



The Association for Operations Management

# MIDDLE TENNESSEE CHAPTER

www.apicsnashville.org

PO Box 293186 Nashville TN 37229-3186

EST 1966

REGION 12

PDM November 21, 2006

President  
TY Tabernik  
615-325-8522  
ty@mgtech.com

Past-President  
Mike Moody  
615-325-8522  
mmoody@impenalgroup.com

VP Education  
Ty Tabernik  
ty@mgtech.com

VP Membership  
Jerry Boswell  
615-287-7674  
jerry.boswell@comcast.net

V P Programs  
Scott Cornwell  
615-329-3988  
scornwell@secondharvest.com

VP Publicity/Emeritus Advisor  
Royce Cupepper CPIM  
615-754-8537  
Royce@cupepper.net

Treasurer  
Lisa Keeble  
615-459-8900  
lkeeble@cumberlandswan.com

Secretary  
Katie Miller  
931-685-5736  
Katie.miller@sanfordcorp.com

Board Member at Large  
Yuepeng Li  
615-352-8209  
Caren Bedford  
615-405-4461  
cbedfordn@yahoo.com

Employment Coordinator  
Laura Pyron  
615-773-6830  
lpyron@campbellhausfeld.com

PLACE	Radisson Hotel - Opryland
COST	\$20
NETWORKING:	5:30 – 6:00 p.m.
DINNER:	6:00 – 6:45 p.m.
BUSINESS:	6:45 – 7:00 p.m.
PROGRAM	7:00 – 8:00 p.m.

## Executive Sales and Operations Planning: The "Sharpie" Journey Dean Smetana, Sanford Director of Materials



Many of today's companies find themselves in the same position Sanford Brands did: Inventory was too high, service wasn't high enough, and none of the functional areas within the company were talking the same language. Hear about the journey that Sanford took to provide its leadership team with a routine, consistent, common platform for strategic business discussion and decisions all without any investment in new technological solutions!

This is a practitioner's presentation. We hope to see you there.

Scott Cornwell, CSCP, CFM

**RESERVATIONS: Contact Laura Pyron at 615-773-6830 or lpyron@campbellhausfeld.com by Thursday Nov. 16, 2006.**

## President's Message

We must be willing to get rid of the life we've planned, so as to have the life that is waiting for us.

*Joseph Campbell*

Things always seem to be changing. The way we react to the changes is the measure of our character. As I'm writing this message we are in the process of changing the program for the November Professional Development Meeting (PDM) to accommodate changes in Mike Moody's schedule. I'm anxiously awaiting Scott Cornwell's return from the APICS Conference to see who he was able to schedule for November.

I read in a recent article that "One of the leaders in GM's push toward lean was the Spring Hill, Tennessee Saturn manufacturing plant, which managed to save some 270 tons of paint solvent in 1995 and 1996 by instituting lean production methodologies." I'm sure that the Lean experience in 1996 wasn't the first or the last of the Lean experiences at Saturn. However, many companies do something "Lean" and think it is over and they call themselves Lean.

The same article went on to explain that "Lean isn't only for production operations; it can be, and often is, applied to other functional areas such as administration, accounting, and so on." A move to adopt Lean or Six Sigma techniques (or Lean Six Sigma) can be daunting, but we are often put in a position that something must happen for the sake of the company.

We hear about the great successes that companies have achieved with adoption of Lean, Six Sigma, Lean Six Sigma, or the Toyota Production System (TPS). What we often miss is the work that went into achieving those results.

We are what we repeatedly do. Excellence, then, is not an act, but a habit.

*Aristotle*

My guess is that Aristotle had "Continuous Improvement" in mind with this statement. But wait, Aristotle was around long before Eiji Toyoda visited the Ford Rouge Plant in the spring of 1950 when Toyoda started to develop TPS.

We are excited about offering a Lean Workshop next year in conjunction with Nashville State Community College (NSCC). We are also hoping to work with NSCC to offer two Certified Supply Chain Professional (CSCP) exam prep courses. One course will be ten four-hour sessions in the evening and the other will be five eight-hour Saturdays. There will be more information to come later.

### **Q. Does APICS offer special benefits for members who are military, retired, or unemployed?**

**A.** APICS members who are in transition may apply for an extension of benefits. APICS offers unemployed and military members a six-month benefit extension. Retired members may qualify for 50 percent off the cost of membership.

To apply, members must submit the appropriate form to their chapter president for approval. The chapter president should then submit the completed form to APICS Headquarters for processing.

You can get the [Unemployed Membership Extension Application](#) or the [Retired Membership Benefit Program Application](#) from APICS at [www.apics.org/resources/downloads](http://www.apics.org/resources/downloads)

## Welcome New Members

Patricia Kloeppel  
Alex Owenati

### Education

We have been working with Nashville State Community College (NSCC) to offer the APICS Lean Manufacturing Workshop Series next year. At this point the plans are to offer the workshops from March 15, 2007 through April 26, 2007; Thursday morning – four hour sessions. The topics to be covered will include:

- Introduction to Lean Manufacturing
- Lean Mapping
- 5S
- Process Improvement and Quality
- Lean Team Scheduling
- Standard Work
- Lean Team, Design and Accounting

There will be more to come later on the Lean Manufacturing Workshop.

We are also hoping to offer two CSCP exam prep courses. One will be on Wednesday evenings from February 7 through April 11. The other will be on Saturdays from April 21 through May 19. We thank NSCC for their help in coordinating these classes.

If your employer would like to offer the CSCP or Lean Manufacturing Workshop classes on-site, please contact [Education@APICSNashville.org](mailto:Education@APICSNashville.org). Or you can call me (Ty Tabernik) at 615-673-2145.

That reminds me...we are still looking for someone to fill the role of VP of Education on the MITE Board of Directors. We are also looking for instructors for the CSCP, CPIM, and Lean Manufacturing Workshops. Give me a call if you are interested.

## Important CSCP Dates

If you are interested in taking the CSCP exam, APICS has announced the Exam dates for next year. The dates are:

- December 2, 2006
- March 24, 2007
- June 23, 2007
- December 8, 2007

The exams in 2007 will continue to be paper and pencil exams and the exam locations will be limited. It takes some preparation to submit the APICS CSCP Eligibility Application in when required and to make travel arrangements since the exam will not be offered in Nashville. You can check out the eligibility requirements for the CSCP exam at [www.apics.org/Certification/CSCP](http://www.apics.org/Certification/CSCP).

### Electronic Newsletter

If you are a member and you have not received an email from APICS MITE or APICS President in the past several weeks, it is possible that the emails are being blocked by your IT department's filtering software.

Please follow these instructions to have the email sender included in the list of friendly email senders.

The emails will be sent from [president@apicsnashville.org](mailto:president@apicsnashville.org). If your IT department requires IP address information to unblock the emails, it is:

66.179.147.170	66.179.147.171
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Please call (615) 673-2145 if you have any questions or if you would like to receive the hard copy version of the newsletter. Or you can email me at [President@APICSNashville.org](mailto:President@APICSNashville.org).

