



Advancing Productivity, Innovation,
and Competitive Success

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January 2007

Next Meeting

Mr. Michael Seifert

Presents

"Postponement"



Tuesday, January 9, 2006

Featherstone Professional Center
Suite 108

Comm. College Workforce Alliance
1807 Huguenot Road
Midlothian, VA. 23113

6:00 – 6:30 PM
Registration

6:30 – 8:00 PM
Meeting & Presentation

Cost

\$10 per person, members and
guests, payable by cash or check at
the door.

Please make checks out to "APICS"

RSVP by Friday, January 5

To

Sandra Faulkner at
President@APICSRichmond.org

Or By Phone at
(804) 283-9710

This event is open to All APICS, ISM
(NAPM-VA), PMI-CVC, & CSCMP
members and their guests

**Please Share This
With Your Colleagues**

January Professional Development Meeting: "Postponement"

What is postponement? Many leaders today often confuse postponement with strategic inventory, thinking that just by setting inventory targets at different echelons within the supply chain, that postponement will be achieved. However, postponement is much more. Sometimes called "Just in Time Information"; postponement calls for the processes and systems such that differentiation or transformation of the product and/or service is delayed until the company has the best customer information possible.

Our [January Professional Development Meeting](#) (PDM) will feature Michael Seifert, CPIM, Jonah, Certified PMP, as he explores the subject of "Postponement". Postponement is one method of gaining some agility in your manufacturing strategy. This PDM will take place on Tuesday, January 9, at 6:00pm in Suite 108 of the Featherstone Professional Center on the Campus of CCWA. The Center is located at 1807 Huguenot Road, Midlothian, VA. This event is open to All APICS, ISM (NAPM-VA), PMI-CVC, & CSCMP members and their guests; the cost is \$10 per person. Read more about this event, and how to get there, on page 4 or visit the [PDM event page](#) at APICSRichmond.org.

This PDM will focus on understanding exactly what is, and what is not, postponement. Further, it will go into how to evaluate what degree of benefit it can achieve for your product line. Real world applications will be discussed along with a practical demonstration.

Michael Seifert

Mike Seifert's educational background includes a Bachelor of Science in Electrical Engineering from the United States Military Academy at West Point, an MBA from Ashland University, and he is currently completing a Masters in Operations Research. Not only has Mike achieved Certification in Production and Inventory Management, but he is also a Six Sigma Master Black Belt, Lean Certified, has been Certified Jonah by the Goldratt Institute and Washington State University, and is a Certified Project Management Professional. Mike's experience includes a turn as US ARMY Aviator and Gulf War Veteran, and operations experience with Rubbermaid, NIBCO, Flextronics, Capital One, and Wyeth Pharmaceuticals. Mike has also served as the Richmond APICS chapter Treasurer for the past 3 years.

President's Message

Sandra Faulkner, CPIM

GREETINGS! Thanks again to those who attended our December Networking Event with members of the Institute for Supply Management (ISM). The Bottega Bistro was a great, casual atmosphere, and with our reserved tables we had plenty of opportunity to share stories and laughs. Thanks to Ivana Perkinson, VP of Education for APICS, and Yvette Woodard, Professional Development Chair for ISM, Richmond Metro, for organizing the event.

I hope everyone had a safe and happy holiday. We are ready to get back into the swing of things with the New Year.

January Professional Development Meeting

Our [January Professional Development Meeting](#) (PDM) will feature Michael Seifert, CPIM, Jonah, Certified PMP, as he explores the subject of "Postponement". Postponement is one method of gaining some agility in your manufacturing strategy. This PDM will take place on Tuesday, January 9, at 6:00pm in Suite 108 of the Featherstone Professional Center on the Campus of CCWA. The Center is located at 1807 Huguenot Road, Midlothian, VA. This event is open to All APICS, ISM (NAPM-VA), PMI-CVC, & CSCMP members and their guests; the cost is \$10 per person. Read more about this event, and how to get there, later in this Newsletter or on the [PDM event page](#).

CPIM Workshops Start in January

In January, we will begin the next cycle of workshops for those in pursuit of Certification in Production and Inventory Management (CPIM), beginning with the Basics of Supply Chain Management. The BSCM Workshop begins on Friday, January 26, 2007, and the Registration deadline is set for Friday, January 19. Learn more about this workshop, and the rest of the series, by visiting our website at www.APICSRichmond.org and clicking on [Education](#).

PDM Topic Survey

If you have not yet had an opportunity to express yourself on topics you would like to learn more about, please take our PDM Topic Survey, which has been designed to solicit your input on the topics that are of interest to you in your business. Visit our website and click on [Survey](#).

As APICS begins its 50th year, we look forward to your continued participation in the programs and events sponsored by your Richmond Chapter.

We Want Your Feedback!

Your input regarding our Chapter is always welcome! We are currently conducting a member surveys to determine the PDM topics that you would most like to see. If you have not yet had an opportunity to express yourself on topics you would like to learn more about, please take our PDM Topic Survey, which has been designed to solicit your input on the topics that are of interest to you in your business. To participate, visit our website at www.APICSRichmond.org and click on the [Survey](#) link.

You are always cordially invited to provide feedback to us at any time. We can only make our Chapter meaningful to you if you share with us your needs, requirements, and ideas. Everything is fair game... questions about our organization, ideas for PDM meetings, suggestions for newsletter articles, interesting plant tours, training issues, meeting places and times, web page comments, updating your contact information, volunteering to help... basically anything that you feel would improve our value to you, your fellow members, our member companies, and our community. Visit www.APICSRichmond.org and click on the [Feedback](#) link or send an email to Marketing@APICSRichmond.org.

Education Corner

Ivana Perkinson, CPIM, Vice President - Education

As we begin the New Year, I want to remind everyone that we have scheduled a full set of workshops for 2007 for both the [CPIM](#) and [CSCP](#) certification programs. If your New Year resolutions include improving your skills through education, this is your chance --- we can help you achieve these esteemed certifications in 2007. Put these dates on your calendar and make a commitment to your career!

CPIM Exam Review Schedule

In conjunction with the Community College Workforce Alliance, we will again be offering the full CPIM exam review class schedule. The dates for the CPIM classes are as follows (location and registration details will be posted soon on our website):

Basics of Supply Chain Management

Friday, January 26, 2007, 8:00am - 5:00pm

Saturday, January 27, 2007, 8:00am - 5:00pm

Saturday, February 3, 2007, 8:00am - 5:00pm

Registration Deadline: Friday, January 19, 2007

Cost: \$375 for APICS members, \$450 for non-members

Master Planning of Resources

Friday, March 16, 2007, 8:00am - 5:00pm

Saturday, March 17, 2007, 8:00am - 5:00pm

Saturday, March 24, 2007, 8:00am - 5:00pm

Registration Deadline: Friday, March 9, 2007

Cost: \$375 for APICS members, \$450 for non-members

Detailed Scheduling and Planning

Friday, May 11, 2007, 8:00am - 5:00pm

Saturday, May 12, 2007, 8:00am - 5:00pm

Saturday, May 18, 2007, 8:00am - 5:00pm

Registration Deadline: Friday, May 4, 2007

Cost: \$375 for APICS members, \$450 for non-members

Execution and Control of Operations

Friday, September 21, 2007, 8:00am - 5:00pm

Saturday, September 22, 2007, 8:00am - 5:00pm

Saturday, September 29, 2007, 8:00am - 5:00pm

Registration Deadline: Friday, September 14, 2007

Cost: \$375 for APICS members, \$450 for non-members

Strategic Management of Resources

Friday, November 2, 2007, 8:00am - 5:00pm

Saturday, November 3, 2007, 8:00am - 5:00pm

Saturday, November 10, 2007, 8:00am - 5:00pm

Registration Deadline: Friday, October 26, 2007

Cost: \$375 for APICS members, \$450 for non-members

CSCP Certification Program

We are also very excited to offer a 4-day review workshop for the new APICS Certified Supply Chain Professional certification. As you may know, the CSCP certification consists of one exam, which will be offered three times in 2007. The APICS Richmond chapter will hold the 4-day review workshop on the following dates:

Monday, April 23, 2007, 8:00am - 5:00pm

Tuesday, April 24, 2007, 8:00am - 5:00pm

Wednesday, April 25, 2007, 8:00am - 5:00pm

Thursday, April 26, 2007, 8:00am - 5:00pm

Location: Wyeth Pharmaceuticals

2248 Darbytown Road

Richmond, VA 23231

Instructor: Ivana G. Perkinson, CPIM, CIRM, C.P.M., CSCP

Cost: \$1295.00

(Includes 32 hours of instruction and all course materials)

By offering the review class in April, you will be prepared in time for the **June 24, 2007** exam date. Before taking the CSCP exam, you must first submit an **eligibility application** and then **register** for the exam.

APICS CSCP Eligibility Requirements are as follows:

To be eligible to register for the APICS CSCP exam, an individual must meet one of the following criteria:

- CPIM, CFPIM, CIRM, or C.P.M. designation plus two years of related business experience, or
- Bachelor's degree or equivalent plus two years of related experience, or
- Five years of related business experience

For all the details on cost and eligibility visit [APICS.org](http://www.apics.org) or see the following link for more information:

<http://www.apics.org/NR/rdonlyres/20A5F156-188D-4E83-B468-643C931EE99F/0/CSCPApplication.pdf>

Membership Corner

Anne Kraft, Vice President - Membership

We hope you had a Happy New Year and that 2007 will be successful and productive for you! This is a great time to commit yourself to year-long improvement and education by joining our Richmond Chapter. We welcome guests to our events and if you find value in our organization, as most do, we encourage you to join, either as an individual member or through a corporate membership.

Individual Membership

Individual membership is open to professionals who wish to develop their operations management skills and would like to retain their own membership. It provides access to top-notch professional development opportunities, product and service discounts, and award-winning publications.

Corporate Membership

A company may elect to become an APICS Corporate member. By becoming a Corporate member, the company as a whole benefits from membership. When selecting this membership, a company designates five employee representatives to receive full membership privileges and to receive regular information from APICS. In addition, all employees from the same corporate location receive member discounts on courses, publications, and other educational resources. Company memberships belong to the company, all membership correspondence is sent to the central address, and the five representative memberships can be transferred to other employees whenever there are changes in personnel.

Joining APICS Richmond

Individual and Corporate memberships are obtained via the APICS International website at www.apics.org. Please let them know that you wish to join the Richmond chapter. For additional information, contact Anne Kraft at Membership@APICSrichmond.org.

Directions to:

**Featherstone Professional Center, Suite 108, Comm. College Workforce Alliance,
1807 Huguenot Road, Midlothian, VA. 23113**

From Points East of Richmond, via I-64 Westbound:

- Approaching the city, when you see the sign, "I-95 South – 5th Street – Downtown Exit 1½ miles", be sure to get in the FAR LEFT LANE. *This Exit comes very fast on the left and is easy to miss, so be alert.* Turn **left** on **Exit 190, I-95 South Petersburg** (don't be confused by Petersburg). This is a very long merge lane onto Interstate 95 South.
- After merging onto I-95 South, stay in the RIGHT LANE for a short distance and take **EXIT 74-A** onto the **Downtown Expressway 195**.
- Pay a 50¢ toll. When you come out of the toll booth, stay to the left. When you see the sign, "**POWHITE PKY – EXPRESS TO 150 60 288**", exit **left** onto the **POWHITE Parkway**.
- Go over the bridge and follow the sign to **POWHITE 76 SOUTH**.
- Pay a second 50¢ toll. Out of the tollbooth, move into the right lane and exit **right** onto **Chippenham Parkway North 150**.
- Continue on Chippenham Parkway north approximately 2 miles and take the **Huguenot Road (Route 147)** exit.
- Turn **left (south)** at the exit stoplight and continue on **Huguenot Road** for approximately 4 miles.
- Go through the intersection of Robious Road and Huguenot Road (crossing over the railroad tracks), get into the left lane, turn **left** at the next stoplight, **Featherstone Drive**, into the Featherstone Professional Center parking lot.
- CCWA is in Suite 108, to the left of the flag poles.

From Point North of Richmond, traveling south on Interstate 95:

- Take I-95 South to Richmond.
- TAKE **Exit 74-A** onto the **Downtown Expressway 195**. Stay in the left lane of the exit ramp, as *the next exit comes very quickly*.
- Take an immediate **left** onto the **Downtown Expressway 195**.
- Cross the river and pay a 50¢ toll. Out of the tollbooth, move into the right lane and exit **right** onto **Chippenham Parkway North 150**.
- Continue on Chippenham Parkway north approximately 2 miles and take the **Huguenot Road (Route 147)** exit.
- Turn **left (south)** at the exit stoplight and continue on **Huguenot Road** for approximately 4 miles.
- Go through the intersection of Robious Road and Huguenot Road (crossing over the railroad tracks), get into the left lane, turn **left** at the next stoplight, **Featherstone Drive**, into the Featherstone Professional Center parking lot.
- CCWA is in Suite 108, to the left of the flag poles.

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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.



APICS Richmond Chapter, Inc.

Attn: Sandra Faulkner, President

P.O. Box 1566

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