



The Association for Operations Management

# MIDDLE TENNESSEE CHAPTER

www.apicsnashville.org

PO Box 293186 Nashville TN 37229-3186

EST 1966

REGION 12

## PDM MARCH 21, 2006

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<b>PLACE</b>	Radisson Hotel - Opryland
<b>COST</b>	20.00
<b>NETWORKING:</b>	5:30 – 6:00 p.m.
<b>DINNER:</b>	6:00 – 6:45 p.m.
<b>BUSINESS:</b>	6:45 – 7:00 p.m.
<b>PROGRAM</b>	7:00 – 8:00 p.m. Terry Lunn <i>“Measuring Supply Chain Throughput”</i>

**RESERVATIONS:** Call Laura Pyron 615-773-6830 or email lpyron@campbellhausfeld.com by Thursday March 16, 2006.

### *“Measuring Supply Chain Throughput”*



So you are onewho must make this thing called the supply chain really work. How do we go about creating collaboration with our other trading partners to make the supply chain competitive at the customer level? One of the keys to success is to be able to measure throughput from the beginning to the end of the supply chain. This program includes a lively interactive exercise to show us how to coordinate and reach agreement between all the supply chain partners. We debrief the exercise into a list of action steps needed to achieve good supply chain collaboration.

#### **Following this presentation, participants will be able to:**

- Prepare a list of potential key performance indicators for a supply chain
- Experience the importance of supply chain measurements
- Create a list of action steps required to measure performance globally

## About the Speaker

Terry Lunn, CFPIM, CIRM, is a worldwide recognized expert, speaker, and author with over 20 years of experience as a consultant and trainer in the field of production and inventory management.

He runs his own company serving as an independent consultant since 1983. He has over twenty years experience in industry including industrial engineer, production control and shop foreman. He has held several managerial positions in manufacturing, production, and inventory control. He has managed the installation of MRP systems and has extensive experience in designing and installing manufacturing control systems.

Terry is a national leader in APICS having served on chapter, region, and certification committees. He is recognized as an international leader in motivational and technical programs. He was awarded the distinction of being voted "Best in His Class" at the 1995 APICS national conference, and best presentation at the 1997 World Symposium in South Africa.

He has written a book entitled, "MRP Integrating Material Requirements Planning and Modern Business" which was an APICS best seller for over six years. It discusses ways people can cut through the technical jargon normally associated with MRP Systems and apply easily understood solutions to integrate business functions more effectively.

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## **Dianne Neely Wins First Place in Paper Competition**

Dianne Neely, a student at Bethel College outside Nashville, won the APICS Region 12 Award for best paper in the full-time student category. Her paper, "Organizational Analysis and Planning: The Little Engine That Could?" was judged the best among all student papers submitted within



southern IN. Mike Moody, President of the Middle TN APICS Chapter, is shown presenting Dianne with her award. This annual competition is open to all college students within this region.

## **President's Message.....**

We had an excellent turnout at last month's Professional Development Meeting, and plan to have an even better turnout this month to hear Terry Lunn speak about supply chain management. This will also be a joint meeting with our friends at the Institute for Supply Management (ISM), and we have also invited other organizations to join us as well. Terry is a very enthusiastic speaker, who has been voted best speaker at many APICS International Conferences. Please don't miss this opportunity to hear a gifted and knowledgeable speaker. Invite your top management to join us and this is an opportunity for everyone to learn more about supply chain management.

Speaking of supply chain, APICS is now offering certification in supply chain management (CSCP), and several of the chapter members are traveling to Chicago on March 11 for testing. Good luck to those who are pursuing this excellent certification program. Exam dates are scheduled for June and December 2006. Our chapter is planning to offer certification review classes later in the year so stay tuned for more on this great opportunity.

Earlier this year, we presented Dianne Neely with her award and recognition for winning first place in our region competition for student papers. We hope that Dianne will forgive us (actually me) for failing to include this recognition in our previous newsletter. Dianne, congratulations on your accomplishment!

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Welcome back to the members formerly from the PENY Chapter.  
Mike Moody, CPIM, C.P.M.

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## **Electronic Newsletters**

Newsletters for the MITE Chapter PDM's will soon be sent by email only and posted on the web site ([www.apicsnashville.org](http://www.apicsnashville.org))

We do not have email addresses for many members. For several months, the PDM announcement has been sent by email to everyone that we have an email address. We need to know if you have not received any of these. Please email George Gordon ([gogordon@comcast.net](mailto:gogordon@comcast.net)) or [ggordon@campbellhausfeld.com](mailto:ggordon@campbellhausfeld.com). We can save the chapter money in printing and mailing costs by using email.

If you do not have email, please let George know.

George Gordon

***Storms make oaks take deeper root – George Herbert***

# Certified Supply Chain Professional (CSCP)

The Certified Supply Chain Professional (CSCP) program is a new industry educational and certification program created to meet the rapidly changing needs of the supply chain management field.

From the manufacturing to the service industry, regardless of whether a company is serving business or consumer markets or is for profit or not-for-profit, the increasingly important role of supply chain management is affecting all organizations. Customers already expect good quality at low prices, and speed of delivery is becoming more important. As a result, effective supply chain management has become essential to successfully compete in today's global marketplace.

The CSCP program takes a broad view of the field, extending beyond internal operations to encompass all the steps throughout the supply chain—from the supplier, through the company, to the end consumer—and provides you with the knowledge to effectively manage the integration of these activities to maximize a company's value chain.

## Benefits of the CSCP Program

After earning your CSCP designation, you will

- Learn to boost productivity, collaboration, and innovation
- Discover how to positively affect lead times, inventory, productivity, and bottom-line profitability
- Understand how to manage the integration and coordination of activities to achieve reduced costs and increase efficiencies and customer service
- Gain the knowledge to effectively and efficiently manage worldwide supply chain activities
- Achieve greater confidence and peer and industry recognition
- Enjoy the potential for career advancement and increased earnings.

## Who should pursue the CSCP education and designation?

The CSCP program is for professionals in operations and supply chain management. This designation is ideal for you if you are

- Interested in more depth of knowledge and understanding in the areas of supplier and customer relations, international trade, the use of information technology to enable the supply chain, and physical logistics.
- A professional who is consulting or teaching supply chain functions
- Working with enterprise resources planning (ERP) systems.

The CSCP program will help you advance your career while giving you the foundation to improve your company's competitive position and profitability.

## CSCP Domains

The CSCP body of knowledge is made up of the following four domains

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

## CSCP Exam Preparation

To help prepare you for the CSCP exam, APICS has developed the CSCP Learning System. Based on the CSCP body of knowledge, the learning system is a comprehensive professional development and exam preparation program. It combines print materials with interactive online tools to deliver a customized learning experience.

Try a free demo of the CSCP Learning System today.

## Earning Your CSCP

To earn the CSCP designation, candidates must pass one comprehensive four-hour exam. The CSCP exam will be administered in paper-and-pencil format on the following dates:

- March 11, 2006 (pilot exam)
- June 17, 2006
- December 2, 2006.

## Becoming a CSCP Candidate

The CSCP examination is available to individuals who have relevant work experience and education. To be eligible for the CSCP exam, a candidate must meet **one** of the following criteria:

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

Candidates must submit an application documenting their eligibility to take the CSCP exam. The CSCP Eligibility Application for the June 17, 2006 exam will be posted when the application period begins.

## CSCP Testing

Domestic CSCP testing

Information on exam dates, locations, and registration fees for CSCP exams administered in North America.

International CSCP testing

Information on exam dates, locations, and registration fees for CSCP exams administered outside North America.

## Additional CSCP program information

Download the CSCP brochure.

Join the CSCP Update list to receive the latest information as it becomes available.

View a diagram of the program.

## Frequently Asked Questions

Visit our FAQ page for answers to questions about the CSCP program.

# PDM SCHEDULE 2006

April 18, 2006  
May 16, 2006

Negotiation Tools for MPS  
Theory of Constraints – Viable Vision

Ben H Laaper Radisson  
Michael Demere Radisson

## MITE Employment Service



Laura Pyron, our reservation coordinator, has agreed to reestablish and coordinate the Mite Chapter Employment Service. This is a great service for MITE members. It is a valuable resource for both employees seeking new opportunities and employers looking to fill their employment needs. Please send your resumes or job descriptions to Laura at [lpyron@campbellhausfeld.com](mailto:lpyron@campbellhausfeld.com) or call her at 615-773-6830.

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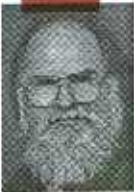
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*Royce Culpepper - Editor*  
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#### INSIDE:

**March PDM** Terry Lunn  
(Joint with ISM)  
Measuring the Supply Chain

**President's Message**  
**Education Update**