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September 2007



ROANOKE REGIONAL CHAPTER of APICS Roanoke, Virginia



Region 11 – ROAR
Chapter

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Quote of the Month

If you really put a small value upon yourself, rest assured that the world will not raise your price.

Anonymous

ROAR PDM for SEPTEMBER

Professional Development Meeting

"THE LEAN ENVIRONMENT"
Mr. Mike Dudding of Gala Industries, Inc.

WHEN: Tuesday, 11th September, 2007
LOCATION: Howard Johnson Inn, Salem, VA
(new location)
Cost: \$15.00 / \$10.00(Student)
Make checks payable to "Roanoke Chapter of APICS"

Attire: Business Casual

TIME: 5:30pm Registration
6:00pm Buffet
7:00pm Speaker

CONTACT: RSVP by Sept 7th (5PM) to John Dyer
jdye@occfiber.com
540-777-0526

Non-members Welcome!

Visit our website at
<http://www.apicsroanoke.org>

Roanoke Board of Directors 2007-2008

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Welcome back! I hope you all had a great summer, and are ready to expand your minds with our upcoming slate of Professional Development Meetings and Plant Tours.

First and foremost, I want to thank Warren Carey, our outgoing president, for all his hard work on behalf of APICS for the past several years. Warren was the glue that held us together and it is my personal goal to attempt to match his energy and enthusiasm. Warren will continue to be involved with the board, and for that we are grateful.

At the beginning of the summer we sent out a survey to our members to determine what you wanted in our professional development meetings. I was extremely pleased with the response- over 40 returned- and they were full of good feedback. We are taking this information and working toward finding speakers for the topics that most people are interested in. We hope this will get more folks attending these valuable learning events.

Also, we are trying a new location this year. With the growth of membership in the Blacksburg area, we have found a meeting location more central to all- the Howard Johnson Inn off I-81 exit 37 in Salem. While they do not serve dinners there, we will be working with a caterer to provide enjoyable buffets. We hope this will keep costs down and provide a centralized location for most of our PDM's.

Technology and business practice change so quickly that it is difficult to keep up. Get involved in APICS to keep in touch with what is new in industry and to make contacts with your peers in other local companies.

CHAPTER POSITIONS AVAILABLE

VP Membership

VP Programs

"September Professional Development Meeting"

Professional Development Meeting:

"THE LEAN ENVIRONMENT"

A Lean Environment is when a company's systems wide approach shifts from maximizing utilization and productivity to maximizing material flow and the elimination of waste.

In 2005, Gala Industries hired Virginia's Philpott Manufacturing Extension Partnership (VPMEP) to introduce all of its associates to Lean Enterprise concepts. After working with these Lean concepts over the past two years, Gala has seen improvements in every area of the company.

This presentation will stress the practical, not the theoretical- with real examples of projects and how they were accomplished. The hurdles faced by Gala -fear of change, attitude, empowerment-are similar to those faced by most other businesses.

About our Speaker:

Our speaker, **Mike Dudding**, is Vice President of Manufacturing and Engineering at Gala Industries, located in Eagle Rock, Virginia.

Mike completed his degree in Machine Shop at Danville Community College. Upon graduation, he completed his Machinist apprenticeship at Piedmont Precision Machine Shop in Danville, Virginia. He worked for CSX Railroad and Hercules, Inc. before joining Gala Industries.

Mike has been with Gala for over 29 years. His duties have included Plant Production, overseeing plant construction and maintenance. Mike's experience, with the support of Gala Associates, in manufacturing processes and management initiated the implementation of Lean in Manufacturing at Gala.

ROANOKE REGIONAL CHAPTER APICS CERTIFICATION COURSE CALENDAR

<u>2007</u>	<u>Sep 11 – Nov 6</u>	<u>Master Planning of Resources</u>
<u>2008</u>	<u>Jan 8 – Mar 4</u>	<u>Detailed Scheduling and Planning</u>
<u>2008</u>	<u>May 13 – Jul 8</u>	<u>Execution and Control of Operations</u>
<u>2008</u>	<u>Sep 9 – Nov 4</u>	<u>Strategic Management of Resources</u>
<u>2009</u>	<u>Jan 6 – Mar 3</u>	<u>Basics of Supply Chain Management</u>

You may contact Tom Gambrell for information on the course schedules: (540) 966-4100 or email at cu1971@comcast.net.

CPIM PROGRAM

The American Production and Inventory Control Society (APICS) offers an internationally recognized certification program, Certified in Production and Inventory Management (CPIM). This certification is the standard for professional competence in business and manufacturing. The program requires passing APICS national exams in each of five different modules.

The Roanoke chapter of APICS offers structured review courses for each module and is taught by certified practitioners. Each course is designed to present much of the core material found in the exams, references for additional sources of the subject material and practice questions to help prepare the student for their exam.

The five modules and a brief description of their content are as follows:

Basics of Supply Chain Management –

Covers basic concepts in managing the complete flow of materials in a supply chain. The course presents a complete overview of material flow, from internal and external suppliers.

Master Planning of Resources –

Explores 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.

Detailed Scheduling and Planning –

Focuses on the various techniques for material and capacity scheduling. The course includes detailed descriptions of material requirements planning (MRP) and capacity requirements planning (CRP), inventory management practices and procurement and supplier planning.

Execution and Control of Operations –

Presents material in the areas of prioritizing and sequencing work, executing work plans and implementing controls, reporting activity results, and providing evaluation 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.

Strategic Management of Resources –

Explores 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.

Even if the student does not wish to take the national exams, the courses provide a great forum for employee development. Exposure to the principles and techniques of business and manufacturing can only enhance the value an employee brings to the work place.

UPCOMING EVENTS

Mark Your Calendars for these and all Upcoming Events

2007 - 2008

October 9

Roanoke Chapter of APICS

Monthly PDM - "Case Competition & APECS International Conference"
Virginia Tech Student Chapter

November 13

Monthly PDM - Plant Tour - Moog

December 11

Monthly PDM - "What Are They Looking For?"
Mr. Bruce McGinnis

January 8

Monthly PDM - "Inventory"

February 12

Monthly PDM - Plant Tour - VWCC - Automation Center

March 11

Monthly PDM - "Project Management"
Mr. Bob Schmuck

April 8

Monthly PDM - Plant Tour - Virginia Forge

May 13

Monthly PDM - "Jerk Training"
Ms. Gloria Elliott

2007 (Oct 21-23)

International Conference Dates
Denver, Colorado

Job/Search -

Contact Mr. Tom Gambrell (540) 966-4100 for more information on the candidates and positions below.

Seeking Position: MANAGEMENT POSITION. To perform management skill operations in an a customer driven company using my skills in, Lean Manufacturing, Value Stream Mapping, EPA, OSHA/VOSH, Facility & Equipment Maintenance and Human Resources.

Please contact Tom Gambrell for details on the above mentioned positions.

Reminder!! Any member of the Roanoke Chapter that wishes to advertise or disseminate job opportunities through Chapter activities should contact Tom Gambrell at 540-966-4100 or e-mail at cu1971@adelphia.net.

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

APICS Region XI web sight:

www.apicsregionxi.org

APICS Roanoke Chapter web sight:

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

cu1971@adelphia.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.

Advancing Productivity, Innovation, and Competitive Success

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

- 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.](#)

Lean In Action

Life-and-Death Lean

In the air ambulance services business, every minute counts. Nobody knows this better than REACH Air Medical Services. Serving the citizens of Northern California since 1987, REACH has demonstrated a capacity for rapid response while performing more than 10,000 helicopter transports and approximately 3,500 fixed-wing (airplane) transports.

With an emphasis on pediatric critical care, REACH serves about 3,000 patients a year, with approximately 60 percent of its transports being hospital-to-hospital and 40 percent being 911 scene responses. Working closely with several large receiving hospitals and approximately 200 sending hospitals, the company operates five, fully staffed, around the clock bases of helicopter operations and one fixed wing operation. Onboard each helicopter is a flight nurse and a flight paramedic. On board the airplanes are a flight nurse and a respiratory therapist.

REACH Air was introduced to lean about three years ago. As with many people who view lean as strictly a manufacturing concept, the initial reaction of REACH managers was to ask, "How could this benefit us?" But upon her return from a week-long course at the Lean Learning Center in Novi, Michigan, Jennifer Hardcastle, REACH's director of program development, was impressed by the opportunities to use lean within her organization. "After attending the class, where I was exposed to the foundation of lean rules and principles, I realized how lean thinking could significantly improve our response time and the critical time spent at a patient's bedside preparing for hospital transport."

By Elizabeth Long

ROANOKE REGIONAL CHAPTER APICS EVENT CALENDAR 2007-2008

<u>2007</u>	<u>August</u>	
	<u>14</u>	<u>Board of Directors Meeting</u>
	<u>September</u>	
	<u>11</u>	<u>Board of Directors Meeting</u>
	<u>11</u>	<u>Professional Development Meeting – “Lean”</u> <u>Mr. Mike Dudding</u>
	<u>14-15</u>	<u>Region 11 Professional Development – Winston-Salem, NC</u>
	<u>October</u>	<u>Blacksburg, VA</u>
	<u>9</u>	<u>Board of Directors Meeting</u>
	<u>9</u>	<u>Professional Development Meeting – “Case Competition & APICS International Conference”</u> <u>Virginia Tech Student Chapter</u>
	<u>21-23</u>	<u>APICS International Conference & Exhibition – Denver, CO</u>
	<u>November</u>	<u>Blacksburg, VA</u>
	<u>13</u>	<u>Board of Directors Meeting</u>
	<u>13</u>	<u>Professional Development Meeting – Plant Tour – MOOG</u>
	<u>December</u>	
	<u>11</u>	<u>Board of Directors Meeting</u>
	<u>11</u>	<u>Professional Development Meeting – “What Are They Looking For?”</u> <u>Mr. Bruce McGinnis</u>
<u>2008</u>	<u>January</u>	
	<u>8</u>	<u>Board of Directors Meeting (Joint Meeting with NAPM)</u>
	<u>8</u>	<u>Professional Development Meeting – “Inventory”</u> <u>M</u>
	<u>February</u>	
	<u>12</u>	<u>Board of Directors Meeting</u>
	<u>12</u>	<u>Professional Development Meeting – Plant Tour – VWCC – Automation Center</u> <u>M</u>
	<u>March</u>	
	<u>11</u>	<u>Board of Directors Meeting</u>
	<u>11</u>	<u>Professional Development Meeting – “Project Management”</u> <u>Mr. Bob Schmuck</u>
	<u>25</u>	<u>Joint Workshop – APICS/ASQ</u>
	<u>April</u>	
	<u>8</u>	<u>Board of Directors Meeting</u>
	<u>8</u>	<u>Election of Officers for 2008-2009</u>
	<u>8</u>	<u>Professional Development Meeting – Plant Tour – Virginia Forge</u> <u>M</u>
	<u>May</u>	
	<u>13</u>	<u>Board of Directors Meeting</u>
	<u>13</u>	<u>Professional Development Meeting – “Jerk Training”</u> <u>Ms. Gloria Elliott</u>
	<u>8</u>	<u>Installation of Officers for 2007-2008</u>
	<u>June</u>	
	<u>28</u>	<u>Board of Directors Meeting - Transition Meeting / Strategic Planning Session</u>
	<u>July</u>	

	Yes	No
Cost of Dinner- does \$20 make you less likely to attend?	4	33
Is the following meeting location convenient? Would you attend meetings?		
Roanoke	40	1
Blacksburg	19	13
Salem	35	1
Do you attend PDM's to network and meet people? Would you like more social time?	13	24
Potential Topics- give number order prioritization, or place X in appropriate column:	Interested	Not Interested
Six Sigma	21	11
Motivating Employees	22	10
Inventory Management	33	7
Developing supplier partnerships	28	8
Quality Improvement Teams	24	5
Improving On-Time delivery	33	6
RFID	21	10
ERP Implementation	19	8
Lean Techniques	30	5
Measuring Plant Productivity	29	7
Basics of Forecasting	29	7
What determines your corporate culture?	20	7
Do you need ERP?	13	9
Methods to save on shipping costs	27	10
Moving up the company ladder	17	11
Setting your corporate measurables	28	7
Time management	27	6
Principles of Design of Experiments	12	11
ISO 9001	10	14
ISO 14001 Environmental management standard	9	14
Business Ethics	29	6
Resolving conflicts in the workplace	28	5
Project management	29	9
Basics of factory financial management	31	10
Update on the local job market- what skills and jobs are needed in the future?	31	9
Group Discussions/ panel discussions	32	7
Comments:		
Although the \$20 does not keep me from		

attending, I would like to see more variety, even if it meant meeting at different locations other than the Holiday Inn.

I feel that \$20 is a lot for a company to pay for associates to attend. I know part of the money goes for room rental, but many times I would rather eat somewhere else and pay a smaller fee for the meeting alone. Our company opens the invitation to all associates and at times we can have up to 12-15 people attending and this cost adds up quickly. I have enjoyed most of the meetings that I have attended. Always pick up some new information.

\$20 ok. Really need to have buffet service

It would be helpful to begin the year with a complete schedule. Obviously, not all of the details regarding the places and topics will be included, but it would be helpful to at least see the dates. Maybe this already exists, but I haven't seen it.

Favorite is plant tours

Use case studies in presentations- this makes them more effective