



Albany/Capital District Chapter Newsletter
April 2010 Edition



April Professional Development Meeting

Wednesday, April 14th, 2010 @ The Desmond

Supply Chain Metrics and Value Chain Performance

Dr. Mark Chockalingam
President - Demand Planning.Net, Boston, MA.

Registration & Cocktail Hour: 5:00 PM

Dinner: 6:00 PM

Speaker Following Dinner

[Click for Details](#) [Click for Speaker/Topic Info](#)

Dinner Choices:

Prime Rib of Beef - The finest aged rib of beef, slowly roasted with crushed herbs, served with a creamy horseradish sauce and our Scrimshaw potato

Roasted Vegetable Penne - Imported Penne pasta tossed with a pomodoro marinara sauce, topped with oven roasted vegetables and a hint of romano cheese.

Sole Bonne Femme - Fresh Atlantic fillet of sole oven baked and finished with a mushroom duxelles veloute sauce. Served with rice pilaf

All dinners include:

Desmond Salad - Chilled exotic greens topped with sliced mushrooms, mandarin oranges, sliced almonds, dried cranberries, cheddar cheese and our own creamy garlic dressing

Peanut Butter Blast - Chocolate cake topped with peanut butter mousse and chopped Reese's peanut butter cups.

Registration is **\$20** for members and non-members. Includes dinner. Reservations need to be made by the end of the business day on **April 12th, 2010 (Monday)**. All reservations should be made via e-mail to reservations@apicsalbany.org (Please include in your e-mail; Name(s), Company Name, # Attending. **Once you've registered**, if you would like to pay by credit/debit card please [click here](#)).



2010 Albany/Capital District APICS Scholarship Deadline is April 12th

For the sixth consecutive year, the Albany/Capital District chapter of APICS will be awarding two \$1,000.00 scholarships, to be presented at its annual awards dinner the evening of Wednesday, May 12, 2010. Beginning last year, scholarship eligibility has been expanded to include the general public.

To be eligible for the scholarship program, applicants must meet the following criteria:

1. The applicant must be a resident of the Capital District
2. The applicant must be a high school senior graduating in 2010 or a current full-time college student
3. The applicant must be accepted at or currently enrolled in an accredited two or four year college or university

Completed applications must be returned with a postmark of no later than April 12, 2010 and include the following:

- A letter of recommendation by a teacher/counselor from the applicant's school.
- An official transcript (and SAT scores if currently in HS)
- An essay of 300-500 words on the topic of "The current and future roles of Operations Management."

To download an application, visit www.apicsalbany.org/awards.htm. For questions or additional information, please contact Sal Ganino at (518) 377-6107 or sganino@apicsalbany.org.

Resume Tips: Five Ways to Grab Employers' Attention

By Deborah Walker, Certified Career Management Coach (www.AlphaAdvantage.com)

1. Keep your focus clear and to the point - The first thing potential employers need to know is what you do and the position you are interested in. In the past, job seekers have used an objective statement at the top of their resume to indicate their employment interest. With the lightning speed scanning approach that recruiters take in viewing resumes, a wordy, vague objective statement taking up three or more lines of text just doesn't get the job done. In most cases they don't get read. Instead, write a short, direct professional summary that clearly illustrates your career focus. Your statement should include your profession, how long you've done it and your particular areas of expertise. Something to the effect of: Senior purchasing professions with 10 years' procurement expertise in: strategic sourcing, contract negotiation, financial analysis, strategic planning, leadership, contract law and process improvement. Remember, your resume is not an historical tell-all. To keep your focus clear make sure that everything following in your resume relates to your focus. Leave off extraneous details.

2. Stuff your resume with key words -The more key words you use the more frequently your resume will show up in online searches like LinkedIn, TheLadders and CareerBuilder, etc.. Additionally, employer resume data bases also use key words to query for qualifying candidates. Without appropriate key words your resume will be electronically ignored. Without key words, your resume is being shot off into a black void each time you submit it. A good way to make sure your resume is full of key words is to check it against job postings. Use as many of the key words found in the responsibilities and qualifications sections of job postings. As much as you can, match up your terminology with what you find in job postings.

3. Keep your resume reader-friendly - Nothing gets ignored like a resume full of lengthy blocks of text. No one has time to read through that much information. Resume screeners need to be able to absorb your information quickly. Leave out extraneous details so that key facts show up easily. Separate blocks of text into smaller easy-to-digest snippets of information. Use white space to separate bullet points so that each stand out. Be sure that your font size is readable: nothing smaller than 11 point.

4. Include plenty of accomplishments - If you want to stand out from the crowd you must include accomplishments throughout your resume. Write accomplishments that show how you solve universal problems such as saving time, cutting costs, improving performance and increasing customer satisfaction. Your accomplishments should stand out on your resume in bullets separate from your responsibilities. Don't make the common mistake of combining responsibilities and accomplishments in a long list of bullets. List your responsibilities in a small block of text and your accomplishments in bullet form following.



Resume Tips: Five Ways to Grab Employers' Attention (continued)

By Deborah Walker, Certified Career Management Coach (www.AlphaAdvantage.com)

5. Get your best information on page one - It's true, if you can't grab their attention on page one they won't stick it out to find out the wonderful things you've got on page two or three. This presents a problem for those who experienced their most productive work five or more years back. The solution is to use the hybrid resume format that allows you to create a highlight of accomplishments section at the top of page one of your resume. This area of your resume is reserved for the best examples of your work. The accomplishments you include should illustrate the key transferable skills needed for the position you are interested in.

Don't delay in implementing these resume changes. Employers are waiting for you with opportunities for a better career and a better life.

Upcoming Educational Programs

Certified in Production and Inventory Management (CPIM)

Since 1973, the CPIM program has educated more than 90,000 manufacturing professionals on essential terminology, concepts, and strategies related to demand management, procurement and supplier planning, material requirements planning, capacity requirements planning, sales and operations planning, master scheduling, performance measurements, supplier relationships, quality control, and continuous improvement. Anyone interested can contact Dean Meierdiercks (265-9450 or dmeierdiercks@apicsalbany.org).

Course: Certified in Production and Inventory Management (All Modules)
Dates: Starting Soon
Day/Time: TBA
Where: TBA
Instructor: Ken Stuff CPIM, C.P.M., APICS Lead CPIM Instructor
Cost: APICS members \$350, non-members \$400 (materials not included)

Certified Supply Chain Professional (CSCP)

The APICS CSCP brings your company's entire value chain into perspective. By giving you a truly end-to-end view of the supply chain, you become the expert, not just within your organization's walls—you become the global expert. From manufacturing to service, in business and consumer markets, the increasingly important role of effective supply chain management affects all organizations. Customer expectations are high—with the APICS CSCP, you can ensure that your company not only meets, but exceeds them. Anyone interested can contact Dean Meierdiercks (265-9450 or dmeierdiercks@apicsalbany.org).

Course: Certified Supply Chain Professional (All Modules)
Dates: Starting Soon
Day/Time: TBA
Where: EXEControl (Clifton Park)
Instructor: Dean Meierdiercks, CPIM, CSCP
Cost: \$2,000 (all materials included)

APICS Lean Enterprise Workshop Series

As more organizations decide to go lean, demand is escalating for a skilled team and systemwide approach for developing and implementing lean project plans. This course is designed to equip you with the broad knowledge and tools to map the transformation for developing a lean culture at your organization. Participants will be awarded a certificate of completion from APICS. Anyone interested should contact Todd Nadler (265-8836 or tnadler@apicsalbany.org).

Dates: TBA, Flexible depending on interest
Time: TBA, Flexible depending on interest
Where: TBA, Flexible depending on interest
Instructor: Todd Nadler, CPIM, CSCP, APICS Lead Lean Enterprise Instructor
Cost: \$700 (all materials included)



New Albany/Capital District APICS Group on LinkedIn

Albany/Capital District APICS has recently created its own group on LinkedIn. We plan to use this group as a means to advertise our organization and its activities to Operations Management professionals in the Capital District area, as well as to provide a forum for discussion of topics relevant to the local Operations Management community.

For those not familiar with LinkedIn, it is the most popular social networking site centered around business networking. There is no fee to join as a standard member.

In the short time the group has been up we have already reached 45 members. If you have not joined the group already, please follow the link below. If you are already a member, tell your friends and co-workers.

Albany/Capital District APICS on LinkedIn - <http://www.linkedin.com/e/vgh/2866962/>

APICS Supply Chain Manager Competency Model

Learn how the new APICS Supply Chain Manager Competency Model can be applied across industries and used as "a compass" for hiring and supply chain management professionals.

[Access the APICS Supply Chain Manager Competency Model](#)

The Albany/Capital District Chapter acknowledges the following members

Current Membership: 86

New members:

Gilbert Mattice CPIM – Covidien/Mallinckrodt (Professional)

2009-2010 Board of Directors Contact Information:

President

Josh Weinstock, CPIM
Price Chopper
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Albany/Capital District Chapter



APICS – The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management, including production, inventory, supply chain, materials management, purchasing, and logistics. Since 1957, individuals and companies have relied on APICS for its superior training, internationally recognized certifications, comprehensive resources, and a worldwide network of accomplished industry professionals.

The ACAP Newsletter is published monthly by the Albany/Capital District Chapter of APICS, the Association for Operations Management, to provide its members the news and activities of the chapter.

Comments, suggestions and story ideas are encouraged, and may be sent to:

webmaster@apicsalbany.org

Chapter Website:
www.apicsalbany.org

Society Website:
www.apics.org

ACAP APICS on LinkedIn:
www.linkedin.com/e/vgh/2866962/