

# Upstate SC Supply Chain Coalition

**Coalition:**  
An alliance among entities, during which they cooperate in joint action, each in their own self-interest

MARCH 2010

## SPECIAL POINTS OF INTEREST:

- Use the calendar on page 2 to begin saving the dates for our future meetings!

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## Implementing Sales and Operation Planning

### Professional Bio of Patrick J. Bettini

Pat Bettini's experience as an ERP and SCM practitioner, consultant, educator and senior business manager spans over 35 years. As an Oliver Wight Senior Partner, Pat specializes in consulting, education and support for ERP/SCM business system implementations, including Repetitive, Process Chemical, Pharmaceutical and Food, Garment Manufacturing, Hard Goods Make-To-Stock and Make-To-Order, and Aerospace and Defense Contract Manufacturing. Additionally, he heads the Software Selection and Evaluation Practice for Oliver Wight and serves as a manufacturing system software selection and audit expert for the group. Oliver Wight will join us first thing to field and open questions before we caucus on our group direction and next steps.

His 35 year career covers "hands-on" management as a Manufacturing Engineer, Production and Inventory Control Manager, and Materials Manager, followed by a move to the Manufacturing Systems Division of Xerox as a Senior Consultant and subsequent Director of Education and Consulting for Manufacturing Systems Implementation Services. He gained senior management experience as Vice President of U.S. Sales for a West Coast international corporation specializing in computer hardware and software for the manufacturing and distribution industries.

Pat's ERP/SCM implementation and software selection assistance experience covers a diversity of industries, with significant implementation consulting and education involvement and contribution in over 50 ERP/SCM projects, including: Corning Glass, TRW, Aerojet, Martin-Marietta, Northern Telecom, Scoville, Pfizer, Dresser Industries, Ciba-Geigy, Syngenta, Mova Pharmaceuticals, Banner Pharmacs, American Cyanamid, Bristol Myers Squibb, Navistar, Hobart Food Equipment, Proctor & Gamble, Motorola PCS, Artesyn Technologies, Kellogg Foods, Medco Health Solutions, Sonoco Paper and Mars Snackfood and Mars Pet-care US.

He has been an active APICS member and frequent speaker at international, regional, and chapter meetings. He became APICS certified in 1979, and has a number of published articles in industry magazines, journals, and APICS papers to his credit. His primary goal as a professional consultant is to use his best-practice experience to guide and assist manufacturing and distribution companies in becoming successful, self-sufficient, Class "A" ERP users.



Patrick J. Bettini, Principal  
Oliver Wright Americas, Inc.  
134 Clearwater Lane  
 Mooresville, NJ 28117-7529

### Event Details

**What:** March PDM

**When:** Tuesday, March 9 at 6:00 p.m.

**Where:** The Hilton

Haywood Road, Greenville

**Cost:** \$25 Members, \$30 Non-Members;

**RSVP on the APICS website:**

[www.apics-sc.org](http://www.apics-sc.org)

Please RSVP on or before March 5, 2009

# CPIM Course Schedules

## Piedmont Technical College

CPIM Module Instructor  
 Frederick Cosby

We currently do not have any classes scheduled at Piedmont Technical College. Please contact Jeanne Hughston—Program Manager at Piedmont Technical College if you are interested in classes resuming at Piedmont Technical College.

We will send out an e-mail blast with future class dates as they get scheduled.

Registration Contact: Jeanne G. Hughston,  
 Program Manager  
 Phone Number: (864) 941-8781  
 Email: hughston.j@ptc.edu  
 www.ptc.edu

- Bachelor of Science from Limestone University
- 10 years of experience in Manufacturing and Packaging with an extensive background in Production and Inventory Control
- Experience in Management, Production Planning, Purchasing, Master Data, Inventory Control, Training, Project Coordination, Process Development, and Procedural Document Control
- Participated in a Lean/Sigma Six implementation and became the 7th member in an organization of over 4,000 to earn his Green Belt Certification
- Certified in Lean Office and Value Stream Mapping
- Received the 2002 U.S Air Force Reserve Security Forces Airman of the Year
- 12 Years experience as a trainer/instructor
- APICS Certified CPIM, and CSCP

CPIM Module Instructor  
 Jeff Anderson

## Spartanburg Community College Main Campus

- BA from Regis University; Denver, CO
- MBA from Wake Forest University; Winston-Salem, NC
- Over 20 years of experience in assisting companies in achieving manufacturing excellence
- Qualified APICS CPIM Instructor in all modules since 1995, assisting people across the Southeast gain their APICS CPIM Certification
- CFPIM— Certified at the Fellow level in Production & Inventory Management through APICS
- One of the first people in the nation to pass the CSCP exam
- Qualified APICS Train the Trainer Instructor
- Recognized by APICS at the local, regional, and national levels as an accomplished trainer and major contributor to the manufacturing body of knowledge
- Industry experience with world class corporations in the medical products, plastics, electronics, home furnishings, and packaging industries. Product lines include over 170,000 individual SKU numbers

Class	Dates	Time	Days
Detailed Planning and Scheduling	March 15, 2010— April 15, 2010	6:00-9:00 pm	Monday & Thursday
Execution and Control of Operations	April 26, 2010— May 27, 2010	6:00-9:00 pm	Monday & Thursday
Strategic Management of Resources	June 14, 2010 - July 15, 2010	6:00-9:00 pm	Monday & Thursday

Registration Deadline: At least one week prior to the start of the class  
 Registration Contact: Tina Upton  
 Phone Number: (864) 592-4997  
 Email: UptonT@sccsc.edu  
 Online Registration: <http://spartanburg.augusoft.net/index.cfm?FuseAction=I071>  
 Phone Registration: (864) 592-4408

# Upstate SC Supply Chain Coalition 2009 Calendar of Events



Council of Supply Chain Management Professionals

Event	Date	Time	Location	Price (Member/Nonmember)
Patrick Bettini Implementing Sales and Operations Planning	March 9, 2010	6:00 P.M.	The Hilton Haywood Road Greenville, SC	\$25 Members \$30 Non-Members
Joint meeting with ASQC	April 13, 2010	6:00 P.M.	The Holiday Inn Augusta Road & I-85	\$23 Members with Reservations \$25 for non-members or No Reservations
Mark Efirid Accessibility Services General Document Management	May 11, 2010	6:00 P.M.	The Hilton Haywood Road Greenville, SC	\$25 Members \$30 Non-Members

**A DOOR PRIZE DRAWING WILL BE HELD AT THE MARCH DINNER MEETING!!**

Please visit the APICS society homepage at [www.apics.org](http://www.apics.org).

Find important and up to date information on your local Southeast APICS district at [www.apicssoutheast.org](http://www.apicssoutheast.org).

## Certified Supply Chain Professional (CSCP)

Earning an APICS certification can take you from a qualified candidate to a sought-after expert. Around the world, APICS certification designees are recognized, promoted, hired, and paid more.

Especially in today's growing and changing supply chain management field, to maintain your competitive edge, you must continuously increase your knowledge, skills, and expertise. Stay competitive with the APICS Certified Supply Chain Professional certification.

### CSCP Classes

Classes will be led by a certified instructor at a date and location that will coincide with the registration and testing schedule established by APICS.

#### What is the APICS CSCP?

The APICS CSCP brings your company's entire value chain into perspective. By giving you a truly end-to-end view of the supply chain, you become the expert, not just within your organization's walls—you become the global expert.

From manufacturing to service, in business and consumer markets, the increasingly important role of effective supply chain management affects all organizations. Customer expectations are high—with the APICS CSCP, you can ensure that your company not only meets, but exceeds them.

#### Who are APICS CSCP Designees?

- Professionals seeking in-depth knowledge and understanding of their entire supply chain.
- Employees hoping to boost productivity and collaboration.
- Innovators promoting **global** supply chain management.
- Managers working to affect lead time, inventory, productivity, and the bottom line.
- Hard workers trying to move forward in their careers

### THE New APICS Lean Enterprise Workshop Series

The most successful individuals and organizations map out their goals to ensure they are achieved. When organizations decide to go lean, they need a skilled team to lead them. Build your skills and become a lean leader at your organization with the new APICS Lean Enterprise Workshop Series.

The APICS Lean Enterprise Workshop Series is organized to enable you to approach the lean transformation process systematically. Using scenarios from a fictitious company, Murphy's Toys, you will be tasked with finding lean solutions to a myriad of challenges. This method will provide you with the flexibility to immediately customize what you've learned and implement it at your own organization.

Workshops include: Introduction, Lean Culture, Value Stream Mapping, Stability and Process Improvements, Just-in-Time, Measuring and Sustaining

The Lean Enterprise Workshop is only available through your local chapter. **NEW—Check our web-site for the upcoming Lean Enterprise Workshop!!**

#### Lean Enterprise Workshop Classes

Classes will be led by a certified instructor at a date and location to be announced.

## Message from the President

### Message from the President

A great Thank You goes to Betty Parker Ellis for a very informative presentation at the February PDM (Professional Development Meeting ) on developing your network. Your APICS Upstate Chapter also has several great up coming events: The one day LEAN Seminar (6 points for certification maintenance), and the March PDM on Implementing Sales & Operations Planning. Please see details in the newsletter or at [www.apics-sc.org](http://www.apics-sc.org).

As professionals in Supply Chain and Inventory Management, I thought the following topic would be a real interest to you. Multi-Echelon Inventory Rationalization - what is it, what is the benefit, and how do you do it? Multi-Echelon Inventory Rationalization is a process for systematically evaluating the inventory throughout your enterprise. The following is an example of the benefits. A large parts distributor had a Multi-Echelon Inventory Rationalization performed across 10 parts Distribution Centers (DC) and the results indicated an opportunity to reduce its overall inventory by \$50 million. That is real working capital, DC space, and operating costs reduce opportunity. I do not sell for anyone, so the following is only provided as web-sites where you can learn more about the topic and the service providers in the field ([www.toolsgroup.com](http://www.toolsgroup.com), [www.optiant.com](http://www.optiant.com), [www.smartops.com](http://www.smartops.com),

[www-01.ibm.com/software/websphere/products/sca/](http://www-01.ibm.com/software/websphere/products/sca/), [http://www.jstenough.com/Solutions\\_InventoryPlanning.aspx](http://www.jstenough.com/Solutions_InventoryPlanning.aspx)). Getting the data right is the first real key to being able to perform a solid baseline evaluation and the exploration of multiple inventory strategies. There is real opportunity in your Supply Chain for both inventory reduction and improved customer service!

Sincerely,

Michael Gochnauer, CPIM, CSCP President, APICS Industrial Crescent Chapter  
864-483-0414 [president@apics-sc.org](mailto:president@apics-sc.org)



# Board Roster for 2009—2010

**President**

**Executive VP**

**VP Programs**

**VP Education**

**VP Marketing**

**Marketing Support**

**VP Membership**

**Company Coordinator Dir.**

**Membership Retention Dir**

**VP Career Development**

**Academic Affairs Dir**

**VP Finance**

**VP Administration**

**Past President (2008—2009)**

**Mike Gauchner, CPIM, CSCP**

**Jeff Anderson, CFPIM, CSCP**

**Joan Heard, CPIM, CSCP**

**Vicki Henderson**

**Mike Prater, CPIM**

**Nancy Eichstadt**

**Joe Pomeroy**

**Edjar Javier**

**Hal Westmoreland**

**Gary Tompkins**

**Mark Andrews**

**Sue Belair, CPIM**

**Cathy Keeton, CPIM**

**Toyya Funchess**



## Ace Your Certification Exam

By Dave Turbide CSCP, CFPIM, CIRM, CMfgE

Certification documents your capabilities and experience, enhances your resume, and demonstrates your value to current and future employers. But getting certified is no easy task. There are five exams you must pass for the APICS Certified in Production and Inventory Management (CPIM) program and one for the APICS Certified Supply Chain Professional (CSCP) designation.

Whether you opt for the paper-and-pencil variety or the computer-based testing alternative, you will be presented with a number of multiple-choice questions and a time limit. You are not allowed to take any books, papers, or other materials into the testing room.

### Preparation

APICS certification assumes a certain level of knowledge and experience in the area being tested, whether it's supply chain management, planning, scheduling, or execution and control. Beyond that, you are expected to know the concepts, definitions and principles contained in the OMBOK. This covers a broad spectrum of resource management and supply chain activities and knowledge—far more than any one person is likely to have experienced—so, a certain amount of additional studying is required. There is an *Exam Content Manual* available for each test, and that's the first place to go to find out what is covered. You then should study the *APICS Dictionary* and the referenced books and articles to build knowledge in any weak areas.

For any and all of the exams, the best preparation is to attend and participate in an instructor-led APICS education exam review course. Not only is all of the material covered in the course, but the instructor and the other students also can help increase your grasp of the information by discussing their own experiences. But remember, these are designed to be review courses, not pure education. If you don't have experience in a particular topic area, read the reference material beforehand. Classes are offered at local chapters and certain community colleges. There also are self-study, online, and workshop options. Check [apics.org](http://apics.org) for information and schedules.

### Test day

You've heard this before: Be sure to get a good night's rest the day before the exam. Show up early so you won't be stressed by any traffic delays or sign-in snafus. Try to relax and clear your mind of other concerns. Be "in the moment," and concentrate on the exam. Above all, don't panic—it's just a test, and the world won't come to an end if you don't do as well as you'd like.

The test questions are multiple choice. Read each question and answer the ones you know right away. If you can eliminate several of the possible answers, it's okay to take your best guess from the remaining two possibilities. Mark these questions to review later if you have time.

If you really don't know the answer, mark for later review and move on. Incorrect answers count the same as skipped questions so you will want to take a guess at some point. For the sake of time management, though, you should move on to be sure you complete the exam, then go back and work on the tough ones. There is ample time to get through the exam, as long as you don't agonize over each question. Go through at a steady pace, and then spend whatever time is left deciding on the difficult questions and reviewing your iffy answers. In most cases, your first impression is the right one. Don't hurt your score by trying to second-guess your initial feelings.