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and Competitive Success

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

**September 2006**

**Next Meeting**

**Mr. Dan Niccolucci**

**Vice President,**

**The Whiting-Turner Contracting  
Company**

**Presents**

**"Project Management"**



**Wednesday, September 13, 2006**

**Wyeth Pharmaceuticals  
Research & Development Building  
1211 Sherwood Avenue  
Richmond, VA 23220**

**5:00 – 5:30 PM**

**Registration**

**5:30 – 7:30 PM**

**Dinner & Presentation**

**Cost**

**No charge to members**

Guest fee to members who are a no-show

Guest Fee \$10.00

**A reservation is required and is  
considered a commitment to pay**

**RSVP by Sept. 8**

**On the internet at:**

**[www.apicsrichmond.org](http://www.apicsrichmond.org)**

or contact:

**Amy Miller by phone:  
(804) 935-2364**

or email:

**[amym@chemtreat.com](mailto:amym@chemtreat.com)**

**Please Share This  
With Your Colleagues**

**Special Joint Meeting  
NAPM-VA Richmond Metro  
Chapter  
&  
APICS Richmond Chapter**



## "Project Management"

- ◆ **When to use Lump sum vs. Design-Build vs. Time and Material**
- ◆ **How to estimate, schedule and forecast large capital projects**
- ◆ **Subcontractor selection criteria**

### About our Speaker

**Dan Niccolucci**, a native of Baltimore, Maryland, has been in Richmond since 1974 and now considers Richmond home; he has become one of it's leading corporate citizens. Dan and his wife of 39 years, Bobbie, have two married daughters, Dawn and Denise and four grandchildren.

Dan joined Whiting-Turner in 1969 following graduation from the University of Delaware with a Bachelor of Science Degree in Civil Engineering. He founded the Richmond regional office of Whiting-Turner in 1974 and developed new clients and serviced existing accounts in Virginia, West Virginia, Florida, Nevada, North Carolina and Texas. Dan was promoted to Vice President of Whiting-Turner in 1982. Under his direction, Whiting-Turner has become a leader in the construction industry in Virginia. Recent major projects include construction of the University of Virginia Darden Graduate School of Business, Trigon/Anthem Blue Cross/Blue Shield Headquarters Expansion, Capital One West Creek Campus and VA Biotechnology Research Park DCLS Laboratories. Headquartered in Baltimore, Whiting-Turner has 24 offices nationwide and is ranked the nation's 5th domestic General Contractor. Whiting-Turner provides construction management, general contracting and design-build services on projects small and large for a diverse group of customers.

When not constructing new buildings, Dan has found time to serve on the Board of Directors of the Virginia Minority Council, The Make-A-Wish Foundation, and Challenge Discovery Projects. Additional interests include being Building Committee Chairman of St. John Neumann Catholic Church and on the Steering Committee of the VSGA Foundation at Independence Golf Club. Following a youthful baseball career, Dan has developed a real interest in golf, especially in his new home overlooking the 18th green at Independence Club.

## President's Message

Sandra Faulkner, CPIM

**Welcome Back!** I hope you've had a great summer. It's time to get back into the swing of a new Chapter Year. Your Board of Directors held a Strategy Session in August to develop a plan for 2006/2007. Our Vision and Mission were reaffirmed and continue to represent our purpose as a professional organization.

### 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 first [Professional Development Meeting](#) will be held on Wednesday, September 13, 2006, from 5:00pm to 7:30pm, and is a joint meeting with the Richmond Metro Chapter of the Institute of Supply Management (ISM-NAPM-VA). The meeting will feature **Mr. Dan Niccolucci, Vice President of The Whiting-Turner Contracting Company**. Mr. Niccolucci will speak on Project Management. The meeting will be held at Wyeth Pharmaceuticals on Sherwood Avenue in Richmond. This meeting is open to all APICS Richmond Chapter members and their guests. Please note that there is a \$10 fee for all guests and "no shows". You must register in advance in order to attend. For details and registration, please visit [www.APICSRichmond.org/pdm/Niccolucci.htm](http://www.APICSRichmond.org/pdm/Niccolucci.htm). Also note that you must bring a picture ID, preferably your driver's license, to the meeting. **Deadline for Registration is Friday, September 8th.**

If you are interested in continuing work towards Certification in Production and Inventory Management (CPIM), our courses with the Community College Workforce Alliance (CCWA) will continue through 2006/2007. We will begin with **Execution and Control of Operations** to be held at the John Tyler Featherstone Center on September 15th, 16th, & 23rd. Deadline for Registration is Friday, September 8th. For more information on this, and other, CPIM Workshops, please visit the Education Page of our website at [www.APICSRichmond.org/education.htm](http://www.APICSRichmond.org/education.htm) or contact your VP of Education, Ivana Perkinson, at [Education@APICSRichmond.org](mailto:Education@APICSRichmond.org).

Congratulations to the following members for their achievements: **David Credicott of ACUMEN Corporation** became a Certified Fellow in Production and Inventory Management (CFPIM), and **Ivana Perkinson of Wyeth Pharmaceuticals** and **Tim Hix of DuPont** became Certified Supply Chain Professionals (CSCP).

Mark your calendars for Tuesday, October 14th. The Richmond Chapter of APICS will sponsor a Plant Tour of the **Alstom Power** Facility at 1200 Willis Road. The Tour will begin promptly at 6:00pm. A box lunch will be provided immediately following the tour.

We look forward to your continued participation in the programs sponsored by the Richmond Chapter.

## Education Corner

### Ivana Perkinson, CPIM, Vice President - Education

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**Greetings** to all of our new and existing APICS Richmond members. I hope everyone has had a relaxing summer. Radio and television have been full of "Back to School" ads, which always turn my thoughts towards the Fall and Professional Development. We have some exciting educational opportunities planned for the 2006-2007 year.

#### PDM

First of all, I hope all of you will be able to attend our joint meeting on September 13, 2006, with the local NAPM-VA Chapter. The subject will be Project Management, which is a very relevant topic in many companies today.

#### CPIM

Also, we will be continuing with our CPIM review courses. I will be emailing you soon to plan a **Detailed Scheduling & Planning** class, which was postponed in the Spring. We will schedule this class first, then follow up with the Execution and Control of Operations and Strategic Management of Resources. Once we have firmed up dates for these classes, this information will be posted under the Education link on [www.APICSRichmond.org](http://www.APICSRichmond.org).

#### CSCP

As you may know, I sat for the CSCP exam in March and I passed (much to my relief). The CSCP certification has been extremely well received, and we are pleased to announce that your local APICS Richmond chapter will be offering a review course in the Spring of 2007. The class is still in the planning stage, but we are estimating about 32 hours of instruction will be needed to cover the material. The CSCP preparation material contains over 800 pages of text, and is divided into the following four areas:

- Supply Chain Management Fundamentals
- Building Competitive Operations, Planning, and Logistics
- Managing Customer and Supplier Relationships
- Using Information Technology to Enable Supply Chain Management

There is only one exam, which covers all of the four domains listed above. This is different from the CPIM certification, where participants have an exam for each of the five modules. There are also eligibility requirements prior to exam registration. You must meet one of the following criteria in order to be eligible to take the certification exam:

- CPIM/CFPIM/CIRM Certification and 2 years supply chain requirements

*OR*

- Bachelor's degree or international equivalent and 2 years supply chain experience

*OR*

- Five years supply chain experience

From my personal experience, I thoroughly enjoyed the material. There was a lot of emphasis on Customer and Supplier Relationship Management, and I found the information technology material to be very useful. Even if you are not eligible to take the exam, the body of knowledge is excellent for anyone in operations and supply chain management.

#### Differences Between CPIM and CSCP

The CPIM material focuses mainly on an organization's internal operations, including materials management, master scheduling, production planning, forecasting, and quality improvement. It has been my experience that the CPIM material allows everyone in a manufacturing operation to speak a common language. The terminology and concepts taught in the CPIM modules are the basis for many of the ERP systems we use. The CSCP certification builds upon the CPIM body of knowledge, and expands outside of a company's four walls. The CSCP looks at operations throughout the supply chain, including your suppliers, your company, and your customers. The CSCP also looks at how to best integrate these activities to maximize value throughout the supply chain.

The two certifications are complementary and together provide operations and supply professionals an excellent education on specific disciplines in the field of operations and supply chain management.

## Membership Corner

### Anne Kraft, Vice President - Membership

I'd like to welcome our new members; it's great to have you in the Richmond Chapter! Please join us at our next Professional Development Meeting at Wyeth Pharmaceuticals on September 13th.

**Ms. Gary Fritz**, DuPont Spruance Plant, Richmond  
**April Collier**, Velocity Micro, Inc.  
**Wesley Michael**, Titan Virginia Ready-Mix, LLC  
**Tucker Norton**, DuPont Advanced Fibers Systems  
**Ming Waters**, DuPont Advanced Fibers Systems  
**Larry Williams**  
**Brandon Martin**, Dominion Power  
**Jason Owens**  
**Barbara Wibur**, Atlantic Software Alliance  
**Jack Rea**, Boars Head Provisions Co., Inc.  
**Sara Baur**

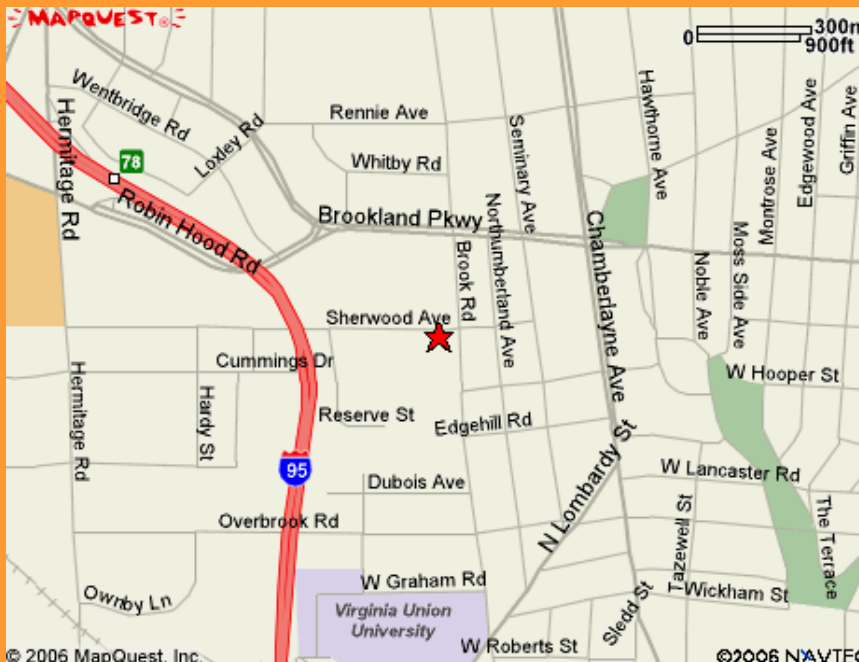
Please join me and congratulate our Members on recent accomplishments:

**Tim Hix**, CSCP Certification  
**David Credicott**, CFPIIM Certification  
**Ivana Perkinson**, CSCP Certification

The newly elected officers met in August to plan our 2006-07 year. If you have any suggestions for the Board, be sure to let them know your thoughts by providing feedback through the web page at [www.APICSRichmond.org/feedback.htm](http://www.APICSRichmond.org/feedback.htm) or via email to [Marketing@APICSRichmond.org](mailto:Marketing@APICSRichmond.org).

## Directions to:

**Wyeth Pharmaceuticals Research & Development Building**  
**1211 Sherwood Avenue**  
**Richmond, VA 23220**



### From the North:

- proceed on I95S
- Take Exit 78
- Right onto Boulevard/VA-161
- Left onto Robin Hood
- Straight to go onto Brookland Parkway
- Right onto Brook
- Right onto Sherwood

### From the South:

- proceed on I95N
- Take Exit 76A
- Right onto Chamberlayne Ave./Parkway
- Slight left onto Brook Road
- Left onto Sherwood

**APICS Richmond Chapter, Inc.  
Board of Directors**

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**Chapter Vice President**

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**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: Sandra Faulkner, President**

**P.O. Box 1566**

**Mechanicsville, VA 23116**