



# The Sahuaros



January/February 2006

## Professional Development Meeting

### March PDM: Senior Management Night

Thursday, March 9, 2006



**DoubleTree Hotel**  
320 N. 44th Street  
(44th St. and Van Buren)  
Phoenix, AZ 85008-6573  
(602) 225-0500 *directions only*

#### Agenda

Registration Begins: 5:00 - 6:00 pm  
Networking: 5:00 - 6:00 pm  
Business Meeting & Dinner: 6:00 pm  
Program Starts: 7:00 pm  
Close of Meeting: 8:30 p.m.

#### Cost

Senior Managers with Invitation issued by the Phoenix BOD: Free  
Pre-Registered Members: \$20  
Pre-Registered Students with ID: \$10  
All Non-members & Walk-ins or Late Registrations: \$30

\*\*\*\* **APICS Policy** \*\*\*\*  
**No Shows will be Billed**

Register online at:  
<http://www.apicsphoenix.org/pdm.html>

For your convenience,  
APICS accepts:



## ~ President's Message

Have you made your New Year's "professional resolutions" yet? Experts agree that there are some resolutions – usually made long after the commitment to exercise more or lose ten pound - that may help you to take that next step up the corporate ladder or the next jump in career development. You have already completed one of those: joining a professional organization. Here are some other tips which the experts recommend to maximize your time:



Dave Krause, CPIM  
President

**Network:** Always search for strategic partners that can help you obtain the goals you set for yourself. Remember, our PDMs provide a great networking opportunity in a relaxed setting. Our upcoming **Senior Management Night** in March is a great way to give you an opportunity to discuss careers opportunities while thanking your boss for his/her support.

**Keep track of your accomplishments:** This holds more importance for our CPIMs to remember to keep track of your certification points. Having to attend the International Conference at the last minute to get those points to keep your certification is expensive if you have to foot the cost yourself.

**Look at your competitors:** APICS has looked to the future of Supply Chain by instituting its CSCP certification this fall. The first tests start in March.

**Chronic Complaining:** If things are unsatisfactory in your profession, fix it or move on before you are asked to move on. Wishing for something to happen instead of making it happen. What to do today? Develop a plan of the ideal situation or profession you wish to achieve in writing and lay out specific milestones that you have to accomplish to get there and then do it!

Best of success in the upcoming year!

#### Inside this issue:

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## Phoenix Chapter Officers

### President

Dave Krause, CPIM  
President@apicsphoenix.org

### Executive VP

Bob Woitaszewski  
ExecVP@apicsphoenix.org

### VP Education

Jack Wetzel, CPIM  
Education@apicsphoenix.org

### VP Membership

Lori Shields  
Membership@apicsphoenix.org

### VP Marketing

Joyce West, CPIM  
Marketing@apicsphoenix.org

### VP Programs

Sonia Reid, CPIM  
Programs@apicsphoenix.org

### VP Finance

Pat McFarland  
Finance@apicsphoenix.org

### VP Administration

Dave Johnson, CPIM  
Administration@apicsphoenix.org

### Past President

Jack Wetzel, CPIM  
Education@apicsphoenix.org

### Chapter Office:

APICS Phoenix Chapter #58  
P.O. Box 66835  
Phoenix, AZ 85082-6835  
Phone: 480.813.2154  
Fax: 480.813.2154  
Email: info@apicsphoenix.org  
Website: www.apicsphoenix.org

# Chapter News

## ~ Chapter Seeking Equipment Donations

The Chapter is seeking donations of unneeded laptop computers and projectors from companies to assist us in delivering our educational courses. The laptops must have at least Windows 98, PowerPoint, and a monitor-out port. The projectors must be able to attach to a computer and display.

So, if you have obsolete equipment lying around that is no longer in use please consider donating it to our Chapter. We are a 501C non-profit organization, so your donations are tax-deductible.

For further information please contact Jack Wetzel, VP Education at 623-877-2773 or at education@apicsphoenix.org.

## Upcoming Events

*(Schedule subject to change)*

### February

- 9 Chapter PDM
- 21 BOD Meeting

### March

- 2 Early Registration - Execution & Control of Operations
- 7 Fundamentals of Material & Operations Management Course begins
- 9 PDM—**Senior Manager Night**
- 13 Execution & Control of Operations CPIM Review Course begins
- 20 BOD Meeting

### April

- 8 Chapter PDM
- 17 BOD Meeting
- 17 Early Registration - Strategic Management of Resources

### May

- 1 Strategic Management of Resources Course starts (ends 5/31/06)
- 11 Chapter PDM
- 15 Chapter BOD Meeting
- 22 Early Registration - Basics of Supply Chain Management

**Early PDM Registration Deadlines:  
See website for monthly schedules!**

## ~ APICS Phoenix Chapter #58 Vision & Mission Statement ~

*"Success Through Lifelong Learning"*

### **Society Mission Statement:**

*"APICS will continue to set the standard as a recognized global leader and premier provider of resource management, education, and information for individuals and organizations."*

### **Chapter Vision Statement:**

*"The Phoenix Chapter of APICS will be recognized as the foremost professional provider of knowledge and education for resource management within the Chapter's area of influence by both its internal (members) and external (manufacturing and service industry) customers by enhancing their life long learning options."*

### **Chapter Mission Statement:**

- *Provide a forum for individuals to achieve professionalism in the integrated resource management field.*
- *Provide vehicles to increase awareness of the national and local capabilities of APICS as a global educational leader across the Phoenix Chapter's area of influence.*
- *Provide synergistic support for the Phoenix APICS Chapter's vision by creating alliances between the Chapter and community leadership and other professional organizations.*
- *Ensure that Chapter member volunteers are recognized, appreciated, and rewarded for efforts in support of meeting Chapter objectives.*

## **For more information on APICS, visit the following websites:**

Phoenix Chapter: [www.apicsphoenix.org](http://www.apicsphoenix.org)

Tucson Chapter: [www.apics-tucson.org](http://www.apics-tucson.org)

Region VII: [www.apics7.org](http://www.apics7.org)

Society: [www.apics.org](http://www.apics.org)

## Phoenix Chapter Directors

### **Director, Marketing:**

**Webmaster: Joyce Boucher, CPIM, C.P.M.**  
480.813.2148 (h)

### **Director, Administration:**

**Passport: Gary Scullion, CPIM**  
623.907.5309 (w)

### **Director, Education:**

**Academic Liaison—DeVry: Gordon  
Loucks, CFPI, CIRM,**  
[gloucks@phx.devry.edu](mailto:gloucks@phx.devry.edu)

**Academic Liaison ASU—VACANT  
ASU - ISM/CLM Student Chapter Liaison**  
*(note: not a Director position):*  
**Bostomi Suarnam**

### **Director, Membership**

**Director, Company Coordinators:**

**Robert Lundeen, 602.313.6041 (w)**

**Director, Membership and Admin.:**

**Luke Laliberte**

### **Open Volunteer Opportunities:**

PDM Registration Table—2 hours/month  
Membership Renewal Letters—2 hours/mo.  
PDM Photographer—1 hour per month

If you are interested in an Open Volunteer Opportunity, please fill out a PDM Evaluation Form (requires attendance at PDM).

To obtain information or volunteer for a Director or Company Coordinator position, sign up on the Chapter website at:

<http://www.apicsphoenix.org/volunteer.html>  
(RESOURCES tab on home page)



# Programs in Motion



## ~ March PDM: Senior Management Night

Make plans to attend the Chapter's "**Senior Management Night**" on Thursday, March 9th. Every member is welcome to invite their boss at no charge by submitting a request for an invitation online at [www.apicsphoenix.org](http://www.apicsphoenix.org) and select the PDM tab. Hurry—invitations are now being sent!

**Overview:** The Senior Management Night presentation will include experiences working with small to mid-sized American companies on increasing supply chain efficiencies and reducing costs to be more competitive in the Global Marketplace. General discussion will include the impact of operating systems, technology, world-class solutions, and observations of existing opportunities.

**Speaker:** Joanne Rainey is the owner and president of Southwest Outsource Purchasing, a Supply Chain Management consulting company. Joanne is licensed as a Certified Purchasing Manager, has a B. S. in Supply Chain Management from Arizona State University, and is Six Sigma Green Belt Certified.

Joanne is featured in the Phoenix Business Journal with a monthly Supply Chain 101 column, and has been published in the Institute of Supply Management (I.S.M.) August 2005 edition of "Inside Supply Management". Joanne has 15 years of corporate experience in all aspects of materials management and supply chain logistics.

**PDM Pricing:**


**\$20 - Pre-Registered Members**  
**\$10 - Pre-Registered Students with ID**  
**\$30 - Non-members**  
**\$30 - Walk-ins or Late Registrations**

**Senior Managers with invitation from the APICS Board of Directors: FREE**

**Register online at:**  
[www.apicsphoenix.org](http://www.apicsphoenix.org)

**Jan 2006 PDM Attendee Evaluation**  
**"Banner Health Tour"**

- ◆ Chapter Information: Good
- ◆ Presentation Topic: Good
- ◆ Speaker: Good
- ◆ Facilities: Good
- ◆ Dinner: Good
- ◆ Location: Good
- ◆ Overall: Good



## Upcoming Programs

<i>Month</i>	<i>Topic</i>
Jan	Plant Tour: Banner Health
Feb	The Status of Lean Manufacturing Today: Sam Tomas
Mar	<b>Senior Management Night:</b> "Challenges And Opportunities Presented By The Global Impact On Manufacturing...Can America Still Compete?"
Apr	Golf Outing and Joint Meeting with Tucson Chapter: Measurement: Use It to Drive Process Improvement: Terry Frinefrock

# Membership Matters

## ~ Set Your Career Goals for 2006!



Lori Shields, CPIM  
VP Membership

What are your professional development goals for the year ahead? APICS offers many resources to help you move forward in your career. Consider making these opportunities a part of your plans.

**Keep Learning:** Staying abreast of industry strategies and best practices will give you a competitive advantage in your career. Enhance your qualifications through APICS certification. The new APICS Certified Supply Chain Professional (CSCP) program along with the APICS Certified in Production and Inventory Management (CPIM) and APICS Certified Integrated Resource Management (CIRM) programs can help you get noticed at work and by potential employers. Your career goals are within reach and APICS certification programs can help you move closer to achieving them.

**Make New Contacts:** Your professional network can provide you with ongoing support, information, and prospects. Make the most of your APICS membership by attending local chapter meetings and events to make helpful contacts and form business relationships. Plan now to attend the 2006 APICS International Conference and Exposition in Orlando, Florida, on October 29-31, where thousands of operations management professionals meet for unmatched networking and education. To connect with members around the globe from the convenience of your desktop, visit the new APICS Learning Communities at [www.apics.org/communities](http://www.apics.org/communities).

**Stay Informed:** Improve your job performance by staying up-to-date on the latest industry news through APICS publications and resources. Read APICS magazine for innovative ideas and real-world strategies in operations management. Sign up for APICS e-NEWS—Your solutions for increasing workplace performance, a semimonthly electronic newsletter that delivers quick-reading news to your e-mail

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## Welcome New Members!

The APICS Board of Directors would like to welcome the following new or returning members (as of 12/31/05):

- Martin Davis
- Erik Legreid
- Todd Olson, Honeywell International
- Karthik Rajamani
- 

New/returning member applications are available online at [www.apics.org](http://www.apics.org)

### Chapter Membership Breakdown

*As of December 31, 2005*

<i>Current Membership Total:</i>	<b>403</b>
• Professional Members:	<b>347</b>
• Corporate Voting Members:	<b>45</b>
	<i>Corporate Associates (not included in total): 166</i>
• Retired Members:	<b>1</b>
• Student Associate Members:	<b>11</b>

## **APICS Phoenix Chapter #58 2005-2006 Member of the Year Award**

The APICS Phoenix Chapter #58 has established a program to recognize the outstanding member of the year within the local chapter. This award is presented annually to a member whose accomplishments have been acknowledged as superior. The Board of Directors or any Phoenix Chapter #58 member, in good standing, may nominate any current member, in good standing, who meets the qualifications listed below:

Has made worthwhile contributions to help improve the local chapter educational programs through: attending or assisting with educational offerings; promoting educational offerings to students at local universities or educational institutions, or other forms of involvement that support educational programs.

Has promoted membership through: attendance at the local monthly meetings; conducting a membership campaign within his/her company; promoting/encouraging student membership at local universities or educational institutions; or other forms of involvement that support membership programs.

Has made an outstanding contribution to the Phoenix Chapter #58 to enable the Chapter to better meet its chapter management goals of:

- Understand and respond to the needs of our market and, specifically, the management requirements of our target market.
- Provide a means for our membership to meet their goals and objectives by adding value to their individual skills, talents, knowledge, and abilities.
- Develop responsive delivery systems in programs, education, and all Chapter activities which reflect the Total Quality Management (TQM)/ Total Customer Satisfaction (TCS) philosophy necessary to add value to everything we do.
- Create and maintain a Chapter management structure to support and attain the Chapter vision and mission as reflected in annual achievement of Passport Gold/Platinum status.
- Create alliances with professional organizations to enhance and expand awareness of APICS in general and, specifically the Phoenix Chapter, beyond materials practitioners.
- Ensure that Chapter member volunteers are recognized and rewarded for their contributions to the Chapter's success in a positive, systematic, publicized manner.

**Applications due:  
April 15, 2006**

**Nominating Procedure:** The attached nomination form must be completed to be considered. Nominations will be accepted by mail at: P.O. Box 66835, Phoenix, AZ 85282 or fax at 480-813-2154. **Nominations must be received no later than April 15, 2006.**

**The Award:** The selected Member of the Year will be formally recognized at Senior Management Night, the Chapter's March Professional Development Meeting.

## **APICS Phoenix Chapter #58 2005-2006 Company of the Year Award**

The Company of the Year Award was established to provide a means of recognizing local companies that actively support APICS and the APICS Phoenix Chapter #58 activities with consistency and on an exceptional basis. Support may be demonstrated through active company policies meeting the award criteria, such as promoting membership or attendance at APICS events, involvement in educational seminars, or incorporating the APICS body of knowledge into the culture of business.

The Board of Directors or any Phoenix Chapter #58 member, in good standing, may nominate any local company who meets the qualifications listed below. In order to nominate a company, the attached nomination form must be filled in to include written supporting documentation that the company has met or exceeded the award criteria in at least **three of the five** categories as follows:

*Actively promote membership in APICS via one or more of the following:*

- Reimburse for annual national/chapter dues.
- Encourage/require APICS Certification (CPIM or CIRM).
- Demonstrate a measurable increase in percentage of employee members.
- Other evidence (specify)

*Actively promote attendance at chapter meetings via one or more of the following:*

- Reimburse for chapter Professional Development Meeting fee.
- Encourage attendance by internal posting of announcements.
- Active participation of APICS Company Coordinators.
- Other evidence (specify)

*Support APICS educational activities by one or more of the following:*

- Sponsorship of in-house APICS seminars.
- Employee attendance at certification and other seminars.
- Encourage/provide incentive for employees to speak or instruct at Chapter events.
- Other evidence (specify)

*Evidence of integration of APICS concepts/body of knowledge into daily operations:*


- Other evidence (specify)

*Other significant measurable contributions to the chapter. Examples can include:*

- Donate materials and/or supplies for APICS projects.
- Provide locations for seminars and/or special events.
- Provide support for special events such as regional meetings.

**Nominating Procedure:** The attached nomination form must be completed to be considered. Nominations will be accepted by mail at: P.O. Box 66835, Phoenix, AZ 85282 or fax at 480-813-2154. **Nominations must be received no later than April 15, 2006.**

**The Award:** The selected Company of the Year will be formally recognized at Senior Management Night, the Chapter's March Professional Development Meeting.



**Nominate your  
company today!**



**APICS Phoenix Chapter #58**  
**2005-2006 Company of the Year Award**

Company Name: \_\_\_\_\_

Primary Business: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ Zip: \_\_\_\_\_

Company Contact: \_\_\_\_\_ Phone: \_(\_\_\_\_\_)\_\_\_\_\_

Nominated By: \_\_\_\_\_ Phone: (\_\_\_\_\_)\_\_\_\_\_

Award Qualifications: Check the areas in which the candidate company meets the award criteria. **Supporting evidence should be described on the page provided and/or attached.**

**1. Actively promotes membership in APICS by:**

- Always  Sometimes  Seldom Reimburse for annual national/chapter dues.  
 Always  Sometimes  Seldom Encourage/require APICS Certification (CPIM or CIRM).  
 Always  Sometimes  Seldom Demonstrate measurable increase in percentage of employee members.

Other evidence: (Specify) \_\_\_\_\_

\_\_\_\_\_

**2. Actively promotes attendance at chapter meetings:**

- Always  Sometimes  Seldom Reimburse for chapter Professional Development Meeting fee.  
 Always  Sometimes  Seldom Encourage attendance by internal posting of announcements  
 Always  Sometimes  Seldom Active participation of APICS Company Coordinators.

Other evidence: (Specify) \_\_\_\_\_

\_\_\_\_\_

**3. Supports APICS educational activities:**

- Always  Sometimes  Seldom Sponsorship of in-house APICS seminars.  
 Always  Sometimes  Seldom Employee attendance at certification and other seminars.  
 Always  Sometimes  Seldom Encourage/provide incentive for employees to speak or instruct at Chapter events.

Other evidence: (Specify) \_\_\_\_\_

\_\_\_\_\_

**4. Actively integrates APICS concepts/body of knowledge into daily operations of business.**

Other evidence: (Specify) \_\_\_\_\_

\_\_\_\_\_

**5. Other significant, measurable contributions to the chapter:**

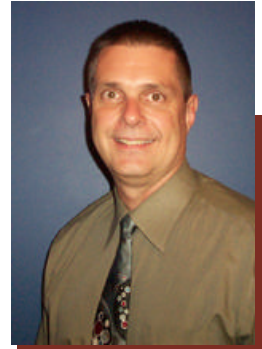
Other evidence: (Specify) \_\_\_\_\_

\_\_\_\_\_

Nominations for this award will be accepted by mail at P.O. Box 66835, Phoenix, AZ 85282 or by fax at 480.813.2154. **Nominations must be received no later than April 15, 2006.**

# Education Corner

## ~ A First Look at the CSCP Learning System



Jack Wetzel, CPIM  
VP Education

I have received the materials for the CSCP Learning System and am currently studying to take the exam on March 11<sup>th</sup> in Los Angeles. The Learning System comes with one study guide for each of the four modules (described below) and combined are nearly 800 pages. Online there is a pre-test, module-specific tests, a post-test covering all modules, and e-flashcards with 461 terms & definitions. So far, I think the program is first-rate. Unlike the CPIM & CIRM programs, the materials do not have textbooks as optional reading. For those programs, anything in the textbooks is fair game for test questions. Participants should be able to pass the CSCP exam by knowing the material in the courseware.

### Module 1: Supply Chain Management Fundamentals

- Explore how successful supply chain management adds value to your organization
- Learn how to develop a supply chain strategy that aligns with corporate strategy
- Understand the importance of supply chain design and its continually evolving capabilities

### Module 2: Building Competitive Operations, Planning, and Logistics

- Understand natural dynamics within the supply chain
- to optimize performance and increase profitability
- Know the distribution & transportation option and how to align them with supply chain strategy

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## ~ Educational Offerings ~

**\*\* Schedule Subject to Change/Cancellation \*\***

To register for any of the classes or obtain updated class information, please visit the Chapter website at [www.apicsphoenix.org](http://www.apicsphoenix.org). All courses are held from 5:00 to 8:00 p.m. unless otherwise noted on the website.

### Chapter Certification Breakdown

*As of January 30, 2006*

CPIM Certified ....93  
CFPIM Certified .....3  
CIRM Certified ..... 13

Course	Location / Room	Days / Times	Start Date / End Date	Early Registration
<a href="#">Execution &amp; Control of Operations</a>	<a href="#">MSS Main Entrance</a>	Mon & Thurs 5:00 - 8:00 pm	03/16/06 - 04/13/06	3/2/06
<a href="#">Strategic Management of Resources</a>	<a href="#">MSS Main Entrance</a>	Mon & Wed 5:00 - 8:00 pm	05/01/06 - 05/31/06	04/17/06
<a href="#">Basics of Supply Chain Management</a>	<a href="#">MSS Main Entrance</a>	Mon & Wed 5:00 - 8:00 pm	06/05/06 - 07/12/06	05/22/06
<a href="#">Master Planning of Resources</a>	<a href="#">MSS Main Entrance</a>	Mon & Wed 5:00 - 8:00 pm	08/07/06 - 08/30/06	07/24/06
<a href="#">Detailed Scheduling and Planning</a>	<a href="#">MSS Main Entrance</a>	Mon & Wed 5:00 - 8:00 pm	09/25/06 - 10/23/06	09/11/06

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- Evaluate the process constraints and choices within global logistics to establish a plan linked to overall strategy

**CSCP Pilot Exam:  
March 2006**

### **Module 3: Managing Customer and Supplier Relationships**

- Learn how to categorize customers based on their profiles and needs
- Establish measures of customer satisfaction
- Understand the strategic importance of purchasing and supplier relationships
- Effectively use customer data to improve service performance and increase value to suppliers and customers

### **Module 4: Using Information Technology to Enable Supply Chain Management**

- Learn how technology-enabled supply chains contribute to business strategies & operating plans
- Understand the innovative technologies enabling collaborative commerce and global visibility
- Apply technology to enhance distribution, reverse logistics, and global supply chain communications

The Phoenix Chapter is planning to offer courses for test preparation after such time as we have an instructor who has taken the exam. We will keep you up-to-date on that development in a future newsletter and on our website.



## **~ Competitive Résumés for the Internet Age**

As organizations become more reliant on the Internet to locate and track applicants, even the most polished résumé can fall flat if it isn't written with Web systems in mind. In the Career Development Tools section of the APICS Career Center authors Marshall Brown and Annabelle Reitman explore what kinds of technology companies may use in today's job market, and how you can develop a résumé that will compete. The article, "Résumés and the Internet," covers how to rise to the top of electronic sort and retrieval activities, develop a scanable résumé, and save it in the optimal format.



## **~Chapter Members Pass CPIM Certification Exams**

Congratulations to the following Phoenix Chapter member(s) who have passed certification exams as part of the CPIM Certification process:

- Strategic Management of Resources – David Cole. This is David's last exam and he earns his CPIM. Congratulations David!
- We also had one individual pass the Basics of Supply Chain Management and Master Planning of Resources exams who's name is withheld by request.

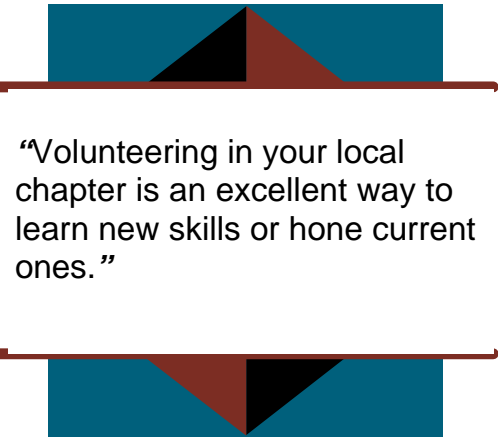
Members that pass exams are invited to notify the chapter to have their name listed in the Sahuaro. If you have passed an exam, contact the chapter via the on-line form found at [www.apicsphoenix.org/education.html](http://www.apicsphoenix.org/education.html)

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address. Access exclusive information, like the Publications Database, on the APICS Web site at [www.apics.org](http://www.apics.org).

**Develop Leadership Skills:** Volunteering in your local chapter is an excellent way to learn new skills or hone current ones. Organize an event, write for the newsletter, lead a committee, or express interest in serving on the chapter board of directors. If you are a current board member, plan to attend the APICS Leadership Institute for training and consider mentoring a new member or student member. Contact your local chapter for more information.

**Be Ready for Advancement:** When employment opportunity knocks, it pays to be prepared. Update your résumé to include recent responsibilities and accomplishments. APICS provides career development resources through the APICS Career Center, where members can obtain tips on résumé writing and interview skills, review the latest job listings, confidentially post their résumé, and have job leads delivered to their e-mail box. In the new budget year, employers may have funds available to fill vacancies. If you are a hiring manager, visit the APICS Career Center to find quality candidates and save on job listings with member pricing.



## ~ 2005 APICS Conference Proceedings Available

Obtain your personal copy of the *2005 APICS International Conference and Exposition Proceedings* on CD-ROM. Valued at more than \$40, it provides an overview of the best practices and solutions presented at the conference. All members in good standing between September 2004 and September 2005 receive a free copy of the proceedings upon request. Those who attended the conference received their free copy on site. Order stock #04020 through the APICS Bookstore or APICS Customer Support by phone at (800) 444- 2742.

Class Locations	Address / Directions
<b>Cox</b> (Cox Communications):	102 West Watkins Road, Phoenix, AZ
<b>MSS</b> (MSS Technologies):	3202 East Harbour Dr., Suite #1, Phoenix I-10 to University, N on University, W on Elwood, located at the SW corner of Elwood and Harbour Drive
<b>Jabil Circuit</b>	615 S. River Drive, Tempe, AZ 85281. 101 & E. University Drive
<b>See <a href="http://www.apicsphoenix.org">www.apicsphoenix.org</a> for map information</b>	