



News And Views

Piedmont Triad Chapter

March 2008

How can the APICS—Piedmont Triad Chapter Help You?

By our vast educational offerings, knowledge and experiences as a global leader and premier source of knowledge in operations management, including production, inventory control, supply chain, materials management, purchasing and logistics. Chartered in 1970, the Piedmont Triad Chapter has been serving in the north central area of North Carolina and the south central area of Virginia for over thirty-eight years and is recognized as one of the leading chapters in APICS by being a



platinum award recipient in the APICS chapter management performance evaluation program since 1988. The chapter

provides numerous educational opportunities covering a range of topics to meet educational needs in subjects through professional development meetings, seminars, workshops, certification review courses, serving on the board as a volunteer. Since 1957, individuals and companies have relied on APICS for its superior training, internationally recognized certifications, comprehensive resources, and worldwide network of accomplished industry professionals. The Piedmont Triad Chapter is one of the largest of 49 chapters in the new Southeast District covering nine states and Puerto Rico in the southeastern portion of the United States. As of January 21st, its member-

ship represented over 86 local businesses including educational organizations with 370 individual members. The Piedmont Triad Chapter is also proud to have 114 members who have obtained Certifications in Production and Inventory Management (CPIM), 6 certified at the fellow level (CFPIM), 21 Certified in Integrated Resource Management (CIRM) and 34 Certified as a Supply Chain Professional (CSCP). The chapter stands ready to help you and your organization continue the pursuit of excellence. To learn more and get assistance, you can contact us by accessing the chapter's newly designed website at www.triadapics.org.

March 17th Professional Development Meeting

Marriott Airport Greensboro—GSO
One Marriott Drive, Greensboro, NC 27409
Phone: (336) 852-6450

Times: Registration/Social 5:30 PM, Dinner 5:45 PM, Welcome/Remarks 6:45 PM, Speaker 7:00 PM, Wrap Up 8:00-8:10 PM. **Driving Directions:** Exit airport terminal/parking lot and follow signs to hotel. **Note:** We recommend that you allow a little extra driving time until you get accustomed to the new roads and signs. Construction plans are published on PTI's website at <http://www.flyfrompti.com/traffic-alert.asp> and the traffic is subject to change over the next year.

Inside this issue:

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Back at the Marriott... 3rd Monday Evening, March 17, 2008

Outsourcing/Offshoring: Good or Bad News

Presented by:

Brooke A. Saladin, PhD., CFPIM

Associate Professor of Management,

Babcock Graduate School of Management, Wake Forest University

One (1)
Re-certification
Points

Outsourcing/Offshoring has certainly become the norm in today's supply chains. Many use the terms interchangeably but are they really the same thing? We will discuss what each term really means and look at some recent trends. This will lead to a discussion of some of the good and bad aspects of outsourcing and offshoring; how to do them effectively; what to look out for when using these strategies; and what it takes to be successful in their use.

Prior to teaching in the MBA programs at Wake Forest University, Brooke taught at the undergraduate level at The Ohio State University and at the undergraduate, MBA and PhD levels at the University of Georgia where he was responsible for the resurrection and development of the Operations Management Program in the College of Business. His teaching and research interest include supply chain management, quality management and operations strategy. Interest in the operations area was developed while Brooke served as Company Commander of the Property Disposal Company, Cam Ranh Bay, Viet Nam. In his capacity as Company Commander he was responsible for the management of supplies and material flows to units entering and leaving Viet Nam as well as processing surplus material and battlefield scrap and selling it to US Government approved international contractors.



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Brooke is the author of a number of articles concerning the management of material flows and the allocation of operating resources as well as a number of case studies that focus on the practical application of operating principles. His works have been published in such journals as the Journal of Operations Management, OMEGA: The International Journal of Management Science, The International Journal of Operations and Production Management, Managerial Planning, The International Journal of Production Research, Technology and Operations Review, and The Journal of Business Forecasting Methods and Systems. Brooke is a certified JONAH from the Goldratt Institute and is certified at the Fellow Level in APICS: where he has served as President of the local Piedmont-TRIAD Chapter and also served as President of the Educational and Research Foundation of APICS at the national level. Brooke has participated in a number of management development programs and consulted with numerous companies to include AT&T, Sara Lee, American Express (Brazil and Mexico), Johns Manville, T W Garner Foods, Moose Products, Adams-Mulford Furniture, The Hastings Company and Flow Motors Company.

Preferred Registration Options: Register on-line at www.triadapics.org before 5:00 PM on Wednesday before the meeting. **Reservation Policy:** Space is limited and reservations are strongly recommended. The chapter is responsible for all meal reservations including no-shows. No-shows and cancellations received after 5:00 PM on Wednesday prior to the PDM will be billed. Pay at the door with cash, check, or credit card (VISA, Master Card or American Express). **Costs:** Pre-registered by deadline: \$30.00; **Late Registrants:** \$35.00; **Full-time Students:** \$15.00. Since we must pay for the meeting based on registration, you may send a substitute if you are unable to attend or we must bill you.

President's Message

Hello, Piedmont Triad Chapter of APICS. I hope all of you are doing well.



Thanks to everyone who came out for our February Professional Development Meetings (PDM's) on "Measuring the Supply Chain Throughput" presented by Terry Lunn. We again experimented with the PDM format like we had in November by moving the evening meeting to Tuesday night at the Clarion hotel with a focus on networking and also offering a breakfast PDM the following morning for those who prefer that timeslot. We had a similar turnout for the February and November evening meetings, but a much better turnout for the February breakfast meeting than the previous one, so it seems some of you are appreciating this option to attend PDM's while keeping your evenings free. We will be trying these new formats again in April, so if you haven't attended one of them yet, please make it to one of the April meetings, and let us know what you think.

Terry Lunn did a great job presenting during our February PDM's, and in addition to those, I got the pleasure of also hearing him speak earlier in the month at our APICS Southeast District meeting in sunny Orlando, Florida. For those of you who don't know, APICS was formerly divided into 14 regions. Last year plans were made to rearrange these regions into nine districts, which officially began operating this year. Our chapter is part of the Southeast District, which is managed by our own Kc Kasserman. We met in January with a webinar, but February was the first official "face-to-face" meeting of the new district, and it was nice to network and learn with this new group of colleagues. Although this restructuring from regions to districts does not directly affect the general members, the former regions and now the districts are a resource for chapters to receive society updates, voice questions and concerns about the association and receive chapter management training, so it is important that your chapter be represented in the meetings. Dave Lehman, VP of Education, and me represented the PTC at the February meeting.

The Friday session began with the President's Forum, which included information indicating that the APICS association is currently in a strong financial position, as the 2007 reports show the revenue looking very good and expenses under control, resulting in a positive net income for

the year. Following this forum were APICS BOK sessions, including "Executive S&OP" presented by Tom Wallace, a case study on Supply Chain Management at Steelcase and a presentation on the education program used at BASF, a company that highly values APICS training. These sessions enable the chapter volunteers in attendance to enhance their professional knowledge as well as their chapter management techniques while attending the district meetings. Friday concluded with a networking opportunity, which allowed for some mingling and relaxation after all the learning.

The Saturday session began with a presentation by APICS headquarters staff member, Sharon Rice, who discussed APICS' educational priorities. One of these is creating and publishing an Operations Management Body of Knowledge, which will be a document that defines the scope of operations management, helping to establish and promote the association as the leading professional association in the field. This document, which they hope to publish later this year, will assist in reaching another goal of the association, which is to continue to update existing courseware and offer new educational opportunities, such as courses on global sourcing and procurement and financial concepts for operations managers.

The remainder of Saturday included several sessions designed to help volunteers develop their chapter's educational programs.

It was an informative meeting, but after a long wait in the airport due to a flight delay, I was glad to finally arrive home Sunday evening.

I look forward to seeing you all at the March PDM for Brooke Saladin's presentation!

Rebekah Chandler, Chapter President 2007-2008



Chapter's Professional Development Meetings

Register online at www.triadapics.org

Meeting Location—Marriott Airport in Greensboro unless specified The Clarion Greensboro Airport which is located near 40 Exit 213 (Guilford College Road.

Monday Evening—**September 10, 2007**

Membership Recognition

Lessons From A Consumer Driven Company...
...Showcasing Food Lion—Part 1

Monday Evening—**October 9, 2007**

APICS 50th Celebration

Lessons From A Consumer Driven Company...
...Showcasing Food Lion—Part 2

Tuesday Evening—**November 13, 2007**

Location: Clarion in Greensboro

“Lean Success with A.O. Smith”

Esther Bennett

Wednesday Morning—**November 14, 2007**

Location: Clarion in Greensboro

Product Development with Theory of Constraints
William E. Hoefle

Monday Evening—**December 10, 2007**

Education and Student Recognition

Company Spotlight—Tyco Electronics
Randy Krull, CSCP

Monday Evening—**January 14, 2008**

Plant Tour—Tyco Electronics NC Distribution Center
Randy Krull, CSCP

3rd Tues. Evening in Feb.—**February 19, 2008**

Location: Clarion in Greensboro—Network Buffet

“Measuring the Supply Chain Throughput”

Terry Lunn, CFPIM, CIRM, CSCP

3rd Wed. Morning in Feb.—**February 20, 2008**

Location: Clarion in Greensboro—Network Breakfast

“Measuring the Supply Chain Throughput”

Terry Lunn, CFPIM, CIRM, CSCP

3rd Monday Evening in Mar.—**March 17, 2008**

“Outsourcing/Offshoring: Good or Bad News”

Brooke A. Saladin, PhD., CFPIM

3rd Tues. Evening in Apr.—**April 15, 2008**

Leadership Recognition

Location: Clarion in Greensboro—Network Buffet

“Integrated Management and Sales & Operations Planning”

Pat Bettini, Oliver Wight Americas

3rd Wed. Morning in Apr.—**April 16, 2008**

Location: Clarion in Greensboro—Networking Breakfast

“Diagnosing a Company's Problems and Driving Needed Improvements”

Pat Bettini, Oliver Wight Americas

2nd Monday Evening in May—**May 12, 2008**

Chapter Board Recognition & Installation of 2008-2009

Officers

“Planning for YOUR Career Success”

Speaker—TBA

Chapter Educational Offerings

- ⇒ CPIM Review Courses
- ⇒ CSCP Review Courses
- ⇒ Fundamentals of Materials and Operations Management Program
- ⇒ Moving Forward with Lean Workshop Series
- ⇒ Back to Basics with Inventory Workshop Series
- ⇒ Custom Design Courses, Programs and Workshops

Certification Programs

For more information, go to the chapter website at www.triadapics.org or contact Dave Lehman at 336-854-0908 or by e-mail at dave@thedcl.com.

Southeast District

The Piedmont Triad Chapter is one of the largest of 49 chapters in the new Southeast District covering nine states and Puerto Rico in the southeastern portion of the United States. For more information about the Southeast District, go to the website at www.apicssoutheast.org.

Upcoming Southeast District Professional Development Meetings:

June 6th & 7th, 2008

Raleigh theme: Chapter and Strategic Planning

October 17th & 18th, 2008

Chattanooga theme: Chapter and Volunteer Leadership.

International Conference and Exposition

Plan ahead for 2008

September 14th — 16th in Kansas City, MO

For more information, go to www.apicsconference.org or call (888) 889-4674 or (301) 694-5243.

Definition of the Month from the APICS dictionary...

outsourcing— The process of having suppliers provide goods and services that were previously provided internally. Outsourcing involves substitution—the replacement of internal capacity and production by that of the supplier. See: subcontracting.

APICS Online Dictionary—Search for definitions for more than 3,5000 inventory and supply chain management terms from the APICS Dictionary, 11th edition. This online version of the dictionary contains terms based on the continually expanding APICS body of knowledge. Only APICS members have access to this useful on-line tool

APICS members are eligible to receive one copy of the printed dictionary free of charge. Go to <http://www.apics.org/resources/dictionary/>, and order yours today.

The **APICS Dictionary** and the **APICS Illustrated Dictionary CD-ROM** are also available for purchase through the APICS Bookstore.

Set Yourself Apart... as a Supply Chain Leader

Become an APICS CSCP!

The APICS Certified Supply Chain Professional (CSCP) program is the first comprehensive educational program designed for operations and supply chain management professionals.

- ◆ Develop or enhance your skills
- ◆ Create and execute a supply chain strategy that meets customer needs, reduces cost, and increases profits
- ◆ Increase your value to employers who know that a well-run supply chain is a key component of a forward-looking and competitive enterprise



The APICS CSCP program takes a broad view of operations, extending beyond internal operations to encompass the entire supply chain—from supplier, through the company, to the end consumer. The program provides professionals with the knowledge necessary to understand and manage the integration and coordination of end-to-end supply chain activities.

The Piedmont Triad Chapter is offering three instructor led programs this spring to help you prepare for the June 21st CSCP certification Exam. These programs are scheduled to allow you the greatest flexibility in attending classes that fit your busy schedule.

Go to the chapter website at www.triadapics.org and click on the CSCP link on the left side menu. Then click on any of the course titles for the latest 2008 CSCP Brochure.

New APICS Member

January 21st 2007 thru March 3rd 2008

Michael Weiss Derek Smith
 Brian Mathis Danielle Allred Janelle Rutherford
 Bonita Bober Tony Williamson

My Chapter Membership

January 21, 2008:

Membership Total: 367
Professional Members: 277
Corporate Voting Members: 77
Student Associate Members: 9
Retired Members: 1
Honorary Chapter Members: 1
Academic Professional Members: 2

Corporate Associates (not included in total): 198

Membership Changes

APICS Members,

Experienced any life changes lately?

New Employer?

New Address?

Remember to update APICS

Go to www.APICS.org

Log in and select "Edit My Info"

**It's never to late to renew your membership!!!
 Go to www.APICS.org**

Membership

APICS is pleased to announce new member benefits for 2008, including:

- ⇒ Full access to the Aberdeen Research Archive of more than 5,000 documents focused on the global value chain (a \$995 value);
- ⇒ Member pricing on American Management Association business and management training;
- ⇒ Member savings on registration to the APICS and IBF Sales and Operations Planning Conference.

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APICS—Piedmont Triad Chapter
PO Box 19432
Greensboro, NC 27419-9432
Website: www.triadapics.com

Newsletter Options

If you would like a copy of the chapter newsletter you can easily download from the chapter website at www.triadapics.org. If you would like to receive a hard copy by mail or even be added or deleted from the chapter e-mail distribution list, you can e-mail Barbara Swann at bswann@rfmd.com with your request.

Advancing Productivity, Innovation, and Competitive Success

Share the **Piedmont Triad Chapter of APICS**
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Planning: _____
Manufacturing Control: _____
Operations Management: _____
Logistics: _____
Information Systems: _____
Other: _____

