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Coalition

AUGUST 2010

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

Resume Writing and ... Lean Forecasting

Gary has worked in Manufacturing and Finance for many years serving as a Manufacturing Supervisor, Quality Engineer, Financial Analyst, Accounting Supervisor, and Strategic Financial Analyst with Kemet Electronics Corporation and Emergent Financial Group.

Gary has a BA from Furman University in Business Administration, an MBA from Clemson University, and 2 years of coursework on his PhD in Industrial Management from Clemson University. He has served as a Deacon at First Presbyterian Church in Greenville for six years. He also served as Chairman of the Board for Piedmont Women's Center (a Christian-based Crisis Pregnancy Center, for 2003 and 2004, and he was also treasurer from 1999 to 2003. He currently serves on PWC's Advisory Board of Directors.



Gary Tompkins

Gary specializes in recruiting professionals in the top 20% of their peer group in the fields of Engineering, Quality, Management, Finance, Accounting, and Supply Chain Management.



Fred Tolbert has more than twenty-five years of supply chain management experience. He is Principal of Southeast Demand Solutions, LLC, the Southeastern reseller of the Demand Solutions suite of demand planning software. In this position, he leads the Demand Solutions marketing, training and consulting activities in Alabama, Florida, Georgia and South Carolina.

Fred Tolbert, CPIM, CSCP Fred spent ten years as a Principal Consultant with The North Highland Company, an Atlanta-based management consulting services firm. He was Director of Operations with Sun Data, a distributor of IBM AS/400 equipment. He held systems development management and inventory management positions with Con-tel Corporation. Fred began his business career as a Senior Consultant with Andersen Consulting.

Fred has BBA and MBA degrees from the University of Georgia. He is active in APICS and served for two years as president of the Atlanta APICS Chapter. He is currently the APICS Southeast District Director, representing APICS members in ten southeastern states and Puerto Rico on the APICS society Board of Directors.

Event Details

What: September PDM

When: Tuesday, September 7, at 5:00 p.m.

Where: The Hilton
Haywood Road

Cost: \$25 Members, \$30 Non-Members;
RSVP on the APICS website:

www.apics-sc.org

Please RSVP on or before September 7, 2010

CPIM Course Schedules

Spartanburg Community College Main Campus

CPIM Module Instructor
Fred Cosby, CPIM, CSCP

Registration Deadline: At least one week prior to the start of the class

Registration Contact: Tina Upton

Phone Number: (864) 592-4997

Email: UptonT@scsc.edu

Online Registration: <http://spartanburg.augusoft.net/index.cfm?FuseAction=1071>

Phone Registration: (864) 592-4408

- 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

APICS Industrial Crescent Chapter offers **\$100 rebate** to current chapter members enrolled in the CPIM Basics of Supply Chain Management in the month of September upon successful completion of the course!
Request rebates by e-mailing president@apics-sc.org

CPIM Module Instructor
Joan Heard, CPIM, CSCP

- BSBA from UNC Pembroke
- APICS Certified – CPIM and CSCP
- With over 15 years of experience in manufacturing, production planning and scheduling, customer service, supply chain management and inventory control
- Successfully scheduled and managed inventory control systems in World Class manufacturing operations in the automobile, packaging and electronics industries
- Highly skilled in MRP, SAP, Mapics and JIT
- Implemented and maintained ISO 9000 quality systems
- Experienced in tracking, scheduling and delivery of global shipments of delivery of parts and products.
- Recognized by APICS Industrial Crescent Chapter as a Member of the Year 2009-2010.

Piedmont Technical College

Class	Dates	Time	Days
Basic of Supply Chain	Sep 28, 2010— Nov 30, 2010	5:30-8:00 pm	Tuesday
Master Planning of Resources	Jan 4, 2011— Mar 8, 2011	5:30-8:00 pm	Tuesday
Detailed Planning and Scheduling	Apr 12, 2011— Jun 14, 2011	5:30-8:00 pm	Tuesday
Execution and Control of Operations	Jul 19, 2011— Sep 20, 2011	5:30-8:00 pm	Tuesday
Strategic Management of Resources	Oct 25, 2011— Jan 10, 2012	5:30-8:00 pm	Tuesday
*No Classes: 12-7-2010 through 12-28-2010; 3-15-2011 through 4-5-2011; 6-21-2011 through 7-12-2011; 9-27-2011 through 10-18-2011; 12-20-2011 through 12-27-2010			

Registration Contact: Jeanne G. Hughston, Program Manager

Phone Number: (864) 941-8781

Email: hughston.j@ptc.edu

www.ptc.edu

CSCP Course Schedules

Hubbell Lighting, Inc.

The Fall 2010 class for Certified Supply Chain Professional certification training will begin in Greenville on Saturday September 25th at 8 a.m. Classes will run from 8 a.m. to 1 p.m. for eight consecutive weeks at Hubbell Lighting, Inc. Admin Building at 701 Millenium Blvd, Greenville, SC 29607.

Use the sign-up online link below for registration. The CSCP testing window will be from December 4th till January 15th, following this class ending on November 13th.

Exam registration is separate from this class. See www.apics.org for details on exam registration.

CSCP training course price for APICS Members is \$1,200, and Non-Members— \$1,500. The course is offered at a discount for chapter members that are unemployed at the time of the first class; the discounted course price is only \$800. What a great opportunity for enhancing your professional skills and becoming more marketable! Those seeking this discount should register as a member. The invoice will be adjusted with verification of unemployment by request to vpmarketing@apics-sc.org.

CSCP Module Instructor
Fred Cosby, CPIM, CSCP

- 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

Class	Dates	Time	Days
Supply Chain Management Fundamentals	Sep 25, 2010 Oct 2, 2010	8:00am—1:00 pm	Saturday
Building Competitive Operations, Planning, and Logistics	Oct 9, 2010 Oct 16, 2010	8:00am—1:00 pm	Saturday
Managing Customer and Supplier Relationships	Oct 23, 2010 Oct 30, 2010	8:00am—1:00 pm	Saturday
Using information Technology to Enable Supply Chain Management	Nov 6, 2010 Nov 13, 2010	8:00am—1:00 pm	Saturday

Registration Deadline: At least one week prior to the start of the class
 Registration Contact: Toyya Funchess
 Email: president@apics-sc.org
 Online Registration: http://www.apics-sc.org/education/apics_educ_signup.aspx?PROG=CSCP

Upstate SC Supply Chain Coalition 2009 Calendar of Events



Event	Date	Time	Location	Price (Member/Nonmember)
Gary Tompkins Fred Tolbert	September 7, 2010	5:00 P.M. 6:00 P.M.	The Hilton	FREE \$25 Members \$30 Non-Members
Hal Westmoreland Bart Boissonneault	October 12, 2010	5:30 P.M. 6:00 P.M.	Greenville Marriott 1 Parkway East, Greenville, SC 29615	FREE \$25 Members \$30 Non-Members
Sharon Bartlet	November 9, 2010	6:00 P.M.	The Holiday Inn	\$25 Members \$30 Non-Members
Thirsty Thursday RJ Rockers Brewery	November 11, 2010	6:00 P.M.	226-A West Main St Spartanburg, SC 29306	FREE
Hubbell Lighting, Inc. - Plant Tour	January 11, 2011	6:00 P.M.	701 Millennium Blvd Greenville, SC 29607	\$25 Members \$30 Non-Members
Immedion Data Center Tour	February , 2011	6:00 P.M.	78 Global Dr., Suite 100 Greenville, SC 29607	TBD

Please visit the APICS society homepage at www.apics.org.

Find important and up to date information on your local Southeast APICS district at
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.

Resume Writing—Distinguish Yourself from the Bunch

Gary will present non-traditional approaches to formatting a resume. Some people have the idea that a resume needs to be one page, black and white in size 10 font. That might be fine for some people; however, Gary will take it to the next dimension. He will present ideas on focusing on a particular position within an industry, listing accomplishments rather than duties. He will concentrate on the importance of answering four questions that every CFO and CEO wants answers to in every employee. Then he will cover a resume addendum where you will learn to include a write-up of projects that you have managed with top and bottom line results. The focus is like a pro golfer shooting for the hole from 250 yards away; he is not simply hitting in the direction of the green, but truly shooting to put the golf ball into the cup.

PDM Speakers

Resume Writing

Gary Tompkins

Lean Forecasting

Fred Tolbert, CPIM,
CSCP

Lean Enterprise Workshop Series Lean Forecasting—Apply Lean Concept to Significantly Improve Forecast Accuracy

Lean Forecasting – Apply Lean Concepts to Significantly Improve Forecast Accuracy

Many people's attitude about sales forecast accuracy is a little like the weather. They complain about it, but feel powerless to do anything about it. Even after spending big \$\$ on sales forecasting systems, they sometimes find that their forecasts are less accurate than before. The reality is that the cause of forecast accuracy problems are often not in the software, but in the sales forecasting process built around the software.

Lean concepts involve identifying and eliminating non-value-adding activities in business processes. Non-valued added activities in the sales forecasting process often add complexity, bias and excessive forecast adjustments, resulting in less accurate forecasts, excess inventory and lower customer service.

Today, innovative companies are applying lean concepts to improve their sales forecasting process. The results are 90+% forecast accuracy and near 100% customer service. This month's Professional Development Meeting presentation will demonstrate how to apply lean concepts to improve your company's sales forecasting process. Also, it will provide a case study of how one company applied its mission of continuous improvement to build a world class forecasting process.

Message from the President

Greetings APICS Members!

My name is Toyya Funchess and I want to extend to you my warmest welcome as the newly elected chapter president for the 2010-2011 term. I've been an APICS member since 2005 and served as chapter president for 2008-2009. I have been a resident of the upstate for 15 years and my current employment position is a Material Planner for BMW Manufacturing.

We have a very exciting year planned and will kick it off with our first PDM scheduled for September 7, 2010. A "Thirsty Thursday" Networking event is planned for November, and also a BMW driving event in April, 2011.

The main focus of our chapter is education. We have both CPIM and CSCP classes scheduled for the fall and spring. We encourage members, potential members, and anyone wanting to enhance their skill set to sign up.

Check our chapter website www.apics-sc.org and calendar for dates and updates. I will attend all the PDM's and I'm looking forward to seeing you there. Please be sure to say hello.

"The journey of a thousand miles begins with one step." Lao Tzu

Toyya M. Funchess
President, APICS Industrial Crescent Chapter
president@apics-sc.org

"So Why Should We Hire You?"

By Deborah Walker, Certified Career Management Coach

If you are currently in a job search chances are you've been asked that question already. Undoubtedly, it is the most feared interview question, but one of the most common. It pays to be ready to answer it; helps to understand that the question is an invitation for you to sell yourself. This is a good thing. No one is going to hire you until they have been sold on you. This is your chance to state your value to the prospective employer. The best way to answer this question is to prepare for it like a sales person. There are three steps to selling yourself with confidence.

1. Know your product "YOU"

Every successful salesperson knows their product inside and out. They understand the benefits of each product feature. In like manner, you must be able to articulate your transferable skills. First, take inventory of your skills. Make sure the skills you focus on are in demand for the position you seek. Next, take stock of the times of crisis when you've used those skills to solve problems. Finally, ask yourself what your employer got out of your successes on the job. Did you save time or money, increase revenue, improve service or increase productivity? Your success stories carry more weight when you can quantify the results. These success stories make up your selling points.

2. Know the challenges of the position.

Before you can tell them why they should hire you, you must understand their current challenges. After all, you couldn't sell a car unless you knew understood how it was to be used. Until you know what challenges go with the position you won't know which of your selling points to talk about. To learn about their challenges you must ask them.

In the beginning of the interview ask your interviewer, "What challenges do you see as most significant for this position in the first six months?" Take careful note of his/her response. You will learn the "hot button" issues that you must sell you.

3. Match your skills to their challenges.

Here is where you get to sell yourself. Once you understand the critical skills they need for the job you simply share with them your success stories of when you have faced similar problems and how you solved them. Be sure to include the all-important benefit your company received. Start off your value statements with phrases like—"I found a significant savings opportunity when...", "My team gained efficiency when I discovered how to...", "My boss achieved his quarterly objective when I..."

Remember, even if you don't get asked "why should we hire you" it is the underlying question and the point of the whole interview. Job interviews are your chance to sell your skills, talents and expertise. Before your next interview practice good salesmanship and prepare to sell yourself like a pro.

Read more career tips and see sample resumes at: www.AlphaAdvantage.com

Board Roster for 2010—2011

President

Executive VP

VP Programs

VP Education

VP Marketing

VP Membership

Company Coordinator Dir.

Membership Retention Dir.

VP Career Development

Academic Affairs Dir.

VP Finance

C-bar Administrator

VP Administration

Past President (2009—2010)

BOD Member-at-Large

Toyya Funchess

Open

Joan Heard, CPIM, CSCP

Fred Crosby, CPIM, CSCP

Mike Prater, CPIM

Joe Pomeroy

Edgar Javier, CSCP

Hal Westmoreland

Gary Tompkins

Mark Andrews

Sue Belair, CPIM

Cathy Keeton, CPIM

Denitsa Terzieva-McGuirt, CPIM, CPM

Mike Gauchner, CPIM, CSCP

Stijn Van de Velde



APICS CPIM Recertification Exam

Limited Time Offer Available only through **December 31, 2011**

Excerpt from communication by Lisa Sallstrom—Director, Certification

“...The APICS CPIM Recertification Exam provides a unique opportunity to individuals whose CPIM credentials have expired and previously were required to retake all five CPIM exams. Instead, candidates now can renew their certification by taking one exam. This exam is a limited-time offering and will be available only through December 31, 2011.

The three-hour exam will consist of 120 multiple-choice questions. The test will include 30 items taken from each of the following modules: Detailed Scheduling and Planning, Master Planning of Resources, Execution and Control of Operations, and Strategic Management of Resources.

Candidates will have the opportunity to take a paper-and-pencil exam at the 2010 APICS International Conference & Expo in Las Vegas, Nevada. The exam is scheduled for October 17, 2010. The next opportunity to take the exam will be in December 2010.

Who Is Eligible?

To be eligible for the APICS CPIM Recertification Exam, candidates must have obtained their CPIM before the year 2000 and have expired CPIM credentials.

Eligibility Process and Cost

Candidates will be required to go through an eligibility process that will verify that the candidates previously earned the APICS CPIM designation. Applications will be reviewed, and candidates will be notified if they qualify. Once the application is approved, candidates will be able to register online or by phone with Pearson VUE. There is a non-refundable application fee of \$150. The cost of the exam is \$425 for members and \$575 for nonmembers. Candidates who are unsuccessful on their first attempt can retake the exam at a discounted rate of \$350.

Visit apics.org/recertification to learn more about the program, exam delivery, costs, application information and study options to prepare for the exam.”