

Western Mass Chapter #19

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April/May 2008

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“Succeeding in the Global Supply Chain” Team Development Workshop

May 20, 2008

Manufacturing can only succeed by breaking down silos – creating a cross functional team from sales, forecasting planning, purchasing, manufacturing and distribution. With weapons like “**Postponement**” to manage customer demand, we can compete on service, have shorter fulfillment time with fewer back orders and reduced risk of obsolete products.

Plan to join us as **Bob Stahl** leads us thru Building to Customer Demand and shows how to get started by using your Executive Sales and Operations Planning. Then we will finish our day with a plant tour of Paper City Brewery.

Turn to Page 3 for more details on the event.

President’s Message

March was a very active and productive month in the world of APICS.

Our International Organization implemented the first dues increase in many years, while Society headquarters moved from Alexandria, Virginia to Chicago, a combination calculated to support and sustain increased or improved member benefits. Regionally, a new District structure has been implemented to support management of all the chapters in the northeast to deliver better member services.

At the chapter level, your Board of Directors has accomplished many important tasks that will either directly or indirectly improve your membership experience. The Chapter By-laws were reviewed and revised to reflect more modern and effective methods of chapter management. We invite you to review the new version, which is posted on the Chapter website. The Nominating Committee has selected a very strong slate of candidates for next year’s Board. I encourage all Professional and Enterprise voting members to exercise your right at the April 8 Professional Development Meeting, where members in attendance will elect the new Board. Also at the April PDM, we will recognize Madix, Inc. as our Company of the Year, and John Koski as Member of the Year. Please join us in congratulating Madix, Inc. and John for their outstanding contributions to Chapter 19 this year.

Finally, the programs group has developed a dynamite 1-2 punch to end the year. Please join us on April 20 when Tom Dzialo will give us the real story on getting the most from our enterprise systems. And definitely mark your calendar and plan to participate in a very exciting educational event with Bob Stahl on May 20. There will be more on this in special mailings you will receive shortly. See you all there!

Best regards,
Bruce Chartier

Inside This Issue

Creating a Meaningful Mission Statement	2
May PDM Information	3
CIRM	4
CSCP and CPIM	5

APICS, The Association for Operations Management is a worldwide, respected, not-for-profit organization with nearly 60,000 members. **Our Chapter is one of 270 chapters in North America.** We have approximately 300 members and more than 100 member companies. We are dedicated to helping you.

“Creating a Meaningful Mission Statement-Mission Impossible?”

by Ira Smolowitz, Ph.D.



My concern with mission statements is well stated by Ulrika O'Brien (English + Comparative Literature, University of California, Irvine):

A mission statement doesn't have to be bad, but most are. They're poorly written, vague, abstract, airy things that fart around not doing their job.

A good mission statement tells you one thing: what are we trying to do? Knowing your goal is basic to getting to it. Long lists of the kind of values we would embrace if we were better people are nice, but they don't do the job that a mission statement is supposed to do.

An analogy: Did you ever see Candid Camera ask a bunch of second-graders to recite that Pledge of Allegiance? The joke comes from the kids various mistakes with the words. That's not because the kids; are dumb, but because the Pledge is so abstract that it's just a series of sounds to them, without anchor in their lives. So they say things like "one nation, invisible." A bad mission statement is like that; it's empty noises, disconnected from the work people do. 1]

I fully agree with O'Brien's analysis. In my opinion, a mission statement should not be a list of ambiguous, feel-good platitudes. For example, to be a socially responsible corporation-having the highest regard for employee morale, and to give stock holder a competitive return. Ten people ready this mission statement will probably generate ten different interpretations of this mission statement.

Consider NASA's mission statement of 1960- we will put a man on the moon by the end of this decade. This is a statement that is clear, and serves to galvanize all employees.

Perhaps corporations should abandon their ambiguous mission statements. These should be replaced by internal goals. In other words-recognize that success is linked to results. Goals coincide better with results than mission statements.

References

1. Downloaded from <http://www.cluetrain.com/clues.html>

Dr. Ira Smolowitz is a Professor of Finance at American International College, Springfield, MA

The views and opinions expressed in Ira Smolowitz, PhD articles do not necessarily reflect the views and opinions of the Western MA Chapter#19,Inc

**Plan to attend our April PDM and
join us in
Congratulating
The WMass APICS Member of
the Year
&
The WMass APICS Company of
the Year**

“Succeeding in the Global Supply Chain”



Bob Stahl has spent the last 30 plus years as a practitioner and consultant developing leading edge processes for manufacturing, logistics, and supply chain management. He is a teacher, writer, and consultant 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 with Tom Wallace – including Sales & Operations Planning-The How To Handbook, 3rd Edition and Sales & Operations Planning-The Executives' Guide.

Two topics & one plant tour- saving you time and gas

Building to Customer Demand

Come learn

1. The process of producing to customer demand.
2. Strengths of manufacturing in Western Mass.
3. Postponement scheduling strategy

Executive S&OP

Come learn

1. What is an authentic Executive S&OP?
2. What makes it work?
3. What makes it fail?
4. How to implement effectively at low risk & low cost.

Plant Tour

Join us while we tour one of the Pioneer Valley's premier micro brewers:

Paper City Brewery

CIRM

APICS will discontinue offering the APICS Certified in Integrated Resource Management (CIRM) program on June 1, 2008. Content of APICS CIRM program will continue to be recognized as a valuable part of the APICS body of knowledge and APICS will continue to maintain information on the APICS CIRM program.



Individuals with the APICS CIRM designation will not lose their certified status. APICS will maintain its records of all APICS CIRM exams taken and all APICS CIRM designations earned. APICS will also continue to recognize individuals who have earned the APICS CIRM designation and verify APICS CIRM status in response to employer inquiries. Individuals who have earned the APICS CIRM designation will be encouraged to continue to use their credentials

The APICS CIRM examinations will continue to be offered until June 1, 2008, and candidates in process will have until that date to pass the examinations they need to receive their certification. If you wish to pursue the APICS CIRM designation before the program is discontinued, be sure to take the remaining required exams before June 1, 2008. If you are unsure of the specific exams that you still need to pass to earn your certification, please contact APICS in writing to request your exam history.

CIRM Modules

Candidates must pass all exams for the following modules

Enterprise Concepts and Fundamentals
Identifying and Creating Demand
Designing Products and Processes
Delivering Products and Services

Please contact Ed Kantor. CPIM at (413) 592-6895 or email: edkan@juno.com to enroll or schedule a workshop.

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

Please contact Ed Kantor. CPIM at (413) 592-6895 or email: edkan@juno.com to enroll or schedule a workshop.

APICS Certified Supply Chain Professional (CSCP)

APICS announces a new industry certification: The Certified Supply Chain Professional (CSCP), to be launched in conjunction with the APICS International Conference on October 16-18, in New Orleans. This will 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.

Watch this newsletter for further announcements regarding APICS rollout of this program and Western Ma. Chapter schedule of Workshops.

2007-2008 CSCP Exam Dates and Important Deadlines

March Administration

Exam Date: March 15

Eligibility Application Deadline: January 18

Exam Registration Deadline: February 1

June Administration

Exam Date: June 21

Eligibility Application Deadline: April 25

Exam Registration Deadline: May 9

December Administration

Exam Date: TBD

Eligibility Application Deadline: TBD

Exam Registration Deadline: TBD

No CSCP Exam Registration Fee Increase for 2008

North American Fees

APICS Member: \$550 (US)

Nonmember: \$700 (US)

Exam Retake*: \$350 (US)

***Candidates who didn't pass a prior APICS CSCP exam, or had an unexcused absence from a previous exam and forfeited the registration fee, qualify for the discounted retake fee**

Please contact Ed Kantor. CPIM at (413) 592-6895 or email: edkan@juno.com to enroll or schedule a workshop.

Calendar of Events 2007 – 2008

Speaker: Bob Stahl
R.A. Stahl Company

Topic: *“Succeeding in the Global Supply Chain”*

May 20, 2008

Location: Yankee Pedlar
Holyoke, Ma.

Have a Great Summer!

Have a Great Summer!

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.

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May 20, 2008

Location:**Yankee Pedlar - Holyoke, Ma.****Agenda**Speaker: 1:00-3:30PM
Plant Tour: 4:00-5:00PM**Registration**Members: \$30.00
Non-Members: \$75.00
Get printable registration form and see Additional Bonus Discounts at link on our website**Reservations**Contact Jack Perazella
(413) 527-2842, or reserve online at japer@juno.com
No later than Saturday, **May 9, 2008**
Registrations after that date can not be assured of having books available**DIRECTIONS** to Yankee Pedlar at intersection of routes 5 and 202 in Holyoke:

From I-91 North:

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

From I-91 South:

Exit #16 for Rte 202. At end of ramp bear left and proceed as above.

From Mass Pike:

Exit 4 for I-91. Take I-91 North to Exit 16 and proceed as above.