

APICS Region VIII

The Association for Operations Management

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Fall 2005



Message from the Region VP
Mary Moravec, CPIM

Welcome to the 2005 Fall Edition of APICS Region 8 e-Newsletter!

As your summer winds down into fall and with the holiday season just around the corner, the planning you did in the summer now begins to pay off. Most chapters have classes running, instructors teaching, students learning about APICS body of knowledge and membership. You have PDMs with great speakers on cutting edge topics and as you network with members and customers, some may be returning from Kansas City with stories of the great times at the APICS Conference, not only learning but also sharing. Isn't this at the core of what are chapters are about? Developing people, not only through our body of knowledge, but also developing Operations Management professionals? Making connections with likeminded people? Something to ponder as you settle in with a hot toddy in front of the fire this fall – What value does APICS bring to people besides the body of knowledge? Now,

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APICS Society News

Hot Topics

Supply Chain Certification

APICS introduces the Certified Supply Chain Professional (CSCP) designation.

APICS 2005

See all the highlights from the 2005 APICS International Conference and Exposition.

APICS Corporate Award Winners

APICS honors Engenio Information Technologies, Inc., Global eProcure, and Owens Corning with Metreo, Inc. as winners of the 2005 Corporate Awards of Excellence.

Hurricane Relief

APICS joins in supporting relief efforts for hurricane victims.

New Benefit for APICS Members

Looking for unbiased, comprehensive, usable information on enterprise software? Try our new, searchable, Online Software Database.

Calendar

APICS Webinars

How Lean Is Your Company?

November 9

Proven Strategies for Reducing Forecast Error

November 16

Improve Enterprise Information Systems with Lean Principles

December 14

National Workshops

Basics of Supply Chain Management

November 15-17, 2005

Basics of Supply Chain Management

January 17-19, 2006

onto the news...

Region Elections: And the winners are...

At the St. Louis meeting in September, region 8 held its annual elections for region VP and the region staff. I wish to thank Tammy Laforet, Windsor chapter President, for her duty as our nominating chair this year. (She did a great job!) The following people will be your Region VP and staff effective January 1st, 2006:

- Pamela Somers, Region VP
- Mike Kovacs, Executive VP
- Paul Howatt, VP Officer Development and Education
- Axel Dietz, VP Marketing and Communications
- Yvonne Ewing, VP Chapter Support

Pamela and I will be succession planning over the next few months. Congratulations to our new team!

OMERIC AGM Results

We held our OMERIC (Operations Management Education and Research Institute of Canada) AGM immediately after our region meeting. After the adoption of the previous meeting minutes and financial statements, we held our elections. I am

pleased to announce George Stevens, Ron Taylor, and Mike Kovacs were elected directors. Eric Somers and Judy Carrick continue in their second term and the board met immediately after the AGM, to appoint Troy Woudwyk and George Stevens (in a dual role) to Secretary/Treasurer and COO, respectively. I will continue as CEO and President until January 1st, 2006, when Pamela Somers will succeed me. (Region 8 VP is CEO for OMERIC according to the bylaws.)

Next, Lloyd Clive gave a special report to the members regarding the dissolution of OMERIC. Lloyd relayed the history of the organization, past courseware development, and its current position. After much discussion, a motion was made to dissolve OMERIC and it was approved. This was a difficult decision for all parties, but the general consensus was we are doing the right thing with dissolution.

The board will now begin the road ahead to work with attorneys to determine the best course of action and disposition of the remaining funds. There still is much work to do but Lloyd has researched quite a bit and we will begin shortly. We will have more information in February.

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Message from the Region VP Communications

Axel Dietz, CPIM

1st of my apologies go out to the chapter executive with regards to our web site. The very same fears that chapters face with changes in personnel and lack of knowledge transfer occurred at the region with the resignation of Casey as the region's webmaster. The web site went "off the air" for a couple of days when the domain registration expired and Pam was quick to step with a personal advance to keep the site up. Fortunately Troy Woudwyk, President of Durham



Message from the President of Ontario Grand Valley

Kevin Hill CPIM

"The criteria for this award focuses on contributions to APICS Parent Chapter, Region or Society, Student Chapter leadership, leadership in College/University and other Professional Associations, and community service. I have had the privilege of working with Deb over the past year in various APICS

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Highlights of first APICS Leadership Institute in St. Louis, MO

Our attendance for this event was simply amazing – 140 people were in attendance from across 3 regions. Mr. Ron Althaus, VP Chapter Development and Chair of the CDC opened the event by welcoming everyone and introducing the presenters for the training sessions.

Once again, region 8 was front and center when Dina Piroli, VP Administration and Finance, introduce the special prospect CD she developed with the Windsor Chapter board. This CD was one of the takeaways at the meeting, as each participant received a copy. Everyone is most impressed with this concept. If you want to know more about this CD, please contact Dina at the Windsor chapter, (dpiroli@apicswindsor.org), for further details.

Where will the next region 8 innovations come from? Maybe your chapter? We will have to wait and see.

Mary Moravec, CPIM
Region 8 Vice President

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Chapter, offered to help the region out. Troy has both the tools and the experience to keep our site alive. I also need to make sure that our hosting provider (WorldChat) doesn't pull the plug because we haven't paid his bill.

I realize that this is not a reflection on Casey as he's served the Region well and had the web site updated quickly and in compliance with society guidelines earlier this year. Nonetheless priorities change over time and Casey felt the need to step aside.

For next year the portfolios of Communications and Marketing have been consolidated and I plan to spend most of my efforts on the latter and plan to continue with the good work spearheaded by Dennis Lord and Sheree Jamieson.

With regards to passport I did receive confirmation of the results announced at the AGM and hopefully

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activities including Student Chapter President. She continues to impress all of us associated with the Grand Valley Chapter and is now using her talents as a new Board Member for OGV.

When you review her almost endless list of accomplishments, you will find that she perfectly represents the intent of this award. She has devoted much of her time and endless energy to helping others. From coaching other students to using her Materials Management studies to develop a database for the Guelph Food Bank, she is always helping those who are in need. Deb has won the top student award in both the Conestoga College School of Business and their Materials Management Program for leadership, academics and volunteerism. She has left a positive impression with all people she meets through APICS and PMAC, as well as in industry and the community.

Her academic awards are just as impressive. She has won the APICS Student Achievement Award, the KC Holness Award for Region VIII (Canada) as the most outstanding student, the APICS Most Outstanding Student Award as voted on by her peers, the Materials and Operations Management Faculty Award as the most outstanding student all 3 years she has been in the program, the PMAC Commodities Research Award, the PMAC Information Systems Award etc. This is truly an impressive list!

Congratulations are extended to Deb from all of us in Region VIII on her winning of the 2005 Student Voluntary Student Service Award."

you will see all of the presentations made at the September AGM on the region web site shortly.

I look forward to a very challenging and rewarding term next year. Your comments and opinions are always welcome.



Deborah Walker,
CCMC
Certified Career
Management Coach

Beware of the Top 5 Interview Mistakes

We've all heard stories of job candidates who looked great on paper but who were absolute disasters in person. With fewer interview opportunities available in our competitive job market, it's essential to make the best possible first impression. Learn from the mistakes of others and avoid these top five worst interview blunders:

1. Not preparing for the tough interview questions.

Like every job seeker, you probably have your own set of tough interview questions you hope will never be asked. The best strategy is to prepare ahead of time with answers to ALL of these questions. A career coach can be a great resource for helping you work out suitable answers with a positive spin on negative or challenging career situations.

2. Failure to match communication styles.

Making a great first impression is easier to do when you communicate effectively with your interviewer. The best way to do this is by mirroring his or her communication style. Allowing your interviewer to set the tone of the conversation will put him or her at ease and makes the conversation flow more naturally.

For instance:

- * If the interviewer seems all business, don't attempt to loosen him or her up with a joke or story. Be succinct and businesslike.
- * If the interviewer is personable, try discussing his or her interests. Often personal items on display in the office can be a clue.
- * If asked a direct question, answer directly. Then follow up by asking if more information is needed.

3. Talking too much.

In my recruiting days, I abhorred over-talkative candidates, and so did most of my client employers who interviewed these candidates. Over-talking takes several forms:

- * Taking too long to answer direct questions. The impression: This candidate just can't get to the point.
- * Nervous talkers. The impression: This candidate is covering up something or is outright lying.

To avoid either of these forms of over-talking, practice answering questions in a direct manner. Using role-playing in preparing for your interview will help you avoid excessive, nervous talking.

4. Saying negative things about your current or past employers or managers.

Even if your last boss was Attila the Hun, avoid stating your ill feelings about the person or work situation. No matter how reasonable your complaints, your negative comments will be viewed as disrespect towards your boss. When faced with the challenge of talking about former employers, make sure you are prepared with a positive spin on your experiences.

5. Giving away too much salary and earnings information.

Candidates often weaken their future earning potential by speaking too freely about their current income. No matter the official salary range of the position you are interviewing for, your current earnings have an enormous effect on the size of the offer. Investing in a career coach to help you answer salary questions can add thousands of dollars to your new job offer.

You already know that it takes a strong resume that sets you apart as a candidate of choice to be invited for an interview. The next step is to hone your interviewing skills to actually win job offers. Polishing your interviewing skills can mean the difference between getting the job and being a runner-up.

Deborah Walker, CCMC
Career Coach ~ Resume Writer
Read more job-search tips and resume samples at
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Dates to remember

ASC/TTT/LDI Meeting	November 4 & 5, 2005	Cambridge, ON
President's Meeting	Feb 17 & 18, 2006	Toronto, ON
Training Meeting	July 2 & 3, 2006	Calgary, AB
AGM and Elections	September 15 & 16, 2006	Windsor, ON
Mini Conference	TBA	Niagara Falls, ON