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Success usually comes to those who are too busy to be looking for it.
- Henry David Thoreau

DC Metro NEWS

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Hello Friends,



As we send our kids back to school and welcome in the cooler weather that fall brings, your local DC metro chapter of APICS is enthusiastic about kicking off our new program schedule. Some will say the summer has been too short, others that it has been too long, but I think one thing we can agree on in this area is that we've had a lot of gridlock. Gridlock on our roads, of course, which is expected to worsen with the [Base Relocation and Closure \(BRAC\)](#) activity in our region. But gridlock has not been limited to the roads. NFL sports fans were on edge until recently when owners and players came back to the negotiation table and hammered out a deal, which got the players back on the field just in time to start the season. However, with the NBA season only about a month or so away, players and owners are gridlocked with no end in sight. The most important example of gridlock, however, is the economic and political gridlock our country is experiencing. From zero to low growth in the economy, to a congress and administration that practically stalemated over the nation's debt ceiling. Despite the overall stagnation in the economy, business activity in the non-manufacturing sector grew in August for the 21st consecutive month, according to purchasing and supply executives in the latest [Non-Manufacturing ISM Report On Business](#). *"The NMI registered 53.3 percent in August, 0.6 percentage point higher than the 52.7 percent registered in July, and indicating continued growth at a slightly faster rate in the non-manufacturing sector."* According to the NMI, 10 non-manufacturing industries reported growth in August. To see the 10 industries and view the full report, [click here](#). As we indicated in our August newsletter (which focused on educational opportunities), Operations and Supply Chain Management professionals are poised to thrive and play a vital part in the economic recovery. In the past few months supply chain management has been listed as a "hot job" in several popular



[Calendar of Events](#)

**Welcome
to our
New Members!**

John Dulle
Matthew Fedorchak
Jessica Lee
Tom Preston
Satya Rayavarapu
Daniel Rodriguez
Aaron Snitzer
Christopher Tiefenthal



Join us on LinkedIn



Join Our Mailing List!

publications, such as Business Week and Fortune magazine. We kicked off our PDM schedule this month with featured speaker Paul Rondeau, who explained why Emotional Intelligence (EQ) is more important than IQ when it comes to leadership success and strategic hiring. In October, we'll have a dynamic Sales & Operations Planning (S&OP)-focused PDM, and in November we'll host a Career Trends workshop and panel discussion. To stay in the loop on our chapter activities, join our [Meetup group](#). We have plenty of active discussions in our [LinkedIn group](#) too. **Join us!** I encourage fellow APICS members and operations & supply chain colleagues to stay current on the latest skills and technologies required by employers, and continue to network and engage with fellow professionals through organizations like ours, and take advantage of the education and training opportunities provided. As always, if you have ideas for events that you would like to see, or if you would like to become active in APICS DC Metro, [contact us](#). We welcome your input.

Thanks,
Michael
Michael Harris, CSCP, PMP, SCOR-P
President
[APICS DC Metro](#)

**Upcoming
Events**



**October 20,
2011
Evolved S&OP**

Using simulations, group analysis and role playing exercises, learn how to integrate functional teams AND keep them fully engaged throughout this critical midrange planning process.

Speakers: Lisa Anderson, Michael Ford & Joni Holeman
Cost: \$30 (Members), \$35 (Nonmembers)

Time: 6:00pm - 8:30pm

Location: Hampton Inn & Suites Dulles Airport,
22700 Holiday Park Drive, Sterling, VA 20166

For more info and to register: [Click Here](#).

November 9, 2011

Aligning Your Career with the New Normal

Learn how to build a killer resume, followed by an interactive panel discussion on SCM employment trends.

Speaker: Gary Pezzuti, Summit Partners

Time: 2:00-8:30pm

Location: Hyatt Regency, Crystal City, VA

More info to come. **Save the Date!**

**APICS Student Paper
Competition**

For Undergraduate and Graduate

Students

The APICS Mid-Atlantic District is offering full-time undergraduate and graduate students the opportunity to enter a Student Paper Competition.

The purpose of the competition is to promote interest in the field of supply chain management and a better understanding of operations management. Cash prizes are awarded to the top 3 papers, which can be integrated with regular class research assignments. The competition is sponsored in affiliation with APICS DC Metro and other local APICS chapters. All papers submitted must be sent to a local APICS chapter in order to be accepted in the program. Click on the following link to view the formal Student Paper Competition [Guidelines and Registration Form](#). Deadline for filing is May 21, 2012.

Questions? Contact Elif Tasci, VP University Relations at edtasci@hotmail.com.



Eight Virginia Metro Areas Have Higher Than Average Economic Growth



The Washington, D.C., region, including Northern Virginia, had the fourth-largest GDP in the nation and the third-fastest growth among major metro areas.

Eight of 11 Virginia metropolitan areas had higher than average economic growth last year.

The U.S. Bureau of Economic Analysis (BEA) reported Tuesday that the local economies of 366 metro areas across the nation grew an average of 2.5 percent in 2010 after declining 2.5 percent in 2009. The survey was based on each area's gross domestic product (GDP), the total value of goods and services.

To read the rest of the article, [click here](#).

New Addition to APICS DC Metro BoD

Mich Champney is Director, Chapter Performance & Analytics



APICS DC Metro is thrilled to announce that Mitch Champney has joined the Board of Directors as Director, Chapter Performance & Analytics. Mitch, an APICS member since 2009, has over nineteen years' experience in various areas of logistics supporting the Department of Defense, both in uniform and as a contractor. His experience includes customer relations management, Service Level Agreements, metrics/KPI identification and analysis, automated systems integration, requirements identification, RFID technology, fleet and inventory management,

fleet terminal operations, and various database technologies. He has a Bachelor's of Science in Information Technology, Masters of Science in Management with concentration in Logistics/Operations Management, a Master's Certificate in Database Design, and is ITIL v3 certified.

Mitch looks forward to leveraging his experience in metrics and data analysis to help the APICS DC Metro chapter continue to maintain its Platinum status by helping to identify trends in members' needs, manage chapter performance metrics, and help identify areas where performance can be improved.

Job Opening Alert!!



Eaton Corporation has two openings in its Beltsville, MD location.

Production Scheduler. This person will create & release achievable production schedules based on demand, capacity & material availability and monitor performance against plan and support & lead improvement initiatives. For the full ad, [click here](#).

Senior Buyer: This person will purchase materials and services, obtaining maximum value in terms of price, quality and service. Plan material flow to insure minimum investment while insuring high levels of customer service. For the full ad, [click here](#).

Pearl of Wisdom

How do you know your project is on track?

By [Lisa Anderson](#)



In my recent speech to a project management special interest group in Silicon Valley, a few participants raised some intriguing questions about how to ensure your project is on track. As it's a timeless topic yet vital to success, it seemed appropriate to discuss a few key strategies to tracking project progress.

There's no doubt that those companies who successfully execute projects will be in a dramatically superior position to their competitors. In today's new normal business environment, there is no margin for error; you must deliver project results on time, on budget and with exceptional customer service.

To read more, [click here](#).

Reprinted with permission from [Lisa Anderson](#).

Corporate Sponsorships Now Available!

APICS DC Metro is now offering corporate sponsorships to interested organizations. They are a great way to get more involved in the APICS DC Metro community while building awareness of your products and services to an interested audience.

Sponsorships offer a wide range of benefits and are available in

three tiers. For details, [click here](#).

For more information about our Corporate Sponsorship Program, contact Patty Stockton at patriciamaestockton@gmail.com or (503) 702-5646

You can teach a student a lesson for a day; but if you can teach him to learn by creating curiosity, he will continue the learning process as long as he lives.

- Clay P. Bedford

Our Educational Programs

APICS educational programs are recognized worldwide as providing operations management professionals with relevant, essential education that equips them for today's fast-changing marketplace. Courses offered by DC Metro emphasize hands-on training and are customized to engage all types of adult learning styles. We offer three types of training options: Professional Development Workshops, Certification Review Courses and Principles Workshops.

Our current courses are listed below. New courses are added throughout the year, so be sure to check our [calendar](#) and [website](#) often. For any questions, contact Joni Holeman at education@apicsdcmetro.org.

Professional Development Workshops



Professional Development Workshops are designed to improve supply chain professionals' core competencies and complement APICS programs. They are created by training and industry experts to respond to local market challenges. Workshops are taught by instructors who have experience within the field, sharing specialized industry perspectives. Attendance is limited to allow for an optimal learning environment.

[Evolved Strategic Planning Seminar](#) 10/21/11

Hampton Inn & Suites Dulles Airport Sterling, VA

Featuring the most dynamic, interactive presenters in North America!

Aligning Your Career with the New Normal 11/9/11

Crowne Plaza Hotel Crystal City, VA

3-hr workshop followed by panel discussion on SCM hiring trends

Facilitated by Gary Pezzuti, Summit Partners

Extreme Science of SCM Seminar 5/11/2012 George Mason

University Arlington, VA

Co-sponsored with APUS, AST&L, CSCMP, MWC&G & SCC

Increase Your Earning Potential.
Attain Your CPIM Certification. [▶ FIND OUT NOW](#)

APICS
The Association for Operations Management™

APICS Certification Review Courses

Certification Review Courses are intensive best commercial practice workshops led by highly qualified APICS instructors to help students prepare for the CSCP and CPIM exams. Given the extensive amount of information shared in these modules, emphasis is on class discussion and interactive activities. Exercises such as the Planning Hierarchy flash cards and our Push-Pull-Kaizen simulation help students easily absorb the myriad functions within Business Planning. Hands-on worksheets and

resource handouts further help to reinforce the course materials.

"Upon completion of both CSCP & CPIM, I was able to break well through the 6-figure income ceiling. I'm currently overseeing a top to bottom process improvement initiative at my firm, which is the third company who has asked me to help them change their businesses from end to end. Best education I have. Even when compared to my MBA."

Dana K., Former LCDR, US Navy

Certified Supply Chain Professional (CSCP)

The CSCP program is the global standard of expertise for supply chain professionals. The program includes four modules that cover supply chain management fundamentals, operations planning & logistics, customer & supplier relationship management, and IT in the supply chain.

CSCP study adds particular value for IT or Logistics professionals, consultants and executives charged with optimizing fulfillment processes within a trading partner network.

- [College Park, MD / Oct 19 & 26; Nov 2 & 9 \(4 Wednesdays\)](#)
- [Bethesda, MD / Oct 29, Nov 5, 12 & 19 \(4 Saturdays\)](#)
- [Herndon, VA / Nov 5, 12, 19 & Dec 3 \(4 Saturdays\)](#)

Advance Notice: CSCP Exam Fees Increase to \$630 Member/\$795 Nonmember on January 1, 2012

- Sterling, VA / Feb 13 - Apr 16, 2012 (Monday evenings)
- Rockville, MD / Mar 2, 9, 16 & 23, 2012 (4 Fridays)
- Herndon, VA / Mar 24 & 31; Apr 14 & 21, 2012 (Saturdays)
- Sterling, VA / May 14 - July 16, 2012 (Monday evenings)
- Herndon, VA / Jun 2, 9, 16 & 30, 2012 (4 Saturdays)
- Sterling, VA / Oct 15 - Dec 10, 2012 (Monday evenings)
- Herndon, VA / Oct 27, Nov 3, 10 & 17, 2012 (4 Saturdays)

"As a Supply Chain Manager I needed to build a staff to perform materials management, MRP processing and production planning. I wanted candidates with APICS certification. Having completed CPIM myself, I know the rigor of the program. APICS training sets you apart and uniquely qualifies you to excel in SC and Production career fields."

John S., SC Manager, Major Defense Acquisition Program

Certified in Production and Inventory Management (CPIM)

The CPIM program is the global standard of expertise for operations professionals. It includes five modules which distill over 50 years of commercial best practices, enabling practitioners to optimize a firm's internal fulfillment processes. Its capstone course, Strategic Management of Resources, is the only (graduate level) training for strategic and business planning available locally.

Module 1: Basics of Supply Chain Management (BSCM)

BSCM is particularly suited for sales or customer service reps, IT and Accounting professionals, ERP implementers and managers charged with optimizing internal processes within an enterprise.

- [Lanham, MD / Oct 28, Nov 4, 11 & 18 \(4 Fridays\)](#)
- Sterling, VA / Jan 14, 21 & 28; Feb 4, 2012 (4 Saturdays)

Module 2: Master Planning of Resources (MPR)

- College Park, MD / Jan 7, 14 & 21, 2012 (Saturdays)
- Sterling, VA / Mar 3, 10 & 17, 2012 (Saturdays)

Module 3: Detailed Scheduling & Planning (DSP)

- Fairfax, VA / Oct 11 - Dec 6 (Tuesday lunchtimes)
- Huntsville, AL / Oct 17-19 (Mon-Wed)
- College Park, MD / Feb 18 & 25; Mar 3, 2012 (Saturdays)
- Sterling, VA / Apr 28, May 5 & 12, 2012 (Saturdays)

Module 4: Execution & Control of Operations (ECO)

- Huntsville, AL / Jan 9-11, 2012 (Mon-Wed)
- Fairfax, VA / Jan 17 - Mar 6, 2012 (Tuesday lunchtimes)
- College Park, MD / Apr 14, 21 & 28, 2012 (Saturdays)
- Sterling, VA / Jul 14, 21 & 28, 2012 (Saturdays)

Module 5: Strategic Management of Resources (SMR)

SMR is an excellent leadership development course for young professionals, and for managers charged with integrating organizational functions.

- [Sterling, VA / Oct 8, 15 & 29 \(3 Saturdays\)](#)
- Huntsville, AL / Mar 16-18, 2012 (Mon-Wed)
- Fairfax, VA / Mar 27 - May 15, 2012 (Tuesday lunchtimes)
- College Park, MD / Jun 2, 9 & 16, 2012 (Saturdays)
- Sterling, VA / Aug 11, 18 & 25, 2012 (Saturdays)



Principles of Operations Management Program

The APICS' Principles Program has been developed for those new to operations management, mid-sized companies working to develop fundamental skills in operations management or large organizations seeking to establish core competencies across teams. The program provides:

- Core knowledge to increase efficiency, reduce redundancy, and improve consistency within an organization
- Foundational skills and recognition of cost tradeoffs
- Business math formulas enabling better decisions and choices

Among the topics presented are inventory management fundamentals, ordering procedures, replenishment policies, purchasing management and Lean methodologies.

Principles of Inventory Management (PIM)

- Sterling, VA / Dec 1, 8 & 15 (Thursdays)
- Sterling, VA / Sep 10, 17 & 24, 2012 (Mondays)

Principles of Operations Planning (POP)

- Sterling, VA / May 17, 24 & 31, 2012 (Saturdays)

Principles of Manufacturing Management (PMM)

- Sterling, VA / Jan 20, 27 & Feb 3, 2012 (Fridays)

Principles of Distribution & Logistics (PDL)

- Sterling, VA / Jul 12, 19 & 26, 2012 (Thursdays)
- Sterling, VA / Oct 15, 22 & 29 (Mondays)

Principles of Managing Operations (PMO)

- Sterling, VA / Aug 13, 20 & 27 (Mondays)

For additional details and to register for these workshops, contact Joni Holeman at education@apicsdcmetro.org.

We hope you enjoy the new look and content of our newsletter. We welcome your feedback, article ideas, winning lottery tickets...send it all! I can be reached at newsletter@apicsdcmetro.org.

Until next month,

Angela

[Angela Long](#)

VP Communications

APICS DC Metro

APICS DC Metro is the Washington, DC area chapter of **APICS**, The Association for Operations Management. APICS is the global leader and premier source of body of knowledge in supply chain and operations management, including production, inventory, materials management, purchasing, and logistics. For more info, visit www.APICS.org.

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