

At a glance

FEBRUARY PROFESSIONAL DEVELOPMENT MEETING

Subject: "Workplace Effectiveness"

Speaker: Tom Dilillo, Director of Marketing, Steelcase

Date: February 7, 2008

Place:

The Crowne Plaza
North Dallas/Addison
14315 Midway Road
North of LBJ/635, between Spring
Valley and BeltLine Roads;
Call (817/268-0566) or e-mail
(chapter.administrator@ntxapics.org)
by Monday, February 4; or you can
make your reservation online at
<http://www.ntxapics.org>

Agenda:

- Registration/Networking
5:30-6:30 p.m.
- Dinner
6:45 p.m.
- Speaker/Presentation
7:15 p.m.

Cost:

Members \$25, Students \$10



Tom Dilillo (a.k.a. Vinny)

A Peek at the 21st Century Work Environment

Make plans to attend the February Professional Development Meeting featuring speaker Tom Dilillo for a light-hearted look at the impact of the office work environment on worker satisfaction and job effectiveness. The presentation will focus on the modern office and changes to the work environment primarily concentrating on conference and teaming areas. Dilillo will review the new trends taking place in today's offices and the office furniture changes being made to address 21st century employer and employee needs.

As the director of marketing for Vecta, Di Lillo is responsible for all marketing and product management. Vecta is a division of Steelcase, the world's largest office furniture manufacturer, and is a provider of high-end office furniture. A member of the Premium Business Group of Steelcase, Vecta is committed to workplace effectiveness through design innovation and is nationally recognized for designing and manufacturing high performance products for learning, meeting, and teaming environments.

Prior to joining Vecta, Di Lillo served headed Steelcase's marketing efforts in Asia, Middle East, and Latin America, and developed the marketing materials and programs supporting Steelcase's International account base. Di Lillo has 18 years experience in the Office Furniture industry

Tech Session

"Creating a Lean Culture"

Speaker: Jeff Gilstrap
Steelcase

north



since 1972
Texas

Mark Your Calendars

Six Packed Conference

February 22-23

See Page 9 for
more details

APICS North Texas Chapter #150

EXECUTIVE OFFICER TEAM

PRESIDENT

Paul Hawthorne, CPIM
P.O. Box 1446
Princeton, TX 75407-1446
469/446-8843
paulhawthorne@yahoo.com

PRESIDENT-ELECT

Roland Roberts, CSCP, C.P.M.,
A.P.P.
INFOFINDERS
214/893-6335
roland@americamail.com

SECRETARY

Laurie Begis
RETRACTABLE TECH
972/294-1010
labegis@hotmail.com

TREASURER

Karen Mixon-Dowdy, CPIM
MCDONALD TECH.
972/869-7108
cell 817/937-2152
karend@mcdonald-tech.com
chapter.administrator@ntxapics.org

VP MEMBERSHIP

Mike Bell
HEWLETT PACKARD
3000 Waterview Parkway
Richardson, TX 75081
972/497-4881
Fax 972/497-4770
mike.bell2@hp.com

VP OPERATIONS

Jim Hogan, C.P.M., CPIM
VECTA
972/603-4233
Fax 972/603-4256
jhogan@vecta.com

VP EDUCATION

John Hamil
VISTAWALL
972/551-6462
Fax 972/551-6174

VP MARKETING

Desiree Ballard
HEWLETT PACKARD
972/497-4805
desiree.coyle@hp.com

DIRECTORS

• EDUCATION TEAM

CPIM EDUCATION

Paloma Leonato
10908 Promise Land
Frisco, TX 75035
214/202-5057
palomaleonato@yahoo.com

CIRM EDUCATION

Bob Kohankie, CFPIM, CIRM, CSCP
KOHANKIE AND ASSOCIATES
3930 Willow Run
Flower Mound, TX 75208
972/724-1734
Pager 972-879-2640
kohankie@gte.net

ON-SITE EDUCATION/ FUNDAMENTAL PROGRAM

Mak Madadi, CPIM, CSCP
RAYTHEON SYSTEMS
972/952-5904
mmadadi@raytheon.com

CSCP EDUCATION

Bob Kohankie, CFPIM, CIRM, CSCP
KOHANKIE AND ASSOCIATES
3930 Willow Run
Flower Mound, TX 75208
972/724-1734
Pager 972-879-2640
kohankie@gte.net

• MEMBERSHIP TEAM

RECRUITMENT

STUDENT ACTIVITIES

Howard Hamilton, Ph.D., CPIM
2011 Primrose Drive
Richardson, TX 75082
972/644/5721
hbamilton@tx.rr.com

RETENTION

Brian Snodgrass
MCDONALD TECH
972/869-0122
brians@mcdonald-tech.com

COMPANY COORDINATORS

• OPERATIONS TEAM

ARRANGEMENTS

Rob Masters, CPIM
COVENANT INFORMATION SYS
214/544-8840
rob@cislpc.com

COMMUNICATION (Acting)

Jeanne Lorance, CPIM, CIRM
806 Shorehaven
Garland, TX 75040
972/276-1967
gjlorance@tx.rr.com

DIRECTOR OF PROGRAMS

Gina Cunningham
972/952-3917 office
214/534-5097 cell
g-cunningham@raytheon.com

DIRECTOR OF TECH SESSIONS

Howard Hamilton, Ph.D., CPIM
2011 Primrose Drive
Richardson, TX 75082
972/644/5721
hbamilton@tx.rr.com

TOURS AND SPECIAL PROJECTS

David Morgenson
MCDONALD TECH
972/869-0165
davidm@mcdonald-tech.com

CHAPTER HISTORIAN/ PARLIAMENTARIAN

Howard Hamilton, Ph.D., CPIM
2011 Primrose Drive
Richardson, TX 75082
972/644/5721
hbamilton@tx.rr.com

C-BAR DIRECTOR

Cristie Capps
RAYTHEON SYSTEMS
2501 West University
McKinney, TX 75070
972/952-5141 (wk)
972/952-3060 (FAX)
972/949-3745 (pager)
cristie_capps@raytheon.com

ADVISORS

PAST PRESIDENT

Mike Bell
HEWLETT PACKARD
3000 Waterview Parkway
Richardson, TX 75081
972/497-4881
Fax 972/497-4770
mike.bell2@hp.com

TERRA GRANDE DISTRICT DIRECTOR

Joe Schriever, CIRM, CSCP
8207 N. Madrone Trail
Austin, TX 78737
js4208@aol.com

TERRA GRANDE DISTRICT MANAGER

Roger Harris, CFPIM, CIRM, CSCP, C.P.M.,
PMP
11693 W. 30th Ave
Wheat Ridge, CO 80033
rharris@msstech.com

TERRA GRANDE DISTRICT ADVISOR

Chuck Connelly CPIM, CIRM, CPA
713/721-6000 (office)
713/721-9973 (fax)
Chuck.Connelly@gmail.com

TECHNOLOGY

Richard Jurek
RAYTHEON SYSTEMS
972/344-0651
Richard@jurek.net

UTD STUDENT CHAPTER ADVISORS

Metin Cakanyildirim
metin@utdallas.edu
Chelliah Sriskandarajah
chelliah@utdallas.edu
UNIVERSITY OF TEXAS AT DALLAS
Richardson, TX 75083-0688

STUDENT CHAPTER PRESIDENT UTD

Jeff Dickerson
apicstud@yahoo.com

CHAPTER ADMINISTRATOR

Karen Mixon-Dowdy, CPIM
MCDONALD TECHNOLOGIES
972/869-7108
cell 817/937-2152
karend@mcdonald-tech.com
chapter.administrator@ntxapics.org

CHAPTER NEWSLETTER

Selena Chavis
1-850-376-7892
1-850-729-2697
Fax 1-850-729-0579
selena.chavis@cox.net

President's Message

Paul Hawthorne, CPIM

In APICS, our year runs from July through June. We have a kind of State of the Union we call the "mid-year narrative". I am killing two birds at the same time by combining the mid-year narrative and the January Presidents message into one. I will cover our finances, our membership, and our education programs.

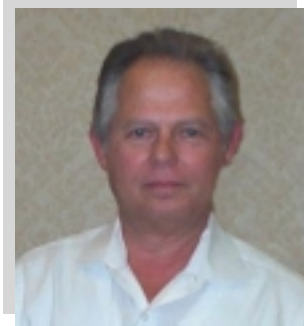
Our financial position is very good. At the beginning of the year, the chapter put \$10,000 into a money market account. This was the first time to be able to add a rainy day fund. We figure six months of operating funds are needed to be safe during critical times. A few years ago we had less than one month of operating funds and this is serious because borrowing money would be difficult, if not impossible. At this point in the fiscal year, we are ahead of our budget revenue forecast and should remain positive the remainder of the year. This will allow us to build our reserves toward the six-month operating funds goal.

Membership continues to remain solid. For years North Texas membership, as all other volunteer run business related groups, fell. For the past couple of years we have stabilized and reversed this trend. Our membership team has worked hard to retain our individual and corporate members. Also, we will be emphasizing our student membership program in the next few months. Our membership team has met their budget forecast in cost and revenue and supported our positive financial position.

From a financial standpoint, the education team has been outstanding. This revenue stream is based on in-house or in-company classes. These classes have exceeded forecast and shows the relevance of APICS education programs within our business community. Business knows the importance of continuing education and supports it, especially during favorable economic times. Our public or individual classes are not as robust. It is not unusual to have the business and individual participation be at different levels. The negative in my opinion is the necessity to push out class scheduling. We all hate this, but cannot justify major negative cash flow problems from insufficient class enrollments. APICS new CSCP certification is gradually taking hold and will continue to be a positive influence in the future.

Overall, our mid-year review is positive. One of our emphases the remainder of the year will be PDM - dinner meeting, attendance. We will be benchmarking with other chapters to generate ideas to stimulate interest. Also, we are interested in your suggestions to improve our meetings. Feel free to e-mail me at paulhawthorne@yahoo.com or call me at 469-446-8843. I would be extremely interested in your ideas and opinions.

See you at the next meeting,
Paul



APICS MISSION

APICS will continue to set the standard as the recognized global leader and premier provider of resource management education and information for individuals and organizations.

APICS, NORTH TEXAS CHAPTER

Vision

Provide continuous learning opportunities emphasizing solutions and services for resource management professionals.

Mission

The APICS North Texas Chapter will offer a suite of Resource Management solutions through education, professional development networking, and learning opportunities designed to enhance performance.

PHONE NUMBERS

Society: 800-444-2742

We have discontinued our chapter hotline. You can now call our Chapter Administrator directly at **817-937-2152**. The Chapter Administrator will be able to assist you with **Address Changes, Reservations, Membership** information or applications, **Education Questions, Seminars and Plant Tours** or direct you to the board member who can help you. Email: chapter.administrator@ntxapics.org

NORTH TEXAS WEBSITE

Please try our website www.ntxapics.org where you can immediately get the following information and services:

Information on: Membership, Education, Professional Dinner Meetings (PDM), Job Placement, Seminars, and Plant Tours. You can find board member's names and contact information.

Services: Registration and/or payment of any Class, Professional Development Meeting, Seminar, Plant Tour, or other event.

You can change your personal membership information such as address and company changes.

Other Websites

Society: www.apics.org

Region Six: www.apics6.org

To Be Brief . . .

New Members

Dorothy Burke	Cable Electronics
Anita Forhart	Garrett Electronics
Stephan Gozdecki	Garrett Electronics
Tammy Griffith	Garrett Electronics
Eric Henderson	
Rick Sobol	
Terry Stone	Garrett Electronics
Deborah Sumpter	Garrett Electronics
Jean Warner	Genlyte Controls
Becky Winford-Davis	Sonitrol Corporation

February Menu

Spinach Salad; Five Pepper Sirloin served with a Cabernet demi-glace; Smoked Cheddar Whipped Potatoes; Fresh Seasonal Vegetables; White and Dark Chocolate Mousse Cake

Vegetarian menu offers Black Bean and Vegetable Stir Fry in lieu of Sirloin

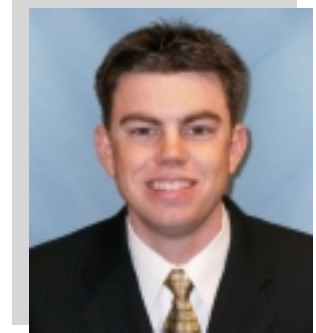
Corporate Headquarters Moving

In spring 2008, the APICS corporate office will move from Alexandria, Virginia to Chicago, Illinois. Although APICS is changing locations, it will be business as usual. Members and customers will continue to receive excellent customer service, free domestic shipping, streamlined ordering, and high-quality membership services, education, and certification programs.

The local chapter closest to your home will continue to serve you. One of the benefits of moving to the dynamic city of Chicago is its central location. More members will be able to take advantage of training sessions and events in our new city. We hope to see you there. Get ready to update your address book—more details are on the way.

If you have questions, contact APICS Customer Support by e-mail at service@apics.org or by telephone at (800) 444-2742 or (703) 354-8851, 8:30 a.m. to 5:00 p.m., ET.

Tech Session Creating a Lean Culture



The February Tech Session will feature Jeff Gilstrap for an overview of the book, *Creating a Lean Culture*, by David Mann, an internal consultant with Steelcase, the world's largest office furniture manufacturer.

Mann felt one important element of Lean Manufacturing was missing when he wrote *Creating a Lean Culture*. The Steelcase Grand Prairie plant participated in the development of the book and has implemented many of the fundamentals addressed in *Creating a Lean Culture*.

Gilstrap will highlight the many facets of a Lean Culture and share some of his first hand experiences. A Sr. Supply Chain Analyst with Steelcase, Gilstrap has a background with Lean Management Systems as a Production Supervisor at Steelcase as well as Manufacturing Engineering experience with Vought Aircraft Industries on the 747 and 777 programs. He received his undergraduate degree from Texas A&M University in Manufacturing Engineering and is currently attending the Neeley School of Business at Texas Christian University working on his MBA with a focus in Supply and Value Chain Management.

Gilstrap was featured in the March 2006 issue of *Manufacturing Engineering Magazine* as recipient of the Society of Manufacturing Engineers "2006 New Faces of Manufacturing Award", and served as Vice-Chair for SME Student Chapter 99.

Dates and Deadlines...Take Note

APICS CSCP EXAM

APICS anticipates a transition to computer-based testing (CBT) for its CSCP exam in December 2008. Both the March and June exam administrations will be paper-and-pencil (P&P) based.

Important 2008 CSCP Program Dates Exam Eligibility Application Deadline Exam Registration Deadline Exam Date Test Delivery Method

January 18	February 1	March 15	P&P
April 25	May 9	June 21	P&P
October 17	TBD	Month of December	CBT

2008 Registration Fees

APICS anticipates that there will be an increase in the North American CSCP exam registration fee. The final 2008 registration fees will be announced after the 2008 budget is approved at the October 2007 APICS Board of Directors meeting.

2008 Exam Eligibility Applications

APICS will maintain both an online and a downloadable version of the eligibility application for the 2008. Both versions of the application will be accompanied by guidelines during the application process. APICS will respond to applicants via e-mail within two weeks of receipt of the applications. Please note that once a candidate's eligibility application has been approved, he or she does not need to re-apply to register for a CSCP exam at a later date.

2008 Exam Eligibility Application Fee

APICS Member or Nonmember: \$0

APICS CPIM EXAMS

The APICS CPIM exams will continue to be offered by computer-based testing in North America throughout the year. Specific dates and hours of operation vary by CBT site.

2008 Registration Fees

APICS anticipates an increase in the registration fees for the APICS CPIM exams in 2008. The final 2008 registration fees will be announced after the 2008 budget has been approved at the October 2007 APICS Board of Directors meeting.

APICS CIRM EXAMS

The APICS CIRM exams will be offered until June 1, 2008. As of June 1, 2008, the APICS CIRM program will be discontinued. Any candidate who wishes to earn the CIRM designation must pass all required exams before June 1, 2008.

APICS 2008 CIRM Exam Dates

First Four CIRM Exams: Throughout the months of January, March, and May 2008

- Enterprise Concepts and Fundamentals (ECF)
 - Identifying and Creating Demand (ICD)
 - Designing Products and Processes (DPP)
 - Delivering Products and Services (DPS)
- Fifth and Final CIRM Exam:
- Integrated Enterprise Management (IEM) Exam: March 29-April 6

Integrated Enterprise Management (IEM) Exam

The remaining two IEM exam administrations are scheduled for December 10-16, 2007 and March 29-April 6, 2008. After the March 29-April 6 administration window in 2008, the IEM exam will no longer be available. Please note that APICS discontinued the eligibility requirements for the IEM exam. Candidates are no longer required to pass the first four CIRM exams before being allowed to take the IEM exam. Although candidates are strongly encouraged to take the first four CIRM exams before the IEM exam, APICS recognizes that increased flexibility is desired by in-process candidates because of the limited administration windows.

Registration Fees

The 2008 CIRM exam registration fees for North America are as follows.

- APICS Members: \$160.00 per exam
- Nonmembers: \$195.00 per exam

FURTHER INFORMATION

The certification section of the APICS Web site will be updated with the 2008 dates in the next several days. The certification registration bulletins will be available after the 2008 fees are finalized in October 2007. If you have any questions about the exam administrations planned for 2008, please send an e-mail to service@apics.org or call APICS Customer Support at (800) 444-2742 or (703) 354-8851.



People Skills #3 - How to be More Convincing in Conversation

By David Lanners

Do you know what it is like when people are skeptical of you and what you say? Especially when you are saying things that benefit you? You can obliterate the skepticism by harnessing the following tool.

- When you are asked a question, avoid making a claim yourself. Reply with a quote from someone else. In effect this “someone else” is answering the question for you even though they are not present. People may be less likely to doubt third parties, than you.

Example - “A project with some elements similar to your proposed project was completed recently for a client and they were happy with the result.”

- Use third party facts and statistics. Facts and statistics are often used in publications, television and speeches and they are compelling to people in conversations as well.

Example - “One reason to utilize this product is because it has achieved the highest efficiency rating in its class for five years in a row. In addition, the product has an 80% market share.”

Story - Recently my wife and I utilized a body shop to repair damage to one of our vehicles. The body shop’s website read (*quote*) “We are humbled that some people claim we are the best in town”. It also said they are trusted to perform the body work for most of the exotic cars in town (*fact*) e.g., Ferraris, Porsches, etc... and they are a little slower than other body shops (*statistic inferring they take their time and really do the job right*). Quotes, facts, statistics and success stories make an impact on you, don’t they?

Nobody wins alone very often or for very long. Think of how much stronger you can be with “others” behind you...

ERP / SCM / Lean Seminar Featuring Chaim Silberstein



This overview seminar takes the business goals of your company through all levels of operations from sourcing to delivery using the shared power of Enterprise Resource Planning (ERP) and Supply Chain Management (SCM) while integrating Lean Thinking. Mr. Silberstein is an

acknowledged expert educator and consultant in the fields of ERP, supply chain management, resource management, Lean Manufacturing, TOC, manufacturing, and distribution systems.

Members \$300
Non-Members \$350
Registration: www.ntxapics.org

Friday, March 07, 2008
8:00 a.m. to 5:00 p.m. Crown Plaza

Agenda

- 08:00 - 12:30 Introduction
 - Why ERP/SCM/Lean?
 - Operating Goals of Your Company
 - Business Planning
 - Demand Management
 - Sales and Operations Planning (S&OP)
 - S&OP Exercise
 - Master Production Scheduling (MPS)
 - MPS Exercise
 - Bill of Materials and Routing
 - Inventory Control
 - Inventory Accuracy Exercise
- 10:00 - 10:15 Coffee Break
- 12:30 - 13:30 Lunch
- 14:45 - 15:00 Coffee Break
- 13:30 - 17:00 Material Requirements Planning (MRP)
 - MRP Exercise
 - Shop Floor Control
 - Purchasing
 - Performance Measurements
 - Integrating Lean Thinking
 - Implementation issues

Metrics Mastery

By Jeff Kugler, CPIM, and Tony Chalet

The identification and monitoring of business performance metrics are accepted best practices in operations management. But selecting the correct metrics and establishing automated systems for collecting operational data are challenging tasks that require careful consideration, particularly in complex manufacturing environments.

Leaders at window and door industry equipment manufacturer GED Integrated Solutions recently implemented key measures to drive and enhance their business processes. They chose enterprise solution IFS Applications and worked with the IFS team to design and execute an effective metrics program.

The 20 to 30 individual performance metrics that GED chose to track contribute to a larger macro view of eight key areas of the organization. The company's gain-sharing program is directly tied to how well GED employees perform in the areas of supplier scorecard, new product development, a human resources metric of 12-month consolidated turnover, service parts order delivery, consolidated emergency response time for critical cases, machinery on-time shipment, machinery on-time installation, and cycle count accuracy.

During the project, GED executives learned how to turn individual metrics into meaningful data that can be used to meet their goals. They also learned several specific lessons on tracking and taking advantage of business metrics to further improve operational performance. These lessons should benefit anyone initiating, or hoping to improve, business performance metrics programs.

Pick the measures that affect change in the business. Some metrics are relevant to departments, but not the organization as a whole. Inventory turns versus inventory on-hand is one example of this. Another example is measuring material price variance versus total cost of inventory investment. Typically, larger-volume purchases result in lower purchase-order costs and favorable material price variances; however, they may be offset by higher inventory carrying charges.

Metrics data must be actionable and acted upon. A metric's usefulness comes in driving improvement. If it is not driving change, it is not of value.

The importance of tracking some metrics will change over time. GED managers were tracking order shortages by planner because of problems with lot sizes and suppliers. Shortages were affecting the shop schedule. As employees improved, the problem's severity and frequency were reduced.

The importance of some metrics rises and falls with cyclical business patterns. When things are booming, people are less concerned that they have dollars locked up in specific types of inventory. But, as business slows and inventory accumulates, it's easy to evaluate where orders need to cut back. Any time inventory spikes, drill deeper into the data to address the backup.

Establish benchmarks and reasonable goals. Take an incremental approach to goal setting. Constant feedback will help operations managers reach their goals over time. As current objectives are exceeded, future goals can be made more aggressive.

Be careful of counterproductive metrics. Don't pick a metric that measures departmental effectiveness but does not deal with organizational goals. Departmental goals can be suboptimal to those of the entire organization. Be careful of material price variance and inventory. The higher quantity bought, the lower the cost—but also the higher the inventory level.

Jeff Kugler, CPIM, is a solutions consultant with the Milwaukee office of IFS North America, and can be reached at jeff.kugler@ifсна.com. Tony Chalet is business integration manager with GED Integrated Solutions, and can be reached at tchalet@GEDUSA.com.

CPIM / CSCP / Fundamentals / Private & Custom Classes

North Texas Chapter APICS

APICS certification programs, Certified in Production and Inventory Management (CPIM) and Certified Supply Chain Professional (CSCP) are recognized worldwide as the standard of professional competence in enterprise operations management. Obtaining an APICS certification shows a commitment to the profession that leads to a sense of accomplishment, demonstrates value to your employer, enhances your earning potential, and provides a path to career advancement. Class schedules can be accessed at the North Texas APICS website: <http://www.ntxapics.org>

Certified in Production and Inventory Management (CPIM)

Modules include:

- Basics of Supply Chain Management (BSCM)
- Master Planning of Resources (MPOR)
- Detailed Scheduling and Planning (DSP)
- Execution and Control of Operations (ECOO)
- Strategic Management of Resources (SMOR)

Certified Supply Chain Professional (CSCP)

Modules include:

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

Getting Started is Easy!

The North Texas Chapter of APICS offers extensive CPIM and CSCP review courses throughout the year. Tuitions are posted on the website, and include all study materials. Simply register for your next class at www.ntxapics.org. Your instructor will help guide you through the study material and exam registration process.

Private Instruction

Our instructors will travel to your facility. We can bring CPIM, CSCP, or Fundamentals Classes (Inventory Control, Planning, Manufacturing Control or Operations Management) to you, during daytime or evening hours, weekdays or weekends. You control the schedule! Contact our Director of Private/In-House Classes for a free quote.

Request Your Free APICS Dictionary!

Attention APICS members! Take advantage of one of your key member benefits. Request your free copy of the newly updated edition of the APICS Dictionary today. Visit www.apics.org/link/freedictionary to order, or call APICS Customer Support at (800) 444-APICS (2742).

Becoming a Member...

If you are interested in becoming an APICS member, use this link to connect to the APICS Society web page. You can join online or download the application. On the application form, be sure to enter "NTX Chapter 150" as your LOCAL CHAPTER affiliation. If you have any questions, you may call 1.800.444.2742, ask for customer service, and they will assist you.

<http://www.apics.org/Membership/JoinAPICS/membrAppStep1.asp>



Regional Conference, Houston, Texas

February 22 and 23, 2008

Register Now - Early Registration Ends - February 7

The APICS 6 Packed Conference features 2 options for learning about the powerful impact that “Leaning Out” your organization can have. For detailed information, see our website at www.6packed.org

1. Special Session - 2 Day Workshop
2. General Session - Attend one or all the Lean Tracks

Additionally the 6 Packed Conference features 5 concurrent sessions covering critical topics in operations and supply chain management. Visit our website for more information.

Special Session - Lean Certificate Workshop - 2 Days

Lean Operations is the philosophy of management that emphasizes the minimization of all the resources used in the various activities of the enterprise. It involves identifying and eliminating non-value-added activities in design, supply chain management, and dealing with the customers. Our two day certificate program is designed to intensively review and learn to apply several of the threads that lead to successful lean adoption.

- Provides procedures, policies, tools and techniques for any business or industry.
- Learn to identify and eliminate waste; become a lean and competitive organization.
- Topics include Lean Teams, 5 S Method, Value Stream Mapping, Process Improvement, Lean Quality, and Lean Application

- A certificate of completion will be presented to attendees after completing all workshop requirements.
- Workbooks will be provided, as will as all other required class materials.

General Session - Lean Topics

Attend only the topics that interest you. You can attend a specific one or all of them. It is your choice. Lean Topics in the General Session include:

- Demand Management and Lean: From Business Planning to Shop Floor Execution
- Lessons Learned from Toyota
- Lean Inventory Management in Remanufacturing
- Service Mapping: Value Stream Mapping a Service
- Path to Continuous Improvement at Hunt & Hunt Manufacturing
- Value Stream Mapping: The Basics
- Beware of the Trappings of Point Kaizen’s Isles of Excellence
- Visual Workplace: Office or Factory - Interactive Workshop

General Session

In addition to Lean topics, the 6 Packed General Session features tracks covering:

- Supplier Relationship Management (SRM)
- Supply Chain Management and Operations
- Distribution and Logistics
- Customer Relationship Management (CRM)
- Top Management
- Practical Application of Today’s Tools

Location:

JW Marriott in the Galleria

Address: 5150 Westheimer, Houston, TX, 77056

Call to Register: (800) 228-9290 or (713) 961-1500 *Specify: JW Marriott Houston, APICS 6 Pack Conference. Code is STCSTCA*

Special Conference Room Rate is \$130/night plus taxes.

NOTE: You must reserve your room by February 7, 2008 to get the conference rate.

Choose to register for either the General Sessions or the Special Session

Registration: Is hosted by the [North Texas APICS Chapter](http://www.NTXAPICS.org)

1. Go to the North Texas APICS Website at www.NTXAPICS.org
2. Click Seminars on the left-hand side
3. Choose from: (a) General Sessions (2 days); (b) Lean Manufacturing (2 days); or (c) Fri. or Sat. General Sessions (1 day)

Contact: Karen Mixon-Dowdy, CPIM: Email: karend@mcdonald-tech.com or Phone: 972-869-7108

Pricing:

Full (2-Day) Conference

Early Registration: \$445

Late Registration: \$495

One-Day Conference

Early Registration: \$295

Late Registration: \$325

Early Registration Ends February 7, 2008

Pay for 4 people from your company, and send the 5th person FREE.

Additional Information:

Chet Frame CPIM, CSCP

cframe1@elp.rr.com, 915-203-8040

Chuck Connelly CFPIM, CIRM, CSCP, CPA

Chuck.Connelly@gmail.com, 713-579-1961

NAME	COMPANY	PHONE
Wilhite, Charles	Sanden International USA Incor	972/442-8705
Best, Bobby	Welton USA Ltd	214/596-2744
Blum, Robert	Emerson Process	972/547-3775
Hunt, Shelley	Leeman Electronics	972/994-5726
House, Donna	Atlas Copco	972/496-7227
Boggs, Jonathan	Genlyte Controls	972/840-1640
Wilson, John	First Place Foods, LLC	972/272-1111
Otenti, Robert	Alcatel USA	972/519-2650
Olchak, Larry	Finisar Corp AOC Division	214/509-2753
Kirwan, Tom	Siemens	972/213-5664
Alva, George	NuSil Technology	972/518-2270
Hogan, James	Steelcase Grand Prairie	972/603-4233
Hamil, John	Vistawall Architectural Prod	972/551-6462
Schuerman, Dale	RAM Software Systems Inc.	972/669-0763
Byrne, Patrick	Luminator	972/516-3122
Price, Brian	Tyco Electronics Power Systems	972/284-2940
Hunt, Gene	Texas Instruments	972/564-3294
Yang, Weiqing	Bearing Point Inc	972/897-4735
Moshier, Marie	Occidental Chemical Corporation	972/404-3495
Huddleston, Wallace	Telstrat	972/543-3451
Rayburn, Dwaine	HB Fuller Company	972/728-0717
Larson, Jana	Raytheon	972/952-6547
Sims, David	Texas Instruments Incorporated	214/567-3217
Steele, John	Halliburton Energy Services	972/418-4521
Spooner, Scott	Osteomed Corporation	972/677-4600
Vincent, Katy	AEP Industries	972/603-4213
Estenson, Brooke	BAE Systems	972/659-2687
Begis, Laurie	Retractable Technolgies Inc	972/294-1010
Strong, Suzanne	STMicronics	972/466-7391
Grady, Steven	TDIndustries	972/888-9631
Ramachandran, Ashok	Victor Equipment Company	940/566-2000
Barnes, Randy	Sanmina-SCI	972/417-6791
Daily, Steve	Avnet Electronics	214/343-5000
Morgenson, David	McDonald Technologies Inc	972/869-7124
Allen, J Morgan	Associated Materials	

Advertising Rates

This publication is distributed monthly to more than 1,800 manufacturing professionals in the Dallas-Metroplex area. Advertising space is available. Fees are:

Single-Issue (One-Time) Advertising Rates

• Business Card	\$25	
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• 1/2-page camera-ready copy	\$125	(3 issues for \$345)
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The editor of the APICS newsletter reserves the right to hold an ad from printing due to space limitations. If an ad is not printed due to space problems, the ad will automatically move the the next month's newsletter with no additional charge to the advertiser. If the advertiser does not want the ad printed the following month, a full refund will be made. Ad space availability is on a first-come, first-served basis.

About This Publication

The MetrAPICS News is a monthly newsletter published by the North Texas Chapter of APICS as a service to its members. The newsletter provides current information about the field of Resource Management including chapter activities, education services, and member and company news.

Reader input is encouraged. Contact the Director of Communications (see page 2) about input and submissions for publication. Articles are due the first Wednesday of the month.
2000 APICS of North Texas

APICS, North Texas Chapter Calendar of Events

FEBRUARY

- 7 Tech Session; Speaker: Jeff Gilstrap, “Creating a Lean Culture”, Steelcase
- 7 Professional Development Meeting; Speaker: Tom Dilillo, Director of Marketing, Vecta
- 16 Deadline for Newsletter (March)
- 21 Board of Directors Meeting
- 22-23 Six-Packed Conference, Houston, TX

MARCH

- 6 Tech Session TBD
- 6 Professional Development Meeting: “Integrated Lean Thinking and ERP”; Speaker: Chaim Silberstein
- 8 ERP/SCM/LEAN Seminar, Crowne Plaza 8a.m.-5 p.m.
- 16 Newsletter Deadline (April)
- 20 Board of Directors Meeting

APRIL

- 3 Tech Session TBD
- 3 Professional Development Meeting: “RFID and the Theory of Constraints”; Speaker Cynthia Kalina-Kaminsky
- 17 Board of Directors meeting
- 17 Newsletter Deadline (May)

MAY

- 1 Tech Session TBD
- 1 Professional Development Meeting: “Marketing You: Ways to Make Your Brand Stand Out in a Cluttered World”; Speaker: David Leiber:
- 15 Board of Directors Meeting
- 15 Newsletter Deadline (June)

JUNE

- 5 Professional Development Meeting: “Inventory Optimization”; Speaker: Lisa Ryan Heart
- 5 Annual Awards

JULY

NO DINNER MEETING



APICS Code of Ethics

- To maintain and improve sound business practices and foster high standards of professional conduct.
- To hold in professional confidence any information gained of the business of a fellow member’s company and to refrain from using such information in an unethical manner.
- To seek success without taking unfair advantage or using questionable acts that would compromise one’s self-respect.
- To neither engage in nor sanction any exploitation of one’s membership, company, or profession.
- To encourage and cooperate in the interchange of knowledge and techniques for the mutual benefit of the profession.
- To be careful with one’s criticisms and liberal with one’s praise; to build and not to destroy.
- When a doubt arises as to the right or ethics of one’s position or action, to resolve such doubt according to generally accepted standards of truth, fair dealing, and good taste.
- To maintain high personal standards of moral responsibility, character, and business integrity.
- To uphold the high ideals of the Society as outlined in the bylaws.