

Cedar Valley Views

Celebrating 30 Years in the Cedar Valley!



APICS

November 2004

**Build Your Business—
Build Your Team—
Build Your Career**
APICS and our Cedar Valley Chapter offer almost unlimited opportunities to improve your career, your work team, and your enterprise.

**Maximize your
Membership ROI—
Be an active member!**

**CPIM & CIRM
Certification Programs**
are a great way to develop and motivate your resource management individuals or teams. Visit the Cedar Valley APICS website for more info on the programs and a schedule of local review courses and exams for 2004

Newsletter Distribution
Want to be added to our Newsletter distribution? Just title an Email "CDVA Newsletter" & send it from your Email address to: cathy.bolton@mchsi.com

Visit **Your Website:**
www.cedarvalleyapics.org

2004-05 Annual PDM Schedule!

Nov 9 th	John Ruth - Sales and Operations Planning
Jan 11 th	TBD
Feb 8 th	Harvey McChesney - Unfreeze your Thinking for Better Decision Making
Mar 8 th	Plant Tour - Kinze Manufacturing
Apr 12 th	Stephen J Timm - Life Cycle Value Stream Management / Lean
May TBD	Golf Outing

NOVEMBER PDM – JOHN M RUTH: SOP PLANNING

Come join us while Mr. John Ruth leads us through the process of Sales and Operation Planning. See page 2 for details.

APICS Unveils New Name!

Find out what it is and why the change on Page 3.

33 Tour Shakespeare Chocolate Factory

See Page 4 for list of those present and write up by Gregg Stark about this very interesting plant tour.

FREE copy of the 2004 APICS Conference proceedings

See Page 5 to find out how to get your free CD!

Lean Manufacturing and SOP

Article on Page 5 explains how Lean Manufacturing and Sales and Operations Planning work together.

Find your name and attend November PDM free!

Find your e-mail name (without the address; example cathy.bolton) in this newsletter and attend the October PDM for free. Notify Kavi Parupally on or before Friday November 5, 2004, to make your free reservation to attend the November PDM if you find your email name in this newsletter.

November Webinar Schedule on Page 8.

NOVEMBER PDM

Topic: SALES AND OPERATIONS PLANNING

**Presenter: John H. Ruth
MANAGEMENT CONSULTANT
John H. Ruth and Associates**



When: Tuesday, November 9, 2004

- 6:00 PM Networking**
- 6:30 Chapter Business**
- 6:45 Dinner**
- 7:30 Program**

**Where: Longbranch Hotel and Restaurant
90 Twixt Town Rd NE, Cedar Rapids, IA**

Meet Mr. John Ruth---

John Ruth is a senior executive with extensive operations and marketing expertise. John's specialty is creating and leading market driven organizations and is successful in start up and turnaround situations with experience in North American, European, South American, and Asian markets.

John is an effective leader with highly developed planning, motivating and communications skills.

He is an excellent facilitator too. John has a successful consulting experience in computer software sales and marketing, retailing, distribution rationalization, corporate process development, strategy creation, and business turnaround.

John will discuss Sales & Operations Planning in the manufacturing sector and how to make it work with measurable results. The presentation will include:

- | | |
|----------------------------|----------------------------------|
| 1. The problem | 5. The results |
| 2. Management's commitment | 6. Potential Roadblocks |
| 3. The process | 7. Your role as the professional |
| 4. The metrics | 8. Q & A |

Reservations are due by Friday, November 5, 2004. \$20.00 payable at check in (No-shows are billed.)

Contact Cedar Valley APICS Director of Programs Kavi Parupally,
Phone (319) 295-6280, E-Mail kkparup9@rockwellcollins.com, or FAX (319) 295-7400

Name: _____ Co.: _____

Name: _____ Co.: _____

Name: _____ Co.: _____

APICS Unveils New Name at 2004 International Conference and Launches New Brand in 2005

Alexandria, VA (October 12, 2004) APICS—The Educational Society for Resource Management is pleased to announce that it will change its name to APICS The Association for Operations Management, effective January 1, 2005. The association will use a new tag line—Advancing Productivity, Innovation, and Competitive Success. APICS unveiled the new name publicly at the 2004 APICS International Conference and Exposition in San Diego, California, on October 12.

The APICS Board of Directors unanimously approved the name change at its October 9, 2004, meeting. "APICS has evolved to meet the needs of the community it serves, but the name no longer fully recognized the value proposition the association delivers," said APICS President Arnold E. Kennedy, CFPIM, CIRM, Jonah. "The new name will honor our rich history in production and inventory control, better define the broad application of the APICS body of knowledge, and position us for the future."

APICS was founded in 1957 as the American Production and Inventory Control Society, Inc. In the early 1990s, it adopted the name APICS—The Educational Society for Resource Management to acknowledge its growing international presence and expanded scope.

Today, APICS represents a diverse community of professionals from virtually every manufacturing and service industry. The APICS body of knowledge spans all aspects of operations management, which includes production, inventory, supply chain, materials purchasing, and logistics. By changing its name, APICS The Association for Operations Management clearly defines its body of knowledge in terms that are universally understood. The new name asserts the association's leadership position of delivering superior training, internationally recognized certifications, and comprehensive resources, while representing a worldwide network of accomplished industry professionals.

In conjunction with the new name, APICS has adopted the tag line, Advancing Productivity, Innovation, and Competitive Success. "APICS is the resource that individuals and companies rely on for operations management education and validation of one's knowledge through obtaining the Certified in Production and Inventory Management and Certified in Integrated Resource Management designations," said Jeffrey W. Raynes, CAE, executive director and chief operating officer. "Our new tag line communicates the value that APICS delivers to an individual's career advancement gamuench, as well as an employer's bottom line."

APICS enlisted the research services of Wirthin Worldwide and strategic communications counsel of Fleishman Hillard International Communications in support of the rebranding efforts.

33 Tour Shakespeare Chocolate Factory

Approximately 33 CDVA members and guests enjoyed meeting entrepreneur/COO/entertainer Alisa Shakespeare, and touring the Shakespeare Chocolate production facility on the southwest side of Cedar Rapids.

The relatively small facility produces surprisingly large volumes of designer and custom packaged chocolate items, in very short lead times, for some of the biggest names in retail merchandising--Wal-Mart, Target, Costco, and Home Shopping Network. Owner Shakespeare personally led the tour, explaining some of the history and science of chocolate, including the creation of milk chocolate, the cause of "blush" on chocolate, and the process of "enrobing" items in chocolate. From the PO queue, through the challenges of pump reliability and material handling, to the pay plan of minimum wage plus piece work, it was a fascinating look inside the whirlwind of a fast-growing (100% per year) small business. Mixing candor, humor, and an amazing knowledge of all phases of her industry, Shakespeare shared the challenges of entrepreneurship, quick response, and living on the financial edge. If you want to see this high-energy entrepreneur in action, check out the schedule on Home Shopping Network (www.hsn.com/cnt/program_guide); look under program titles like "Gourmet Holiday Treats," or check out the "Sunrise" programs. This tour did not include computerized planning and inventory control, MRP2 BOMs to 6 decimal places, or advanced material handling equipment to which many of our members are accustomed, but darned if it didn't look like one heck of a lot of fun!

The list of attendees are as follows:

Shawn R Phillips	Rockwell Collins	Nancy Dean	Hunter's Specialties
Kristin King	Rockwell Collins	Rusty Richardson	Hunter's Specialties
Janeen Trachta	Oral-B	Sanh Tran	Hunter's Specialties
Phyllis Krambeer	ADM	Steve Mortimore	Hunter's Specialties
Marty Novak	Oral-B	Mike Oswald	Cryovac
Gerald A Muench	Rockwell Collins	Rick Held	Maytag
Kavi K Parupally	Rockwell Collins	Jim Milden	Apache
Tim Soukup	Rockwell Collins	Rose Milden	Apache
Kay Pelusi	Rockwell Collins	Bob Beer	Apache
Gregg Stark	McLeod USA	Barry Shaw	Apache
Peggy Stark	McLeod USA	Cecilia Sanchez	Apache
Doug Roman	Hunter's Specialties	Bob Bisenius	Apache
Jack Parisien	Hunter's Specialties	Sean Williams	Apache
John Brockardt	Hunter's Specialties	Deb Pingel	Cargill
Lynn Emrich	Hunter's Specialties	Mat Macnider	Rockwell Collins
Marlene Stern	Hunter's Specialties	Toni Philips	H.J.Hoinz
Andy Niswander	Hunter's Specialties		

Free 2004 APICS Conference Proceedings

The fully searchable *2004 APICS International Conference and Exposition Proceedings* on CD-ROM is now available. Valued at more than \$40, it provides an overview of the best practices and solutions presented at the conference on topics such as supply chain management, lean principles, operations and inventory management, procurement, and small business issues.

All members in good standing between September 2003 and September 2004 receive a free copy of the proceedings. Those who attended conference received their free copy onsite. Members who did not attend conference can obtain their free copy of the proceedings by contacting APICS Customer Support by phone at (800) 444- APICS (2742) or (703) 354-8851. Nonmembers who wish to purchase the proceedings and members wishing to obtain multiple copies can do so through APICS Customer Support or by going to the APICS Bookstore at www.apics.org.

LEAN MANUFACTURING AND S&OP: YOU NEED 'EM BOTH – PART 1

Lean manufacturing and sales and operations planning (S&OP) work best when they work together. They do different but very necessary things, and you need them both.

Lean manufacturing's objective is to eliminate waste, reduce costs, and cut lead times, and it does these superbly. Lean is strong on execution. S&OP is a forward-planning tool to help balance future demand and supply, and it does this superbly. S&OP is strong on planning.

S&OP supports lean manufacturing in much the same way that it supports a conventional manufacturing environment. S&OP

- enhances decision making on future rates of demand and supply
- operates at an aggregate level and ties to the detail
- integrates financial plans and operational plans
- involves top management in decision making on these issues
- provides a window into the future.

Often, companies operating traditionally will use detailed planning and scheduling tools such as capacity requirements planning (CRP), shop dispatching, input/output control, and the like. S&OP drives information into these tools via the master schedule. However, with lean these tools, CRP, dispatching, and so forth, typically become unnecessary and hence go away. So the question arises, if those tools are gone, how does S&OP affect what happens on the plant floor?

The answer is that the rates set in S&OP can form the basis for calculating values such as takt time, operational takt time, and engineered cycle time, which are very important in a lean environment. Let's look at each one:

- Takt time refers to the time required to produce one item, sometimes called the "drumbeat" for the process. Takt time communicates the frequency of demand and consequently the frequency at which a product must be produced by the finishing process to meet that demand.
- Operational takt time is the rate of production required to meet customer demand and these other factors just cited. Within the context of sales and operations planning, pure takt time would be calculated from the sales plan (customer orders and forecasts); operational takt time would be derived from the operations plan, which is the pure demand plus or minus necessary adjustments for seasonality, plant shutdowns, and so forth.
- Engineered cycle time is the proven output rate from the cell or line or other resource involved. Using the language of demand and supply, takt time is the demand for capacity, and engineered cycle time represents the supply of capacity. Supply must equal or exceed demand, or the total demand will not be met and the customers will be ndean disappointed.

In Part 2, we will take a closer look at these elements.

Tom Wallace, president of T.F. Wallace Company, can be reached at (513) 281-0500 or via e-mail at tomwallace@fuse.net.

Additional Resource

[Sales & Operations Planning: The How-To Handbook](#), second edition, by Wallace is available from the [APICS Bookstore](#).

Today more than ever, our businesses need people with the skills and knowledge to meet ever-increasing challenges to the efficient and effective management of resources--to plan, schedule, coordinate, expedite, and optimize the flow of material, labor, services and information which creates value for our customers. Whether we compete in manufacturing, service, distribution, healthcare, utilities, communications, or any other business area, APICS education, reference materials, and involvement can help our team members excel in their resource management roles.

Timing is everything, and the time is now! Whether you are developing the professional skills of yourself, a valued employee, or your work team, the combination of Certified in Production & Inventory Management course content & certification is a powerful incentive. Contact Kirkwood to register today!

Execution & Control of Operations – In progress

This class focuses on the areas of prioritizing and sequencing of work, executing work plans and controls, reporting results, and providing feedback on performance. A large portion of the class deals with quality initiatives and continuous improvement plans.

Classes will be held Thursday evenings, 6:00—9:00 PM, Sept 9 through November 11. The ECO class has 16 participants.

Experienced Instructor

Jim Milden has 25 years experience in materials management in a variety of retail, wholesale, and manufacturing companies. A graduate of the University of Wisconsin-Madison, Mr. Milden is certified by APICS in both Production & Inventory Management (CPIM) and Integrated Resource Management (CIRM). He is currently the Materials Analyst with Apache Hose and Belting.



APICS CPIM Review Course Schedule: 2004-2005

COURSE	REGISTRATION DEADLINE	KCC LOCATION	START DATE	END DATE	EXAM DATE
Execution & Control of Ops	Sep 6, 2004	Amana Room Iowa Hall	Sep 9	Nov 11	Nov 13
Strategic Mgmt of Resources	Jan 17, 2005	Amana Room Iowa Hall	Jan 20	Mar 24	Apr 9
Basics of Supply Chain Mgmt	Apr 4, 2005	Amana Room Iowa Hall	Apr 7	Jun 9	Jun 11

Certification Maintenance News

APICS is preparing to begin the suspension process for those CPIMs and CFPIMs with 2003 and 2004 deadlines who have not yet met the Certification Maintenance program requirements. Go to our website, www.cedarvalleyapics.org, for a letter from APICS with information on an amnesty period and the suspension schedule for Certification Maintenance candidates.

Contact any board member for information on service and leadership opportunities beginning in 2004.

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Special thanks to Cedar Valley Company Coordinators, our behind-the-scenes recruiters of new members, PDM attendees, and Certification students:

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Apache Hose & Belting Inc.	Jim Mildren CPIM CIRM	jim.mildren@apachehb.com
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Rockwell Collins	Julie Stull	jastull@rockwellcollins.com
Siemens Trans Systems	Mary Smith	mary.smith@sts.siemens.com

PLAN NOW TO ATTEND 2004-2005 CDVA PDM's -----WIN PRIZES

Dear CDVA APICS Members and Friends,

We have an excellent schedule planned for 2004-2005. Plan now to join us each month to share ideas, food, and fun.....*and an opportunity to win some great prizes.* At each PDM you may put your name in the hat for a chance to win one of the following Grand Prizes to be awarded at the PDM in April 2005.

2 TERRIFIC GRAND PRIZES!!

A NEW DESKTOP PC

A NEW PERSONAL DATA ASSISTANT (PDA)

Must be a member of CDVA Chapter of APCIS and present at April PDM to win.

SPECIAL PERFECT ATTENDANCE PRIZES!

WILL BE AWARDED TO THOSE WITH

PERFECT PDM ATTENDANCE FROM SEPTEMBER 2004 – APRIL 2005

Open to APICS Members and Friends.

GREAT DOOR PRIZES TO BE GIVEN AWAY AT EACH PDM!

Need only to be present at any PDM to win. Open to APICS Members and Friends.

November APICS Webinars

The convenience and flexibility of APICS Webinars enable organizations to educate a large number of employees at once, reduce travel expenses, and maintain consistent levels of productivity by eliminating time out of the office. Each 60-minute APICS Webinar features an educational discussion, case studies, and a Q&A session. All you need to participate is an Internet connection and a telephone. As an added benefit, registrants of each APICS Webinar receive a CD-ROM of the presentation after the event.

Upcoming APICS Webinars

Topic: [Tackling Lean Accounting Challenges](#)

Date: November 10, 2004

Presenter: C. Lynn Northrup, CPA, CPIM

[Register Now](#)

Topic: [TOC, Waste Elimination, and the Bottom-Line](#)

Date: November 17, 2004

Presenter: Chuck Gauthier, CFPIM, CIRM, Jonah

[Register Now](#)

We're Cedar Valley APICS

APICS—the American Production and Inventory Control Society, an international organization with 70,000 members in 20,000 companies worldwide.

Locally, we're the Cedar Valley APICS Chapter - serving its members and the Cedar Rapids, Iowa City, and surrounding business community since 1972. We're a non-profit volunteer organization, dedicated to providing leading edge learning opportunities, professional certification, networking, and access to the education resources of APICS International.

Our mission is to develop, promote, and recognize the professional management of resources by individuals and enterprises.

Help For Our "Downsized" APICS Members

"Seeking Employment" advertisement in our Cedar Valley Views newsletter—Quarter-page ad FREE to unemployed Cedar Valley APICS members. Copy due 15th of the month. Contact Cathy Bolton.

APICS Career Center—all candidates may search jobs, but only APICS members receive the added benefits of posting resumes and receiving email alerts when new positions are listed. Visit the APICS Career Center at www.apics.org, phone (800)444-2742, or email jobs@apicshq.org.

Benefits Extension for Unemployed Members Program—a six-month extension of membership benefits without cost. Contact Kirk Schroeder for more info and an application.

Job Postings

A separate e-mail distribution list has been set up for job postings. If you would like to receive these postings, please contact Rick Held at rick.held@mchsi.com and ask to be added to the job postings list. You can have the newsletter and these job postings sent to different email addresses if you like.

If you have a Job you would like distributed to this list, also email to the above address.

Job Postings will also be available on the chapter website, www.cedarvalleyapics.org

Cedar Valley Views, the chapter's monthly newsletter, is available by email or on the chapter website, www.cedarvalleyapics.org. You may request inclusion on our email distribution by contacting the editor, Cathy Bolton at (319) 688-6360 or cathy.bolton@mchsi.com. We welcome your inquiries regarding articles, submissions, advertising, address changes, etc. The deadline for each monthly issue is the 15th of the preceding month. The newsletter may be forwarded to interested parties; articles may be reprinted with permission from Cedar Valley APICS.