

The Southeast District Just Keeps On Rolling!!!



S O U T H E A S T D I S T R I C T

The Communiqué

Building on the great momentum generated since the beginning of the year, we have a whole slew of updates in this newsletter as well as the upcoming District Meeting in Raleigh, NC on June 6th-7th.

The Southeast District has been leading the way with the use of technology including the new Southeast District website (www.apicssoutheast.org) and the monthly webinar series. In addition, the first District Meeting in Orlando was chock full of great information geared toward the chapters' education efforts and included presentations on topics such as:

- Charged Up Instructors
- Education Grant Money
- Logistics of Conducting an Education Program and
- Student Chapter Development

Many of the presentations are available on

the District website in case you weren't able to make it to Orlando. In addition, this issue of the newsletter includes several education updates that have occurred since the District meeting in February, such as the latest on E&R initiatives from Jerry Kilty (page 4), news about the Fogarty Paper Competition (page 5), and more information from Sharon Rice on the timing and status of courseware updates (pages 6 and 7).

If that's not enough, we keep the ball rolling right into the next District Meeting in Raleigh with information about registration, the hotel and the agenda. We'll be focusing on Chapter Management issues during the meeting as chapters are winding down the year and making plans for heading into next year. Of course, to top it all off (and to keep you on top of everything), see the CMS/C-BAR information and timing on page 3.

We look forward to seeing you all in June for two days packed with information and a whole lot of FUN!!!

District Meeting Version 1.2

In keeping with the technological capabilities demonstrated by the Southeast District, we encourage you to join us for the next "release" of the Southeast District Meeting. The launch will occur in Raleigh, NC on June 6th and 7th and will be focused on chapter management issues as we wind down the

current program year and turn our attention to the coming year through strategic planning and Chapter Minimum Standards/Chapter Benchmarking And Reporting (CMS/C-BAR). There will be gigabytes of great information for you to download with numerous breakout sessions to help you run your chapter more effectively.

We also have some great topics for our body of knowledge sessions and a casino night hospitality event that you won't want to miss! See page 2 for more details. So plug-in, log-on (to the District website that is!) and register today!

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Congratulations to:

Falls Cities Chapter
Celebrating their 50th year on
May 15th

Blue Grass Chapter
Winner of the Q1/2008 Chapter
Incentive Program
for Certifications

Raleigh District Meeting: Agenda

As of May 1, 2008

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Southeast District Chapter Leadership Development Meeting Raleigh, NC - Holiday Inn Crabtree Valley Mall



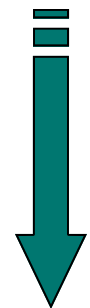
Friday: Jun. 6th

start	session	facilitator
12:30	Registration Open	Triangle APICS
1:00	Welcome/Kickoff	Kc. Kasserman, CPIM, CIRM, CSCP
1:15	President's Forum	Kc. Kasserman, CPIM, CIRM, CSCP and Fred Tolbert, CPIM, CSCP, CPM
3:00	Break	All
3:30	BOK #1: Supply Chain Security BOK #2: John Deers and the Internet -	Joe Ford, Retired Director of Security, FBI
4:45	Excellent Pulling Machines	Rich Shuppert
6:00	Networking/Hospitality: Casino Royale	Triangle APICS - Everyone invited!

Saturday: Jun. 7th

start	session	facilitator
7:30	Registration Open	Triangle APICS
8:00	Welcome/District Introductions	Kc. Kasserman, CPIM, CIRM, CSCP
8:15	Chapter Highlights	All Chapters
9:30	Break	All
9:45	Breakout #1: Chapter Finances – Using Quicken for Financial Responsibility	Piedmont-Triad - Dave Lehman then Florida West Coast - Jerry Kilty
10:40	Breakout #2: Using Free Technology to run your chapter	Deb Hansford
10:45	Breakout #3: CSCP Progress Report on Gap Analysis/Exam Content Manual & Test	All Jerry Kilty
11:40	Breakout #4: CPIM Certification Marketing	Mid-Carolina - Steve Rudnicki
12:30	Lunch	All
2:00	Society Speaker: Strategic Management/APICS	Robert Vokurka, PhD, CFPIM, CIRM, CSCP, CPM
2:05	Breakout #5: Chapter Strategic Planning	All
3:30	Breakout #6: Membership Strategy/Planning	Appalachian - Pam Bachman then Bluegrass - Adam Burja Tri-Statz - Larry Garner then Triangle - Latayna Blue & David Rotn
3:35	Breakover (changover)	All
4:30	Chapter Marketing Tools for Chapters	Jane Pearson, APICS, Inc.
7:00	Recognition /Wrap-up	Kc. Kasserman, CPIM, CIRM, CSCP
7:00	Baseball Game	Triangle APICS/Southeast District

**Meeting Focus:
Strategic Planning
and Chapter
Management**



Registration is simple: First, register at www.apicssoutheast.org.
Then, make your hotel reservation!

Meeting location: Holiday Inn Crabtree Valley Mall
4100 Glenwood Ave.
Raleigh, NC 27612
Call 919-782-8600 for reservations
Rate = \$85/night (mention APICS when booking)

**Reserve by
May 22nd for the
special rate**

CMS/C-BAR Submission: Information and Timing

It's that time of year... Chapter Minimum Standards (CMS) and Chapter Benchmarking and Reporting (C-BAR) will be due in just a few short months. For some chapters, it can be a mad scramble to pull together information and reports from throughout the year. However, some of the most effective chapters use the CMS/C-BAR as a tool throughout the year to guide their strategic direction, shape their initiatives and provide a watermark against which they can gauge their success.

For those who may not be familiar with CMS and C-BAR, they are part of a comprehensive chapter management program that provides a strategic planning and results reporting framework for the chapter leadership community. This program was streamlined for ease of use by APICS chapters, so our organization's members and customers can experience consistency of APICS products and services. It consists of two components:

Section 1: Chapter Minimum Standards (CMS) for Chapter Maintenance — Chapters are required to report their annual compliance with CMS using the guidelines outlined in the C-BAR Handbook and the Improved Workbook (see links at the column end.)

Section 2: Chapter Benchmarking and Reporting (C-BAR) — Chapters electing to participate in C-BAR must be in compliance with the CMS and complete Sections 1 and 2 of the Improved Workbook (note: this is the final year that submissions using the previous Workbook will be accepted.) Only C-BAR participating chapters are eligible for chapter award designations.

Please contact your District representative with questions. All submissions are due to your District representative by July 31, 2008 for evaluation.

Best wishes with your submission and strategic planning for 2008-2009!

Benefits of using CMS/C-BAR throughout the program year

- Capitalizes on growth opportunities
- Identifies challenges
- Drives continuous improvement
- Establishes meaningful metrics
- Recognizes and shares achievements, accomplishments and innovations
- Shares best practices
- No scrambling in July!!!

Download The Handbook and Improved Workbook from the District website:
<http://www.apicssoutheast.org/Tools.htm>

2009 District Elections: A Call For Nominations

As if you couldn't tell from even the shortest interaction with ANY media outlet, it's election season. It's no different for the Southeast District! Typically, the term for the District Director and District Manager positions are two (2) years. However, with the transition from Regions to Districts at the beginning of the year and in order to have staggered officer terms across APICS, the initial term for Southeast District officers was one (1) year. So, we'll be conducting elections at the final District meeting of 2008 in Chattanooga, but the process starts now! If you are interested in getting on the ballot for either position, here's your chance to throw your hat in the ring!

**Nominations for the positions of
APICS Southeast District Director
APICS Southeast District Manager
are currently being accepted.**

**For additional information or
to express interest, please contact:
Scott Campbell
Southeast District Election Administrator
E: scampbell@insourcecs.com
P: 704-714-2665**

Wow....after a very busy education focused meeting in Orlando last February, there continues to be education activity developing within the District.

The following are examples of some of the activities:

Society: Continuous Improvement on the certification programs continues behind the scenes with expected deliverables for both CPIM and CSCP by the end of the year. An updated version of the Train the Trainer has been released and has been evaluated by the District. A stand alone Lean Workshop series is in the process of being finalized and should be released soon. See the Courseware Update Schedule included on page 5 of this newsletter.

E&R Foundation: The Foundation has announced the decision to replace the Donald W. Fogarty (DWF) International Paper Competition with a student leadership forum (see page 4 of this newsletter for more information). As the new program is developed in the next few months more information will be shared. Check back in this spot in future newsletter issues!

District: The District is in the early steps of organizing Train the Trainer (TTT) programs to be conducted during the 2nd half of 2008 throughout the Southeast District. After reviewing the recent update from Society, we feel that this program is best delivered over a day and a half. We will be issuing a survey to all chapters shortly to determine

interest by location and willingness to support a TTT program in your area.

As of the end of March 2008 **5.3%** of the District membership are certified, CFPIM, CPIM, CIRM, or CSCP. C-Bar measures chapters for this objective in intervals starting with the minimum points if less than 24%, and the maximum if over 31%. Where does your chapter stand for achieving this goal? Certainly an important APICS chapter objective is to provide opportunities for individual's professional development through certification. The District exists to help chapter's reach their goals, so if there is anything I or the District staff can do to help improve this percentage, please do not be bashful. Contact us.

Chapter: I know many chapters host special workshops, seminars and other programs. If you would like to promote these at the District level let us know. Deb Hansford has developed a beautiful District web site (www.apicssoutheast.org) and I am sure she will be quite accommodating to help post chapter activities on it.



International Conference: Kansas City — Sept 14-16, 2008!!!

Do you know where the 2008 International APICS Conference is going to be held? Seems like a weird question to ask given the title of the spot, but the point here is to make you remember; **KANSAS CITY, Missouri.** And make sure if you didn't catch the dates, this conference is **NOT** in October. It's in September this year...

So in case you haven't picked up on it

yet—this year's conference will be different! The theme this year is "Hot Issues, Cool Solutions." The Conference Committee this year has been hard at work since before the snow melted in Denver for the 2007 conference to make sure Kansas City was cooking up something special for you.

Already announced is the 2008 keynote speaker: Mr. John Replogle, CEO of

Burt's Bees in Raleigh, NC. More coming, of which, if you are interested yourself in presenting in Kansas City, now is your chance. Checkout apics.org under the conference link. If you have thought about presenting at conference, but weren't sure—take a gander.

For now—mark your calendar! Sept 14-16, 2008! Look forward to seeing in you Kansas City!!

Fogarty Paper Competition — An Important Update

From Rhonda Lummus, **Chair APICS E&R Board**

The Education and Research (E&R) Foundation Board of Directors made the decision at their early February board meeting to replace the Donald W. Fogarty (DWF) International Paper Competition. **There will be no DWF paper competition this year** at the foundation level.

As the E&R Board discussed the DWF program we considered the following facts:

1. There have been some very good papers over the years but there has been a marked decrease in both the quality and quantity of the papers. For instance, in 2007 there were no submissions from four regions. (Some chapters within regions may have run the competitions locally, but did not forward them to the Foundation.)

2. There is no process for using the content of the papers elsewhere in APICS. We seldom receive requests for copies of the papers and they are not incorporated into APICS materials. In many cases, from having been a judge multiple times myself, I would hesitate to use the content for any other purpose. With so much information available electronically today, it is difficult to differentiate the students original thoughts from what has been taken from other sources (which they don't cite very well).

3. We have seen a tremendous increase in the number papers submitted by multiple students. Here is an example from one region (similar examples could be given from other regions), with the names removed. All the papers came from the same school and there were 4 to 5 student names on each paper:

Undergraduate 1st place: Janicki Industries and Capacity Planning - 4 authors

Undergraduate 2nd place: Best Practices in Acquisitions: A Case Study of Acme Corporation – 5 authors

Undergraduate 3rd place: Infrared Data Acquisition Installation at coinstar, Inc. – 5 authors

This does not help us reach more students at more schools. When we attempt to divide the winnings into a check for each individual, it ends up being a small amount and a significant portion of the checks never get cashed.

4. Having followed this program for many years, and was a winner myself when I was a graduate student, I can say that the quality has definitely deteriorated over the years. We spoke to a number of the judges on the competition and they are definitely in agreement.

5. Many of the schools we contacted tell us their students now work on cases or company projects, but not research papers.

Based on all this information, we decided to rethink the program and see what we could come up with that might have more value. We believe that the students that we reach through the scholars program become very committed to APICS and we need to find more ways to reach out to students. We also believe that we need to increase the involvement of academicians if we want to reach students. It is not about the cost of the program, but whether it was accomplishing our goal of engaging more students and academicians in APICS.

We decided to replace the paper competition with a student leadership forum. The new forum will bring together a number of student/professor pairs to meet with corporate representatives to discuss education and knowledge requirements for the workplace. The forum will be a facilitated, two-way discussion with a deliverable summarizing the requirements to be shared with corporations, students and colleges and universities. The student leadership forum seemed a good way to foster a dialogue between students, academicians, and corporate representatives. We anticipate a call to students and professors for participant applications in September and a meeting in November in Chicago. Student/professor pairs will be selected using an application process.

The E&R Foundation led a Supply Chain Management 2010 study in 2006/2007 that resulted in a half dozen issues that corporations are most concerned about for the future. One of those gaps revolved around bringing qualified people into the workplace and the education these people required. We believe the student leadership forum will help fill this need.

The E&R Foundation is still working out the details of the new program and will make announcements as they are firmed up.

If your chapters and/or districts would like to continue holding student paper competitions at the local level, please do so. If you have an active student chapter, we encourage it. However, the difference for you will be that you will not pass on district winners (if your district participates) to the foundation.

We are certainly be open to comments and suggestions.

Courseware Update Schedule

The following is the planned update schedule for all existing APICS Courseware as of March, 2008

Course Title and Description	Current & Planned Release	Planned Release Date	Scope of Update	Status
1. Train the Trainer/Learning Dynamics for Instructors Prepares professionals to teach adult training and development courses.		January 2008	An updated version of Train the Trainer has been released to support the training of new instructors on an interim basis. Development is continuing on a new instructor development program which will include content designed to support experienced APICS instructors, corporate instructors, and international instructors.	Updated TTT - Delivered. Instructor Development Program - Ongoing
3. Lean Enterprise Workshop Series Seven workshop series: Workshop 1: Introduction Workshop 2: People Workshop 3: Value Stream Mapping Workshop 4: Stability and Process Improvement Workshop 5: Just-in-Time Workshop 6: Measuring Workshop 7: Sustaining	V 1.0	1 st Q 2008	Major update (now Lean Enterprise). Designed to be used as instructor-led (28 contact hours). The new course includes a case study used throughout the course (all modules) and is highly interactive (individual and group exercises, some self-study exercises, creation of an implementation action plan). Enhanced visual appeal. New instructor guide and significantly enhanced participant workbook.	April 2008
4. Certified Supply Chain Professional Learning System	1.3 to 2.0	December 31, 2008	Major update to enhance instructor materials and final exams focusing primarily on Module 4. Learning system will be brought into alignment with <i>APICS Dictionary</i> , 12 th edition. Additional changes in content may result from the completion of the Operations Management Body of Knowledge project and changes to exam content based on the 2007 Job Task Analysis.	On Track
5. Certified in Production and Inventory Management Includes Module 1: Basics of Supply Chain Management; Module 2: Master Planning of Resources; Module 3: Detailed Scheduling and Planning; Module 4: Execution and Control of Operations; and Module 5: Strategic Management of Resources	BSCM 2.2-3.0 MPR 3.1 DSP 3.1 ECO 2.2 SMR 1.3-2.0	December 31, 2008	Currently developing multi-year update specifications recommendations. For 2009 versions, assume major revisions to Module 1: Basics of Supply Chain Management and Module 5: Strategic Management of Resources, although this may change based on specifications recommendations. Additional changes in content may result from the completion of the Operations Management Body of Knowledge project and changes to exam content based on the 2007 Job Task Analysis.	On Track
6. Fundamentals of Materials and Operations Management Includes Module 1: Fundamentals of Inventory Control; Module 2: Fundamentals of Planning; Module 3: Fundamentals of Manufacturing Control; Module 4: Fundamentals of Operations Management	FIC: 2.4-3.0 FOP: 2.3-3.0 FMC: 2.2-3.0 FOM 2.1-3.0	December 31, 2008	Major update planned to include the addition of OMERIC's fifth module, Fundamentals of Materials Handling and Warehousing; may also incorporate salient material from retired AMES.	On Hold - Continuing to Negotiate with OMERIC.
7. Theory of Constraints Concepts and Principles CD Workshop Series Includes: Constraints Management Overview; Critical Chain Project Management; Performance Measures; Production Management; Supply Chain Management; and Thinking Processes	V 1.0	No update plans for 2007/2008		
8. Introduction to Enterprise Resources Planning Presents material essential to successful implementation of an ERP system.	V 1.0	No update plans for 2007/2008		
9. Inventory Control CD Workshop Series Includes: Basics of Inventory Management; Cycle Counting; Distribution Inventory Management; Material Requirements Planning and Bills of Material; and Physical Inventory	V 1.0	No update plans for 2007/2008		

More Information



Dear APICS Leader:

I'm pleased to announce APICS' new Lean Enterprise Workshop Series, a seven module course that has been designed in recognition of the demand in the marketplace for education about lean. The series will be available for purchase in July 2008, but in preparation for the launch we are informing you in advance so that instructors may be identified and classes scheduled.

APICS will be offering a Lean Enterprise Workshop Series Train the Trainer course the week of June 2, 2008, at its corporate offices in Chicago. Course registration is free. Instructors who are interested in participating must complete an application and be sponsored by a chapter.

About the APICS Lean Enterprise Workshop Series

The APICS Lean Enterprise Workshop Series has been developed during the last year by a team of instructional design professionals and subject matter experts. The series is organized to enable participants to approach the lean transformation process systematically. Using scenarios from a fictitious company, Murphy's Toys, participants are tasked with finding lean solutions to a myriad of challenges. The Murphy's Toys model enables instructors to customize the material for organizations and industries.

Please review this [PowerPoint presentation](#) for more information about the product and the benefits available to chapters.

Special Introductory Offer for Chapters

For a twelve month period after the release of the product, the APICS Lean Enterprise Workshop Series will only be available for purchase by APICS partners, which include APICS chapters, International Associates, and Authorized Education Providers.

Chapters who begin the APICS Lean Enterprise Workshop Series with at least five participants before the end of 2008 will receive the instructor guide (valued at \$575) at no charge. A preview copy of the first workshop is available to each chapter. Please contact Chapter Relations at chaprel@apics.org before May 16, 2008, to order your copy. Include the APICS ID, name, board title, chapter name, and mailing address for the designated chapter contact in your request. There is a limit of one copy per chapter.

We are very excited about this new offering for APICS members. We look forward to hearing your feedback after you have had a chance to preview the course.

Best regards,

Sharon Rice
Executive Vice President - Professional Development
APICS The Association for Operations Management
8430 W. Bryn Mawr, Suite 1000
Chicago, IL 60631
O: 773-867-1778, ext. 5738
srice@apics.org
apics.org

**And a
Special
Offer!!!**

SOUTHEAST DISTRICT

Kc. Kasserman, CPIM, CIRM, CSCP
6900 Salem Quarter Road
Belews Creek, NC 27009

Phone: (336) 595-3913
E-mail: havefunkc@embarqmail.com



Don't forget, HQ has moved!
Their new address is:

8430 West Bryn Mawr Ave.
Suite 1000
Chicago, IL 60631

Service Award Nominations

The Student and Voluntary Service Awards honor members who demonstrate deep commitment to volunteering in the chapter and community. The recipients are announced each year, recognized at the APICS International Conference and Exposition, and are profiled in *APICS* magazine and on the APICS Web site.

The association's top volunteer selection is based on contributions to the local chapter, leadership in other professional societies, and community service. In addition, students are evaluated on contributions to the parent chapter, district, or APICS corporate, while member applications include contributions to APICS or APICS committees. All APICS members are eligible.

Each submission must be accompanied by a letter of acceptance and three written recommendations. Nomination applications must be postmarked by May 31.

Applications available at:
<http://www.apics.org/About/Awards/individual.htm>

Mark Your Calendar Now! 2008 District Events...

Your District Management Team has prepared the following events for the chapters:

District meetings as follows -

Jun 6-7: Raleigh, NC

Meeting Focus: Strategic and
Chapter Management

Oct 17-18: Chattanooga, TN

Meeting Focus: Volunteer
Leadership

If you haven't registered for the Raleigh meeting yet, take a minute to do so now. It's quick and easy and if you make your hotel reservations before May 22nd, you get a great rate! So don't delay, register today!

In addition to the district meetings, we have put together monthly webinars to share information/best practices for all. The webinars are free to the chapters and are scheduled at various times to allow all volunteers the opportunity to attend. (all times EST)

- May 13th @ 5:30p (register today!!!)
- Jul 8th @ noon
- Aug 12th @ 5:30p
- Sep 9th @ noon
- Nov 11th 5:30p
- Dec 9th @ noon

Presentation materials from completed webinars are found on the District website.

We want YOU!
Your suggestions
for meeting
sessions and
webinar topics. Let
us know—any staff
or email Kc.