



The Association for Operations Management

# MIDDLE TENNESSEE CHAPTER

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

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EST 1966

REGION 12

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PDM April 18, 2006

<b>PLACE</b>	Radisson Hotel - Opryland
<b>COST</b>	\$20
<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. Ben H. Laaper
<b>Negotiation Tools for Master Schedulers</b>	

**RESERVATIONS:** Call Laura Pyron 615-773-6830 or email [lpyron@campbellhausfeld.com](mailto:lpyron@campbellhausfeld.com) by Thursday April 13, 2006.



## Negotiation Tools for Master Schedulers

Master Production Schedulers and Planners are often placed in a position where they find themselves negotiating with both their sales and production executives in order to manage scheduling and often conflicting priorities. In this presentation, Ben Laaper will provide basic negotiating skills that will help schedulers, planners, and anyone that has to negotiate conflicting priorities with internal and external customers. He will also challenge the meeting participants with a brief case study.

## Ben H. Laaper

Ben H. Laaper is Vice President, Global Sourcing for Accuride in Evansville, Indiana. Previously he worked for DSM Engineering Plastics both in Reading, Pennsylvania and Evansville, Indiana. Ben is the author of the book "Procurement Reengineering" , (PT Publications - May 1998). He has conducted seminars and workshops in Purchasing and Materials Management related areas at Penn State and the University of Southern Indiana where he teaches the modules: Introduction to Supply Chain Management, Purchasing for the 21<sup>st</sup> Century and the Art of Negotiations.

Ben is a certified Six Sigma Black Belt holder from MoreSteam University. He is past president of the Central Pennsylvania chapter of the National Association of Purchasing Management (now ISM) and is a frequent after-dinner speaker at both NAPM and APICS Chapters. He was a presenter at the 1996 NAPM International Purchasing conference. He attained his certification as both a C.P.M. and CPIM. Ben is a native from The Netherlands who came to the USA upon his college graduation.

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## EDUCATION TY TABERNIK

The CPIM courses scheduled for April are being delayed. We hope to have a schedule by the next newsletter. Please contact Ty Tabernik at [ty@rrgtech.com](mailto:ty@rrgtech.com) or at 615-673-2145 for more information or if you or your company are interested in the CPIM courses.

Courses are currently being developed for the Certified Supply Chain Professional (CSCP) certification now being offered by APICS. These courses are expected to be available in the last quarter of 2006 to prepare individuals for the exam in 2007. Please contact Ty Tabernik at [ty@rrgtech.com](mailto:ty@rrgtech.com) or at 615-673-2145 if you are interested in the course. We are starting a list

of interested individuals and companies in order to get some idea of the interest in the courses.

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## CSCP Update

**APICS is now accepting Eligibility Applications for the June 17, 2006, APICS CSCP Exam administration!**

Visit the [APICS CSCP section](#) of the Web site to apply and find out more about the June 17, 2006, exam.

Please note the following two very important deadlines:

Eligibility applications due: April 28, 2006  
Exam registration forms due: May 8, 2006

To learn more about APICS The Association for Operations Management and the benefits of [becoming a member of APICS](#)—including [information about receiving a savings of \\$150 on the APICS CSCP exam registration fee](#)—visit the [membership section](#) of the APICS Web site.

If you have any questions about the eligibility application process or the registration process, please contact us at [cscpexam@apicshq.org](mailto:cscpexam@apicshq.org) or call APICS Customer Support at (800) 444-2742 or (703) 354-8851

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## Welcome New Members

**Mark Teegarden  
William Springer  
Robert Canes**

## Join Us at The Radisson

For all of you who missed the March meeting, you missed one of the best ones in a long time. Since this was a joint meeting with ISM and CSCMP (ASQ had other plans and could not attend), there were many new faces we haven't had the pleasure to meet before, and lots of those we haven't seen in quite a while. The attendance was excellent with 73 people in the audience to hear Terry Lunn speak on Supply Chain Measurement.

Although Terry could have gone into a lot deeper discussion about specific methods of measurement for various stages of supply chain process, time prohibited him from providing extensive detail. This was noted in several of the evaluation sheets as an item of concern. He did, however, plant the seeds that hopefully will germinate in our own minds and trigger us to develop measurement techniques and methods applicable to our own supply chain activity. After all, what gets measured gets results.

Our evaluation sheets also enumerated several complaints about the room being too cold, and I agree. I will work with the hotel to correct this at our next meeting. I'm not sure why the temperature was set so low except the possibility that the hotel expected the room to become warm with all the bodies in the relatively small room. I guess we just didn't "heat up" the way we were expected.

As our year gets closer to its administrative end, I encourage you to consider becoming a part of the MITE Chapter's leadership by running for next year's office in some capacity. We are always looking for fresh ideas and welcome the participation in operating the largest chapter in Region XII. If you would like to be a part of a great group of chapter leaders, please contact Mike Moody, Ty Tabernik or me. We will be glad to fill you in on what is involved.

I hope you will be able to attend our next monthly meeting on April 18<sup>th</sup> to hear Ben Laaper speak on Negotiation Tools for The Master Scheduler. Think about it. Why would a master scheduler have to know how to negotiate and have good tools to do so? I'm sure you have your own thoughts, but come to the meeting and learn from a professional on this intriguing topic.

I look forward to seeing you there.

George Gordon, CPIM, CIRMA  
Vice President, Programs and Secretary

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## President's Message.....

Last month's meeting was terrific! We had 73 folks from APICS, ISM and **CSCMP** attend to hear Terry Lunn's enthusiastic presentation. My thanks go out to everyone who attended, but also to George Gordon who made this event a reality. Thanks George!

This month's presentation will be equally terrific, as we have Ben Laaper, Vice President Global Sourcing for Accuride Corporation, speaking on negotiations for master planners. Please don't think this is a program that will just benefit master planners, as this will benefit anyone who has to negotiate with internal and external customers – and that should include just about all of us. Ben is an experienced and skilled negotiator, who just happens to be one of my associates, and will offer value to everyone that attends this presentation. In fact, Ben is presenting a negotiating workshop at my company the day after the APICS meeting to everyone in purchasing and management. We are very fortunate to have Ben visit with us, so please don't miss this program.

This is the time of the year when we are actively recruiting volunteers to join our board of directors for the coming year (July – June), so please contact me or one of the other board members if you are interested in helping manage our chapter. We are especially in need of a treasurer, but have other positions available also. Please consider helping us continue to offer great programs, classes and other services to our membership. We need a few good people....and you could be the one.

During the upcoming summer months, the board will meet several times to transition from former to new leadership, as well as plan for future educational classes and Professional Development Meetings. You probably know them as dinner meetings, but they really are professional development in purpose. After all, you certainly don't come out to eat hotel food when you could be at home. You come for the education and "nuggets of information" that help you with your job and grow within your field. Be a volunteer and join the board.

Next month will end my 2<sup>nd</sup> year as President of the Middle Tennessee Chapter, as well as the 4<sup>th</sup> year I have been President since I moved to Nashville. It has been a great experience and I have enjoyed working with your board, and meeting each of you at our Professional Development Meetings (PDM's). The chapter board of directors has an excellent group of people staying with the chapter for next year, but we need more. I cannot turn over the chapter to Ty Tabernik, next year's president, without helping him fill the open positions, so please volunteer to help out. You will not be disappointed.

Mike Moody, **CPIM, C.P.M.** (and maybe **CSCP** one of these days)

## PDM SCHEDULE 2006

May 16, 2006	Theory of Constraints – A Viable Vision	Michael Demere	Radisson
Sep 19, 2006	Supplier Survey	Mike Moody	Radisson
Oct 17, 2006	Leveraging RFID On The Plant Floor, Practitioner	Paul Reed	Radisson
Nov 21, 2006	Secrets of Service Parts Forecasting	Gary Landis	Radisson
Dec, 2006	Plant tour to be scheduled		



### 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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REGION 12

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Ben H Laaper

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