

APICS®

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Fraser Valley Chapter

Newsletter

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Vice Presidents Message

Our President, Don Baich has just begun a challenging new job so I'll be doing the message this month.

This month I'd like to talk about something very important - Education. Education is what underpins APICS and it's what keeps Chapters like ours providing maximum value and operating in a sustainable fashion. As a board, we have to date spent a lot of time and effort, trying to design Educational offerings that we think our members need and want.

In retrospect, we now realize that perhaps we were relying on "traditional" supply chain logic with this approach. Traditional logic says "attempt to anticipate your customer demand, build it and hope they buy it". Going forward we are attempting to move to a more demand based approach, or "pull system" if you like. So in other words, our customers need to tell us directly what they want, as well as when and where they want it. We'll do our best to tailor education offerings to meet that need directly.

We need your help in terms of feedback to make this new approach successful. Please see the Education section for more details and let us know what you think...we're listening..

Steve Smith
Executive VP, APICS Fraser Valley Chapter

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Making a Career Change?

*Every month we hope to tell you a little more about some benefits of APICS membership you may have overlooked. This month we'll take a look at the **APICS Online Career Center**. Whether you are a **Supply Chain Professional** looking for a **new opportunity** or an employer **pursuing talent**, APICS Career Center can help.*

We hear it all the time. From the people seeking work, to the Managers and Human Resource professionals that say "I just can't find the right fit". By targeting your job search within the right field and leveraging the wide reach of APICS, employers and employees have another powerful tool in their arsenal.

Supply Chain Management is one of those areas that requires specialized skills in addition to the usual skills, both soft and technical, expected by employers today. Who better than the worlds most recognized organization in the field to turn to when trying to match talent and skills to a requirement?

If you are someone who is looking for work, or a career change, your membership dues may seem a small price to pay when you consider APICS can help you find a rewarding career that can last for years to come. In fact if you are recently unemployed you can even apply to have your APICS membership extended for up to 6 months **free of charge**.

As an employer looking for new employees with a very specific skill set the APICS Career Center can be a very cost and time effective way to find the right candidate for the role, even if that search spans all of North America.

The APICS Career Center has a great menu of powerful tools for both job seekers and employers. Please visit the address below for more details (website registration required).

<http://www.apics.org/Resources/CareerCenter/>

Steve Smith, Director of Communications and Exec VP

September PDM Dinner Meeting Summary - RFID

Many thanks to BCIT Operations Management student **Sarah Ellis**, who provided this report

On Wednesday, September 22, 2004 I attended the Fraser Valley APICS PDM. The guest speaker was Dennis Lord, CPIM, an independent consultant from Ontario, who graduated from the University of Ontario.

The topic of Dennis' talk was RFID, Radio Frequency Identification Devices. RFID's are a new technology that is changing the way business works. They are a small tab-like device that gets attached to a product and monitors the location, within a certain range. RFID's enable pallets & order shipments to be counted in seconds. In the next few years RFID's will even be able to monitor an items temperature and time of harvesting (in terms of horticulture products) The benefit of this technology is that the devices will streamline logistics, ship & receiving, loss issues, inventory counting and many other business issues. For example, each year \$32 billion are lost in the US retail industry. By having RFID's on products this huge loss can be controlled more easily. Another benefit of using RFID is that it will enable all aspects of the supply chain to operate in a more timely and accurate manner.

The topic of this discussion was very relevant to our area of study. After hearing this speech I now have a greater understanding of the changes that the world is going through because of this great new technology.

What is RFID?

RFID stands for Radio-Frequency IDentification. The acronym refers to small electronic devices that consist of a small chip and an antenna. The chip typically is capable of carrying 2,000 bytes of data or less.



The RFID device serves the same purpose as a bar code or a magnetic strip on the back of a credit card or ATM card; it provides a unique identifier for that object. And, just as a bar code or magnetic strip must be scanned to get the information, the RFID device must be scanned to retrieve the identifying information.

A significant advantage of RFID devices over barcodes and other technologies is that the RFID device does not need to be positioned precisely relative to the scanner. We're all familiar with the difficulty that store checkout clerks sometimes have in making sure that a barcode can be read. And obviously, credit cards and ATM cards must be swiped through a special reader.

In contrast, RFID devices will work within a few feet (up to 20 feet for high-frequency devices) of the scanner. For example, you could just put all of your groceries or purchases in a bag, and set the bag on the scanner. It would be able to query all of the RFID devices and total your purchase immediately.

RFID technology has been available for more than fifty years. It has only been recently that the ability to manufacture the RFID devices has fallen to the point where they can be used as a "throwaway" inventory or control device.

Education Update

Unfortunately, we can not move ahead with CPIM classes for Fall 2004 due to insufficient enrollments.

We are currently attempting to re-assess our course offerings in order to have better success with our offerings in the future. Without Educational offerings an APICS chapter will struggle to maintain itself as a 'not for profit' entity. We need YOUR HELP in coming up with offerings which meet YOUR NEEDS in terms of your educational goals, your time commitments and your location and format preferences.

Fast Track Course Option

We are currently looking into the possibility of offering a 'Fast Track' workshop in the Fraser Valley in the **mid – November** timeframe.

What is the CPIM Fast Track Workshop?

CPIM fast Track workshop is a 3-day comprehensive, high-level overview of the CPIM body of knowledge, preparing participants for certification examination. It is held for 3-days (Friday through Sunday). It will be very quick paced and interactive. **It will cover all 5 modules of the CPIM curriculum.**

Who should attend?

CPIM Fast Track workshop is for those individuals who are interested in preparation for certification. Participants interested in this workshop may include:

- Supply Chain managers
- Supply Chain Professionals with many years of experience
- BCIT Operations Management diploma graduates
- UBC Supply Chain Management MBA graduates

This workshop is not for those individuals without sufficient supply chain management knowledge or experience. It is not a substitute for supply chain management education and training or relative work experience.

Cost of this workshop?

This is yet to be confirmed but we expect it to be in the vicinity of \$1200. All participant guides, dictionary, books, and other materials are included as well as lunch and snacks for the 3 days.

Location of this workshop

Yet to be confirmed.

I'm interested, what do I do?

At this point we are collecting names of people interested in taking this course. For more information, or to add your name to the wait list, please contact Director of Education, Jason Young by email education@apics-fraservalley.com or call (604) 574-1526, ext: 8695 to enroll or to get additional information.

Steve Smith, Director of Communications,
on behalf of Jason Young, Director of Education

Share your thoughts – Fill in our online, quick and easy Feedback Form on the website
<http://apics-fraservalley.org/feedback.shtml>

Upcoming PDM / Events

Now that our first successful Dinner Meeting is behind us, we have some new upcoming events to tell you about. [Please see the website](#) for the latest events calendar. The current version is also copied below.

Date	Event	Presentation	Speaker
Wed, Oct 20, 2004	Dinner Meeting	Supply Chain	Allan Dunn
Fri, Oct 22, 2004	Workshop	Supply Chain	Allan Dunn
Wed, Nov 17, 2004	Dinner Meeting	Case Study - Project Management	BCIT (joint with Vancouver)
Wed, Jan 19, 2005	Dinner Meeting	Cross Border Logistics in post 9/11 era	Dave Pentland
Wed, Feb 16, 2005	Dinner Meeting	Performance Measurement	Joni Holeman White, CFPIM
Fri, Feb 18, 2005	Workshop	Performance Measurement	Joni Holeman White, CFPIM
Wed, March 16, 2005	Plant Tour	To be confirmed	

Please note that **our November session will be at BCIT**, not Newlands. You will have an opportunity to meet some of our colleagues from the Vancouver Chapter there.

We are pleased to introduce our **October Dinner Meeting** topic and speaker.

How to Organize a World-Class Global Supply Chain Function...

Supporting Production, Sales & New Product Introductions

Improving supply chain performance requires a dramatic rethinking of the entire cash-to-cash cycle in the manufacturing enterprise. This cycle begins with a substantial rethinking of how the Procurement function should be organized, operated and measured. This presentation focuses on the organization requirements necessary for a procurement function to fully support enterprise wide supply-chain improvements.

Participants will learn how to organize a modern Procurement function and what should be expected of each of the new roles within the function. Minimum performance expectations for each role will also be provided.

The key points in this presentation include:

1. Description of the typical Procurement organization, its roles, measurements and results. Case studies will be used to illustrate this point.
2. Description of a new, more progressive organization structure that includes the roles of Supply Assurance Specialist, Global Sourcing Specialists, Negotiations & Agreements Specialists, Supplier Process Engineers and Supply Chain Cost Analyst.
3. Briefly drill-down on each of these roles, describing exactly what each role does on a daily basis by providing a "month-in-the-life-of" pictorial of each role.
4. Present the basic tools each of the new procurement team members need to properly execute their roles.
5. Describe how successful Procurement organizations have benefited by these changes using case studies.

Participants should be prepared to approach purchasing and supply-chain organization in a bold new way.

Please also see page 6 for a summary of the workshop, hosted by Mr. Alan, Dunn as well

Speaker Information



Alan G. Dunn is President of GDI Consulting & Training Company and Chairman of Gerald E. Dunn, Inc. (GDI). Before founding the GDI companies, Mr. Dunn was a Vice President at Gemini Management Consulting and a Partner at Coopers & Lybrand. For the ten years prior to joining Coopers & Lybrand, Mr. Dunn was President, (and Founder) of ADI, a successful consulting and training company that Mr. Dunn sold to Coopers & Lybrand in 1990.

In addition to his consulting practice, Mr. Dunn currently presents executive workshops at the Industrial Relations Center (IRC) of the California Institute of Technology (Caltech) in Pasadena, California. Current programs include:

- **Manufacturing Cost Strategies:** *Eliminating Waste & Creating Growth Capital*
- **Activity Based Cost Accounting & Leadership:** *Strategies, Tactics & Tools For Accelerated Implementation*
- **Business Performance Measurements:** *Aligning Strategy, Metrics & Compensation*

Alan has also independently developed and presents a number of multi-day executive workshops throughout North America.

Alan is a past president of the Orange County Chapter of APICS. He served as Chairman of the 1989 APICS International Conference and Technical Exposition. He also served as Chairman of the APICS Education Strategy Committee. Mr. Dunn continues as an active member in APICS and is a Certified Practitioner in Inventory & Production Management (CPIM).

Mr. Dunn is also an active member in the National Association of Corporate Directors (NACD) and is currently a member of the American Managements Association's (AMA) Faculty Council.

In addition to his own Board of Directors, Mr. Dunn currently serves as an independent Director on two privately held manufacturing company Boards of Directors and a publicly held publishing company Board of Directors.

Mr. Dunn holds a Bachelor of Science degree in business management from California State University in Fullerton.



October PDM Information

The meeting will be held in our usual room at Newlands. It will be held in the **Fairmont Room** upstairs. There will be signs posted.

Date:	Wed Oct 20, 2004	
Time:	Registration/ Cash Bar	5:30 PM
	Dinner	6:30 PM
	Speaker	7:30 PM
Place:	Newlands Golf and Country Club 21025 48 th Avenue, Langley, B.C.	
Cost:	Members	\$30
	Non Members	\$40
	Students	\$20

Register:

You can register online on our website for this event or contact our Director of Programs, Warren Hurlen (contact info on the website).

Contact Us

Mailing Address: APICS Fraser Valley Chapter, PO Box 1614, Aldergrove, B.C. V4W 2V1

- **For the latest contact details please visit our website at www.apics-fraservalley.org**

We are also pleased to co-present a **workshop on Friday Oct 22**, also by Alan Dunn

[Building a Better Global Supply Chain...](#)

How to Drive Margins Through Improved Supply Chain Techniques

Improving supply chain performance requires a dramatic rethinking of the entire cash-to-cash cycle in the manufacturing enterprise. This cycle begins with a substantial rethinking of how the Procurement function should be organized, operated and measured. This workshop presents the critical improvements needed in the purchasing function. These include:

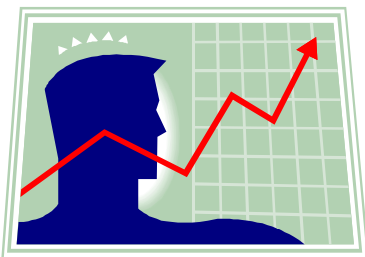
- **Organizational Improvements** that allow Purchasing to INDIRECTLY impact product margins and to be SUBSTANTIALLY more PROACTIVE in the supply marketplace. Organizational improvements include a more progressive organization structure consisting of :
 - Supply Assurance Specialist
 - Global Sourcing Specialists
 - Negotiations & Agreements Specialists
 - Supplier Process Engineers
 - Supply Chain Cost Analyst

Participants will receive VERY SPECIFIC job descriptions that define duties, responsibilities, authorities, minimum eligibilities and performance metrics for each of these new positions.

- **Technical Improvements** that allow Purchasing to DIRECTLY impact product margins. These include:
 - Use of e-auctions for initial sourcing surveys.
 - Improvements in integrated master planning that combines the roles of Chief Forecaster, Master Production Scheduler and Order Entry into a singular function that allows QUICKER response to the supply marketplace.
 - Improvements in Supplier analysis including reliability metrics, Supplier capacity analysis instruments, in-source quality certifications and should-cost analysis techniques.

These and other technical improvements will be presented in workshop formats with several hands-on exercises. Participants will also receive several models for use in Supplier analytic activities.

- **Behavioral Improvements** that allow Purchasing to INDIRECTLY impact product margins. These type of improvements are always the most difficult to make. They speak directly to the mind-set shift from **reactive** supplier management to **proactive** management. Participants will learn several techniques to get management and colleagues to mentally move Purchasing from the "P.O. placement" thinking to the "supplier partnership" thinking. Included in this section will be a discussion around how one knows when a Supplier Partnership is working.



All of these improvements will be presented and rationalized in terms of how they can lead to DRAMATIC improvements in free-cash-flows, and ultimately, shareholder value improvements. Methods for presenting financial results from investments in these improvements will be discussed.

Did You Know?

- All of our previous newsletters are available for download from our website at www.apics-fraservalley.org
- APICS Fraser Valley recently received a **Silver Award** in the APICS Passport Program. Passport is a program designed to help local APICS chapters achieve excellence in chapter management. Not bad for a fledgling chapter in our first full year of operation.