

**ROANOKE REGIONAL CHAPTER of APICS**  
Roanoke, Virginia



**Region 11 – ROAR  
Chapter**

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**Quote of the Month**

**“The key to being a good manager is keeping people who hate me away from those who are undecided.”**

**Casey Stengel**

# ROAR PDM for March

## Professional Development Meeting

***“The Future for Technology in SW Virginia”***  
***Mr. Gordie Zeigler***

**WHEN:** Tuesday 13<sup>th</sup> March 2007  
**LOCATION:** Holiday Inn – Valley View  
 (formerly the Clarion Roanoke)  
**Cost:** \$20.00 / \$10.00(Student)  
**Make checks payable to “Roanoke Chapter of APICS”**

**Attire:** Business Casual

<b>TIME:</b>	5:30pm	Registration
	6:00pm	Dinner
	7:00pm	Speaker

**CONTACT:** RSVP by Mar 12<sup>th</sup> (10AM) to John Dyer  
[jdye@occfiber.com](mailto:jdye@occfiber.com)  
 540-265-0690

**Non-members Welcome!**

## Roanoke Board of Directors 2006-2007

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### Chapter Positions Available

VP Communications

VP Seminars

I want to thank RR Donnelly and all of their people that helped make our February plant tour a resounding success. While the weather outside was cold and nasty, with freezing rain, the atmosphere in the plant was very warm and comfortable. The fifty plus attendees all left with a good feeling. Again, many thanks to RR Donnelly for their hospitality.

If you haven't signed up to attend our March Professional Development Meeting you need to do so ASAP. Gordie Zeigler, Executive Director, of the Newva Corridor Technology Council (NCTC) will be our speaker. His topic will be The Future for Technology in SW Virginia. This is a topic that is important to both the company for which we work and ourselves personally. The goal of his organization is to make our area one of the best places to live and one of the best places to build a technology enterprise. You won't want to miss this opportunity. Give John Dyer a call at (540) 265-0690 or email him at [jdyer@occfiber.com](mailto:jdyer@occfiber.com) to make your reservation.

What started out as months away is only weeks away now. I'm talking about the Joint APICS/ASQ workshop scheduled for March 27<sup>th</sup>. This is an educational opportunity that will benefit both you and your company. The four topics are timely and interesting. To register for one of the workshops go to our website <http://www.tundrait.com/Workshop/>.

We are starting to put together our programs for next year. We need your input as to the type and content of the programs that you and your company would find beneficial. This is your chapter, the Board of Directors work for you. If a topic is near and dear to you, or you want us to cover a specific topic, please let me know at [wcarey@hovo.com](mailto:wcarey@hovo.com).

It's also that time where we need to start looking for people to serve on the Board. Without a strong and active Board a chapter is doomed to failure. I can name two chapters within a 50-mile drive that had to disband because they couldn't find people interested and committed to serve on their Board. In addition to your continued support by attending all of our programs, we need you to volunteer to work on the Board. Drop me a line at the above email or come up to me at one of our future programs.

Thanks for your support. Don't forget to register for our workshop.

Warren

## ***"March Professional Development Meeting"***

### **Professional Development Meeting:**

#### **"The Future for Technology in SW Virginia"**

We are all concerned about where the future lies for our particular industries, and for the area in which we live. The mission of the Newva Corridor Technology Council (NCTC) is to make our area one of the best places to live and one of the best places to build a technology enterprise. With over 170 business, educational and governmental members in Roanoke, Blacksburg and surrounding counties, the NCTC is the driving force behind expanding our technology base.

As Executive Director of the NCTC, Gordie Zeigler has a unique vantage point in understanding the changing state of technology as it affects our economy and careers. Gordie is actively involved in new business ventures, linking business and higher education in partnership, and developing a cohesive vision for our area to market. Come and find out:

- What factors within our control can help advance our region? The answers may surprise you.
- What will the future job market look like? What skills will be required?
- What will be the up-and-coming industries?
- How can we all benefit from bringing technology to the area?

Please join us for an interesting night learning about the region and discussing its future.

#### **About our Speaker:**

**Gordie Zeigler** has served as the Executive Director for the NCTC since September 2001. He oversees all operational aspects of the NCTC; during his tenure the NCTC membership has grown nearly 70%.

Gordie's background includes over 10 years of sales and sales management. As the Director of Sales and Marketing for Productivity Point, he was recognized for leading the sales team to best-ever results in revenues. Previously, he worked for Computer Resource Team.

Gordie is a Cum Laude graduate of the University of Toledo with a Bachelor of Business Administration degree. An avid marathoner and tri-athlete, he competes at distances from 5K to Half-Ironman.

## **APICS CPIM/CIRM/CSCP Review Course Schedule**

**For more information on APICS Certification Review Courses, contact Mr. Tom Gambrell 540-966-4100 for information.**

## Joint Workshop

Roanoke Regional Chapter of APICS/ASQ Radford/Roanoke Sect. #1107

### Present: Opportunity for Continuing Education Seminar/Workshop

When: March 27, 2007 12 Noon to 7:00 PM

Where: Holiday Inn Tanglewood  
4468 Starkey Road  
Roanoke, VA

Cost: \$120 per participant (includes dinner and program)

### Workshop & Presenters:

#### Workshop #1

Topic: DMAIC – Take a Walk Through the Six Sigma Steps (Define, Measure, Analyze, Improve, Control) in a practical, tangible, and fun (!) application.

Presenter: Sharon Johnson – Independent Management Consultant in the field of Operation Excellence. Trained Six Sigma Black Belt, holding both APICS certification, four ASQ certifications, and has a BS degree in Chemistry.

#### Workshop #2

Topic: Cycle Counting a Great Alternative to the Annual Physical Inventory.

Presenter: Warren Carey – President Roanoke Regional Chapter of APICS. Plant Controller, Hollingsworth & Vose Company. BS degree in Business Administration from Delaware Valley College (PA).

#### Workshop #3

Topic: Introduction to Design of Experiments using Minitab software.

Presenter: Scott Dowalski – Technical Training Specialist, State College PA. Responsible for teaching industrial statistics and Minitab software within the Six Sigma framework to other company employees.

#### Workshop #4

**Topic: Fundamentals of Project Management – Why projects fail and how to increase the chances for project SUCCESS in your organization.**

Presenter: Robert (Bob) Schmucker – Brings over 20 years experience in Program Management, primarily in Defense Contracting for large businesses like Litton Industries, ITT Industries as well as for his current employer, Optical Cable Corporation. Bob has achieved certification as a Project Management Professional (PMP) and a Certified Professional Logistician (CPL).

To Register for any one (1) of these workshops and Buffet Dinner with the after dinner speaker, Robin Reed, visit our website [workshop.tundrait.com](http://workshop.tundrait.com).

The cost is \$120.00 per participant which includes dinner and program.

**Buffet dinner at 6:00 PM with after dinner speaker: Robin Reed** CBM – Chief Meteorologist for WDBJ – Digital Television, giving an entertaining and informative presentation, **“It’s a great forecast but it might not be right.”**

## UPCOMING EVENTS

### Mark Your Calendars for these and all Upcoming Events

- 2007**  
**Mar 27**                      **Roanoke Chapter of APICS**  
**Joint Workshop – APICS/ASQ; Holiday Inn Tanglewood**
- April 17**  
**May 8**                      **Joint PDM with ASQ; Tom Dlugopolski “ Sarbanes Oxley”**  
**PDM Mr. Bruce McGinnis; “Inside Tips on Career Search and Career Management”**
- 2007 (Oct 21-23)**                      **International Conference Dates**  
**Denver, Colorado**
- Apr 27-28**                      **Region 11**  
**Region 11 Professional Development Meeting – Charlotte, NC**

### Job/Search -

**Title: Master Schedule**

**Company:** Leading international manufacturer of custom designed power equipment for the power industry. Company designs, manufactures, and installs the equipment in large, power producing facilities worldwide.

**Position base:** Central Pennsylvania

**Reports to:** Plant General Manager

**Responsibilities:** Position will be the driving force behind developing and maintaining a project schedule to ensure compliance with the project customer contract. Will prepare the integrated Master Schedule for all main project area to include engineering, sourcing, manufacturing, and logistics.

**Requirements:** Bachelor's degree preferred with 5-8 years experience in Master Scheduling in large equipment manufacturing. Must be experienced with scheduling software (ideally Primavera [P3E]).

**Compensation:** Base to \$80K, broad base of corporate benefits, and comprehensive relocation coverage.

**Contact:** Howard Roof  
General Partner/Search Consultant  
O'Brien and Roof  
[howard@obrienroof.com](mailto:howard@obrienroof.com)  
614-766-8500, x-201

**Reminder!! Any member of the Roanoke Chapter that wishes to advertise or disseminate job opportunities through Chapter activities should contact John Dyer at 540-265-0690 or e-mail at [jdyer@occfiber.com](mailto:jdyer@occfiber.com)**

*Advancing Productivity, Innovation, and Competitive Success*

## APICS Websites

APICS has Websites that may be of interest to many of you. Visit the following Websites and you may connect to local APICS chapter Websites. You may see something of interest from our Regional Chapters and Nationally.

APICS Society web sight: [www.apics.org](http://www.apics.org)  
APICS Region XI web sight: [www.apicsregionxi.org](http://www.apicsregionxi.org)  
APICS Roanoke Chapter web sight: [www.apicsroanoke.org](http://www.apicsroanoke.org)

We would like to e-mail the monthly newsletter, but we need your help. Please, take the time to send your e-mail address to the following. Remember that the USPS has raised the cost of mailing a letter. It would be a cost savings for us to have your e-mail address. Send all e-mail addresses of anyone that you know would like to receive chapter offerings to the following:

[wcarey@hovo.com](mailto:wcarey@hovo.com)  
[cu1971@comcast.net](mailto:cu1971@comcast.net)

## Chapter Information

This is your Chapter and its strength affords each of us with the Educational opportunities required by many Businesses and for our own Personal Growth. If you have an idea or suggestion, please let one of the Board of Directors know.

## Society Information

### Certified Supply Chain Professional

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.

From the manufacturing to the service industry, regardless of whether a company is serving business or consumer markets or is for profit or not-for-profit, the increasingly important role of supply chain management is affecting all organizations. Customers already expect good quality at low prices, and speed of delivery is becoming more important. As a result, effective supply chain management has become essential to successfully compete in today's global marketplace.

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.

### Benefits of the CSCP Program

After earning your CSCP designation, you will

*Advancing Productivity, Innovation, and Competitive Success*

- Learn to boost productivity, collaboration, and innovation
- Discover how to positively affect lead times, inventory, productivity, and bottom-line profitability
- Understand how to manage the integration and coordination of activities to achieve reduced costs and increase efficiencies and customer service
- Gain the knowledge to effectively and efficiently manage worldwide supply chain activities
- Achieve greater confidence and peer and industry recognition
- Enjoy the potential for career advancement and increased earnings.

### Who should pursue the CSCP education and designation?

The CSCP program is for professionals in operations and supply chain management. This designation is **ideal for you** if you are

- Interested in more depth of knowledge and understanding in the areas of supplier and customer relations, international trade, the use of information technology to enable the supply chain, and physical logistics.
- A professional who is consulting or teaching supply chain functions
- Working with enterprise resource planning (ERP) systems.

The CSCP program will help you advance your career while giving you the foundation to improve your company's competitive position and profitability.

### CSCP Domains

The CSCP body of knowledge is made up of the following four domains

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

### CSCP Exam Preparation

To help prepare you for the CSCP exam, APICS has developed the [CSCP Learning System](#). Based on the CSCP body of knowledge, the learning system is a comprehensive professional development and exam preparation program. It combines print materials with interactive online tools to deliver a customized learning experience.

[Try a free demo of the CSCP Learning System today.](#)

### CSCP Exam

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. More details about the CSCP exam and how to register will be available soon.

### 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.

### **Additional CSCP program information**

[Join the CSCP Update list](#) to receive the latest information as it becomes available.

[View a diagram of the program.](#)

## **Career Related Article**

### **Operating Your Supply Chain**

*Time-tested advice for getting it right*

By Philip E. Quigley, CFPIM, PMP

The effectiveness of an organization's supply chain is a major indicator of whether the business survives and prospers or dies. Consider the supply chains of companies such as Dell and Toyota. Both of these companies are leaders in their industries, in large part due to their well-run supply chains.

Over the years, professionals have witnessed a lot of discussions, plans, and consulting efforts focused on designing and running a supply chain. These efforts have yielded a simple formula: Supply chains are designed at the top with strategic intent, but they are run at the local level to maximize flexibility, quality, and cost effectiveness.

First, effective supply chains start with effective senior managers who put forth strategic objectives and plans that support the business and provide some basic parameters. These parameters include what material will be built internally versus what material will be outsourced, whether materials will be single sourced or multiple sourced, and where plants will be located.

Supplier location is important. Having all the plants in Taiwan or a province in China could open up a company to political problems. Also, if a devastating earthquake or typhoon hits an area in which all of a company's plants are located, recovery time could be prohibitive. Senior-level managers must think through the issues, costs, and benefits in order to decide on long-term, strategic plans.

Also, in today's legally sensitive world, there should be a policy in place regarding what type of legal relationship companies should have with suppliers. Examine whether suppliers will be subsidiaries, partners, or simple suppliers. Legal issues are important to understand. For example, recent articles have described suppliers in China running third shifts to produce the same product they build the first two shifts; however, the suppliers label the third-shift product as their own. Plant ownership helps alleviate this problem, but there are many costs associated with it.

Finally, senior managers must determine how much the company will rely on suppliers for technical design needs. In other words, do suppliers contribute to the design process for new products? In some industries, such as aircraft and automotive, supplier involvement is necessary. However, in other industries, there may be less need. If senior managers decide to open up design, suppliers will have access to a lot of information about a company's technology. Therefore, trusted relationships are essential.

## Supply chain operations

Once the supply chain is designed, it's up to the plant operating groups to work with it day-to-day. Technology simplifies the process. Using enterprise resources planning systems, corporate supply chain groups negotiate and set up the master contracts with suppliers. Then, local organizations establish purchase orders for those contracts and release orders against the master contract.

For example, corporate procurement group members open up a contract with a Japanese electronics component supplier. This contract sets up the master agreement or master parts catalogue, prices for each individual part number, quality standards, terms and conditions, and more. The contract states the total number of parts to be procured, which usually is organized by groups of parts. The contract also has a minimum dollar amount to guarantee price and delivery. Next, plant or division workers open up release orders, schedules, or purchase orders (individual systems work differently), and then the plant releases against it. The individual plant or division schedulers deal with the suppliers concerning their orders. Corporate leaders only get involved when there are contract concerns, price conflicts, delivery problems, or quality issues.

Finally, maintaining an effective supply chain takes more than contracts, systems, and procedures. It takes good relationships. As part of the management process, organizations should sponsor regular teleconference (or video) meetings, in which operating and corporate supply chain personnel review supply chain issues. The expenses related to the meetings can be shared among the business and suppliers.

### March

13 [Board of Directors Meeting](#)  
13 [Professional Development Meeting – Mr. Gordie Ziegler](#)  
27 [Joint Workshop – APICS/ASQ](#)

### April

10 [Board of Directors Meeting](#)  
10 [Election of Officers for 2007-2008](#)  
17 [Joint Professional Development Meeting – ASQ, APICS - Tom Dlugopolski – “Sarbanes Oxley”](#)  
27-28 [Region 11 Professional Development Meeting – Charlotte, NC](#)

### May

8 [Board of Directors Meeting](#)  
8 [Professional Development Meeting “Inside Tips on Career Search and Career Management”  
Mr. Bruce McGinnis](#)  
8 [Installation of Officers for 2007-2008](#)

### June

24 [Board of Directors Meeting - Transition Meeting / Strategic Planning Session](#)

### July

29 [Region 11 Professional Development Meeting – Charlotte, NC](#)