



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



**March 2007**

**Volume 12, Issue 5**

***From the Top Highlights:***

- Join us on March 22 when APICS and NAPM/ISM will meet to hear the topic “Executive Briefing: Critical Concepts Executives Need to Know”.
- New education classes are beginning in April. See pages 3 and 4 for details.

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## Executive Briefing: Critical Concepts Executives Need to Know



Joe Auer

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, founder and president of ICN, and award-winning columnist for COMPUTERWORLD magazine.

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

Using ICN’s proven methodology—the Managed Acquisition Process™ or MAP™—allows clients to manage negotiations as a process, not an event. Experience has shown that the greatest successes achieved in implementing the MAP™ are those that are supported by senior management. To encourage that level of support, ICN’s Executive Briefing provides a customized orientation to the unique challenges of technology procurement. The briefing is designed for senior to mid-level management and focuses on the integral role of effective technology procurement in helping to meet overall business objectives. Time and again, prudent business practices during the technology procurement process have proven to save companies millions of dollars and avoid costly dispute resolution with suppliers.

March Joint  
Professional Development Meeting  
with NAPM/ISM

**Date:** Thursday, March 22, 2007

**Location:** Antlers Hilton Hotel  
3 S Cascade  
Colorado Springs, CO 80903

**Time:** Registration: 5:30 p.m.  
Dinner: 6:00 p.m.  
Presentation: 6:30 p.m.

**Call the APICS voice mail at (719) 578-1225 or email Kevin Stone at [stonek@synthes.com](mailto:stonek@synthes.com) for reservations. Deadline: 12:00 p.m., Friday, March 16, 2007**

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

**Dinner:** Roast Pork with apples, chef’s choice of starch, veggie and dessert

**Cost:** \$20.00 At the Door  
\$17.00 Prepaid/PayPal  
\$10.00 Students

# President's Corner

Have you attended an APICS International Conference? I have been fortunate to attend the last two, in Kansas City and Orlando. Both were well worth the time. This year, APICS' 50<sup>th</sup> year, you will have a rare opportunity to attend the APICS International Conference without much of the expense in past years. Why? Because the conference will be held in Denver! No airfare to pay, no hotel room to book. Just register and make the short drive to Denver.

In addition to participating in APICS' 50th Anniversary celebrations and events, at APICS 2007:

- Take control of your career and your future. Choose from more than 200 educational sessions.
- Network, network, network! APICS has more than 42,000 members; the connection you need is right around the corner.
- Product launches. New services. Demonstrations. You'll find it all at this year's Expo, which includes a new demonstration pavilion.

## Mark Your Calendar-Registration Opens in Mid March!

The Conference section of the APICS Web site will be updated with the latest information as it becomes available. To receive monthly updates about new speakers, educational ses-

sions, and 50th anniversary events and celebrations, sign up for the APICS 2007 e-Newsletter.

Last year's conference drew attendees from all 50 states and 34 countries. APICS 2007 doesn't just provide an opportunity to network and gain valuable industry education, it enables you to meet professionals from all reaches of the globe. Find out why 95% of 2006 conference attendee survey respondents said they would recommend the APICS conference to a friend or colleague - attend and see for yourself!

Don't miss this opportunity to celebrate 50 years of operations management education, certification, and connection.

Registration will be available in March - check the APICS website. You can get there through a link from our chapter's website at <http://www.apicspikespeak.org>.



Don Simpson, CPIM, CSCP

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## Opportunities for Leadership Development

The APICS Pikes Peak Chapter has some great opportunities for you to develop your leadership skills by volunteering to help with our professional development meetings, seminars, classes, and many other chapter activities. We seek individuals from the business community to invest a small amount of time and energy to help with chapter events.

Maybe you have a topic that is of interest to you and your company. If so, we invite you to collaborate with others to bring the event to the chapter. This is a chance to improve your professional skills, help your company become more competitive, and make some new friends in the process. Do you know a great speaker or could we plan a tour of your company? Is the rising cost of energy or healthcare a con-

cern? These are just a couple of topics we could explore.

We are currently looking for assistance from our Company Coordinators. Would you be interested in learning how to improve the "bottom line" without laying off employees? The APICS body of knowledge offers a suite of education classes to help provide real answers. This is a great way for you to become an expert and help the Pikes Peak APICS chapter expand activities. If you have an interest or questions on how to get involved, please contact [marketing@apicspikespeak.org](mailto:marketing@apicspikespeak.org).

### 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

Basics of Supply Chain Management (BSCM): A BSCM course is planned to begin the week of April 16 and will continue through the week of June 25, with a break for Memorial Day week. Classes will meet weekly from 6:00 to 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.

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 23 and continue through the week of June 18, with a week off for the Memorial Day holiday. Classes will meet weekly from 6:00 to 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 13.

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 to 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,

*(Continued on page 6)*



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

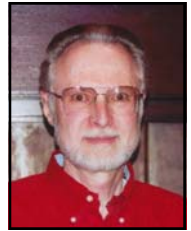
CSCP cancellations of course registrations with full refunds are allowed no later than one week (seven days) before the first class meeting. Cancellations less than seven days before the event carry a \$50 cancellation fee. Cancellations received on or after the date of the first class meeting (no shows) 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, CFPIM

## APICS Class Schedule

Course	Starting Date	Registration Deadline
Basics of Supply Chain Management (BSCM)	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
Master Planning of Resources (MPR)	Week of Apr 23, 2007	5:00 p.m., Fri, Apr 13, 2007

## Are You a Student? We Want You!

APICS has more than 170 affiliated student chapters on college campuses throughout North America. A student chapter's affiliation with a parent chapter provides students with access to educational programs, networking opportunities, certification exams, and other resources that will help build a stronger career. Our Pikes Peak chapter would like to award scholarships to student chapters. For every seven students who takes an APICS class, one will receive a scholarship of the price of the class.

Students can join APICS for a \$25 annual fee, a new level of membership for 2007. Fifteen students are needed to create a chapter from your school.

The APICS Scholars Education Program selects students to attend the APICS International Conference and Exposition to serve as educational session aides with expenses fully or partially paid by APICS. Students have the opportunity to attend presentations and meet with featured and educational session speakers, network with conference attendees, and visit the APICS exposition.

The APICS Educational and Research (E&R) Foundation offers many opportunities for students to expand their résumés. Students are eligible for the following:

- The Donald W. Fogarty International Student Paper Competition recognizes excellence in research relevant to the

field of resource management. Cash awards are given for the best papers submitted at the regional and national levels.

- E & R Foundation Grants are available ranging from \$1,000 to \$5,000.

Another benefit for student chapter is Student members gain access to the Members-Only Web site. They can use the site to:

- research pressing issues using the searchable Publications Database
- stay abreast of industry terms and definitions using the online APICS Dictionary (members can request a single, free printed copy of the *APICS Dictionary* by requesting one through APICS Customer Support)
- obtain white papers and other valuable industry information
- access Free APICS Webinars On-Demand on operations management topics.

The APICS Pikes Peak Chapter is excited about the opportunity to partner with students from our area to offer this exposure to our organization and the discount on this professional membership. Please contact [marketing@apicspikespeak.org](mailto:marketing@apicspikespeak.org) for any questions or more information.

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## “Creating Order Out of Chaos: Strategies for Organizing Your Work ” Coming in April



Sue McMillin

On April 10, 2007 Sue McMillin will present “Creating Order out of Chaos: Strategies for Organizing Your Work”. Have you been promising to finally get organized? Are you going through your work to get to your work? Is your paperwork blocking out light and air? If so, this presentation will help you with the skills and motivation to create and maintain order in your work and life.

As a speaker/professional organizer since 1982, Sue McMillin assists businesses and individuals in developing strategies for organizing their work so that they can get more done, make more money, and have more time to focus on what matters most.

Her energetic and humorous style, her warm Kentucky accent, and her breadth of experience, make Sue an organizer extraordinaire to thousands of attendees. Her presentations, seminars, and workshops are a proven solution to dramatically improve individual and group organizational skills, based on her trademarked FileMAP® system.

This Professional Development Meeting will be held at the Clarion Hotel at 314 West Bijou St in Colorado Springs. Mark your calendars for registration to begin at 6:00 p.m., with dinner at 6:30p.m., and Sue McMillin will speak at 7:15 p.m. Dinner that evening will be chicken marsala, with fresh garden salad, fresh vegetable medley, rice pilaf, rolls and butter, fresh brewed coffee, and chocolate cake for dessert. A vegetarian meal is also available upon request. Please see the April *From the Top* newsletter for registration information.

# Company Contacts



Mike Long

# Pikes Peak Chapter Board of Directors

- President**  
Don Simpson, CPIM, CSCP Honeywell 481-4833  
don.simpson@afscn.com
- Secretary/Treasurer**  
Vickie Anderson Synthes  
v.anderson@netscape.com
- V.P. Education**  
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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
QCMD	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 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.

## CPIM Education News, cont'd.

*(Continued from page 3)*  
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.

### Company Coordinators

The Pikes Peak Chapter is seeking to expand our membership and company coordinators. Any leads on new companies or individuals who may be interested in membership would be greatly appreciated. Please contact marketing@apicspikespeak.org with any suggestions of who to include in our area.



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**

### **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
- 22 Board of Directors meeting following professional development meeting

### **April 2007**

- 6 Deadline to register for the Basics of Supply Chain Management (BSCM) class
- 7 Deadline to register for the Execution and Control of Operations (ECO) class
- 10 Professional development meeting on "Creating Order Out of Chaos" presented by Sue McMillin
- 10 Board of Directors meeting following professional development meeting
- 13 Deadline to register for the Master Planning of Resources (MPR) class
- 16 Basics of Supply Chain Management (BSCM) class begins this week
- 16 Execution and Control of Operations (ECO) class begins this week
- 23 Master Planning of Resources (MPR) class begins this week