

Why Be a Member of the APICS Piedmont Triad Chapter

The APICS Piedmont Triad Chapter is recognized as one of the leading chapters in APICS, and only one of three chapters that has achieved platinum award for over twenty-two years in the APICS chapter management performance evaluation program since 1987. Platinum status is awarded to those APICS chapters that achieve the highest level (Gold level) of performance in the APICS annual performance management and measurement program for five or more consecutive years. The Piedmont Triad Chapter has achieved that Gold level

award every year since 1982. This level of performance has been achieved by the exceptional dedication of the many volunteers for board officers and member participation throughout the history of the chapter.

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-nine years. In 2010, the chapter will celebrate it's 40th anniversary!

APICS is built around the theory that your carrier is not a fixed entity, but a living, growing process that needs to be fed with new skills, nurtured with challenge, and enhanced with learning. The chapter stands by that by providing 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 APICS Piedmont Triad Chapter is one of the largest of 49 chapters in the Southeast District covering nine states and Puerto Rico in the southeastern portion of the United States. As of September 25th, its membership represents over 115 local businesses including educational organizations with 257 individual members. The Chapter is honored and proud to have 98 members who have obtained Certifications in Production and Inventory Management (CPIM), 3 certified at the fellow level (CFPIM), 14 Certified in Integrated Resource Management (CIRM) and 38 Certified as a Supply Chain Professional (CSCP). The chapter is always 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.

Inside this issue:

President's Message	2
October PDM	3
3rd Annual Food Drive	4
Company of The Year	5
Member of The Year & September Meeting Follow-up	6
Membership Recognition	7
Article—Stay Job Ready with APICS	8
Chapter, District & Society Programs	9

Location of Monthly Professional Development Meetings

**Volvo Corp Communication Center
7900 National Service Rd, Greensboro NC**

For more information including rates, times and directions go to www.triadapics.org.

Remember to register on-line before 7:00 PM on Wednesday before the meeting for best rate.

My favorite season has finally arrived!! Like many, I look forward to autumn for college football, red drum fishing at the coast, the brilliant change of color and the relief from the summer heat. For all of autumn's brilliance, it takes the grueling summer to get to this point.

From the member participation in the September Professional Development Meeting, it looks as if the long summer Board of Director's meetings have paid off. The board meetings have brought:

- A diverse set of Professional Development Meetings for the upcoming program year;
- Balanced Educational Programs with both certification or topic interests offerings;
- A seminar series that has been requested throughout the membership base.

I do hope that everyone will enjoy and participate in this year's offerings. If you have a particular request for a topic, education or seminar series please let us know.



This has been an exciting week for the Piedmont Triad Chapter in terms of national recognition from APICS. Not only did the Chapter earn the Platinum Award for APICS, but it is one of only three chapters to have maintained this award since introduction in 1987 (which required gold level from previous five years starting in 1982). The Piedmont Triad Chapter is also making plans to celebrate its 40th anniversary in 2010.

October is also shaping up to be a fabulous month for the Chapter. It all kicks off with the 2009 International Conference in Toronto from the 4th to the 6th (If you plan to attend, please let me know and we can possibly meet up in Toronto). On the 13th, we have an exciting Professional Development Meeting with Nancy McGuire presenting "Are We in This Together? Managing Crucial Relationships Inside and Out." Finally, the Back to Basics with Inventory Series Workshops take place on the 7th and 28th, while the Lean Enterprises Workshop will begin on the 27th.

Lastly, please continue to help the Piedmont Triad Chapter and Volvo at the October meeting by filling up collection bins for the Second Harvest Food Bank of Northwest North Carolina. The following is a list of the most needed items:

Proteins Canned lean meats, a good source of low fat-protein, and canned or dry beans, a good source of fiber. Canned tuna, canned salmon, canned chicken, canned bean soup, canned baked beans, dried baked beans, dried and canned beans and peas, canned chili and beef stew, peanut butter and nuts.

Milk Self-stable low-fat dairy products fortified with vitamin D. Dry milk, evaporated milk and boxed shelf-stable milk.

Grains Non-perishable whole grains. Oatmeal, whole grain crackers, all types of pasta, low sugar/high fiber cereal, whole grain rice, flour.

Fruits & Vegetables Canned or dry fruits and vegetables in an array of colors to ensure a variety of vitamins and minerals. Canned vegetables, vegetable juice, diced tomatoes, spaghetti sauce, canned fruit, fruit juices, dried fruit, shelf-stable fruit cups

Most needed NON-FOOD items include: Deodorant, disposable diapers, shampoo, toilet paper, Paper towels and toothpaste.

Thank You and I hope to see everyone at the October 13th Professional Development Meeting at the Volvo Communications Center!

Sincerely,



Jeffery T. Bell, CPIM, CIRM



Five out of the seven new CPIM professionals attended the September PDM and they were recognized for earning their CPIM designation by receiving a CPIM pin. Pictured are Gary Willard, Bev McCarthy, Camilla Deyton, Michael Gatchel and John Kalina who were present to receive their lepal pins. Congratulations!

2nd Tuesday—October 13th Are We In This Together? Managing Crucial Relationships Inside and Out

Nancy McGuire

Special skills are required to optimize and sustain relationships whether one is negotiating externally, competing internally for investment dollars on projects, or leading your team. In this talk, you will learn immediately useable tools for improving crucial relationships at work (and sometimes even outside of work).

Participants will gain the following immediate benefits:

- ⇒ Practical application of key fundamentals in relationship management
- ⇒ Immediate application for use in influencing and negotiating for success
- ⇒ Special techniques for maintaining relationships when colleagues work remote

Nancy McGuire is President and Founder of McGuire Consulting Group, located in Chapel Hill, NC. McGuire Consulting Group works with companies to improve business results by maximizing performance of high potential leaders.

For 20 years, Nancy has worked for and held leadership positions in corporate America, working for IBM and General Motors. At IBM, Nancy has led professionals and managers in Indirect and Direct Procurement, Materials Planning, Engineering, and Operations. Her work included an International Assignment in Dublin, Ireland.



Nancy has been quoted in a variety of publications, including Business Week, Harvard Business Online, Industry Week, and The Christian Science Monitor. Her articles have been published in several online sites, including ISM's eSide Supply Management.

Nancy is serving as the 2009 Chair for the Orange County United Way Charitable Giving Campaign. She is a member of the Institute for Supply Management, the American Management Association, and the Society for Advancement of Consulting.



Don't forget...

- The Second Harvest Collection boxes will be available at the September meeting for the **"Get Fired Up For Food"** campaign!
- Bring your business cards and take time to network with members and potential members of APICS!

The Piedmont Triad Chapter of APICS is embarking on its 3rd Annual Food Drive in support of the Second Harvest Food Bank in continuing its commitment for giving back to the community as a core objective of the chapter.

This past June, Second Harvest Food Bank of Northwest of NC in Winston Salem announced their food drive campaign, “*Get Fired Up For Food!*” to raise an additional 2 million pounds of food throughout its 18 county service areas during the 2009-2010 fiscal year to provide more food to our hungry neighbors. The organization’s 415 partner agencies are reporting an average 76% increase in clients coming to them for food assistance. Second Harvest Food Bank secures and distributes about 9 million pounds of food annually to food pantries, soup kitchens, homeless shelters, etc., but its warehouse capacity is 13 million pounds. The Second Harvest organization is embarking on a 3-year food drive campaign to reach capacity, starting with fiscal year 2009-2010.



The APICS Piedmont Triad Chapter and Volvo Corp are partnering on the campaign, “*Get Fired Up For Food*” to help our local Second Harvest Food Bank. Collection boxes will be available throughout the Volvo Corp campus now through November 10, 2009. They will also be available during the Chapter’s Professional Development Meetings on October 13th and November 10th. Remember to bring your canned goods or needed items to the meeting. You may not be aware but the food bank summer donations are traditionally lag, but this summer was the worst the food bank has seen in 28 years! The Chapter and Volvo Corp know by working together we can make a difference over the next two months by “*Get Fired Up For Food*” with colleagues, family and friends in our community.

Don’t wait... start collecting some of the most needed items; boxed cereals, canned vegetables & fruits, canned stews, soups and pork & beans, canned meats (tuna, chicken, etc), peanut butter & jellies (plastic jars only), pudding cups, crackers, goldfish, fruit cups, fruit bars, raisins, boxed juices and milk.

Plan to attend the Tuesday, October 13th and November 10th meetings and drop off the items you collected. If you are unable to attend, make arrangements for a colleague to drop them off for you.

If you would like to make a financial donation, become a volunteer or learn more, go to <http://www.hungernwnc.org/>.

At the September Professional Development Meeting, the chapter's Executive Vice President, Camilla Deyton, on behalf of the Board of Directors was honored to award Volvo Trucks North America the 2008-09 APICS Piedmont Triad Chapter Company of the Year award.

This award is presented annually to an organization in the Piedmont Triad area that has members active in the local chapter and demonstrates its support for the chapter's mission. APICS-The Association for operations management, is globally recognized for building knowledge and skills in operations management professionals to enhance and validate abilities and accelerate careers. We help our members and their organizations successfully compete and build a stronger global economy.

During the 2008-2009 program year, and in prior years, Volvo has demonstrated its support for APICS by maintaining a corporate membership as well as supporting individual professional memberships; has encouraged its employees to pursue APICS certification and other educational opportunities; and has opened its facilities for hosting a number of APICS educational courses for its employees and other APICS members. For the 2008-09 program year Volvo committed to holding the chapter's monthly professional development meetings at their corporate communications center located on National Service Road in Greensboro, NC. It served as a convenient location for the attendees and it also provided a wonderful arrangement set up that allowed for great networking and professional presentations. The chef and staff of the Volvo Viking Café provided excellent food and superb service to all of the attendees.

Accepting the award for Volvo was Anthony Selley, Director of Global Purchasing Development (Volvo, Mack, Renault, Nissan Diesel). Accompanying Anthony representing Volvo were Montilla Blanca, Brooks Copeland, Rhonda Grant, David Skowron and Starr Stump. Congratulations Volvo!



2008-2009 Member of the Year Award

October 2009

At the September Professional Development Meeting, the chapter's Executive Vice President, Camilla Deyton, on behalf of the Board of Directors was also honored to award David C. Lehman the 2008-2009 Member of the Year award. Dave has been a volunteer, and a long time member of APICS. For 2008-2009 and many years prior, he has held various Board of Directors positions with our local chapter – doing whatever needs to be done to help keep the chapter running. This year, he is also performing a district level role with APICS as well.

David is totally supportive of the certification programs – holding all certifications offered by APICS. And as for the educational programs, well, he's done them all, and in fact, Camellia believes he invented a couple of them whether he's received credit for having done that or not.

And that's the thing that counts –

Anyone who knows our volunteer Member of the Year has most likely been personally touched by his generosity, humbleness, and his never-ending commitment to serve for the greater good. And everyone knows him. Congratulations Dave, and thank you for all the things you do to make the chapter successful!



September Meeting Follow-up

The chapter Board of Directors was pleased and exited to have such a wonderful turn out at the September Meeting. A great way to start off the new program year, with sixty-six in attendance!



After two consecutive program years, 2007-09 Chapter President Rebehak Chandler was ecstatic to turn over the gavel to the 2009-10 Chapter President Jeffery (Jeff) Bell!

Two out of ten new CSCP's attended the September PDM and were recognized for earning their CSCP designation. Chapter President Jeff Bell presented lapel pins to Ron Hales and Kathryn Bryant. Congratulations!



Fourteen of the thirty-six members who attended the September PDM and were recognized for completing a 5-year increment of membership from September 1, 2008—We Thank You!

30 Years of Membership: Brooke A Saladin, CFPIM; **25 Years of Membership:** Van Sherrill, CPIM, CSCP, Diana W. Meacham, CPIM, CIRM; **20 Years of Membership:** John D Hudson, Jr, Beth A. Resciniti, William S. Webster, CPIM, CSCP, Daniel L. Swan, CPIM; **15 Years of Membership:** James M. Rogers, CPIM, Ala James Ziccarelli, CPIM; **10 Years of Membership:** Steven C. Jones, CPIM, Peggy M. Robbins, CPIM, David J. Skowron, CSCP and **5 Years of Membership:** Bev J. McCarthy, CPIM, Dawn H. Phillips, CPIM, CSCP



Companies Represented at the September PDM—We Thank You!

Ciba Specialty Chemicals, Inc, CP Films, DCL Associates, Inc, Dow Corning, Corp, Engineered Controls, Int, Hanesbrands, Inc, Honda Aircraft Company, Inc, Ingersol Rand, Johnson Controls, Jowat Corp, Liquip, Int, McMurray Fabrics Inc, New Breed, Corp, Oliver Wight, Purolator Facet, Inc, RFMD, RJReynolds, Sealy, Inc, SherrillTree, Sunburst Trading Co LLC, Thomasville Furniture, Ind, VF Corporation, VF Jeanswear, VPMEP, Volvo North America, Volvo Parts North America, Wake Forest University and Web Merchant Services

Seven of the forty-three new members attended the September PDM and were recognized for their new membership from July 28, 2008 to August 2009—We Thank You!

Shown with Chapter President Jeff Bell, from left to right, are new members Matthew L. Hague, Patricia Hardison, Sonya Clayton, Bell and Eric Tevault.
Not shown are Kevin McAdams and Pooja Thakurdesai.



Recognition of ten new members of this program year thru September 25, 2009—Welcome!

Cindy Draper, George Carlen, Claire Robert, Misty Hopkins, Joan Petty, Cathy Smith, Raj Anandwade, Heather Brown, David Longman and Edinson Delgado

In February of 2008, the article below was written when we did not know where the economy was going. Now we know, and the points made then are even more critical today. The latest tag line is: Recession Proof your Career! While that may not be 100% accurate it certainly has proven to be a strong objective. And how do you “Recession Proof your Career”? The next paragraph states it well. We thought it would be a good idea to review this article which has only been changed by formatting to emphasize some points and to update the programs being offered now. The article read:

In the newspapers and periodicals; on television and radio; and, over the internet all the talking heads are discussing the economy and where it is headed. Of course no one knows what is going to happen but we must be prepared. In a recent Parade Magazine article the number one priority was to “**Stay Job-Ready**”. Financial adviser Sheryl Garrett states, “Your biggest single asset is your ability to earn Money”. She continues, “**In a weaker economy, you want to strengthen your marketability.**” Suggestion to do this included: Bring your résumé up to date; **consider taking courses to improve your skills; keep in touch with professional contacts—and make new ones by attending business events and/or working as a volunteer.**

In the Institute of Supply Management’s 2006 Salary Survey two key points were documented: On **Education**: In general, salary levels increase with the educational level of the respondent; and, On **Certification**: Respondents who hold one or more certifications reported an average salary that was higher than those who do not.

Knowing this information, what are you doing to “**Stay Job-Ready**”? The Piedmont Triad Chapter has opportunities for you to participate in both certification review courses and a variety of other educational programs.

Certification: In the area of certification the chapter conduct both the **Certified Supply Chain Professional (CSCP)** and **Certified in Production and Inventory Management (CPIM)** review courses in a variety of formats to allow you to gain the knowledge to become certified.

CSCP—The APICS CSCP brings your company’s entire value chain into perspective. By giving you a truly end-to-end view of the supply chain, you become the expert, not just within your organization’s walls—you become the global expert. From manufacturing to service, in business and consumer markets, the increasingly important role of effective supply chain management affects all organizations. Customer expectations are high—with the APICS CSCP, you can ensure that your company not only meets, but exceeds them. *In three short years over 6,500 professionals have received the CSCP designation with approximately 50% from outside the USA.*

CPIM—Since 1973, the CPIM program has educated more than 100,000 manufacturing professionals on essential terminology, concepts, and strategies related to demand management, procurement and supplier planning, material requirements planning, capacity requirements planning, sales and operations planning, master scheduling, performance measurements, supplier relationships, quality control, and continuous improvement.

Education: The PTC also provides a variety of other educational opportunities and they include:

Fundamentals of Materials and Operations Management (FMOM)—The **FMOM** program offers an exciting classroom-based, instructor-led educational opportunity for people new to materials and operations management or people working in positions that interact with this field. The four-module format of the Fundamentals course teaches basic concepts, techniques, and terminology of materials and operations management. For professionals aspiring to APICS certification, Fundamentals establishes a solid entry-level base of knowledge upon which to build.

Seminars—*This years programs include skill specific programs such as Kaizen Leaders Training and Lean/Six-Sigma Greenbelt certification. Both of which will give you the tools to pay back the cost of the program many times over. Additionally we will have APICS BOK subject programs like Successfully Implementing S&OP.* Watch the chapter website for upcoming seminar details.

Workshops—*In addition to the above learning opportunities the chapter is offering workshops on Back to Basics with Inventory Management that will help you help your organization improve the bottom line through better inventory utilization. We are also offering workshops on Global Sourcing and Lean Enterprises that provide you with tools that will allow you to increase your performance and expand your visibility .*

For more information go to the chapter website at www.triadapics.org or contact the Vice President of Education at vp_education@triadapics.org

2009-2010 PDM Schedule

3rd Tuesday Evening—**September 15, 2009**
66-attendees

Membership Recognition
Successfully Implementing S&OP
Pat Bettini

2nd Tuesday Evening—October 13, 2009
3rd Annual Food Drive
Are We in This Together?
Nancy McGuire

2nd Tuesday Evening—**November 10, 2009**
3rd Annual Food Drive
Student & Education Recognition
3rd Annual Food Drive
Reengineering the Sales Process
Justin Roff-Marsh

2nd Tuesday Evening—**December 8, 2009**
Company Spotlight—RJReynolds Processes
Speaker TBA

2nd Tuesday Evening—**January 10, 2010**
Plant Tour
RJReynolds—Tobaccoville, NC
Speaker TBA

2nd Tuesday Evening—**February 9, 2010**
Program TBA
Speaker TBA

2nd Tuesday Evening—**March 9, 2010**
Global Logistics
Scott Munker

2nd Tuesday Evening—**April 13, 2010**
Leadership and Top Management Night
Program TBA
Speaker TBA

2nd Tuesday Evening—**May 11, 2010**
Topic TBA
Pamela Corbett

**Plan ahead and mark
your calendar to
attend the monthly
Professional
Development
Meetings
(PDM's)**

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
- ⇒ Global Sourcing
- ⇒ Train-the-Trainer
- ⇒ 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 educationregistrar@triadapics.org.

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.apicsseasoutheast.org.

Upcoming Southeast District Professional Development Meetings:

October 23rd & 24th, 2009

Hilton Garden Inn
Charleston Airport
5265 International Blvd
North Charleston, SC 29418

Reservations: 843-308-9330 or 800-445-8667.
Room Rate \$119.00 per night
Booking code "APS"

International Conference and Exposition

Let us know, if you attended the 2009 International Conference

October 4th — 6th in Toronto, Ontario, Canada

Education, Plant Tours, General Sessions, Exhibitors and Sponsors

For more information, go to www.apicsconference.org or call (800) 444-2742 or (773) 867-1777.

APICS Social Networking

Join APICS at <http://www.apics.org/Membership/>. Whether you want to engage with other APICS-education professionals on the APICS Facebook page, connect to operations management professionals around the world through the APICS LinkedIn group or APICS Learning Communities, or check out the latest videos by APICS members or staff on YouTube—APICS has something online to offer you.

- ⇒ Facebook — apics.org/facebook
- ⇒ LinkedIn — apics.org/linkedin
- ⇒ You Tube — apics.org/youtube

Volume 39, Issue 2

APICS—Piedmont Triad Chapter

PO Box 19432

Greensboro, NC 27419-9432

Website: www.triadapics.com

Newsletter Article —Have an APICS story/article you would like to share with the membership? E-mail Barbara Swann at vp_chapterdevelopment@triadapics.org with your submission to be reviewed/approved for possible chapter newsletter publication.

Newsletter—The chapter newsletter can be easily accessed and downloaded from the chapter website at www.triadapics.org.

APICS Membership—It's never to late to join or renew YOUR membership!!! Go to www.APICS.org or contact a chapter board member to assist.

Advancing Productivity, Innovation, and Competitive Success



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

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