



March 2006

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From the Top Highlights:

- Join the Pikes Peak Chapter for its annual joint professional development meeting with NAPM in March.
- Consider the CSCP program for professional development. See pages 2 and 4 for more information.
- More CPIM classes are on the way! See page 4 for details.

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Organizational and Personal Change Management

APICS and the National Association of Purchasing Management (NAPM) will hold their annual joint meeting on Thursday, March 23 at the Clarion Hotel. March is Supply Management month for NAPM. The speaker, Keith Luers, will discuss organizational and personal change, including how we are doing professionally and if we are adding value to our organizations. It can get frustrating trying to understand the true value and significance we bring to our organizations and how to change it. We will engage in an honest dialogue and look at several personal as well as organizational areas where we can take charge and make changes as operations and procurement professionals. This meeting will be based on an interactive discussion format that will allow for plenty of time to learn from each other.

About the Speaker

Keith Luers is a Commodity Manager for Ariba, Inc., a leading spend management and software organization targeting supply chain organizations around the world. Keith has been involved with the local NAPM of Southern Colorado chapter since late 2000 and achieved his CPM certification in 2001. Keith has over 20 years of procurement and materials experience. Previous to Ariba, he was employed by Alliente and before that he was with Atmel in Colorado Springs for 16 years. He earned his MBA from the University of Phoenix and a BA from Ball State University in Indiana where he grew up. Keith enjoys teaching and leading small group discussions and has the gift of encouraging people to excel.

March Joint APICS/NAPM
Professional Development Meeting

Date: Thursday, March 23, 2006

Location: Clarion Hotel (downtown)
314 W. Bijou Street
Colorado Springs, CO
(I-25 & Bijou)

Time: Registration: 5:30 p.m.
Dinner: 6:00 p.m.
Speaker: 6:45 p.m.

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 17, 2006

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

Dinner: Fresh fruit salad, cashew chicken stir-fry over rice, cheesecake, rolls, and coffee and tea.

Cost: \$20.00

APICS welcomes those who wish to attend only the presentation at no charge.

President's Corner

Our first professional development meeting (PDM) of 2006 was absolutely fabulous! Kevin Stone, our V.P. of Programs, who is also the Distribution Logistics Manager at Synthes Monument, set up a program that included product and information displays, small group tours of the logistics and manufacturing areas of the facility, and a very informative Power Point presentation of the company's history, vision, product uses and innovation. The products and services provided by Synthes are critical to patient care in trauma situations, and superior quality and flawless execution of logistics are essential.

From the greeting at the front door to the Q&A at the end of the evening, it was readily apparent that Kevin is passionate about what they do at Synthes. To maximize the experience, Kevin arranged for small group tours, led by several

volunteers. The tour I was on had two guides, one an expert in the logistics side, the other was knowledgeable in the manufacturing side. I had the opportunity to ask questions of people along the way, and all were helpful and happy to take the time to enhance the experience. All in all, it was one of the best PDMs I have attended in my years with the chapter.



Don Simpson, CPIM

On behalf of the Pikes Peak Chapter of APICS, I would like to thank Synthes, Kevin Stone, and all the volunteers who made the evening such a memorable one. A lot of effort and planning went into this event and all in attendance were very appreciative.

Certified Supply Chain Professional (CSCP)

This new program was launched at the 2005 APICS International Conference and Exposition in Kansas City, Missouri. 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. It will provide professionals with the knowledge and understanding to manage the integration and coordination of activities within today's complex supply chains.

The CSCP Learning System

Based on the CSCP body of knowledge, the CSCP Learning System is a comprehensive professional development and CSCP exam preparation program. The learning system is organized into the following four modules:

MODULE 1 Supply Chain Management Fundamentals

- Understand how successful supply chain management adds value to an organization
- Learn how to develop a supply chain strategy that aligns with corporate strategy

MODULE 2 Building Competitive Operations Planning and Logistics

- Understand natural dynamics within the supply chain to optimize performance and profitability
- Evaluate the process constraints and choices within global logistics to establish a plan linked to overall strategy

MODULE 3 Managing Customer and Supplier Relationships

- Effectively use customer data to improve service performance and increase value to suppliers and customers
- Understand the strategic importance of purchasing and supplier relationships

MODULE 4 Using Information Technology to Enable Sup-

ply Chain Management

- Understand the innovative technologies enabling collaborative commerce and global visibility
- Apply technology to enhance performance of distribution, reverse logistics, and global supply chain communications

CSCP Learning System Components

The learning system combines print materials with interactive online tools to deliver a customized learning experience. The comprehensive, easy-to-use course is self-directed, but it can be combined with curriculum delivered through live instruction for those who prefer a classroom approach to learning.

CSCP Examination

To earn the CSCP designation, an individual must pass one, four-hour comprehensive exam. The exam will consist of 175 multiple-choice questions and will be delivered via paper-and-pencil administrations beginning in 2006. The 2006 exam administrations are tentatively scheduled for March (pilot exam), June, and November.

Becoming a CSCP Candidate

The CSCP examination is available to individuals who have relevant work experience and education and would like to advance their careers in this growing field by getting a broader understanding and increasing their knowledge on all the areas that make up the supply chain. To be eligible to 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.

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 five 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.



Mike Heath, CFPIM

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 five student minimum is met.

Corporate Classes

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

(Continued on page 4)

Education News, cont'd.

(Continued from page 3)

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.

APICS Class Schedule

Course	Location	Starting Date	Registration Deadline
Master Planning of Resources (MPR)	TBD	Week of Apr 24, 2006	Mon, Apr 10, 2006
Strategic Management of Resources (SMR)	Entegris	Wed, May 3, 2006	Wed, Apr 19, 2006
Certified Supply Chain Professional (CSCP)	TBD	Mid Apr 2006	Mon, Apr 3, 2006

APICS Review Classes Planned

The Pikes Peak Chapter is planning two classes beginning soon. They are:

Master Planning of Resources

(MPR): The next course is planned to start the week of April 24, 2006. This will be presented from 6:00 to 9:00 p.m. at a location to be determined based on the students' needs. The registration deadline for MPR is April 10, 2006. When you register, please let me know if your company would be willing to host the class.

Strategic Management of Resources (SMR): This will be presented at Entegris on Wednesday afternoons from 2:00 to 5:00 p.m. starting May 3, 2006. With breaks for various holidays, the course will run through August 2, 2006. Please register for this course no later than April 19, 2006.

Two CPIM classes are currently in progress.

They are:

Basics of Supply Chain Management (BSCM): Six students are taking this course on Wednesday evenings, with Mike Schubert instructing. Synthes generously provided facilities to host the class, which will continue through April 5.

Execution and Control of Operations (ECO): Mike Heath is the instructor for this course, which meets Wednesday afternoons at Entegris. ECO will continue through April 12.

APICS introduced the Certified Supply Chain Professional (CSCP) program at the International Confer-



Mike Heath, CFPIIM

ence in October. A description of the program can be found on page 2. In January, the Pikes Peak Chapter initiated a CSCP study group with six students, two of whom are also qualified CPIM instructors.

Depending on the number of potential students, we plan to offer instructor-led review classes for CSCP starting in mid-April. The cost for these classes will be \$925 for APICS members or \$1050 for non-members. The non-member price includes a one-year membership in APICS Pikes Peak Chapter. The deadline for registering for this CSCP course is April 3, 2006. A minimum of four students will be required.

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.

Testing for the CSCP consists of a single four-hour exam with 175 multiple-choice questions. Pencil and paper exams are scheduled for June 17 and December 2, 2006, at a location in the Denver area. These exams will cost \$550 for members or \$700 for non-members.

There are some prerequisites. To be eligible to sit for the CSCP exam, a candidate must meet at least one of the following criteria:

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

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
Entegris	Keith Midcap
FedEx	Doug Hasler
Goodrich	William Lawless
Intel	Trina Oylo
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.

Membership News

The Pikes Peak Chapter currently has 68 members—44 are professional members and 24 are corporate members. I would like to welcome our newest members. They are **Kimberly Tollin** and **Dan Spickard**.



Michele Tubbs, CPIM

Pikes Peak Chapter Board of Directors

President

Don Simpson, CPIM
don.simpson@afscn.com

Secretary/Treasurer

Vickie Anderson
v.anderson@netscape.com

V.P. Education

Mike Heath, CFPIM
 Co Springs Utilities 668-8035
mheath@csu.org

V.P. Programs

Kevin Stone
 Synthes 481-5329
stonek@synthes.com

Webmaster

Mark Bachman, CPIM
 Plasmon, LMS
mark.bachman@plasmon.lms.com

Director of Company Contacts

Mike Long
 Magnum Tool Co. 473-7520
mikel@magnumtool.com

Newsletter Editor/Director of Membership

Michele Tubbs, CPIM
hmgatubbs@netzero.net

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, 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 its web site at www.apicspikespeak.org.



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

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

APICS Pikes Peak Chapter Calendar of Events

March 2006

- 17 Registration deadline for professional dinner meeting with NAPM
- 23 Joint professional development meeting with NAPM at the Clarion Hotel (5:30 p.m.)

April 2006

- No professional development meeting scheduled
- 3 Registration deadline for Certified Supply Chain Professional (CSCP) class
- 10 Registration deadline for Master Planning of Resources (MPR) class
- Mid Certified Supply Chain Professional (CSCP) class starts the middle of this month
- 19 Registration deadline for Strategic Management of Resources (SMR) class
- 24 Master Planning of Resources (MPR) class starts this week

May 2006

- 3 Strategic Management of Resources (SMR) class starts
- 9 Professional development meeting presented by the Air Force Academy cadets