



News And Views

Piedmont Triad Chapter

May 2008

How can the APICS—Piedmont Triad Chapter Help You?

By our vast educational offerings, 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

April 21st, its membership represented over 158 local businesses including educational organizations with 346 individual members. The Piedmont Triad Chapter is also proud to have 112 members who have obtained Certifications in Production and Inventory Management (CPIM), 4 certified at the fellow level (CFPIM), 19 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.

Don't forget... ... We are back at the Marriott in May

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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.

May 2008

Day Seminar... “High-Impact Lean & Constraints Management” with hands-on simulation

Presented by John Hudson of VPMEP and Phil Mintz of NCSU

Where: Clarion Hotel on Swing Road in Greensboro NC

When: Tuesday, June 17, 2008 from 8:15 AM to 4:45 PM

Dead-line for registration is June 2, 2008

Cost: Members:\$199.00 per participant, Non-members:
289.00, Board Members \$129.00 and Students: \$99.00
Teams of 3 or more—Members: \$179.00; Non-
members: \$259.00



John Hudson



Phil Mintz

Registration: Piedmont Triad Chapter website @ www.triadapics.org use the Events Calendar to register. Registration cost includes breaks and lunch.

Information: For more information or to register teams, contact **Dave Lehman at 336-854-0908 or vp_education@triadapics.org**.

Who should attend: Managers, engineers, supervisors, planners, schedulers and everyone else that wants to improve their organization.

This seminar has helped hundreds of organizations in improving quality, reduce delivery times, produce less waste, and lower costs through understanding and implementing lean methodologies. Attend this “High-Impact Lean” workshop to learn the keys to their success by applying principles from both lean manufacturing and the “The Goal”.

Participants will view and discuss “The Goal,” a 45-minute video of Dr. Eli Goldratt’s best-selling book. Gain hands-on experience via a production simulation of a typical manufacturing plant. This vividly demonstrates how the systematic analysis and improvement of the flow of materials and information dramatically increases company profitability, productive capacity, customer satisfaction, and employee involvement.

As participants apply lean principles and Constraints Management concepts to the simulated company, they will see how and why the concepts work. This will allow them to recognize the benefits of these techniques in their firm and apply them.

Learn how to:

- ⇒ Leverage lean manufacturing tactics for maximum benefit;
- ⇒ Develop the measurements that will connect every action to your bottom line;
- ⇒ Set priorities according to bottom line impact;
- ⇒ Align all parts of your organization with company goals;
- ⇒ Focus your efforts with Constraints Management to improve throughput, cycle time, and quality;
- ⇒ Reduce manufacturing cycle time, up to 90%;
- ⇒ Improve on-time shipments, up to 98% on-time;
- ⇒ Reduce work in process, up to 90%;
- ⇒ Improve quality, up to 50%;
- ⇒ And reduce floor space, up to 75%.



Testimonials:

“It (The Goal) changed my thinking about bottlenecks and about maximizing efficiencies.”

- Steve Stone, Production Manager, Precision Steel

“The video helps relate the topic to an actual work scenario.”

- Teresa Bryant, Planner/Scheduler, Novozymes

“Constraints Management is an excellent complement to the Lean and Just-In-Time philosophy. Indeed the cycle of optimizing, breaking, and finding new constraints within the system is an extremely effective form of continuous improvement.”

- Kermit Hobbs, Jr., Vice-President, Amadas Industries

Planning for YOUR Career Success: Three (3) Key Strategies for Honing Your Networking Skills

Presented by:

Arvil Sexton, CPIM

Networking is all about building and maintaining business relationships. You'll be hard-pressed to succeed in business without networking. If I had to name the single characteristic shared by all truly successful people that I have met over my lifetime, I'd say it is the ability to create and nurture a network of contacts.

We will cover the following three (3) key strategies:

- ◆ Strategy # 1. What is networking, what it is not, and what it can do for you.
- ◆ Strategy #2. Understanding the importance of your personal image and printed image.
- ◆ Strategy #3. The art and science of networking.

We will demonstrate the principle that everyone is just six people away from anyone in the world they want to do business with or meet, if they have a good network of contacts.

Arvil J. Sexton, CPIM, is a retired furniture executive with over thirty (30) years of business experience in different six (6) industries. Since his retirement in 1989, he has been an educator, consultant, and workshop leader on Sales and Operations Planning. As an educator, he conducts in-house education classes in APICS three major curriculums. Arvil also focuses on the soft-skills that we as individuals need to survive in the business world today.



One (1)
Re-certification
Point for each
PDM

He joined APICS in 1962 and has been an active APICS volunteer for over eighteen (18) years at the chapter, region and society level. He has been an APICS CPIM Instructor since 1984. Arvil continues to stay abreast of the ever-changing field of Supply chain Management. Through his continued involvement with a variety of organizations and APICS.

**The May 12th Professional Development Meeting is located at the
Marriott Airport Greensboro—GSO**

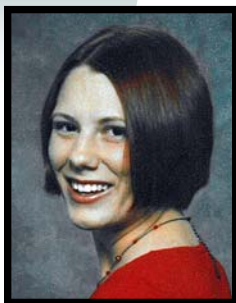
One Marriott Drive, Greensboro, NC 27409, Phone: (336) 852-6450

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->

President's Message

Hello again, Piedmont Triad Chapter of APICS. I hope you all are enjoying the warmer weather we have been having, as summer is just around the corner.



Thanks to everyone who came out to our April events. We had a Tuesday afternoon seminar on "Sales & Operations Planning: A Management Tool for Integration" followed by a Tuesday evening PDM on "Integrated Business Management and S&OP." We also had a Wednesday morning PDM on "Diagnosing a Company's Problems and Driving Needed Improvements." All these programs were presented by Jose Calderon, a principal with Oliver Wight Americas. We had originally scheduled Pat Bettini, who has spoken for our chapter before, but he was unable to be there, so Jose filled in on short notice and did a great job. Although we had smaller turnouts for these events than we had hoped we would have, at least the small crowds at the PDM's allowed me a chance to better get to know each of you who did attend.

April was our third try this program year at offering the new PDM formats. The board planned these events based on feedback we received from a member survey we conducted last summer. For the new evening format we moved the meeting from Monday to Tuesday, moved the location from the Marriott to the Clarion, changed the meal from a full dinner to casual finger foods with a cash bar available, and reduced the registration fee. We had hoped that these changes would increase attendance by enabling those who have other obligations on Monday nights to attend, providing an enhanced opportunity for those who value the networking at PDM's, and offering the conveniences of a meeting place right off the highway and a reduced cost. We also tried offering Wednesday morning breakfast PDM's for those who cannot make the evening meetings due to family obligations. However, we did not get the turnout we had anticipated at these events, so we will be reevaluating them over the summer. This process will probably include another mem-

ber survey, so please do give us your feedback regarding your PDM needs so we can incorporate them into next year's plans.

The May PDM will return to the traditional format on Monday evening at the Marriott. We look forward to Arvil Sexton's presentation on "Networking for Your Career Success." I know Arvil from regional APICS events, and I think you all will enjoy having him as a presenter. I also hope that all you operations management professionals and any other colleagues and friends you would like to invite will also find the topic valuable. In this time of economic uncertainty, we all need to be not only ready for any opportunity that arises, but also skilled at "advertising" ourselves through our contacts. In addition, networking is not just a job search tool, but also an important business skill that allows us to share ideas and collaborate on solutions with other professionals who are facing the same challenges in their businesses as you are in yours.

Although May will be our last PDM for 2007/08, we will have a summer seminar this year. It will be on "High-Impact Lean and Constraints Management" with hands-on live simulation and presented by John Hudson of VPMEP and Phil Mentz of NCSU. This seminar was originally scheduled for earlier in the year, but it has now been rescheduled for June.

During the summer program break, the chapter's Board of Directors will be working on administrative duties and planning next year's programs. The 2008/09 Board of Directors still needs volunteers, not just for the officer positions, but for small tasks as well. Please let me or any other board member know if you are interested in serving with us.

I look forward to seeing all of you in May!

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”

Jose M. Calerdon, 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”

Jose M. Calerdon, 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—Arvil J. Sexton, CPIM

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

Holiday Inn—Crabtree Valley Mall

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

Education, Plant Tours, General Sessions, Exhibitors and Sponsors

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...

Planning: The process of setting goals for the organization and choosing various ways to use the organization's resources to achieve the goals.

APICS Online Dictionary—Search for definitions for more than 3,500 inventory and supply chain management terms from the APICS Dictionary, 12th 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.

Piedmont Triad Chapter Presidents'

2007-2008 Rebekah Chandler
 2006-2007 Charles London, CPIM, CSCP
 2005-2006 Bruce Knobloch
 2004-2005 Bruce Knobloch
 2003-2004 Terry Hagman, CPIM
 2002-2003 Karen Pentz, CPIM
 2001-2002 David C. Lehman, CFPIM, CIRM, CSCP
 2000-2001 Barry Marcus, CPIM
 1999-2000 Robert KC Kasserman, CPIM, CIRM, CSCP
 1998-1999 Diana Meacham, CPIM, CIRM
 1997-1998 Barbara D. Swann
 1996-1997 Michelle Pizarro, CPIM
 1995-1996 Dr. Larry Taube, CPIM
 1994-1995 Rodger Burden, CPIM
 1993-1994 Beverly Fisher Ryan, CPIM
 1992-1993 Halit Maner, CPIM
 1991-1992 Mike Resler, CPIM
 1990-1991 Frank Rumsey, CPIM
 1989-1990 Dr. Umit Akinc, CFPIM

1988-1989 Dr. Larry Taube, CPIM
 1987-1988 Dr. Brooke Saladin, CFPIM
 1986-1987 Janet Nelson, CPIM
 1985-1986 Bob Fowler, CPIM
 1984-1985 Mike Carroll, CPIM
 1983-1984 Guy Sorrell, CFPIM
 1982-1983 Glenda Teague, CPIM
 1981-1982 Dr. Gaylord May, CFPIM
 1980-1981 Wilson B. Grab
 1979-1980 Larry Mannis, CFPIM
 1978-1979 Richard Thayer, CPIM
 1977-1978 Gene Baruch, CPIM
 1976-1977 F. John Sari III, CFPIM (2/17/1941– 04/22/2002)
 1975-1976 Edgar Long
 1974-1975 Dick Ling, CFPIM
 1973-1974 Edward Benson
 1972-1973 Paul Maranka
 1971-1972 Hal Mather, CPIM

Chartered October 1970

New APICS Members from April 1st thru April 21st 2008

Chris Holzer
 Anita Benkovic

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"

My Chapter Membership

April 21, 2008:

Membership Total: 346
Professional Members: 261
Corporate Voting Members: 72
Student Associate Members: 9
Retired Member: 1
Honorary Chapter Members: 1
Academic Professional Members: 2

Corporate Associates (not included in total): 199

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

“Excellence in Leadership” award

May 2008

One of our excellent chapter leaders and educators, **Dave Lehman** was nominated and awarded the “**Excellence in Leadership**” award on Tuesday, April 15th at our Professional Development Meeting.

Dave is a dedicated operations management professional who possesses outstanding leadership skills with an extraordinary ability to mentor and lead. He is a passionate and devoted member of our chapter and a true educator who is willing to challenge the status quo in the most positive and diplomatic of ways in order to continuously improve, encourage and promote APICS and individuals using the APICS body of knowledge. He has an extraordinary and uncommon commitment to the APICS vision and mission that truly stands out at the chapter, region and society levels, as well as other professional associations outside of APICS and many community and educational organizations.



Dave is a native of Pittsburgh, Pennsylvania and currently resides in Greensboro, North Carolina. He has been married to his best friend for forty-six years and they have six children and thirteen grandchildren. He graduated with a B.S. Ed. with majors in Mathematics and Physical Science from Slippery Rock State College in Pennsylvania and has done additional graduate level studies in Mathematics at Indiana State University of Pennsylvania. Continuing professional education has included programs at Duquesne University, in-house leadership, management and operations programs at Westinghouse, GTE and Konica, American Management Association programs, APICS courses, Oliver Wight Seminars, and numerous other external seminars. He obtained his Certified in Production Inventory Management (CPIM) designation from APICS in February 2000. In 2003, he earned the Certified in Integrated Resource Management (CIRM) designation; in March 2006 he became a Certified Supply Chain Professional (CSCP); and in December 2006 was recognized at the fellow level as a CFPIM. He completed the APICS Train-the-Trainer program in November 1998 and the Learning Dynamics for Instructors in 2006.

Dave is one of a kind who even provided a unique thank you message...

Thank You is Inadequate!

At this past Piedmont Triad Chapter professional development meeting, I received a huge surprise for which I will be eternally grateful. Members of the chapter presented me with an “**Excellence in Leadership**” award. This was arranged, without my knowing it, by some of the hardest working members of APICS, Barbara Swann, Rebekah Chandler and Diana Meacham representing the other members of the chapter. Coming from a group I call friends and peers makes this so special. The size of the presentation was also overwhelming because the award contained four pages of information about me. For those in attendance, you probably noticed that I had difficulty in responding to the award as I became choked up, and those that know me, know that for me to be at a loss for words is unusual.

Even now as I try to write this note of thanks, as the title says “Thank you is Inadequate”, I feel at a loss for words. To say that my membership in APICS and in particular the Piedmont Triad Chapter has been a life-changing event is understating it. Throughout my career, and my life, I have been blessed with innumerable opportunities to meet and work with tremendous people, to experience vast business situations and to learn from each. The award cited the activities I have been involved in within the chapter and APICS, and while some may view it as a lot of participation, it pales in comparison to what I have received from my involvement. The chapter has provided me with the opportunity to meet and work with so many outstanding people and I am truly fortunate to call most of them friends! The lessons I have learned in these various situations is the basis for much of my achievements. Without the people and the interactions I would have had a much different career and life.

So while it is still inadequate to truly express my feelings, it is the best I can do, and therefore, from the bottom of my heart, THANK YOU!

As the song says, “I am proud to be an American”, but I am just as proud to be a member of the Piedmont Triad Chapter and APICS.

God bless all of you!

Dave Lehman

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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@traid.rr.com with your request.

Advancing Productivity, Innovation, and Competitive Success

Share the **Piedmont Triad Chapter of APICS**
News And Views with your colleagues:

Inventary: _____
Planning: _____
Manufacturing Control: _____
Operations Management: _____
Logistics: _____
Information Systems: _____
Other: _____

