



November 2004

Volume 10, Issue 4

**From the Top
Highlights:**

- Join the APICS Pikes Peak chapter and ASQ on November 10th for an insightful presentation by Margaret Hensle.
- MPR and BSCM classes are starting early next year. See page 4 for details.

Maintaining an Even Keel in the Storm: Tools and Techniques for Greater Effectiveness

In November, APICS will hold its annual joint meeting with the American Society for Quality (ASQ). Margaret Hensle will be hosting an interactive session in which she will discuss the tools and techniques to make you more effective in an increasingly stormy workplace.

The reality of work life in America is that more is expected of us everyday...do it faster, better and cheaper. And accomplish this all with fewer people.

The result? Do you find yourself going through the workday feeling stressed and overwhelmed? Will we get it done? Will the project complete on time? Can we pass the ISO audit? Do you equate frustration and being overwhelmed with going to work? You don't have to live that way. While you often cannot change your work environment, you can change how you approach it and the people in it, thus creating a dramatically different outcome.

About the Speaker

Margaret Hensle has over twenty years of corporate experience. She is compelled to help people find a different way to handle work stress. As a Leadership Coach and Anthony Robbins Results Coach, she will teach us techniques that she uses herself and has used to help hundreds of clients and teams to achieve greater results. In this session, you will learn to slow down and be more present, thereby achieving greater focus and clarity.

**APICS and ASQ
Joint Professional
Development Meeting**

Date: Wednesday, November 10, 2004

Location: Howard's Pit BBQ
3350 N Chestnut St
Colorado Springs, CO
(Just west of I25 on Chestnut between Garden of the Gods Road and Fillmore)

Time: Social 6:15 p.m.
Dinner 6:45 p.m.
Speaker: 7:15 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, November 5, 2004

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

Cost: \$10.00 Members
\$10.00 Non-members
\$10.00 Students

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

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President's Corner

It seems like almost every day we hear of a layoff or some sort of work-force reduction, if not in Colorado Springs, somewhere in the country. We know the impact on those who lose jobs as a result of this trend, and we certainly don't want to minimize that, but have you thought of the impact on the so-called survivors? In many cases the workload has not changed, there are just fewer people to do it. How do we deal with this? The November professional development meeting, a joint meeting with ASQ, could provide some answers. Join us for Marg-

ret Hensle's presentation on tools and techniques for greater effectiveness. It promises to be an interesting and informative evening, along with Howard's usual good food and the fellowship of APICS and ASQ members.

I hope to see you there!



Don Simpson, CPIM

APICS Unveils New Name at 2004 International Conference and Launches New Brand in 2005

The Educational Society for Resource Management is pleased to announce that it will change its name to APICS The Association for Operations Management, effective January 1, 2005. The association will use a new tag line—Advancing Productivity, Innovation, and Competitive Success. APICS unveiled the new name publicly at the 2004 APICS International Conference and Exposition in San Diego, California, on October 12.

The APICS Board of Directors unanimously approved the name change at its October 9, 2004 meeting. "APICS has evolved to meet the needs of the community it serves, but the name no longer fully recognized the value proposition the association delivers," said APICS President Arnold E. Kennedy, CFPIM, CIRM, Jonah. "The new name will honor our rich history in production and inventory control, better define the broad application of the APICS body of knowledge, and position us for the future."

APICS was founded in 1957 as the American Production and Inventory Control Society, Inc. In the early 1990s, it adopted the name APICS—The Educational Society for Resource Management to acknowledge its growing international

presence and expanded scope.

Today, APICS represents a diverse community of professionals from virtually every manufacturing and service industry. The APICS body of knowledge spans all aspects of operations management, which includes production, inventory, supply chain, materials purchasing, and logistics. By changing its name, APICS The Association for Operations Management clearly defines its body of knowledge in terms that are universally understood. The new name asserts the association's leadership position of delivering superior training, internationally recognized certifications, and comprehensive resources, while representing a worldwide network of accomplished industry professionals.

In conjunction with the new name, APICS has adopted the tag line, Advancing Productivity, Innovation, and Competitive Success. "APICS is the resource that individuals and companies rely on for operations management education and validation of one's knowledge through obtaining the Certified in Production and Inventory Management and Certified in Integrated Resource Management designations," said Jeffrey W. Raynes, CAE, executive director and chief operating officer. "Our new tag line communicates the value that APICS delivers to an individual's career advancement, as well as an employer's bottom line."

APICS enlisted the research services of Wirthin Worldwide and strategic communications counsel of Fleishman Hillard International Communications in support of the re-branding efforts.

APICS—The Educational Society for Resource Management is the recognized global leader in professional certifications, educational programs, and publications for manufacturing and service industry professionals across the entire supply chain. Founded in 1957, the society supports nearly 60,000 members in 20,000 companies worldwide. To learn more, visit the APICS community at www.apics.org.

About this Publication

The Pikes Peak APICS chapter newsletter is published monthly (except June, July, and August) 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 for the newsletter or have a change of address, please call Michele Tubbs at 578-1225 or email hmgatubbs@netzero.net.

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.



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 \$430, 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.

Corporate Classes

The Pikes Peak chapter can offer private classes to

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Education News, cont'd.

(Continued from page 3)

companies at negotiated prices. A minimum class size of four students applies.

Registration

Please contact Mike Heath at 668-8035 or at

mheath@csu.org if you are interested in taking a class this winter or to get information on other APICS education offerings.

Upcoming CPIM Classes

BSCM Class Starts

Last month, the Pikes Peak chapter began a new Basics in Supply Chain Management class. Five students have started on their paths to CPIM. CEA Technologies has generously provided the classroom space and Mike Schubert of Oracle is the instructor. The class will continue into December, wrapping up in time for the holidays.

Future CPIM Class Plans

The chapter had to postpone the Master Planning of Resources class that was planned for October. This class will be offered again in January, beginning the week of January 24, 2005. Also offered will be another BSCM class beginning the week of February 7, 2005. Please contact Mike Heath (mheath@csu.org) if you are interested in either of these classes. You can find course descriptions and costs on page 3.

Many employers will pay for their employees to take these CPIM review courses. Applying the principles presented in these courses can save your company money in improved processes, reduced inventory, and increased productivity, in addition to advancing your own career. Find out if your company will support your CPIM preparation and have them plan for your 2005 training costs as they prepare their budget for next year.

The deadline for registering for the MPR class is January 10, 2005. For BSCM, the deadline is January 24, 2005. The Pikes Peak chapter will need your payment by those dates in order to have materials available for the first class meetings. A minimum of 4 paid students is required for each class.

On January 11, 2005, the Pikes Peak chapter will have a plant tour of Intel. Approximately 35 people will be allowed to tour. If you are interested in attending, please contact Kevin Stone at 578-1225 or email him at stonek@synthes.com as soon as possible.

What's YOUR Weakest Link? Building a Strong Job-Search Chain

Deborah Walker, CCMC
Resume Writer ~ Career Coach
888-828-0814 or Deb@AlphaAdvantage.com
www.AlphaAdvantage.com
Call for FREE resume critique

A chain is only as effective as its weakest link—and you don't know which link is weak until the chain is tested. If your job search is falling short, one of your job-search skills may be the weak link. By analyzing your chain of job search skills, you can build a stronger chain, one that can stand up to any test.

There are three critical links in your job search chain. Consider each of them carefully to determine your weakest link, then work to strengthen that link.

Link #1: Resume and Cover Letter

If your resume and cover letter aren't attracting attention and generating interviews, this may be your weakest link. If your weakest link is your resume and cover letter, you may want to consider investing in a professional resume writer. Many of them have experience in human resources and recruiting, so they know what hiring managers are looking for and the best way to present that information.

Link #2: Resume Exposure

Even the best resume will fail to generate interviews if it doesn't reach a wide enough target audience. To a certain degree, generating interviews is a numbers game. If the resume is effective to begin with, then the more resumes you send out, the more interviews you will win.

If resume exposure is your weakest link, then you might benefit from the expertise of a career coach to help guide you in better job search strategies. A career coach can assist you in building a campaign to gain maximum exposure for your resume.

Link #3: Interview Skills

If your resume is fine and you are getting plenty of first interviews—but no second ones—then your interview skills may be your weakest link.

If interview skills are your weakest link, you'll receive more job offers by investing in interview coaching with a career expert.

By strengthening each link of your job-search chain, you'll avoid months of frustrating, ineffective effort. With each link strong enough to support your career objective you'll win your dream job with confidence.

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
Current Inc.	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 Inc.	Quinn Lake
Oracle	Rod Emenaker
Plasmon LMS	Mark Bachman
Pueblo Comm. College	Madelyn Bruning
Pueblo Wood Products	Brad Dunmire
Quantum	Wayne Smith
Sanmina-SCI	Ruth Lacher
Safetran Traffic Systems	Larry Jarboe
Schlage Lock	Myron Kastner
Synthes USA	Janet Rose
Trane Company	Mike Storm
UCCS	Dr. Mel Anderson
Colorado State Univ. – Pueblo	Prof. Peter Billington
USAFA	Prof. Jim Lowe
Western Forge	Jim Souturau

If you are interested in becoming a company contact or have any questions regarding this program, please email Mike Long at mikel@magnumtool.com.

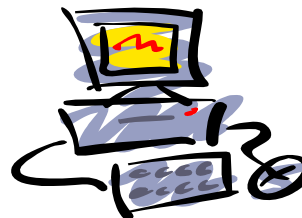
*“Learn from yesterday, live for today,
hope for tomorrow.”*

Anonymous

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.

The APICS logo consists of the word "APICS" in a bold, black, sans-serif font. A registered trademark symbol (®) is located at the top right of the "S". To the left of the text is a thick blue vertical bar that extends from the top of the page down to the bottom of the page. A blue oval is positioned on this bar, containing the text "We're on the Web! www.apicspikespeak.org".

**THE EDUCATIONAL SOCIETY
FOR RESOURCE MANAGEMENT**

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

November 2004

- 5 Registration deadline for professional development meeting
- 10 Joint professional development meeting with American Society for Quality (ASQ) at Howard's Pit BBQ

December 2004

No professional development meeting scheduled

January 2005

- 10 Deadline to register for Master Planning of Resources class
- 11 Plant tour of Intel
- 24 Master Planning of Resources class begins this week
- 24 Deadline to register for Basics of Supply Chain Management class

February 2005

- 7 Basics of Supply Chain Management class begins this week
- No professional development meeting scheduled

March 2005

- TBA Joint professional development meeting with National Association of Purchasing Management (NAPM)

April 2005

- 12 Professional development meeting presented by the Air Force Academy cadets