



## MICHIANA CHAPTER

### APICS Mission:

To be the premier provider and global leader in individual and organizational education, standards of excellence, and information in integrated resource management.

### This Chapter:

Exists to provide and facilitate a variety of educational experiences in the broad areas of operations effectiveness and resource management. Our customers include members of the Michiana chapter, non-members who can benefit from our activities, and area business organizations in need of on-going education and professional development for their employees. We offer monthly programs, certification classes, periodic seminars, and other services designed to serve these groups. In addition to these formal activities, we serve as a forum for learning through interpersonal contacts with others. By serving the educational needs of our customers, we hope to enhance and enrich the quality of their professional lives, to contribute to the business success of the companies who employ them, and thereby to promote the quality of life and standard of living of our community as a whole.

### APICS Michiana Featured Event:

#### Building the First "Steamship" in History

**Date:** Tuesday, March 7, 2017

#### **John Laurence Busch**

In 1807, a brilliant, creative, and controversial American by the name of Robert Fulton declared his intent to build an experimental "steamboat," which would be used to initiate a continuous passenger service between New York City and Albany, New York. With the success of his *North River Steam Boat*, Fulton showed that it was possible to alter artificially both a person's location and the amount of time it took to change it. In so doing, he also broke through the enormous psychological barrier that had existed in people's minds; it was, in fact, possible to overcome Nature to practical effect.

It took time for many people to accept Robert Fulton's triumph as the truth.

One man who did not need to be convinced was a sloop captain named Moses Rogers. He had witnessed the first successful runs of the *North River Steam Boat* to Albany, and the experience gave him the fever—steamboat fever.

Moses soon became one of the first steamboat captains in history, taking command of one of Fulton's first rivals, the *Phoenix*. In his new profession, Moses learned not only the technicalities of this revolutionary invention, but the peculiarities of a traveling public just getting used to this new mode of transport.

In the years immediately following Fulton's triumph, running these steamboats on rivers, lakes and bays became a normal and accepted part of American life. But taking such a vessel on a voyage across the ocean was a different proposition altogether. Experienced mariners didn't think it could be done. These early steamboats, they declared, were just too flimsy and unwieldy to withstand the dangers of the deep.

But Moses believed otherwise. Combining his knowledge of the old mode of transport (sail) with the new mode of transport (steam), he set out to design a vessel that was capable of overcoming the many dangers of the sea. This craft would be not a steamboat, but a "steamship," the first of its kind.

This Operations Management Presentation will show how Captain Rogers successfully managed the mix of contractors, materials, timeline and troubleshooting in the creation of this revolutionary vessel...nearly two centuries ago!

### **John Laurence Busch**

John Laurence Busch is an independent historian who specializes in the first generation of steam-powered vessels, and their revolutionary role in the creation of the modern world. He has devoted years of research to discovering the true story of Captain Moses Rogers and the steamship *Savannah*.

The result is STEAM COFFIN, the most descriptive account of the saga of Captain Moses Rogers and the steamship *Savannah* ever written. John's careful weaving together of many disparate sources results in a narrative that recalls both the fabric and style used in storytellings of old. It also shows just what Captain Moses Rogers and the steamship *Savannah* accomplished for posterity.

STEAM COFFIN has received positive book reviews from over two dozen periodicals in the United States, Canada, the United Kingdom and Australia.

John has made over 300 presentations on Captain Rogers and the *Savannah* to a wide variety of audiences, stretching from Maine to Puerto Rico to California, and across the Atlantic Ocean to Europe.

For additional background, visit [www.steamcoffin.com](http://www.steamcoffin.com).

### **Agenda:**

5:30 - 6:15 p.m. Check in and Networking,

6:15 - 7:00 p.m. Dinner

7:00 - 8:00 p.m. Speaker Presentation

**Cost:** \$35 at the Door. \$25 if you [pre-register](#). \$10 Student - (ID Required)

**To be held at:** [Fairfield Inn & Suites](#)

*This session is worth 1 Certification Maintenance Point(s)*

## **Upcoming APICS Michiana Events:**

**4/8/2017:** *April face-to-face BOD Meeting*

**4/30/2017:** *WERC 40<sup>TH</sup> Annual Conference for Logistics Professionals*

**5/2/2017:** *May BOD Meeting*

**5/7/2017:** *Top Management Night: Year End Recap/Presentation/Awards*

## **Upcoming Regional / National Events:**

### **APICS S&OP Workshop in Chicago**

**Date:** Thursday, March 9, 2017

Click [here](#) for more information.

### **APICS Principles & Practices of Demand Management in Chicago**

**Date:** Thursday, March 23, 2017

Click [here](#) for more information.

### **APICS SCOR Training in Chicago**

**Date:** Tuesday, April 11, 2017 thru Thursday, April 13, 2017

Click [here](#) for more information.

# Presidents Corner

The New Year is well on its way. With this mild weather, it's like winter totally missed us this year. Nonetheless, we are halfway through this 2016-2017 program year. Can't believe how fast it has gone.

We are excited to provide some interesting programs during this first half of the year. February 7, was Continuous Improvement SN manager by Rick Stevens who has over 17 years of experience at Whirlpool in Consumer and Appliance Care, Project Management, Training and Process Optimization, Facilitation, Innovation and Continuous Improvement. Rick is very passionate about his role with CI and it shows with his enthusiasm and energy. For those of you that could not attend, you missed a great PDM!

March 7, is Building the First "Steamship" in History with John Laurence Busch is an independent historian who specializes in the first generation of steam-powered vessels, and their revolutionary role in the creation of the modern world. Please go to our website to sign up, this should be a very interesting program. Be sure to register soon!

We are gearing up for elections of the new board for the ensuing year. We would like anyone that is interested in joining our board to email me, Jackie Sittley at [Jackie.sittley@pssiusa.com](mailto:Jackie.sittley@pssiusa.com) or Ryan Woolwine at [ryan.woolwine@gsmwinc.com](mailto:ryan.woolwine@gsmwinc.com) to let us know of your interest. This is a great way to give back to an organization that is here to provide you education and opportunities to enhance your professional careers. It also helps add maintenance points if you have certifications to keep up.

February is the Student Case Competition in Downers Grove, February 17 & 18 at the Double Tree and Hotel Conference Center. Due to some family matters, I wasn't able to attend. I was unable to find the results online but I know from past experience, this is usually a great event with some very smart students presenting their cases.

We continue to hold our BOD meetings via Go To Meeting, which has served us well. We have better participation and try to keep the meetings to 1 hour; so far that has worked most of the time. We will have a face to face board meeting on April 8 in order to wrap up new officers and get ready for our final meeting in May where we will introduce our new slate of officers and hand out awards.

Hope to see you out there!

Jackie Sittley,

Michiana Chapter President

## APICS Michiana Years of Service Recognition:

Years:	Name:	Company:	Joined:
30	Samuel Stutzman CPIM	Zimmer Biomet	8/1/1987
30	Ronald Myers CPIM CIRM	Retired	12/1/1987
30	Terrence Nugent CPIM		1/1/1988
29	Michael Stesiak	Modineer Company	2/1/1988
29	Mark Szabo CPIM	Nyloncraft, Inc	12/1/1988
29	David Crowell CPIM	Vectar OnSite CPAs	1/1/1989
28	Douglas Canter CPIM CIRM	Nyloncraft Inc.	6/1/1989
28	Steve Billisitz CPIM	Weil-McLain	9/1/1989

## News You Can Use:

**APICS Education:** Achieve Your Professional or Business Operational Goals

**The world of supply chain management never stops advancing and neither should you!**

**APICS** keeps you at the forefront of the industry and helps power your career!

**APICS Michiana** can deliver courses for every supply chain and operations professional to help your business succeed. Whether you need to streamline your supply chain or master the basics of materials and operations management, APICS Michiana can provide comprehensive education and/or Certification exam preparation materials to help you:

- increase your functional and strategic knowledge.
- enhance your professional performance to advance your career.
- make positive contributions to your company and impact your company's bottom line.
- prepare for the APICS CPIM and CSCP exams.
- increase the functional knowledge of you and your Operations Management team.

Choose from a variety of APICS courses that can be offered directly to you, your company or on-line through the Michiana chapter. In addition to APICS certification review courses, APICS courses cover critical supply chain and operations management functions. Choose from foundational, certification review to courses and workshops in demand.

*Click [here](#) to request a quote*

## Featured Article:

### **3 Supply Chain Certifications That Will Help You Land a Job**

January 9, 2014 by **Daniel Humphries**

Supply chain professionals considering a certification face a bewildering array of options—there are multiple organizations and certifications from which to choose.

While acquiring a certification can have a significant effect on your career trajectory, it's a process that requires a considerable outlay of time and money. For individuals in the early stages of their career, it can be difficult to make an informed choice. To help make this decision easier, we set out to learn which certifications are in fact worth pursuing.

Whatever certification you choose, you should first make sure it is as widely recognized as possible. In this article, we focus on three well-known and reputable certifications:

- The Certified Supply Chain Professional (CSCP) and Certificate in Production and Inventory Management (CPIM) offered by The Association for Operations Management (APICS);
- The Certified Professional in Supply Management (CPSM) from the Institute for Supply Management (ISM); and
- The SCPro™ from the Council of Supply Chain Management Professionals (CSCMP).

To find out the benefits each certification offers and what positions they're ideal for, we interviewed three supply chain professionals with almost a century of experience between them:

- Bob Ferrarri, consultant and industry analyst who runs the prominent *Supply Chain Matters* [blog](#);
- Rich Sherman, "supply chain guru" at consulting firm Trissential and author of the [book](#), *Supply Chain Transformation: Practical Roadmap to Best Practice Results*; and,
- Monty Boyle, the common process deployment specialist for BP and a consultant who has received almost all of the certifications discussed in this article.

### **CSCP: Ideal for General Supply Chain Careers**

Before you select a certification, it's essential to know what areas of supply chain management appeal to you. If you're looking to first gain a broad overview, then Ferrarri, Boyle and Sherman agree: the best certification is the [CSCP](#) from APICS.

First launched in 2006, over 13,000 supply chain professionals in 78 countries have since gained the CSCP. According to the APICS, it "provides you with a mastery of supply chain management best practices and distinguishes you as an industry expert with specialized, high-level knowledge and skills."

But what's actually in it? I asked Ferrarri, who, in spite of his three decades of experience in supply chain management, took the certification five years ago to see if he was "up to speed." His reply? More or less "everything."

Boyle, who also took the CSCP after working in supply chain management for decades, elaborates on this: "It teaches you to look at the supply chain from a broad perspective; to view the relations between the areas of planning, sourcing, manufacturing and delivering and see how the overall supply chain integrates."

The [eligibility requirements](#) for the CSCP require one of the following:

- Another APICS or ISM certification, plus two years of related business experience;
- A bachelor's degree or equivalent, plus two years of related business experience; or
- Five years of related business experience.

APICS sells course materials and offers online or in-person courses at local chapters throughout the country. The cost and length of study varies according to which path you choose. For instance, APICS' online [education program](#) materials cost \$1,250, although a \$200 APICS membership will knock \$330 off this.

The exam registration fee is \$630, or \$795 for nonmembers. Ferrarri estimates that a driven individual could be ready for the exam in three to six months.

APICS' own [research](#) indicates that the CSCP is a worthwhile investment. According to the organization, individuals with a CSCP certification earn an average of 21 percent more than their CSCP-free peers, while 62.6 percent of certified supply chain professionals think their certification had a "positive impact on their hiring potential."

Another advantage of the CSCP, Ferrarri says, is that it's what many employers want. "More and more companies today are seeking generalists—people with cross-functional knowledge, experience and skills," he explains.

Sherman agrees. "Supply chain management is evolving into a truly end-to-end process that synchronizes cross-functional activities and includes suppliers and customers," he says.

"Employers want to have managers that not only have an understanding of the function they're responsible for, but for how their processes interact with other functional processes and organizations. This is especially important as the person's career moves forward and their responsibilities include more functions."

### **CPIM: Ideal for a Career in Inventory Management**

The CSCP can be "mixed and matched" with other certifications, should you later decide to venture deeper into a specific area. According to our experts, if you're seeking a career in inventory management, then APICS' CPIM is the best certification to get.

Over 100,000 people have pursued the [CPIM](#) since its inception in 1973, making it the most recognized of all the certifications discussed here. APICS describes the CPIM in rather broad terms on its site, but Sherman boils it down to the following: "You get the CPIM if you want to learn production planning and scheduling and inventory management. It's very plant floor focused."

No bachelor's degree is required, and you need only two or more years of experience in the field. Boyle, who has the CPIM, says that each individual will get something different out of it depending on their prior experience, but stresses that the certification training provides everyone with a solid grounding in the terminology and thought processes involved in production and inventory management.

As a result, people who have the CPIM share common concepts and terminology that are very valuable in the workplace. For example, Boyle highlights the section of the exam dedicated to manufacturing capacity planning, which analyzes capacity planning in three ways: according to the factors of a master production schedule, using capacity bills and using resource profiles. Anyone with the CPIM will likely approach capacity planning in a similar way.

Be warned, however: unlike the CSCP, the CPIM requires you to take not one, but five exams on five different modules of study: Basics of Supply Chain Management, Master Planning of Resources, Detailed Scheduling and Planning and Execution and Control of Operations.

APICS offers self-study materials and instructor-led online and in-person courses, where the prices vary from center to center. The [online review course](#) costs \$2,645 or \$1,995 if you're a member of APICS. The exams cost \$145 each.



According to APICS, those with the CPIM earn 14 percent more than those without it, while 64.4 percent believe getting certified had a positive impact on their careers.

### **CPSM: Ideal for a Career in Procurement**

The ISM offers two certifications: the CPSM and the CPSD (Certified Professional in Supply Diversity). The consensus among our experts is that the CPSD is a highly specialized qualification best suited to individuals at a relatively advanced stage of their careers, so we won't cover it here.

The [CPSM](#) was launched in 2008 and has a strong focus on procurement. Or, as Sherman puts it: "ISM is an organization for procurement and strategic sourcing people. The certification program is strongly focused on purchasing and procurement."

Ferrari agrees: "It's very specialized—you'll study procurement practices, contract management, financial management and more. From what I see, it's good for people who have maybe been in a procurement position for five years, and now want to advance."

Boyle, who has the CPSM, stresses again that the certification equips professionals with shared language, terminology and ideas. And like APICS, the ISM says that those with the certification can earn more: ISM's own [salary survey for 2013](#) states that professionals with a CPSM earn 9 percent more than those without it.

Requirements for the certification are:

- Three years of full-time, professional supply chain management experience (nonclerical, nonsupport) with a bachelor's degree from a regionally accredited institution or international equivalent, or;
- Five years of full-time, professional supply chain management experience (nonclerical, nonsupport) without a qualified bachelor's degree, and;
- Successfully pass three CPSM exams, or pass the Bridge Exam if you're a CPM "in good standing." (The CPM is an older certification from the ISM, now retired.)

The ISM is flexible and offers a [wide array](#) of resources for preparation. David Panzera, strategic sourcing manager at international chemicals firm Arkema, became CPSM certified in 2011. He wanted to demonstrate to potential recruiters that he was up to date in the field after spending a few years working in sales.

Studying by himself, it took Panzera about five months to gain the CPSM. With the three exams—Foundation of Supply Management, Effective Supply Management Performance, Leadership in Supply Management—which cost \$199 each for ISM members (\$299 for non-members), plus the cost of books, he estimates he spent around \$800 to get certified.

In addition to the benefits of the CPSM certification itself, Panzera says the ISM offers excellent networking opportunities—he's very active in his local chapter in Philadelphia. Sherman says the same thing about APICS, and adds that managers may be more likely to recruit people with the same certification and group affiliations that these organizations have.



## **A Future Investment: The SCPro™**

Honorary mention goes to the SCPro™ certification, which is offered by the large and prestigious CSCMP. Traditionally an organization with a strong focus on logistics, the CSCMP is seeking to cover the broader supply chain field with its new certification program, which was just launched in 2012.

Ferrarri and Sherman both highlighted the SCPro™ as a certification to watch, even if it's not yet widely recognized. Like the CSCP, the SCPro™ is intended as an end-to-end course. The certification has three levels, and thus offers those who take it the opportunity to explore supply chain issues on a much deeper level.

"I think that SCPro™, with its three levels of study, will be much stronger down the road," Sherman says. "It's an advanced certificate in problem solving and project management. Level One is equivalent to the CSCP. At Level Two, you go deeper: there are case studies you have to solve, like you'd get in a master's degree program. At Level Three, you execute performance improvement in an actual company—either your own company, or they'll find you one. You have to make real world changes."

Sherman believes that the SCPro™ may ultimately benefit people in the long run, once the certification becomes more well-known in the job market. "It's a future hedge," he says. "If you have a CSCP or CPIM, look at the SCPro™ to give you a competitive edge five to ten years down the road. The investment will grow in value over time."

For more information about the SCPro™, click [here](#).

## **Supply Chain Certifications: A Valuable Investment**

There are many factors to consider when contemplating whether to get a professional supply chain certification, but our experts agree: all three certifications discussed here are excellent qualifications that will most likely set you apart from the competition when searching for a job.

In Ferrarri's view, certifications are increasingly becoming a prerequisite in supply chain careers. Sherman points out that, if confronted with two candidates of equal experience, one of which has a formal certification, a recruiter will almost certainly opt for the certified individual. "It's all about risk mitigation," he explains.

Boyle agrees, but adds that ultimately, a lot comes down to you—you'll need to take the time to do your research and think carefully about your own career goals to decide which certification is best for you.

## **Works Cited:**

**"3 Supply Chain Certifications That Will Help You Land a Job"**<http://strongest-link.softwareadvice.com/supply-chain-certifications-0114/>, 9 January 2014. Web. 26 Feb. 2017.

# APICS Michiana 2016 – 2017 Chapter Board of Directors

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