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President's Message November 2009

The last month has been very busy as far as APICS goes, September 30th we had our joint meeting with the BGSU chapter with 12 or so Toledo members present, in early October I attended the APICS International Conference in Toronto, I also attended the October UT Student Chapter meeting, the BGSU Student Chapter Board Meeting and the Mid Atlantic District meeting in Cleveland, we also started a BSCM class.

You'll find more details about several of these events elsewhere in the newsletter.

We had two new professional members join our chapter in October, Mike Simon and Gareth Rogers, so welcome Mike and Gareth.

BGSU have been hard at work recruiting and added another 13 members in October and I would like to welcome them to APICS and hope they find membership beneficial.

Bowling Green State University

Jacob Boes

Jason Boetcher

Jason Brown

Brett Imwalle

Neil Kern

Quintin Magalski

Brian Mapson

Cody McGrath

Patrick Potts

Zach Schoewe

Colt Thomas

Matthew Walters

Jacob Yaney

There were no new members at UT last month but I know their president, Jim Snodgrass, and his board are looking to BGSU to see how they can develop the UT chapter. Our 2 student chapters have 85 members and



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Editor: Paula Taynor

Volume Number XLVIII

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from discussions with Jim and Jamie Hoke (BGSU chapter president) I know both groups are planning to be represented at the Mid Atlantic District Student Case Competition in February.

While I am on the subject of students I'd like to remind students, and chapter members who are parents of students that APICS Toledo offers up to 8 student scholarships each year, two scholarships are designated as Family Member Scholarships and are restricted to the immediate family of Toledo chapter members the other 6 are for undergraduate or graduate students studying or planning to study Operations Management or Supply Chain. Details and the application form can be found under **Documents** on the chapter website, or via the following link: <http://www.apicstoledo.org/docspub/ToledoAPICSScholarshipInfoandForms.pdf>

Our next chapter event is the November PDM o Designing Business Systems at Mancy's Italian Restaurant, 5453 Monroe Street, Toledo, the meeting is on November 18th so make your reservations now by sending an e-mail to pdm@apicsToledo.org.

Bruce Brechin, CPIM, CSCP

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Executive Vice President's Message

This position is open. Please contact Bruce or Brent if you are interested

[Position description](#)

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Answers to October Newsletter CPIM Quiz

BSCM

Which of the following is the most likely impact of doubling the ordering costs for an item?

A. The order quantity will increase.

MPR

A master production schedule should be loaded to a level that is

D. no greater than can be realistically produced

DSP

Autonomation refers to which of the following?

C. a procedure that gives immediate feedback when a defect occurs

ECO

Based on the schedule, accurate conclusions include which of the following?

I. Increasing the number of shifts has greater impact on overall lead time than overlapping operations.

II. Increasing the number of shifts has less impact on overall lead time than overlapping operations.

III. The combination of overlapping operations and increasing the number of shifts will result in the shortest overall lead time.

C. I and III only

SMR

When a company is pursuing a program to achieve manufacturing excellence, which of the following objectives should receive the highest priority?

B. quality improvement

Unfortunately no-one got all 5 answers correct – better luck this time

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VP Programming Message November 2009

Our next event is a Professional Development Meeting on Wednesday, November 18, 2009, at Mancy’s Italian Grill, on Monroe Street in Toledo. Mancy’s Italian was voted “Best of Toledo Italian Restaurants” for four years in a row by Toledo City Paper. We will enjoy dinner from a special menu consisting of Chicken Marsala, Atlantic Salmon, and Homemade Lasagna. Registration begins at 5:45 pm, with dinner at 6:15.

Following dinner, the program will be “Effective Business Design”, which is being presented by Business Design Concepts, LLC. Organizations can no longer count on quality, performance, or price alone to sustain leadership in the global marketplace. Design has emerged as a new competitive weapon and a key driver of innovation. Leveraging the power of design across all aspects of a business can establish and sustain an organization’s unique competitive advantage.

Stan Kirkwood, Jim Boughey, and Walt Myers, from Business Design Concepts, LLC, will show us how an organization can gain competitive advantage in the marketplace by implementing the right business design. Their program will include a brief history of MRP and ERP (how we got to where we are), and an overview of basic business processes, designs, and modeling. They will discuss the importance of Business Processes, and will take us through a real-life example (at La-Z-Boy) of business design and modeling development. Join us for what is sure to be an interesting and informative evening.

The cost is \$25.00 for APICS members and guests, and \$15.00 for students. The reservation cut-off is Tuesday, November 10, at 5:00 pm. Send your reservation to pdm@apicstoledo.org.

APICS Toledo - 2009/2010 Schedule of Events

Date	Event	Location	Topic
Wednesday, Nov 18, 2009 5:45 pm	Professional Development Meeting	Mancy’s Italian 5453 Monroe St Toledo, OH 43623	Effective Business Design
Wednesday, Dec 16, 2009 5:30 pm	Plant Tour	Alro Steel Corp 3003 Airport Hwy Toledo, OH 43609	Challenges of Distribution
January/2010	Professional Development Meeting	TBA	Transportation/ Logistics
Thursday, Feb 18, 2010	Joint PDM With ASQ Toledo Chapter	TBA	Asset Tracking with RFID
Tuesday, March 16, 2010	Joint PDM With ISM Toledo Chapter	TBA	e-Collaboration
April/2010	Joint PDM With U of T Student Chapter	U of T Campus Toledo, OH	Behavioral Styles
May/2010	Plant Tour	TBA	TBA
June/2010	Annual Meeting	TBA	

Sheryl Holbrook, CPIM, C.P.M.



PDM Report

On September 30th about 12 chapter members made their way south on I-75 to Bowling Green and the BGSU Student Union for our joint meeting with the student chapter. The meeting was hosted by the BGSU Supply Chain Management Institute and we would like to thank Dr Amelia Carr for inviting both chapters to participate.

This year the featured speakers were from the Scotts Miracle-Gro Company and after a short history of the company they told us about a new lawn seed product which will be marketed nationally next year after a very successful trial in selected markets in 2009.

One of the key ingredients is coconut fiber or coir, many of you are probably more familiar with coir being used in doormats but Scotts have found chopped coir to be an excellent growing medium. They took us through the supply chain and discussed sourcing strategies, production, packaging and marketing and some of the challenges they faced in establishing the supply chain.

After dinner the student presidents of ISM and APICS introduced their boards and I was delighted to present Jamie Hoke, President BGSU APICS with a certificate and plaque to mark their achievement of the Chapter Management Gold Award.



Bruce Brechin CPIM, CSCP



VP of Membership

(This position is open. Please contact Bruce or Brent if you are interested)

I'm pleased to say our professional membership is holding steady at 123, student membership is now 85, in September it was only 70 so congratulations to both student chapter boards for their recruiting successes in adding new members to replace those who have graduated.

I have spoken to a number of our professional and enterprise members to tell them their membership is coming up for renewal and I will continue to work my way through the list, however some of the contact information is not up to date or is missing.

Please take a couple of minutes to log into the main APICS website, select **View / Edit My Info** (just below the dark blue bar near the top of the screen) to bring you to a screen with some of your membership data, make any changes then select **Save**, to check your address and phone number select **Manage Addresses** on the left hand side of the screen.

You can have both a home and a work address, to check what is on file select either **Home** or **Work** and update as necessary then **Save**.

If you do decide to change or add an e-mail address and would like to use it for the chapter e-mails please send an e-mail to membership@apicsToledo.org and we'll make the changes you want.

Bruce Brechin CPIM, CSCP

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Chairman's View November 2009

David Huether, Chief Economist of the National Association of Manufacturers, released a report on October 16th that stated the US maybe seeing signs of a recovery in the manufacturing sector. The US Federal Reserve reported that American factory production increased 1.2% in August and about 1% in September. Many manufacturing sectors in the US reported an increase in output for all three months of the third quarter. Half of the increase in output was attributed to the automotive sector. Although forecasts for the fourth quarter are strong, continued high unemployment and depressed consumer spending will dampen some of the increases in manufacturing output. The US is still recovering from the greatest drop in manufacturing activity since World War II.

The Toledo ASQ chapter invited us to attend their October 15th meeting at Highland Meadows in Sylvania. The presentation for the evening consisted of a panel of experts in lean manufacturing. One of the questions asked

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was regarding how Japanese companies differ from American companies when it comes to supplier relations. One of the speakers responded that Japanese companies do a much better job of differentiating between standards and expectations for their suppliers. Standards are well-defined written guidelines and specifications that companies give their suppliers to follow. Expectations are the unwritten and sometimes even unspoken rules or specifications that companies have for their suppliers. A basic element of the Japanese culture is to avoid confrontation. One of the ways Japanese companies avoid tense confrontations with their suppliers is to give them very detailed standards so that there is no question about what needs to be done to meet their requirements. I think quite a few American companies could learn from this basic principle of lean manufacturing. How many times don't we get upset with our suppliers for not meeting our requirements only to find out later that we never give them the proper directions in the first place?

- How is the supplier supposed to know that the shipment needs to arrive by the due date on the PO and not to just simply ship by the due date on the PO?
- How is the supplier supposed to know how many pieces go in a carton or how many boxes go on a skid?

So many "little" things like this are never communicated to the supplier in a clearly written format. Think about how much tension could be removed from supplier relationships if this basic step was done...

I want to remind everyone that the Northwest Ohio Manufacturing Forum is going to be held at The University of Toledo on the afternoon of November 20th. Please paste the link below into your browser for more information.

http://www.toledobiz.com/NWOhio_Manufacturing_Forum.html

I want to congratulate Sheryl Holbrook for the spectacular job she has done as VP of Programs since joining the board in July. I have been filling this role off and on for the past three years and it is challenging to try and come up with programs that you think our members will find interesting.

I also want to mention again that we still have seats open on the board. Let Bruce or I know if you are interested in helping the chapter!

Brent Schlegel, CPIM, CSCP

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Education Report November 2009

We have been working on our education plans and trying to expand a little from only offering the standard CPIM evening class.

We understand there are many members who have achieved their certification but need to recertify (APICS require recertification every 5 years) and may not have the 75 points, there are also some members who may have taken the class but did not take the exam and are thinking about registering for the exam but want to brush up before doing so.

Well we will be offering a BSCM refresher course very soon. The course will either be one Saturday, 8 hours, or two half Saturdays, 4 hours apiece; the intent is to provide an overview of all 10 sections of the module.

We are also working on CSCP, respondents to our education survey said there is a demand for this certification, we had intended to offer the course starting November but then we heard APICS and Holmes corporation are updating some of the material with a new release in December and we decided to wait until the new revision is released, this means the class will probably start in late January to align to the June 2010 Paper Based Test.

Otto Steele, CPIM, CPM

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VP Student Liaison

This position is open. Please contact Bruce or Brent if you are interested

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APICS Student Chapters

Bowling Green State University



Recently, six of our students attended the APICS International Conference & Expo in Toronto, Ontario, Canada. The theme this year was “Global Ability.” The main speaker was Jason Jennings, author of *It’s Not The Big That Eat The Small – It’s The Fast That Eat The Slow; Less Is More—Think BIG, Act Small; and Hit The Ground Running—A Manual For New Leaders*. He discussed secrets from the world’s best leaders and companies.

Along with the General Sessions, there were six Learning Paths that included: Lean, Global Supply Chain, Basics of Operations Management, Demand Management, Forecasting & Sales & Operations Planning, Professional Advancement and Special-Interest Topics. Special events included the 2nd Annual World Café, where attendees participated in three discussions that helped to develop an understanding for others while having your opinion heard, a Town Hall Meeting with the APICS Leadership and a viewing of the film *Manufactured Landscapes*, a documentary on the world and work of artist Edward Burtynsky.

Although we all attended the conference together, it impacted us in different ways...



Left to Right: Bernardo Aguiar, Matt Scruta, Igor Nemirovskiy, President Bruce Brechin, Advisor Karen Eboch, Karin Mowery, Jamie Hoke, Lauren Whitaker

“I really enjoyed my time in Toronto for the APICS International Conference and Expo. This was my second year participating in the conference and once again it was a great experience. I was able to attend a number of different sessions ranging from ‘Global Supply Chain’ to ‘Lean Manufacturing’. However, my preferred session spoke about sustainability in Frito Lay’s supply chain. It was great to see and hear what a leading company is doing with regard to sustainability. In all the conference allowed to me to learn about some of the trends in the industry. There were examples of best practices, innovation, and mitigation across all aspects of supply chain management. It was a privilege to be able to partake in such a great

conference. I would certainly recommend that any person whether professional or student attend the conference if given a chance!” - **Bernardo Aguiar**



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“It is a unique opportunity for students to attend a professional event where industry leaders present on best practice organizations and strategies. Although this was a professional conference, sessions and activities were designed to make the experience valuable for students. My typical day at the conference consisted of attending sessions, such as, ‘How to be indispensable in the job market,’ networking with professionals in the operations field, and discussing goals and objectives with my mentor at an evening dinner. I am confident those who attended the conference walked away with information and tools that will give them an edge in the classroom, job interview, internship or full time position.” - **Igor Nemirovskiy**

“The conference in Toronto was my first big event with APICS and I really enjoyed it. I learned a lot about different approaches and technology that companies are implementing to increase the efficiency of their operations. There was great emphasis on sustainability which I found very interesting. I really enjoyed the roundtable discussions because there was a great opportunity to network and discuss topics vital to supply chain management today. The mentor program is very helpful because it gives you an opportunity to ask a seasoned APICS member any questions you may have about the conference or APICS in general. I learned a lot about the CPIM from Bruce, and I am planning on starting the first module this semester. Overall, my first conference was a great experience; I wish I had been involved with APICS earlier in my college career so I could have attended more conferences!” - **Lauren Whitaker**

As one of the students and scholars who attended the conference this year, I would like to thank you, our Parent Chapter, for your support. Through this experience, I was paired with a mentor who helped to increase my knowledge of APICS, as well as, provided me with advice for my future careers. I was able to sit in on sessions that helped to increase my understanding of creating sustainability within the Operations Department of organizations, and I learned how companies’ operations are benefiting during this tough economic time. I left the conference with some new friends and contacts for future questions. I am truly grateful for this opportunity. Karin Mowery, APICS Vice President of Publicity, Bowling Green State University

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University of Toledo

No Submission in time for this issue.

VP of Finance Report

This position is open. Please contact Bruce or Brent if you are interested



Test Your CPIM Knowledge – November 2009

Chapter polo shirts for the first 3 (non-instructor) members submitting correct answers to
president@apicsToledo.org

Which of the following is generally a function of the physical distribution system?

- A. production activity control
- B. production planning
- C. packaging
- D. bill of material

A make-to-order manufacturing company would like to cut its backlog from four months to two months. If annual demand is 120 units, the production plan this year should be how many units?

- A. 100
- B. 120
- C. 140
- D. 160

The process of concurrent engineering refers to

- A. several new technologies developed independently
- B. prototyping development
- C. several teams working simultaneously
- D. matrix management

Which of the following are benefits of statistical process control?

- I. Fewer inspection steps
 - II. Less preventive maintenance
 - III. Quick recognition of problems
 - IV. Quick recognition of the effects of correction
- A. I and IV only
 - B. II and III only
 - C. I, III, and IV only
 - D. I, II, III, and IV

Which of the following best measures the production operation's contribution to delivery reliability?

- A. cycle time per part
- B. percent master schedule achieved
- C. number of customer complaints
- D. direct labor hours per product

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Midwest Atlantic District

Delaware, Maryland, New Jersey, Ohio, Pennsylvania, Virginia, West Virginia

MAD Meeting – 23rd and 24th October 2009

Friday evening saw around 40 professional members and 20 student members gather in a function room at the Crowne Plaza Cleveland Airport Hotel for the Student Auction; this was an annual event at the old APICS Region 3 meetings and was maintained after the switch to the larger Mid Atlantic District. The auction raises funds which are distributed to the student chapters represented at the meeting to assist them with chapter activities.

Karen Eboch brought a team of 7 students and they were initially busy helping set up tables with items for auction and from 7:30 onwards on their task was to sell tickets for the Chinese and Silent auctions. This year there was an abundance of items and I was successful with a couple of bids I made so it's possible a few pieces may turn up as door prizes at a future chapter PDM, overall the auction was a great success, raising over \$2700, this was a new record easily beating last year's total of \$1650 which was the previous record.

Our formal meeting began Saturday morning with a welcome to all first time attendees and some general announcements we then had a choice, attend a session on Constant Contact or find out about some of the upcoming changes to the CPIM modules, I chose the second.

We heard how the CPIM modules are being updated, there are minor revisions to BSCM, ECO and MPR with major rewrites for DSP and SMR, the new versions will be available in December and although there will be some changes to the APICS test questions those who took classes using the earlier versions but have not yet taken their exams don't need to worry as the changes will take a little time to phase in. Each CPIM exam includes a number of questions that are being evaluated for future use and are not scored and this is how the new material will be phased in. The MPR and ECO rewrites are scheduled for release in December 2011 and I have to say I am very pleased APICS is now reviewing and updating material annually to ensure it stays current.

Abe Eshkenazi, APICS CEO, then gave us an update on "The State of APICS", he started by commenting that although the economy appears to be recovering slowly APICS is lagging by around 6 months though we had slight gains in membership in both August and September and membership was 34743 at the end of September. This is a large drop from the 43000 we had just a couple of years ago but much of the drop came about after APICS discontinued the Corporate and Corporate Associate memberships and replaced them with Enterprise Membership. This change was made because APICS decided giving away membership benefits at no cost to Corporate Associates was actually against APICS own interest. APICS is now looking at non-traditional areas, distribution, retail and healthcare, while we have a lot to offer it does mean ensuring we offer products that are tailored to those industries as our traditional offerings were developed for manufacturing industries and certain aspects may not be relevant.

APICS is now using the on-line communities and our LinkedIn community has grown from approximately 2400 members in January to over 8000 and he is sure that there will be more changes ahead.



The Toronto Conference was a success, attendance at 1662 was better than expected and over 50% were first time attendees, the 2010 Conference will be in Nashville, followed by Pittsburgh and Denver.

Among the initiative being taken by APICS is our involvement with The Fresh connection, a Supply chain simulation game, there will be a national competition starting in March, I did get a chance to participate in a one round version in Toronto, our team was not as successful as we hoped, and I can tell you I think it will be a real challenge and I'm sure many companies and other groups will want to participate.

For details go to www.APICS.org/tfc

APICS has also released the Supply Chain Manager Competency Model to guide individuals considering careers in supply chain management, supply chain professionals seeking to advance their positions, and human resource managers who are hiring in this fast-growing field.

Check it out at http://www.apics.org/sitefiles/forms/apics_supply_chain_manager_competency_model.html

Abe was followed by Dennis Mullen, Director of Materials Management at the Cleveland Clinic. Dennis had been invited to address the meeting and tell us how he and his team worked through the challenges of constructing a new service center to support the main hospital and the other Cleveland Clinic hospitals in the area.

The Clinic had announced they were going to add a new building with 400 beds, and with 1100 beds already on site, the existing service functions could not support the increased demand and the local authority required the addition of 4000 parking spaces for staff, patients and visitors. After an initial study the decision was made to construct a new building on the campus with a service center under a parking structure.

The multi-storey parking structure would provide the 4000 parking spaces and underneath the service center would incorporate the warehouse and docks, linen service, central sterilization service, food preparation, waste disposal (including bio-hazardous waste) and cart washing. The cart washing was required because part of the solution was the use of AGVs (automatic guided vehicles) to move items around the hospital site through an existing tunnel network connecting the service center to the other buildings on campus.

The building has meet the team's goals in all areas and Dennis told us the AGVs have proven to be especially popular with staff, visitors and patients, and he has often seen people taking photos of something which many of us who work in industrial settings may take for granted but are unfamiliar and new to others.

After lunch Abe reviewed the APICS 2010 – 2012 Strategic Plan, there are 6 areas and each has a set of goals with measurable targets based on the 2009 starting position.

1) Membership

Goals are Retention, Recruitment and International Recruitment

2) Channel Partners

The partners (International Associations, North American chapters and External Partners) meet standards for membership, certification, APICS products, Branding and Intellectual Property

3) Products

Increasing sales of APICS products and maintaining their relevance



4) Body of Knowledge

Goals are to increase the number of external references to the APICS Operations Management Body of Knowledge (this is to increase awareness of APICS) and update the BOK annually

5) Globalization

Goals are the growth of APICS certifications outside North America and the APICS international representation

6) Awareness

Increase references to APICS in non-APICS publications, inclusion APICS Certification preference or requirement in Supply Chain job postings. I think Abe said a recent survey showed about 40 5 – 50% mentioned APICS.

At the end of this presentation I felt more confident that APICS is moving in the correct direction, the APICS Board understands the areas on which the staff need to focus, they have a plan to address those areas with targets and a timeline and Abe and the staff are working diligently to get there.

The students then went off to a separate session “Success Camp for APICS Future Achievers” while we professional settled down to listen to Gary Capone of the Blue Ridge Chapter talk about “Chapter Website Management for Non-Technical Volunteers”. Gary explained how through the use of a website Content Management System chapters could construct websites and make updates without the need for anyone to learn web programming, in answer to a question he did say there were some restrictions related to meeting reservations and credit card payments.

Fortunately for Toledo our webmaster, David Dinwoodie, has done an excellent job of setting up and maintaining our website, but for any organization needing a website Gary’s presentation would be a very good starting point and he is planning to post his presentation on the Blue Ridge website www.BlueRidgeAPICS.org

Our final session of the meeting was a presentation on CSCP by Vicky Vander Woude of Holmes Corporation. Vicky is one of 2 Holmes Corporation employees who work full time on CSCP, in fact Vicky has been working on CSCP for over 4 years, and she is also a member of the Twin Cities chapter. Although Holmes Corporation are technical writers and publishers of the CSCP material it is all based on the Exam Content Manual provided by APICS and the APICS Subject Matter Experts who review and approve everything, whether hard copy guides or the electronic learning system.

As with CPIM the CSCP material is under constant review to ensure it remains current and a new update will be introduced in December, updates to the on-line learning system are immediate and the updates to the guides can be downloaded. The learning system includes the Exam Content Manual and has a 12 month lifetime from when the user first logs in; it is possible to purchase one 6 month extension to this 12 month lifetime or alternatively if already registered for a CSCP exam the extension is free. It is a 4 hour exam with 175 questions of which 150 are scored, typically there are 3 opportunities per year to take a Paper and Pencil test and APICS is also offering Computer Based Testing.

It is necessary to complete an eligibility application before applying for an exam date but this is a one-time application.

To find out more about CSCP go to www.learnCSCP.com all you need to access the system is your APICS membership number.



This was the final session of the meeting, as always with this type of event I picked up a few ideas, had some good conversations and I hope that after you have read the article you will understand why I attend.

Bruce Brechin CPIM, CSCP

Updating Your Resume by Deborah Walker

The following article was submitted by

Deborah Walker, Career Coach

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Four Simple Steps to Update Your Resume

With the doldrums of Summer hiring behind us, Fall is a great time to update your resume. Labor Day to Thanksgiving is typically an active interview season. Don't be late when opportunity knocks. If you haven't updated your resume in the past year the following four steps will help you bring your resume up to date with new focus and polish.

1. Identify your new career objection.

If you're dissatisfied with your current job this is the time to ask why. Before making any changes to your resume ask yourself the following questions:

- * What part of my job would you rather not do in my next position?
- * What skills, tasks or responsibilities would I like to continue in my next job?
- * What other industry might I use my skills?
- * What other occupation might I apply my skills?

Your response to these questions will shed light on the changes in your career path. Write out your answers and do a reality check to see how likely you are to obtain your new career direction.



2. Get rid of the old to make room for the new information.

Your new resume should reflect your current career direction. The first resume rule says that everything within your resume should relate to your career direction. This means you may need to delete information about outdated technology. You may also need to weed out old responsibilities that you no longer want to perform. If your resume includes special training or certifications that are no longer needed take them off as well.

Additionally, check your accomplishments from earlier years. If they do not support your career objection either delete or adjust them to relate. You might even need to take off your earliest employment entries if they represent a completely different career path.

3. Add your most recent employment entry.

Write your current employment entry in light of your new career focus. Do not include responsibilities that you do not wish to perform in your next job. Include only what you want to continue to do. Use job postings as a guide for key words that you'll need to use as verbiage. Job postings also provide clues to transferable skills, technology and education that you'll want to include.

4. Add the final touch, accomplishments.

No resume is complete without accomplishments. They are the talking points of your resume. Even if the past year hasn't been as productive or positive as the past, find something to brag about. Think back on the challenges of the past year and how you solved them. Did you find a way to save time, cut costs or improve performance? Those are your accomplishments. They tell perspective employers that you are a problem solver for today's difficult business environment. If your goal is an internal promotion your accomplishments remind your employer of the value you bring to the organization.

Once you've updated your resume you'll be ready for any opportunity that comes your way. This may be your season for advancement, change or transition—get ready for it!

~~~~~

Deborah Walker, CCMC is a career coach helping job seekers compete in the toughest job markets. Her clients gain top performing skills in resume writing, interview preparation and salary negotiation. Learn more about Deborah Walker, Career Coach at:

<http://www.AlphaAdvantage.com>

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2009 APICS International Conference

Saturday October 3rd marked the unofficial beginning of the 2009 APICS International Conference in Toronto, Canada, I say unofficial as the Saturday afternoon is the Volunteer Leader Workshop which has a number of sessions aimed at helping chapter officers, it might be a session on officer responsibilities or a way to recruit and retain members or a session about Student chapters – just some of this year's offerings.

Sunday marks the official start, we began with a general session addressed by Jason Jennings, a well know author and consultant who told us some of the pros and cons of interviewing successful business leaders and of being a speaker at conferences. He mentioned a conference in India where instead of there being an audience of 400 there was only one person, the government having declared a national holiday because of a cricket match with their arch rivals, Pakistan; the promoter insisted the show had to go on and so Jason made his presentation. When he finished speaking and went to than his single audience member the gentleman asked Jason if he would mind staying in the hall as he was the next speaker.

There were 5 main subject streams at the conference, Lean, Global Supply Chain, Basics of Operations Management and Professional Advancement; in addition there were a number of Special Interests sessions each covering a specific topic. You can pick and choose what sessions to attend, the conference program provides a short description of the content for each session and the location; turn up take your seat and if you decide you made an incorrect choice then slip out to try another, expect to attend 4 or 5 sessions each day, with an option of some tours on the last day.

There was also an Exhibition Hall open from Sunday lunchtime till Monday late afternoon. With 48 exhibitors this year there were opportunities to talk to companies offering solutions for forecasting, warehousing, MRP, distribution, ERP, Customer Relationship Management, scheduling, logistics and more.

This year there was the opportunity to try The Fresh Connection, a web-based simulation game for the manufacture and sale of fruit based drinks, the game was developed in the Netherlands and is designed to run over a number of weeks, it is competitive and we were able to try a single round. The goal being to take the company which is losing money and through adjustments to materials, production, marketing and logistics turn it into a profitable enterprise, let's just say the team in which I participated did not win any prizes.

APICS will be running The Fresh Connection competition starting March 2010 and will be sending out details in the coming months.

There is so much available I think the best solution is to attend yourself; this year there were over 1600 attendees, of whom around 800 were first time attendees, if you haven't been to conference plan to be a first time attendee in Nashville 2010.

Bruce Brechin CPIM, CSCP