

PROFESSIONAL DEVELOPMENT MEETING

Winter 2008

WEDNESDAY March 5, 2008
Hilton Garden Inn
100 Traders Blvd. Mississauga, Ontario
(905) 890-9110

ERP—Implementation Success Factors

SPEAKER: Leo Quilty—President, Leo Quilty Inc.

TIME	6:00 P.M.	“Attitude Adjustment”
	6:30 P.M.	Dinner
	8:00 P.M.	Keynote Speaker Presentation

PRICE: \$30.00

Register online @ apicspeel.com (Look under Peel Chapter Events)

*****Registration Deadline: Wednesday February 27, 2008 *****

The presentation will include a short talk and then an extended question and answer/ discussion session so bring your questions.

Leo is a management consultant with extensive international experience in the implementation and improvement of ERP systems and processes. His expertise extends across all supply chain processes. Leo was with GlaxoSmithKline for 20 years. He was a member of their Class A MRP II project team and project leader for their subsequent DRP implementation.

He then directed a GSK subsidiary in Cairo, Egypt through a full ERP system implementation and Class A certification in MRP II and DRP in a record time of 16 months. On his return to Toronto, Leo moved into production and piloted a prototype vertically integrated production business unit into a Greenfield manufacturing facility. Leo ended his career with GSK in 1997 as Program Director of Operational Excellence, London, UK. In that role he provided on site consulting advice to GSK sites globally.

Leo started his own firm in 1998 and since then has provided advice to clients across the globe.

APICS facts

- One quarter of Peel Chapter members hold the CPIM designation.
- There are 107 members in Canada who have achieved the CSCP designation.



CELEBRATING **50**

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Education

Sheridan College Continuing Education 2007-2008

Course	Code	Winter 2008	Spring 2008
CPIM Courses			
Basics of Supply Chain Management	MATM79606	Monday	Monday
Master Planning of Resources	MATM79609		Tuesday
Execution and Control of Operations	MATM79608	Tuesday	
Detailed Planning and Scheduling	MATM79607	Thursday	
Strategic Management of Resources	MATM79610		Monday
Fundamentals			
Fundamentals of Inventory Control	MATM79601	Thursday	Thursday
Fundamentals of Manufacturing Control	MATM79602	Tuesday	
Fundamentals of Operations Management	MATM79604		Tuesday
Fundamentals of Planning	MATM79603		

CSCP Review Sessions

Your chapter is considering offering review courses in preparation for writing the CSCP exam next fall. Please bear in mind that the CSCP curriculum has been developed as a self study program so these sessions would not replace the need for extensive study on your own, but rather would seek to review and reinforce important concepts covered during self study.

Also, please note that candidates must pre-qualify for the exam based on education and work experience. The review sessions would include the cost of instruction and self study materials, exam fee would be additional. The cost of the sessions are estimated to cost in the neighborhood of \$2,600. In order to best meet your needs, we would request your assistance in completing the survey at:

http://www.surveymonkey.com/s.aspx?sm=hS_2bM6NRL5XegyMyGbvXGg_3d_3d

Contact us at:

Peel Chapter 150 Clark Blvd Suite 299 Brampton Ontario L6T 4Y8 Phone: 416-410-4376

Email: education@apicspeel.com Website: www.apicspeel.com

Certification

CSCP

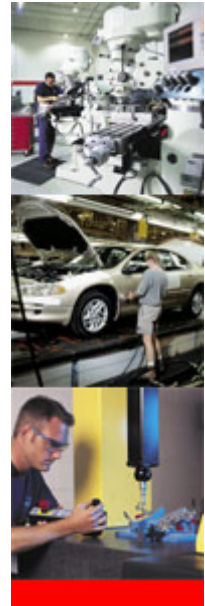
The Certified Supply Chain Professional (CSCP) designation is designed for professionals interested in increasing their knowledge of supply chain management, those currently working the field of supply chain management, and for those individuals working with enterprise resource planning (ERP) systems. program is a self study program. Upcoming APICS CSCP Deadlines:

Exam Date	Eligibility Application	Exam Registration
March 15	January 18	February 1
June 21	April 25	May 9
December 13	October 17	October 31

CSCP Exam Registration Fees

APICS Members	\$575 (USD)	Non Members	\$725 (USD)
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If you did not pass your previous APICS CSCP exam you qualify to retake the exam for a fee of \$350 (USD).



CPIM

These courses are offered through Sheridan College Brampton. Please visit www.sheridaninstitute.ca to register. Testing administered by APICS. Tests are offered throughout the year, times and booking of exams is done through APICS website (www.apics.org) Certification CPIM

Effective January 17,2008, the test site will move to:

Toronto Pearson Professional Centers,
21 St. Clair Avenue East, Suite 501, Toronto, ON M4T 1L9

CPIM Exam Registration Fees:

APICS Members	\$120 (USD)	Non Members	\$155 (USD)
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Fundamentals

This four module program is designed for people working in the fields of materials and operations management, or a functional area that interfaces with them, who need to learn the basic concepts, techniques, and terminology of these fields

CIRM

APICS Certified in Resource Management (CIRM) is being discontinued effective June 1, 2008. Any candidate who wishes to earn the CIRM designation must pass all required exams before June 1,2008.

In House Training

APICS Peel Chapter can assist in delivering any components of the APICS respected education program at the time and location most suitable for your organization. Please contact the Chapter and we will work with you to develop a flexible solution to meet your training needs.

APICS Announces New Membership Dues Structure - Renew by March 31st to Beat the Increase!

The APICS Board of Directors approved a new membership dues structure beginning April 1, 2008. The focus for APICS has always been on providing the value that members seek to improve their on-the-job performance, advance in their careers, and thrive as operations management professionals. The new dues structure will provide greater support and resources to APICS partners (chapters, districts, and IAs) who deliver programs locally.

Member association dues will increase from \$110 to \$150 for professional members. Professional members belonging to chapters will pay a flat fee of \$50 for the chapter portion, for a total dues amount of \$200 for professional members. (If a chapter charges more, APICS will collect that amount on behalf of the chapter.)

Peel members chapter dues will increase from \$140 to \$200, APICS HO component increases from \$110 to \$150, Chapter portion from \$30 to \$50. The Chapter no longer has discretion over the chapter portion, except to the extent that we may charge more than \$50, which we will not be doing.

The enterprise membership will change to a tiered structure. Enterprise membership APICS will offer enterprise members the opportunity to add additional members based on a sliding scale (illustration below). The current group membership structure will be phased out and current group members will transition to enterprise members as memberships come up for renewal.

Enterprise Membership/Group Membership (*Effective April 1, 2008*)

Total # of Members	Amount Per Member
5-24	200
25-99	190
100 >	180

The new dues structure support will enhance the capabilities of APICS partners with support from corporate office funded field staff, funding to deliver enhanced member benefits and services locally, and new and enhanced tools and resources for chapter leaders.

APICS will continue to enhance association programs and services. Already, members can take advantage of new and enhanced benefits in 2008. Many of these benefits are accessible online at www.apics.org/membership.

There are reduced rates available for retired members and unemployed members.

The Value of APICS

In an effort to better understand how APICS chapters view their responsibilities to members—as well as their opportunities to help improve retention rates and grow the membership—APICS magazine Managing Editor Elizabeth Rennie asked a few chapter leaders the following questions. APICS Chief Executive Officer Abe Eshkenazi, CSCP, CPA, CAE, also lent his insights.

Why do people join APICS?

APICS members are looking for ways to help them remain relevant in their careers and competitive within their organizations.

People join the organization first and foremost for **personal development**: to make themselves more competitive and to advance in their careers. **Certification** is an opportunity to validate the education and competency that a member brings to the table. They also seek **education** via conferences, professional development meetings, the APICS body of knowledge (BOK), and training opportunities. In addition, members **network** with colleagues in order to discuss problems at work, determine the right tools and solutions for their businesses, and to find employment.

Organizational development is another key reason for joining. As John Newlyn, CFPIM, CIRM, CSCP, C.P.M., and president of the San Joaquin Valley Chapter, explains, “Most of our members are supported by their companies, which tells me that the companies see value in their APICS membership ... For example, if you send an employee to APICS and, as a result, they reduce your firm’s average inventory by \$10,000—assuming a 20 percent carrying cost, you’ve saved \$2,000 during the first year of their membership. Spending \$200 on dues to save \$2,000: What a great investment.”

What is the value of APICS membership?

While value means different things to different people, Eshkenazi says he hopes people choose to be members because of the content and value APICS provides, not the price of membership itself.

It’s about the value APICS members *perceive*, and value is at the heart of the matter. APICS leaders agree that, in order to assuage concerns about a 36 percent dues increase, the organization must remain focused on continuing to provide member value year after year. In order to help chapter leaders communicate this value, the following list of initiatives are being supported by the additional dues:

APICS is expanding its course offerings to include finance for operations managers and global sourcing. APICS courseware will be continually updated. This includes major advancements to CSCP and CPIM courseware in 2008.

More APICS Webinars-On-Demand, new career development Webinars, and expanded Webinar offerings will be available.

The new APICS/SAP Benchmarking Study will enable APICS member companies to compare productivity through joint study.

The APICS Web site will feature new design, heightened capabilities, and greater functionality. APICS magazine will be repositioned to offer a mix of digital and print content for every issue and additional digital content in between issues. Also, a new digital delivery option will provide faster, more reliable delivery to members.

This is especially valuable for international members, who experience unreliable delivery of hard copies. APICS members will have exclusive access to Aberdeen Resources. This major online research repository is focused on the global, technology-driven value chain

Members will receive discounts to the American Management Association, the largest nonprofit training organization. They also will receive member pricing and access to public seminars and exclusive Web site content. *The Production and Inventory Management Journal* will be relaunched in 2008.

In addition, Ione Dykstra, CPIM, Heartland District Manager, says that improvement of chapter services is actually the most important new benefit. “The new staff person who is now going to reside in our district can really help by getting out there and talking to companies ... I think it will take a while to see results; but whenever I go out and tell a company what we have available—we get members. It’s not that people won’t join APICS; it’s that we’re one of the best-kept secrets,” she says. “I’m also hoping to see the revitalization of ‘train the trainer’ and getting the qualified instructor program out there.”

Dykstra adds that, although “everyone rumbles about the \$40,” it’s not a real problem. “We did have a few companies that told me, ‘Gosh, we don’t know if we’ll renew,’” she explains. “So I made a couple of phone calls, and I said, ‘Now wait a minute. You’ve got a long-term relationship with us; are you going to say that the \$40 is a deal breaker?’ Well, no, not really.”

What is the primary purpose of APICS chapters?

Is it education? Is it networking? Is it leadership development?

Dykstra says, “Chapters are free to do whatever they want.”

Interestingly, Newlyn says his chapter tailors some offerings based on what customers demand; for example, providing pencil and paper-based certification exams and in-house training. “Taking the BOK and customizing it for the local community [enables our chapter to] directly address the needs of our customer companies,” he says.

Unfortunately, due to financial and staff constraints, some chapters are simply unable to provide an adequate level of products and services. The dues increase will provide much-needed support for these chapters.

Who reaches APICS members?

APICS chapters have the most significant contact with APICS members. Eshkenazi explains, “Chapters have the primary responsibility to provide a touch point for members, and they do so much more than APICS corporate can. Chapters need to emphasize membership and the value membership provides.”

While providing education is vitally important, chapters also provide a context in which members network, enhance their leadership skills, and gain valuable career knowledge. These benefits are what the member experience truly involves.

Surprisingly, many chapters offer professional development meetings and courses to nonmembers for the same price as members. “In some programs, we have not made a large distinction between members and nonmembers ... If you want to participate in a professional development meeting, we really don’t care whether you’re a member or not,” Newlyn says. “We probably should make more of a distinction.”

“If you’re handing out the membership for free, it has no value,” Eshkenazi says. “We need to better communicate the value of membership and encourage our members to become invested in their own success.”

HOT ISSUES COOL SOLUTIONS
2008 INTERNATIONAL
APICS CONFERENCE & EXPO
 9/14-16/08 KANSAS CITY, MISSOURI, USA

JOIN US AT APICS 2008.

A conference designed to offer solutions for the hottest issues encountered every day by operations professionals around the globe.

We are building a conference program tailored to your needs—sessions on RFID implementation, reducing inventory while maintaining production, Lean manufacturing in an ETO environment. APICS 2008 is about you, your career, and your learning.

ANNOUNCING
2008 Keynote Speaker
John Replogle
Burt's Bees
Chief Executive Officer

Powering the Future of
Operations



Career Opportunities

As a service to our members, Peel Chapter provides potential employers with the opportunity to post Job Opportunities on our web site free of charge. Our only requirement is that the positions be relevant to the APICS body of knowledge.

Should you have an opening you are looking to fill, and recognize the benefits an APICS member can bring to your organization, please contact president@apicspeel.com to have this position posted on our website.



MISSION *“To enhance operations management expertise in organizations and individuals through the delivery of quality and cost effective education”.*

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E-mail: president@apicspeel.com

President's Address

Some very exciting news - Toronto will be the site for the 2009 APICS Conference.

This is APIC's major event each year, almost a hundred educational sessions addressing a wide variety of current topics important to the operations management professional, over a hundred vendors displaying their solutions and terrific networking opportunities.

I've received lots of positive feedback on the Aberdeen resources. These are free to members and can be accessed via http://www.apics.org/Membership/Categories/aberdeen_AMA.htm. Lots of research reports and best practices studies.

We are seeing an increase in job posting requests, employers appear to be placing increased importance on the value of certification in the recruiting process.

Would you like an opportunity to show off your workplace? We're always looking for tour sites for the Chapter. Drop me a line if you're interested in hosting a tour.

Richard Northcote

2007/08 Board of Directors



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