

March 12, 2002

Professional Development Meeting

V.P. Current Programs: Monti Piccioni, CPIM

V.P. Meeting Arrangements: Jane Winans-Hall, CPIM

SCM In Center Stage: Understanding the Links Between Supply Chain and Business Strategies

Presentation Executive Summary

The recent supply chain management (SCM) troubles in the high-tech sector have taken center stage in debates about business strategy. This phenomenon highlights the increasingly critical connection between a company's SCM and overall business strategy. While SCM professionals have known for a long time that a good supply chain is a vital part of a successful products company, this truth is increasingly discovered by strategy, finance and marketing professionals.

Mr. Alvarenga's talk will focus on understanding the links between SCM and business strategy. This topic is important for SCM managers, as well, since they are sometimes unfamiliar with business strategy theory and practice. Mr. Alvarenga will present ways in which SCM professionals can and should participate in their company's strategic discussion and present a framework for non-SCM executives to understand the complexities of today's modern supply chains and supply networks.

CARLOS A. ALVARENGA

Managing Director, KPMG Consulting Practice Leader, Industrial, Automotive and Transportation Group

Mr. Alvarenga is a Managing Director and leads KPMG Consulting's Industrial, Automotive and Transportation Supply Chain Practice. His primary expertise is in the areas of Supply Chain Strategy, Business Strategy, Operations Strategy, Advanced Planning, and Business Process Redesign. In addition, he also has experience in Business Partner Integration/

Collaboration, IT Strategy, Strategic Organizational Design, and Change/Risk Management. He works with KPMG's Industrial clients around the world to analyze their existing business operations, develop new Supply Chain strategies and then implement them successfully. Working directly with executives and senior managers, Mr. Alvarenga helps Supply Chain/Operations and business management teams develop global Supply Chain designs that enable business strategy and take advantage of the latest in SCM strategies and technologies.

Mr. Alvarenga's current and past clients include General Electric, Inc., Hewlett-Packard, Inc., Lucent Technologies, Inc., The Walt Disney Co., ABB, The Westinghouse Co. and The U.S. Department of Energy. He also serves as a strategic advisor to a leading startup in the wireless services industry.

Mr. Alvarenga's most recent publications is *The Imperfect Crime: Lessons in Supply Chain Management* (KPMG white Paper, 2001). His most recent speaking engagements include *Trends in Supply Chain Strategy: The EMS Revolution and Supply Chain Event Management* at the 2001 SAP Sapphire Conference in Tokyo, Japan, as well as appearing as a Subject Matter Expert in the Business Week Magazine Executive Forum on Supply Chain Collaboration (Business Week, October 2001).

Mr. Alvarenga's international engagement experience is extensive, and he has worked with clients in Germany, England, Spain, Brazil, Norway, Italy, Japan, El Salvador and Costa Rica.

Professional Development Schedule 2002

V.P. Current Programs: Monti Piccioni, CPIM
V.P. Meeting Arrangements: Jane Winans-Hall, CPIM

- March 12, 2002 *Speaker - Carlos A. Alvarenga,
Managing Director,
KPMG Consulting
"SCM in Center Stage:
Understanding the Links Between
Supply Chain and Business
Strategies"
Villa Milano*
- April 9, 2002 *TBD*
- May 14, 2002 *Student Night
The Ohio State University and
DeVry Institute of Technology
Proposed Location: TBD*

Columbus Chapter #99 Statistics

V.P. Membership: Bill Thurston, CPIM, CIRM, C.P.M.

- Number of Members 641
 - Regular 561
 - Corporate 80
- New Members 1
- CPIMs 187
- CIRMs 22
- Student Members 40
 - OSU 28
 - DeVry 12

Visit Our Website

(<http://www.apics-col.org>)

Also visit other local chapters at the following addresses:

Cleveland: <http://cis.csvohio.edu/~ichen/apics>

Erie: <http://www.ncinter.net/~apics>

Pittsburgh: <http://www.apics-pgh.com>

Cincinnati: <http://www.customer.com/apics>

North Central: <http://www.ashland.edu/~apics/home.html>

APICS Headquarters: <http://www.apics.org>

The Columbus APICS Newsletter, March 2002. Published 10 (ten) times per year, August through May, and mailed to APICS Chapter #99 members, as well as Regional Officers. VP Publications: Cecil Mullins, CPIM, Crane Plastics Siding.

President's Message

March 2002

ARE YOU PREPARING FOR CERTIFICATION MAINTENANCE???

Following is a reprint from the Cleveland APICS chapter's newsletter, which does a great job of summarizing the re-certification process.

Were you certified before December 31, 1997? If so, 2003 is a very important year for you. In order to keep your CPIM/CFPIM credentials, you must submit during 2003 a Certification Maintenance Application Form listing the manner in you earned the required points. This form is due in the same month that initial certification was received.

What is APICS certification maintenance?

- Every 5 years after the original certification, a CPIM must accumulate 75 professional development points (100 points for CFPIM)

Why is certification maintenance important?

- Preserve the currency and prestige of your certification credentials.
- Demonstrate your commitment to excellence and the pursuit of lifelong learning.
- Increase your competitive advantage.
- Expand your knowledge of current industry practices.
- Reinforce your skills.

How do I earn points?

Continuing education

1. 1 point per instructional hour for APICS Professional Development Meetings, conferences, certification review courses and region meetings.
2. 1 point per instructional hour for completing programs from degree-granting institutions.
3. 3 points per completed independent study course (or 3 points per CEU for courses that grant CEU's).
4. 10 points for each certification exam passed.

Presentations, Publications and Educational Development

1. 2 points per instructional hour.
2. 2 points per published article

Service to the Resource Management Profession

1. 3 points per year as an officer of a governing board
2. 2 points per year as a chair of a standing committee.

Professional Membership

1. 6 points per year as a qualifying member of APICS
2. 1 point per year for a membership in another related association.

Suspension of Certification

Anyone who does not acquire sufficient points will be required to do one of the following to reinstate certification:

1. Acquire an additional 15 points (for CPIM) immediately and for every year thereafter.
2. Complete the full CPIM or CFPIM certification exam process. (Required if you do not meet the Certification Maintenance requirements within 5 years passed your suspension date).

For more information visit www.apics.org/certification, call 1-800-444-APICS, or e-mail certmain@apicshq.org. A free pamphlet - #09033 - is available from headquarters that provides a journal for tracking points and other relevant information.

Remember: "Our Fundamentals Courses are an excellent source for points" - Steve Fedan.

Steve Fedan, CPM, CPIM

President, Columbus APICS Chapter 99

The Columbus Chapter of APICS presents:

VENDOR NIGHT

Tuesday, March 12, 2002

at Top Management Night

Villa Milano Banquet Center

The Chapter has additional spaces available for this event. The fee for a booth/table is \$100, which includes 2 complimentary dinners. Referrals are appreciated.

Company Name: _____

Address: _____

Business Phone: _____ E-mail Address: _____

***Please respond by March 7, 2002 to Shelley Lemaster, CPIM, Columbus Chapter #99
Chairman of the Board by e-mail at slemaster@tdci.com***

The Columbus Chapter of APICS presents:

TOP MANAGEMENT NIGHT

Tuesday, March 12, 2002

with Vendor Night

Villa Milano Banquet Center

APICS, the Educational Society for Resource Management, has 70,000 members nationwide. APICS offers the latest programs for companies and individuals helping them deploy state of the art business management concepts and techniques.

Our March meeting is Top Management Night where we recognize Central Ohio's top managers, company owners, presidents, vice presidents and plant managers from APICS member companies for the support they and their companies provide to individual members and the Columbus chapter. Top managers from non-member companies will be introduced to APICS and learn how it can have a tremendous impact on the future of their businesses.

The Columbus chapter is a leading resource for manufacturing and resource management training and information. Top Management Night is our opportunity to promote the many ways we contribute to building competitiveness.

APICS is proud to celebrate the Top Manager's of Central Ohio. Top Manager's attending should complete and submit this form

Top Manager's Name and Title: _____

Company Name: _____

Address: _____

Business Phone: _____ E-mail Address: _____

Please respond by March 7, 2002 to Shelley Lemaster, CPIM, Columbus Chapter #99 Chairman of the Board by e-mail at slemaster@tdci.com

Spring Seminar

THE HONDA STORY - THE SUPPLIER'S LIFELINE

APRIL 24, 2002

The Dayton Chapter spring seminar will feature the Honda Story. The Honda story is unlike any other in the world when it comes to supplier partnerships. Most companies will talk about supplier partnerships, but none have developed the management approach like the one started by Mr. Soichiro Honda in 1958. It is called supplier Best Practices (BP).

Honda of America Manufacturing, Inc. of East Liberty, Ohio is the location. They assemble the Civic coupe, sedan and the natural gas powered GX at the rate of 230,000 per year, a Civic coming off the assembly line every sixty seconds, two shifts per day. Honda buys over 2400 parts for a Civic and 80% of the value originates from the supplier base. A visitor would assume that if Honda wants to manufacture a world-class product, their suppliers should be world class. Through the unique Honda BP program, suppliers can be just that.

What is BP?

Like other companies, Honda has suppliers in need of improvement. Also like other companies, Honda's purchasing group offers one-time technical help to suppliers as specific problems arise and the supplier asks for advice. But the Best Practices program is an organized Honda methodology designed to train supplier personnel in continuous improvement techniques in a supplier's troubled operation. The BP program is designed to assist the supplier with productivity, quality and delivery, cost, global competitiveness and through it all, to improve the Honda/Supplier relationship. Honda has a staff of eight to twelve people assigned to train suppliers in lean manufacturing practices, on a project basis, usually lasting three months.

Why BP?

Honda's BP program began in Japan in 1977 and in December of 1989 in the U.S. Honda believes that with an 80% purchased material content, in order to produce a world-class automobile they need world-class suppliers who deliver world-class quality, at a competitive cost.

But the supplier BP program has its roots further back than 1977. They go back to the late 1950's when Mr. Soichiro Honda wanted to get into the manufacture of automobiles. The Japanese Ministry of International Trade and Industry decided there were enough automobile manufacturers in Japan and pressured

Japanese automotive parts suppliers not to support another competitor. So Mr. Honda turned to his then existing motorcycle suppliers to tool up as suppliers for the first Honda automobiles. From that time on, it continues to be a Honda philosophy that if you can supply quality parts for Honda, on time at a competitive cost, you can be a supplier for life - and Honda will help you do it. The Honda relationship with suppliers is so mutually effective, that no one at the Civic plant could remember, off hand, when Honda lost a supplier in recent years. In fact, over 100 suppliers have participated in the BP program, about 25% of the supplier base.

Watch the next newsletter for more details or call Jan Miller for registration information 937-228-0488, x230.

Welcome – New Members of Columbus Chapter #99

V.P. Membership: Bill Thurston, CPIM, CIRM, C.P.M.

The following individual has recently joined the APICS – Columbus # 99 Chapter.

Mark Mikolanis, The Longaberger Company

Congratulations – Newly Certified Member of Columbus Chapter #99

The following Columbus Chapter 99 members have recently received Certification in Production and Inventory Management (CPIM) or Certification in Integrated Resource Management (CIRM).

Shelly Rossoll, CPIM

TDCI, Inc.

Peg Pennington, CPIM

The Ohio State University

Lad Dilgard, CPIM

Russell Ballard, CIRM

Eric Louys, CIRM

APICS – Columbus Chapter #99

Spring Class Offerings

VP of Education Administration: Shelley Rossoll

Fundamentals of Materials & Operations Management:

Fundamentals of Inventory Control (FIC)

- Begins: March 18, 2002 Monday 6:00 – 9:00 PM
- Instructor: Hal Searl, CFPIM
- Location: TBD

Fundamentals of Manufacturing Control (FMC)

- Begins: March 21, 2002 Thursday 6:00 – 9:00 PM
- Instructor: Steve Fedan, CPIM, CPM
- Location: TBD

CPIM:

Basics of Supply Chain Management (BASICS)

- Begins: March 20, 2002 Wednesday 6:00 – 8:30 PM
- Instructor: Hal Searl, CFPIM
- Location: Lakeshore, 575 McCorkle Blvd., Westerville

Master Planning of Resources (MPR)

- Begins: March 21, 2002 Thursday 6:00 – 8:30 PM
- Instructor: Vera Hancher, CPIM
- Location: Liebert Corporation, 1050 Dearborn Dr., Worthington

Detailed Scheduling and Planning (DSP)

- Begins: March 20, 2002 Wednesday 6:00 – 8:30 PM
- Instructor: Tracy Horn, CPIM
- Location: Tigerpoly Mfg., Inc., 6231 Enterprise Pkwy., Grove City

Execution and Control of Operations (ECO)

- Begins: March 18, 2002 Monday 6:00 – 8:30 PM
- Instructor: Mick Pennington, CPIM
- Location: Metatec, 7001 Metatec Drive, Dublin

Strategic Management of Resources (SMR)

- Begins: March 18, 2002 Monday 6:00 – 8:30 PM
- Instructor: Steve Fedan, CPIM, CPM
- Location: TDCI Consulting, 8760 Orion Place, Suite 300, Columbus

NOTES:

- CPIM and CIRM classes are nine weeks long.
- **The Fundamentals Class is eleven (11) weeks long.**
- The BASICS module is a suggested pre-requisite to other CPIM modules.
- Textbooks are optional and recommended by the instructors in the first class.
- **It is important to attend the first class.**

COURSE FEES:

- CPIM Courses: APICS/NAPM members: \$250 (includes student guide)
Non-members: \$380 (includes 1 yr APICS membership & guide)
- Fundamentals Courses: APICS/NAPM members: **\$350 (includes student guide)**
Non-members: **\$480 (includes 1 yr APICS membership & guide)**

** Please mail the registration form included in this newsletter.

**Non-members must submit an application along with course registration.

APICS
COLUMBUS CHAPTER #99

Course Registration Form

Name: _____

Company: _____

Company Address: _____

Home Address: _____

Work Phone: () _____ Home: () _____

APICS Member # _____ NAPM Member # _____

E-Mail: _____

Non-member: Please also complete an APICS membership application form. Mail the membership and the course fee with this form.

Please circle the courses and locations you are registering for:

Fundamentals Course	CPIM Course	CIRM Course	Location
FIC			TBD
FMC			TBD
	BASICS		Lakeshore
	MPR		Liebert Corp.
	DSP		Tigerpoly
	ECO		Metatec
	SMR		TDCI

Course Fee \$250.00 / **or \$350.00 (Fundamentals Course)**

Membership Fee (\$130.00) _____ (if applicable)

Total \$ _____

MAIL REGISTRATION WITH PAYMENT TO:

Shelley Rossoll / APICS
PO Box 2068
Westerville, OH 43086

Check: _____

Visa/MC Acct#: _____ - _____ - _____ - _____

Expiration date: _____

MAKE CHECK PAYABLE TO: Columbus APICS

Authorized Signature: _____

No acknowledgements will be sent unless a SASE is enclosed in the registration. For best results, please register early. If payment and registration cannot be received by mail 2 weeks before the course begins, please send an e-mail notice to ssoll@tdci.com to ensure your seat in the course.

Professional Development Meeting

March 12, 2002

The March 2002 Professional Development Meeting will be held at Villa Milano
1630 Schrock Road
Columbus, Ohio 43229

The facility is one mile west of Cleveland Avenue on Schrock Road.

Menu

Top Sirloin Steak
Fresh Garden Greens
Red Skin Potatoes
Rolls
Beverage
Dessert

Please RSVP to
Jane Winans-Hall (841-6409)
by Thursday, March 7th at 4:00 pm.

Cost

Students \$10.00
All Others \$25.00

Agenda

5:15 – 6:30 Vendor Displays
6:30 – 7:00 Social hour
7:00 – 7:45 Announcements & Dinner
7:45 – 8:45 Speaker

Professional Development Meeting February Summary

Date

February 12, 2002

Total Attendees

42

Feedback Results

	Exc.	Good	Fair	Poor
Subject	12	16		
Speaker Know.	18	9		
Speaker Presnt	13	13	1	
Facility	4	10	12	1
Dinner	10	16		

Members Students Guests

12 1

Location

North	2
Salvi's	1
Villa Milano's	1
Any	1
Catering By Design	1

Meeting Date Change

Yes	13
No	1
Don't Care	1

Comments

Too loud

Too crowded

I thought she was very professional – great presentation and fitting in light of Enron.

Presentation would have been enhanced by better location/facility

Company of the Year Nominations

Nominations are now being accepted for the Columbus APICS Chapter Company of the Year Award. This award, initiated in 1987, provides special recognition to APICS member companies that have provided outstanding support for our Chapter and individual members. Companies previously honored include The Timken Company, Holophane, Crowe Chizek and LakeShore Cryotronics.

You are encouraged to nominate those companies that should be honored for their support in helping the Columbus Chapter achieve our vision of being Central Ohio's leading source for integrated resource management learning opportunities.

The Board of Directors must receive nominations by April 5, 2002. The award will be presented at the May dinner meeting.

I nominate:

Reasons:

Mail To: Company of the Year
Columbus APICS Chapter #99
PO BOX 2068
Westerville, OH 43086

**Nominations MUST be received by
*April 5, 2002.***

Member of the Year Nominations

Nominations are now being accepted for the Columbus APICS Chapter Member of the Year Award. This award, first presented in 1987, provides special recognition to an individual for outstanding professional contributions to APICS and the Columbus Chapter. Recipients have included industry practitioners, educators, and consultants.

The mission of our Chapter is to establish APICS as the premier resource for manufacturing and resource management information by providing our members access to information, educational opportunities, and a "manufacturing cooperative,, environment. You are encouraged to nominate those individuals who have made outstanding contributions to our Chapter in fulfillment of the mission statement.

The Board of Directors must receive nominations by April 5, 2002. The award will be presented at the May dinner meeting.

I nominate:

Reasons:

Mail To: Member of the Year
Columbus APICS Chapter #99
PO BOX 2068
Westerville, OH 43086

**Nominations MUST be received by
*April 5, 2002.***



COLUMBUS CHAPTER #99
P.O. Box 2068
Westerville, OH 43086

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VP Ed. Admin. CPIM/CIRM	Shelley Rossoll , TDCI Consulting	614-781-2325 x. 124
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Region III Representative	Charlotte Baxter , CPIM, The Scotts Company	937-644-7148