

January 2010

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President's Message

The following WMAS Chapter #19 have passed the CSCP Exam and are recognized by APICS as Certified Supply Chain Professionals, Donald Campbell, David Carpenter, John Ogasian, David Sawan, and Ted Zitnay. Congratulations to all. To schedule a CSCP workshop at your company or to enroll in a WMAS public workshop

Contact: Ed Kantor, CPIM VP Education 413 592-6895 Email edkan@juno.com

Is APICS CSCP Right for You?

Earning an APICS certification can take you from a qualified candidate to a sought-after expert. Around the world, APICS certification designees are recognized, promoted, hired, and paid more. Especially in today's growing and changing supply chain management field, to maintain your competitive edge, you must continuously increase your knowledge, skills, and expertise. Stay competitive with the APICS Certified Supply Chain Professional certification.

What is the APICS 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.

Who are APICS CSCP Designees?

Professionals seeking in-depth knowledge and understanding of their entire supply chain.

Employees hoping to boost productivity and collaboration.

Innovators promoting **global** supply chain management.

Managers working to affect lead time, inventory, productivity, and the bottom line.

Hard workers trying to move forward in their careers.

For Military Personnel

APICS CSCP exams qualify for test fees reimbursement by the Department of Veterans Affairs (VA) under the new licensing and certification benefit of the G.I. Bill. For additional information on the certification benefit, visit www.gibill.va.gov and link to the Licensing and Certification page, call the VA at (888) 442-4551, or contact APICS Customer Support at (800) 444-APICS (2742) or (773) 867-1777.

APICS is recognized as an approved provider of CSCP education and certification to military personnel through DANTES, Defense Activity for Non-Traditional Education Support. For more information, visit www.dantes.doded.mil.

Best regards,

Bob Gagnon

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Western Mass Chapter #19 APICS

January 19, 2010 - Top Management Night & joint meeting with **The Purchasing Management Association of Western New England**

Earning Supplier Partnerships through *Principled Negotiations*

by Robert A. Stahl

The purpose of this talk is to present and explain an alternative to the traditional practice of *Positioned* Negotiation. This alternative is known as *Principled* Negotiation and is an essential part of creating supplier partnerships that can be sustained.

Traditional practice looks upon suppliers as adversaries who we must keep competitive through hard positioned negotiations. A typical attitude would be, "I'll tell you what I want, and it's up to you to provide it." Thanks to the work of Roger Fisher, there has evolved an alternative known as principled negotiation. This practice allows both buyer and supplier to look upon each other as problem solvers, with common interests, rather than as adversaries.

Principled Negotiation is a structure that helps decide issues on their merits rather than on a long and drawn-out haggling process about what each side will and will not do. It is an alternative to traditional give & take trade-offs. Principled Negotiation separates the people from the problem, focuses on common interests, invents options for mutual gain, and insists on using objective criteria where settlement cannot be reached easily.

In a partnership, the relationship must be maintained even when differences occur, because in any relationship, disagreements will happen. When this does occur, *Principled Negotiation* provides for maintaining the relationship through the exercise of a BATNA (Best Alternative To a Negotiated Agreement). This allows for further constructive mutual gain at another time on another subject. That is, the partnership can be sustained, even when disagreement happens.

This talk will give the attendee a perspective of the changes in thinking required to work more productively with suppliers, and the techniques of how to begin.

Robert A. Stahl **Biographical Sketch**



Bob Stahl has spent the last 30 plus years as a practitioner and coach developing leading edge processes for manufacturing, logistics, procurement, and supply chain management. He is a teacher, writer, and S&OP Coach with an extremely strong track record of success. Bob has worked with many of the world's leading corporations and has co-authored six books and a number of CD's – including *Sales & Operations Planning-The How To Handbook, 3rd Edition* and *Sales & Operations Planning-The Executives' Guide* and a CD entitled, "Procurement in the New World of Manufacturing." Bob heads up the consulting practice for TFWallace & Co. and is also the S&OP Editor & Columnist for *Foresight*, the journal of the International Institute of Forecasting (IIF).

Benefits Extension for Unemployed Members

Given the current economic conditions, downsizing and lay-offs are a possibility that must be acknowledged. APICS members who take advantage of the education and fraternity opportunities offered by their membership are usually key employees who provide much value to their employers. However, even key employees can lose their jobs as companies take drastic measures to survive.

At Western Mass. Chapter 19, we want you to know that we will be there for you if you suddenly face unemployment. The Chapter maintains a job bank for positions in the local area. We provide networking opportunities at every PDM at a reduced cost and education if you are in need of re-tooling. In addition, we offer free membership for unemployed members (who meet a few minimal criteria) so they can continue to attend meetings and maintain contacts with other members.

APICS Corporate headquarters sends dues reminders to each member on their anniversary month. The dues notice includes the portions for both Society and Chapter dues. Payment is due within thirty days after billing. However, if, at the time of billing a member is unemployed and actively seeking work within the APICS business sector, their membership may be extended for a six month period at no cost.

Members may apply for this extension through the local Chapter, which must approve the request and waive the Chapter portion of the dues assessment. If the member remains unemployed at the end of the extension period, they may apply for up to two additional extensions (for a total of 18 months).

If you need to take advantage of this program, contact President Bob Gagnon.

Career Search

The activities of the Chapter **JOB BANK** have been expanded to now include posting resume information for member's conducting **JOB SEARCHES**. Members who would like to participate in this program are asked to submit their request to:

Ed Kantor, CPIM,
Job Bank Coordinator
at edkan@Juno.com

or by mail to
WMass Chapter #19 APICS, Inc.,
PO Box 2571,
Springfield, MA 01101-2571.

Please include with your request a brief summary statement of your background and interests. ***Names will not be published. All information will be held in the strictest of confidence.*** Employers interested in posting a job opportunity in the JOB BANK or searching for candidates may do so by contacting Ed Kantor, CPIM. ***Employer information regarding their opportunities will also be held in the strictest confidence.*** Ed will provide employers with resume information of interested candidates.



APICS Certified Supply Chain Professional (CSCP)

In October of 2007, APICS launched the Certified Supply Chain Professional (CSCP) certification program at the International Conference in New Orleans. The goal of this certification program is to provide individuals with the skill set necessary to understand and manage the integration of activities within today's increasingly complex supply chains.

CSCP prepares individuals to effectively and efficiently manage supply chain activities that span across and beyond an organization's four walls leading to reduced costs and increased profits.

CSCP provides in-depth knowledge and understanding in the areas of supplier and customer relations, international trade, the use of information technology, and physical logistics.

BECOMING A CSCP CANDIDATE

CSCP exam candidates must meet one of the following criteria:

- B A or BS, plus 2 years of related business experience
- CPIM, CFPIM, CIRM, or C.P.M. plus 2 years of related business experience
- 5 years of related business experience.

2010 CSCP Exam Dates and Deadlines

Pen & Pencil Exams

<u>Exam Date</u>	<u>Eligibility Deadline</u>	<u>Registration Deadline</u>
3/13/2010	1/15/2010	1/29/2010
6/19/2010	4/23/2010	5/7/2010
12/4/2010	10/8/2010	10/22/2010

Computer Based Testing (CBT) Exams

<u>Window</u>	<u>Reservations Open</u>	<u>Location</u>
3/13/-4/10/2010	1/13/2010	Worldwide
7/3/-8/7/2010	5/5/2010	Worldwide
12/4/-1/15/2011	10/6/2010	Worldwide

North American Fees

APICS Member:	\$575 (US)
Nonmember:	\$725 (US)
Exam Retake:	\$350 (US)

Contact Ed Kantor, CPIM at (413) 592-6895 or email: edkan@juno.com to enroll or schedule any educational offerings or certification workshops.



Standard for Excellence

CPIM provides a common basis for individuals and organizations to evaluate their knowledge of the evolving field of production and inventory management. The program has helped individuals and their organizations become more productive and competitive because it is designed to test candidates' in-depth knowledge of a variety of subjects specific to production and inventory management.

CPIM has helped more than 66,000 professionals

- Learn to predict outcomes more accurately and take actions that achieve results
- Gain peer and industry recognition
- Gain the knowledge to effectively and efficiently manage worldwide supply chain activities
- Achieve greater confidence and peer and industry

Introducing the NEW! APICS Lean Enterprise Workshop Series

As more organizations decide to go lean, demand is escalating for a skilled team and systemwide approach for developing and implementing lean project plans. This course is designed to equip you with the broad knowledge and tools to map the transformation for developing a lean culture at your organization.

The APICS Lean Enterprise Workshop Series is organized to enable you to approach and understand the lean transformation process systematically. Using scenarios from a fictitious company, Murphy's Toys, you will be tasked with finding lean solutions to a myriad of challenges. This method will provide you with the flexibility to immediately customize what you've learned and implement it at your own organization.

Calendar of Events 2010

Earning Supplier Partnerships

January 19, 2010
Location: Yankee Pedlar

The Power of Excel for Data Analysis

February 23, 2010
Location: Yankee Pedlar

Lean Office Essentials Experience

March 16, 2010
Afternoon event

Scheduling to Keep Your Customers Happy

April 27, 2010
Location: Yankee Pedlar

Supply Chain at Westover

May 18, 2010
Optional tour of a C-5

APICS Membership Benefits

Certification Programs	Member-Only Content
APICS Magazine	Ask APICS
APICS Bookstore	Educational Events
Electronic Discussion Lists	APICS Career Center
Unique Services and Discounts	

Joining APICS is quick and easy. Join today and start enjoying benefits of membership.

Contact: Roger Rouillard
rrouillard@wgi.us

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President

Robert Gagnon
413/642-4125 B
413/572-2529 Fax
bgagnon@savagearms.com

Executive Vice President/Past President

Bruce Chartier, CPIM, CIRM
413/732-2551 H
BAChartier@Verizon.net

Secretary

Shirley Porter
sporter@curtisuniversal.com

Treasurer

Jodi Welch, CPIM
(413)527-9094 H
(413) 665-8306 ext.2252 B
jwelch@crocker.com

V-P Marketing

Jack Perazella
413/527-2842 B/H
japer@juno.com

V-P Publicity

Cheryl Denoncourt
413-569-9444 x167
cdenoncourt@wgi.us

V-P Education

Edward Kantor, CPIM
413/592-6895 B/H
edkan@juno.com

V-P Membership

Roger Rouillard
413-569-9444 x154
rrouillard@wgi.us

V-P Programs

John Janus, CPIM
413/289-1866 H
John_Janus_CPIM@hotmail.com

Ex-Officio

Mark White
413/263-6389 B
413/467-7793 H
mark.white2@itt.com

January 19, 2010

Location: Yankee Pedlar Restaurant
1866 Northampton Street
Holyoke, MA

Agenda:

Networking	5:30 to 6:30 P.M.
Presentation	6:30 to 7:30 P.M.
Business Meeting	7:30 to 7:45 P.M.
Dinner	8:00 P.M.

Registration:

Members:	\$25.00
Non-Members:	\$35.00
Students/Retirees:	\$20.00

Pre-payment will be preferred to facilitate the check-in procedure.

Reservations: Contact Jack Perazella
Call (413) 527-2842, or email at japer@juno.com
No later than Saturday, January 16, 2010

Directions: From I-91 North:
I-91 to Exit #16 for Route 202. At end of ramp bear right and proceed about ½ mile down to Route 5. Yankee Pedlar is to the left just across the intersection.

From I-91 South:
I-91 to Exit #16 for Route 202 and proceed as above.

From Mass. Pike:
I-90 to Exit #4 for I-91. Take I-91 North to Exit # 16 and proceed as above.

Get Involved!

Are you interested in and helping to plan, organize and set the direction for our chapter?

Develop your leadership skills, increase your experience and advance your career.

Please contact any Board member via phone, email or at a chapter event any time to express what you are most interested to be involved with and start participating today!

Are you curious, but still feel unsure about how to proceed?

Join us at a Board meeting, held the first Tuesday of each month at 6:00 PM. Chapter members are invited to attend by calling Jack Perazella (413) 527-2842 at least one week ahead to confirm your intention to attend.