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November 2008 Newsletter

At Our Next Meeting

**Michael D. Ford, CFPIIM, CSCP,
CQA, CRE, EI, QI**

Presents

**Optimum Business Forecasting:
*How to Develop and Maintain a
Zero Layoff Policy***

on

Tuesday, November 11, 2008

at

Philip Morris USA Headquarters

6601 West Broad Street
Richmond, VA

Agenda

6:00 - Registration, Dinner, and
Networking

6:45 - Announcements

7:00 - Presentation



**\$15 per person at the door or via
PayPal***

**RSVP by Friday, November 10 to
RSVP@apicsrichmond.org**

*to pay via PayPal go to
www.apicsrichmond.org/events.htm

**Please Share This
With Your Colleagues**

**Optimum Business Forecasting: *How to
Develop and Maintain a Zero Layoff
Policy***

Tens of thousands of American manufacturing workers have been laid off over the past year and every local community has felt its share of the pain. The oft-quoted reason is a decline in customer orders, but this is a reactionary approach that doesn't solve the problem (i.e. layoffs do not create an increase in customer orders). This presentation will cover the techniques necessary to implement a Zero Layoff Policy. Topics include:

- How to accurately forecast market trends
- The value of creating market demand
- The value of carrying excess capacity during down cycles
- How to increase sales in a declining market
- How to transfer idle resources to value-added activities
- How to balance market fluctuations with natural attrition rate

**Michael D. Ford, CFPIIM, CSCP, CQA,
CRE, EI, QI**

Michael D. Ford is Principal of TQM Works Consulting, based in upstate NY. He provides innovative solutions based on 22 years of experience in retail, distribution, manufacturing, and consulting. His work history includes software implementation, business planning, inventory control, distribution planning and corporate training. He has presented at over 170 industry events to local, regional and international audiences across North America.

Ford is a strong advocate of "lifelong learning for lifetime success". He is a graduate of SUNY-Buffalo, earning a B.S. in Industrial Engineering. He has earned the APICS' Certified Supply Chain Professional and Certified Fellow in Production & Inventory Management as well as the ASQ's Certified Reliability Engineer and Certified Quality Auditor. He is a Qualified Instructor for DC-Metro APICS.

President's Message

Ivana G. Perkinson, CPIM, CIRM, CSCP, etc...

Greetings to the 2008-2009 APICS Richmond Membership

I hope everyone's Fall is in full swing and thanks to those of you who have taken part in our September tour of Wyeth Pharmaceuticals and our October Professional Development Meeting entitled "You Know Enough Already" by Mr. Jeff Covino of Philip Morris USA.

As you are aware, today's economic climate is a major cause for concern for everyone, people and businesses alike. Times like this emphasize even more the value of membership in professional societies such as APICS. Networking and professional development are two proactive steps we can take to keep ourselves marketable in a changing environment. APICS offers the CPIM (Certified in Production & Inventory Management) and CSCP (Certified Supply Chain Professional) professional certifications as well as the new Lean Enterprise Workshop.

The Education Corner lists upcoming educational offerings in December and we hope you can join us for our next Professional Development Meeting (PDM) where Michael Ford will present the timely discussion entitled:

Optimum Business Forecasting: *How to Develop and Maintain a Zero Layoff Policy*

I would also like to draw your attention to another benefit of APICS Membership – the **APICS Operations Management Body of Knowledge Framework (OMBOK)**. The [Operations Management Body of Knowledge Framework \(OMBOK\)](#) defines the scope of the operations management field and positions APICS' vast body of knowledge to help you understand the foundation of your profession. As an APICS member, you receive a **complimentary electronic copy of the OMBOK**—an exclusive resource to help you succeed in your profession. To download your copy, log in at www.apics.org. *Note: Your username is your APICS member ID and your password is APICS08. To obtain your APICS member ID number, please contact APICS Customer Support at (800) 444-2742 or (773) 867-1777, or e-mail service@apics.org.*

I hope everyone has a wonderful holiday season and we hope to see you at an upcoming APICS event!

*Ivana G. Perkinson
President*

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.

Education Corner

Sandra E. Faulkner, CPIM

The next course offering by the Richmond Chapter will be the Strategic Management of Resources (SMR) Workshop. Dates, times and location for this course are given below. The instructor for this course will be Ms. Ivana Perkinson, CIRM, CPIM, CSCP, C.P.M., and the registration deadline is November 26, 2008.

Certifications

It's my pleasure to recognize the following members on their achievement of Certification as a Supply Chain Professional (CSCP) since June 1, 2008:

Sheila Benton, CSCP
Donna Wise, CSCP
Patricia Bruno, CSCP
Angela Carr, CSCP
Tad Jennings, CSCP
Michael McConnell, CSCP

Timothy Woodruff, CSCP
Thomas Radziewicz, CSCP
David Morrow, CSCP
Keith McGinniss, CSCP
Paul McDaniel, CSCP I

I would also like to recognize those Chapter Members who have achieved Maintenance of their Certification in Production & Inventory Management (CPIM) since June 1, 2008:

Ronald E. Barto, CPIM
Thomas P. Brignac, CPIM
Steven R. Canerossi, CPIM
Linda P. Draucker, CPIM

Michelle H. Fried, CPIM
Ronald J. Schulz, CPIM, CSCP
Michael J. Seifert, CPIM, CPMP, Jonah
Keith R. Spalek, CPIM

Have you recently received your CPIM, CSCP, or other certification? If so, please send me a note. We would love to recognize your accomplishment.

Congratulations to All, Well Done!

We encourage you to begin the path to Certification in Production and Inventory Management (CPIM) with the Basics of Supply Chain Management (BSCM) Workshop. In January, 2009, the Richmond Chapter will begin the CPIM Workshop schedule with this course. Have a wonderful Thanksgiving Holiday and enjoy the Holiday season safely.

Upcoming Classes

[Strategic Management of Resources](#)

BUSC 2127, at Featherstone facility
 October 10, 11, & 18, 2008 (Fri, Sat, Sat)
 Instructor: Ivana Perkinson, CPIM, CSCP

[Basics of Supply Chain Management](#)

BUSC 2123, at North Run facility
 January 30, 31, & February 7, 2009 (Fri, Sat, Sat)
 Instructor: David C. Credicott, CFPIM

[Master Planning of Resources](#)

BUSC 2124, at Chester facility
 March 20, 21, & 28, 2009 (Fri, Sat, Sat)
 Instructor: Tom Sutterfield, CPIM

[Detailed Scheduling and Planning](#)

BUSC 2125, at Featherstone facility
 May 8, 9, & 16, 2009 (Fri, Sat, Sat)
 Instructor: TBD

Go to www.apicsrichmond.org/education.htm for more information

Membership Corner

Ned Abed, CPIM

Welcome to New Members

I'd like to welcome our new members; it's great to have you in the Richmond Chapter! We look forward to welcoming our new members at our next PDM.

Katherine Buttner, IRS
Darell Ashton, IRS
Mary Kathryn Jolley, DuPont
Tara Fowler, MWV

Leticia Nichols
Zachary Clay, MWV
Kevin Newman, Alstrom Power

Welcome to the Richmond Chapter! Our chapter is currently **184** members strong and growing. Please join us at our next Professional Development Meeting (PDM) on Tuesday, November 11, 2008.

One of our Chapter's primary goals is to "provide opportunities to the membership and local businesses to enhance relationship and communications." Retaining and expanding our membership is paramount to that goal. No one can promote our Chapter as you can --- we need and appreciate your help!

One of the best ways to promote our Chapter is through word of mouth. We encourage all of our members to invite a friend or associate to one of our meetings - we welcome visitors. Speak to your company about our organization and becoming a Corporate Member. If you think your company would like to host a plant tour for our group, please let us know.

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 Ned Abed at Membership@APICSrichmond.org

APICS Richmond Chapter, Inc. Board of Directors

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Education Committee

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If you are interested in serving on a committee or just want to help out contact any member of the BOD and let us know.