikespeak.org.



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We're on the Web!
www.apicspikespeak.org

APICS Pikes Peak Chapter Calendar of Events

March 2005

- 18 Registration deadline for joint professional development meeting with ISM/NAPM
- 24 Joint professional development meeting with ISM/NAPM at the Wyndham Hotel presented by Jon Palmen, CPM
- 28 Registration deadline for the Detailed Scheduling and Planning (DSP) class

April 2005

- 11 Detailed Scheduling and Planning (DSP) class begins this week
- 11 Registration deadline for Master Planning of Resources (MPR) class
- 12 Professional development meeting presented by the Air Force Academy cadets

May 2005

- 4 Master Planning of Resources (MPR) class begins this week
No professional development meeting scheduled