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[www.APICSRICHMOND.org](http://www.APICSRICHMOND.org)

**September 2005**

**Fall Kickoff**

**Mr. Mike Clark**

Presents

**"Building a Competitive  
Supply Chain Infrastructure"**

**Tuesday Sept. 13<sup>th</sup>  
6:00 PM**



**Cherokee Information Services  
Richmond Headquarters  
Richmond, VA**

**6:00 – 6:30 PM**

**Registration & Refreshments**

**6:30 – 6:45 PM**

**Welcome & Introductions**

**6:45 – 7:45 PM**

**Presentation**

**Cost**

**Free for Members  
\$10 for non-members**

**RSVP Please to**

**Michael Kurze,  
Chapter Vice President  
APICS Richmond Chapter, Inc.**

**By email:**

**[Vicepresident@apicsrichmond.org](mailto:Vicepresident@apicsrichmond.org)**

**Please Share This  
With Your Colleagues**

## **September Professional Development Meeting: Building a Competitive Supply Chain Infrastructure**

The APICS Richmond Chapter will be hosting our **Fall Kickoff Professional Development Meeting (PDM)**, on Tuesday, September 13th, at 6:00 pm at the Richmond Headquarters of Cherokee Information Services. The PDM will feature Mr. Mike Clark and his presentation on Building a Competitive Supply Chain Infrastructure. To attend, please RSVP to Mike Kurze by Sept 9<sup>th</sup> via email at [vicepresident@apicsrichmond.org](mailto:vicepresident@apicsrichmond.org).

### **Building a Competitive Supply Chain Infrastructure.**

The presentation challenges cultural norms and offers improvement opportunities from an enterprise perspective. A hands-on audience exercise identifies the positive effects of supply chain management solutions on basic business components of people, time, and dollars.

The principal obstacle in realizing a competitive supply chain infrastructure is understanding the countless traps within the supply chain. Material flow, information flow, and cash flow each hold opportunity for improvement. A supply chain is competitive when the order-to-cash velocity is maximized. This presentation will identify velocity traps and provide strategies for eliminating them. Customer relationship management (CRM) technology assists in the supply chain competitive advantage, and will be discussed. Learn how to bring it all together with this informative and interactive presentation.

**Michael Clark** has been training and motivational speaking for more than 20 years. He was formerly a Deputy Executive Director for APICS, the Association for Operations Management, a not-for-profit professional association providing education to the manufacturing and service industries. In that capacity, Clark managed Sales and Distribution Operations, Customer Service, Materials Management, Global Services, Business Development and the APICS Training Center. He is Certified in Production and Inventory Management (CPIM) by APICS, and is a certified quality instructor by the Philip Crosby Quality College in Winter Park, FL.

For more than 20 years, Clark honed his 'hobby' of public speaking. Known for his energetic and animated speaking style, he has accepted training and public speaking engagements across the continental United States, Canada, Hawaii, and Mexico. Typically sought as a motivational speaker, he has addressed audiences from eight to 800, including professional development meetings, workshops and seminars, and Keynote addresses.

Drawing from his senior management experience, a dozen years in manufacturing management, and as a Vice President of a JIT management-consulting firm, Michael uses "real world" examples of the critical success attribute of people – and their involvement across the organization and supply chain. His unique ability to relate to -- not just talk about -- the issues of people involvement, coupled with his enthusiastic style, command the attention of his audiences.

## President's Message

### Darrin Armentrout

**Welcome back.** After enjoying the summer and time in the sun, it is time for us to initiate the 2005/2006 session of the Richmond APICS Chapter. I am excited to extend an invitation to our Fall Kickoff meeting coming up on Sept 13<sup>th</sup> to our 300 plus members and look forward to personally meeting our newest members. Our Chapter Officers have put forth a great effort this summer to arrange educational and networking events and this upcoming year will offer a wide range of opportunities for the membership. In addition to the upcoming PDM described on the first page, your Chapter Officers have put forth a great effort this summer to arrange educational and networking events and this upcoming year will offer a wide range of opportunities for the membership. Please look for information on these and other activities on our website [www.apicsrichmond.org](http://www.apicsrichmond.org) by clicking on our [Programs & Events](#) page.

Before going any farther, I'd like to announce that a new Board of Directors was named this past July. I want to particularly note the contributions of our previous Board Members, Ms. **Sandra Faulkner**, 2004 Chapter President, Ms. **Melissa Davis**, Chapter VP and Ms. **Susan Kontoleon**, VP for Membership. The contributions they made to this chapter are truly appreciated and directly benefited everyone that participated in the Professional Development Meetings, attended the certification courses and participated in the Spring Seminar. Ms. Sandra Faulkner has been a tremendous help to the new Board and me and will continue to serve on the Board as Immediate Past President.

Please also join me in welcoming the new members of the Board, **Ms. Stacie Briley** and **Mr. Michael Kurze**. Stacie is a recent addition to the Richmond Chapter and has volunteered to serve as the VP of Membership. She has a consulting background and works for Captech Ventures, Inc. in Richmond. Mr. Michael Kurze will serve as the new Chapter VP. He has been with the chapter for several years and has been very active in the certification programs. He works with Zeiss Optical as the Procurement Manager. As for myself, I have been a member of the Richmond Chapter since 1998 and this is my first attempt at serving on the Board. I come from a military supply chain management background and currently work as a consultant to DoD agencies. The new officers and their contact information are listed at the end of this newsletter or can be found at [www.apicsrichmond.org](http://www.apicsrichmond.org) by clicking on the [Officers](#) link.

Please feel free to contact me with ideas or concerns at [president@apicsrichmond.org](mailto:president@apicsrichmond.org) or by calling 320-5230.

#### Our Vision

The Richmond Chapter of APICS is dedicated to delivering high-quality education in operations management by promoting the effective application of the APICS Body of Knowledge.

#### Our Mission

The mission of the chapter is to help the business community meet the challenge of professional growth by providing high-quality supply chain and operations management education. The chapter will foster networking, social interaction, leadership, and management skills through involvement, chapter meetings, classroom participation and related activities.

#### Our Goals

The goals of the Richmond APICS Chapter are to further align our activities with our Vision & Mission:

- Promote the use of innovative approaches and new technologies to help the business community achieve their business goals.
- Provide opportunities to the membership and local businesses to enhance relationships and communications.
- Promote APICS through educational program, plans, and events.
- Increase the number of active members and maximize membership renewal rates.
- Ensure the longevity and financial viability of the chapter.

## Education Corner

### Ivana Perkinson, CPIM

Hello everyone and welcome back to the beginning of our 2005/2006 year. I hope you all had an enjoyable and relaxing summer. As summer comes to a close, it's "**Back to School**" time for our APICS Chapter. As Darrin mentioned in the President's message, our next Professional Development meeting on September 13<sup>th</sup>, 2005, will feature Mr. Mike Clark whose topic will be "Building a Competitive Supply Chain Infrastructure". In addition to speakers, we will continue to offer plant tours at this year's PDMs. Plant tours continue to be popular with our membership as a means to learn more about our diverse local manufacturing and service industries. For those of you working towards CPIM certification, we are continuing with the CPIM workshop offerings. The following CPIM workshops are scheduled for the Fall:

#### Execution and Control of Operations

September 17, 23, and 24, 2005  
Registration Deadline: September 12, 2005

#### Strategic Management of Resources

November 11, 12, and 19  
Registration Deadline: November 4, 2005

For more detailed information, including payment information, locations, and instructor names, please go to the APICS Richmond website ([www.apicsrichmond.org](http://www.apicsrichmond.org)).

I am excited about working with our membership and bringing to the chapter the most worthwhile educational opportunities available. When published, please take the time to respond to the Member Surveys. This is your Chapter, and only with your input can we best serve your educational needs. Thank you for interest thus far in our educational offerings and I look forward to seeing everyone at our next PDM.

## Membership Corner

### Stacie Briley

Our chapter membership continues to grow! Over the summer months, five new members joined, bringing our chapter membership up to 169 total members: 130 professional members and 39 corporate voting members. Please join me in welcoming our newest members:

<b>Larry Patterson</b>	Senior Director, Materials Management, <i>Wyeth Pharmaceuticals</i>
<b>Mark Hill</b>	Manager, Inventory and Planning, <i>Tredegar Film Products</i>
<b>Lewis Willis</b>	Supervisor, Construction Projects, <i>Dominion</i>
<b>Kirk Pace</b>	Supervisor, Supply Management, <i>Wyeth Pharmaceuticals</i>
<b>Mark Hudson</b>	VP Operations, <i>ImageWorks</i>

I'd like to remind everyone to please notify me via the link below, with name, address, or email changes. Please remember that email communication assists the chapter in reducing our publishing costs and ensures you have the latest information about Chapter activities and education opportunities. As your new VP of Membership, I look forward to serving the Richmond Chapter. If I can be assistance to you please don't hesitate to contact me.

Directions to:

**Cherokee Information Services, Richmond Headquarters**  
**Suite 425, 1025 Boulders Parkway, Richmond, VA 23225**

#### **From the Powhite Parkway/Va-76:**

Take the Jahnke Road/VA-686 Exit, East; make a right onto Boulders Parkway. Make a left into the Boulders V parking lot. Enter the first building on left and go to the fourth floor.

#### **From I-95:**

Take the Chippenham Parkway/VA-150N, Exit 67 towards US-60 (Midlothian Turnpike). Exit at Midlothian Turnpike, US-60 West and proceed about ½ mile to the Boulders Parkway on the right. (at the Honda Dealership). Follow Boulders Parkway to Boulders V and turn into the parking lot. (Will be the last building on the right before leaving office area)

#### **About our host for the September PDM, Cherokee Information Services**

Our thanks go to **Mr. James Lewis**, at Cherokee Information Services for agreeing to host the September Professional Development Meeting. Congratulations to Cherokee for recently being inducted into the Inc. Magazines Hall of Fame for consistently ranking as one of the fastest growing companies in the country. They have earned a nationally acclaimed reputation in the areas of program management, supply chain management, acquisition, contracting and logistics management. For the 7<sup>th</sup> consecutive year they have been named to the Deloitte & Touche Technology Fast 50 and the Virginia Chamber of Commerce Fantastic 50 lists. For more information about Cherokee visit [www.cherokee-inc.com](http://www.cherokee-inc.com)

## APICS Richmond Chapter, Inc. Board of Directors

### **President**

Darrin Armentrout  
Cherokee Information Systems  
President@apicsrichmond.org

### **Chapter Vice President**

Michael Kurze  
Zeiss Optical  
VicePresident@apicsrichmond.org

### **Treasurer**

Michael Seifert, CPIM, JONAH  
Capital One  
Treasurer@apicsrichmond.org

### **Immediate Past President**

Sandra Faulkner, CPIM  
Philip Morris USA  
PastPresident@apicsrichmond.org

### **Membership VP**

Stacie Briley  
Captech Ventures, Inc.  
Membership@apicsrichmond.org

### **Education VP**

Ivana Perkinson, CPIM, CIRM  
Wyeth Pharmaceuticals  
Education@apicsrichmond.org

### **Education Committee**

Jim Dedie, CPIM  
Dedie Consulting Services  
dedie@comcast.net

Dr. Nezih Altay  
University of Richmond  
naltay@richmond.edu

Fred Newruck CPIM  
Integriss Metals  
Fred.Newruck@integrismetals.com

### **Membership Committee**

Sandra Faulkner, CPIM  
Philip Morris USA  
PastPresident@apicsrichmond.org

### **Marketing VP**

Dave Credicott, CPIM  
ACUMEN Corporation  
Marketing@apicsrichmond.org

### **Marketing Committee**

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Young Consulting, LLC  
deanyoung@youngpsyc.com  
Dave Seibert, CPIM, CIRM  
Peoplesoft  
David\_Seibert@peoplesoft.com

**APICS The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management, including production, inventory, supply chain, materials management, purchasing, and logistics. 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.**

**To learn more about the APICS community, visit [www.apics.org](http://www.apics.org).**



**APICS Richmond Chapter, Inc.**

**Attn: Darrin Armentrout, President  
P.O. Box 1566  
Mechanicsville, VA 23116**