

Cedar Valley Views



The Association for
Operations Management

November 2007

Member Benefits

Join APICS and give your career a boost. Read about 10 great reasons to join.

CPIM & CIRM & CSCP 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.

Free APICS Dictionary

APICS members—request your free copy of the 11th edition of the *APICS Dictionary*.

Visit Your Website:

www.cedarvalleyapics.org

Archived APICS Webinars

Visit <http://apics.webex.com> and select Recorded Events on the left navigation bar to view an archived APICS Webinar. A 30-day subscription costs only \$99 for APICS members and \$139 for nonmembers.

November Professional Development Meeting

Dr. John Collis, 7 Fatal Management Sins

Tuesday, November 13th

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2006-07 Annual PDM Schedule

Nov 13 th	Dr. Collis – 7 Fatal Management Sins
Jan 8 th	Plant Tour – Frontier Natural Products, Norway, IA
Feb 12 th	TBD
Mar 11 th	Plant Tour – Orbis, Monticello, IA
Apr 8 th	Tom Schulte – How to Become Essential to Your Organization
May	TBD

PLAN NOW TO ATTEND 2006-2007 CDVA PDM's -----WIN PRIZES**Dear CDVA APICS Members and Friends,**

Welcome back to another year of interesting and educational Professional Development Meetings. 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 at our Grand Prize drawing at the PDM in April 2007 (must be present for drawing at April PDM to win)

November PDM John W. Collis, Ph.D. 7 Fatal Management Sins**John W. Collis, Ph.D. credentials and experience include:****Education:**

Business Management, Law and Educational Administration

- Ph.D. – Educational Administration, University of Iowa
- J.D. – University of Kentucky
- M.B.A. – University of Kentucky
- B.S. – Business Management, University of Kentucky

Professional Experience (Brief Background):

- Presently is a tenured professor in the Managerial Studies Department, College of Business, at St. Ambrose University, teaching primarily at the graduate school (M.B.A.) – some the courses he is teaching include: Capstone Seminar (Policy Formation and Implementation); Organizational Theory, Behavior and Communications; Legal and Social Environment of Business; Business Ethics
- Have served for a number of years at St. Ambrose University as:
 - Dean of the College of Business
 - Director of the H.L. McLaughlin, M.B.A. Program
 - Professor of Economics and Business Administration – taught over 25 different courses at both the undergraduate and graduate levels.
- Taught several doctoral courses at the University of Iowa (Legal Aspects of School Administration and Legal Aspects of School Personnel).
- Has also taught a number of undergraduate courses at Iowa Wesleyan College (including Business Law, Financial Management and Principles of Management) where he also served as Chair of the Division of Business Administration, Accounting and Economics.
- Have held many appointed and elected positions in professional organizations and have served on numerous professional and academic committees, including appointment as program evaluator for baccalaureate and graduate institutions by the Association of Collegiate Business Schools and Programs and was a director on the Midwest Deans Association's Executive Committee.
- Conducted numerous seminars, served on panels, served as a consultant and spoken to many groups on various business related topics, including law and ethics.
- Served both as an enlisted man and as an officer in the United States Army (Active and Reserves).
- Have received a number of academic honors, including:
 - Perry Eugene McClenehan Award, for outstanding candidate for an advanced degree in educational administration at the University of Iowa

- J. Raymond Chadwick Award for the Outstanding Teacher of the Year at Iowa Wesleyan College. The award is given in recognition of superior teaching, academic and professional excellence, contribution to scholarship, development of effective programs of high quality, contributions to the college community, and positive interpersonal relationships with students and colleagues.
- The 2002 Graduate Student Government Association's (GSGA) Academic Professor of the Year Award at St. Ambrose University.

Research and publications include:

- *The Seven Fatal Management Sins: Understanding and Avoiding Managerial Malpractice* (Boca Raton, Florida: St. Lucie Press, 1999).
- Presently writing another book about credit cards, the proposed title is: *Winning the Credit Card Game: Strategies for Leveling the Playing Field*.
- Reviewed various books in law, marketing and management for several publishing companies.
- Research interests are in business ethics, business policy, organizational behavior, finance and law.
- *Educational Malpractice: Liability of Educators, School Administrators and School Officials* (Charlottesville, Virginia: The Michie Company, 1990), the first book published in this subject area.

Reservations due by 12 Monday, November 12th

Contact Cedar Valley APICS Director of Programs Dennis Teel for reservations,

Phone (319) 465-3537 X292

E-Mail: dteel@energymfg.com

CSCP Certification

Certified Supply Chain Professional Program (CSCP)

Helps APICS CPIM and APICS CFPIM Certification Maintenance

There are three possible ways for APICS CSCP program participants to earn points toward maintaining their APICS CPIM or APICS CFPIM designations.

- *30 points*
Completion of the APICS CSCP Learning System.
- *20 points*
Receipt of a passing grade on the APICS CSCP exam.
- *1 point per instructional hour*
Participation in an instructor-led course that uses the APICS CSCP Learning System. Please note that participants cannot claim points for both the course instructional hours and the completion of the Learning System.

For additional information visit the Certification Maintenance section of the APICS Web site.

The Cedar Valley Chapter will be offering the CSCP courseware in Fall 2007 through Kirkwood Community College. The CSCP program consists of two eight week courses starting on Thursday, August 16 and Thursday, October 11. The exam date is Saturday, December 8. The cost of the CSCP program is \$1350.00 excluding the exam.

APICS: Master Planning of Resources

This course explores the concepts of sales and operations planning demand management, distribution and master scheduling to identify and evaluate internal and external sources of demand and forecasting requirements. Explains the master schedule process and how to achieve a realistic master production schedule. Course fee includes student workbook, additional readings and the APICS certification exam. Exam April 12, 2008.

CBPR-145-WAT02 APICS: Master Planning of Resources

Thursdays January 24 – March 27, 2008 6:00 – 9:00 PM
Iowa Hall Amana Room

To register for classes, call 319-398-1022 or register on line at Kirkwood's website: www.foryourlifetime.com

Also being offered as workshops:

Basics of Inventory Management

CBPR-205-bre-01
Tuesday February 12, 2008
KTOS - room 133
1:00-5:00pm

Basics of Material Requirement Planning and Bills of Material

CBPR-210-bre-01
Tuesday March 11, 2008
KTOS - room 133
1:00-5:00pm

Upcoming APICS Webinars

Sales and Operations Planning (S&OP) How-Tos

Date: November 6, 13, 20, 27, December 4, and 11 at 1:00 p.m. ET

Presenter: John R. Dougherty, CFPIM

Site Price: \$495 APICS member, \$595 nonmember

Description

Sales and operations planning (S&OP) is a collaborative communication and decision-making process that balances supply and demand across the extended supply chain, maximizing financial performance and customer satisfaction. It brings sales, marketing, development/design, engineering, operations, and finance together to develop a single, consensus-based set of plans.

The APICS Sales and Operations Planning Webinar Series provides you with basic terminology and equips you with a detailed, comprehensive understanding of S&OP and the processes involved. Real-life examples of successful implementation processes in manufacturing and distribution companies will be referenced. The series will emphasize proven techniques and present you with knowledge of the processes necessary to improve an existing S&OP process or implement an effective sales and operations planning process at your company.

Top Learning Objectives

- Drive continuous improvement through better managed forecasts, inventories, capacities, and supply chain resources.
- Develop a plan that synchronizes sales, marketing, development/design, engineering, finance, and operations.
- Deploy S&OP in multilayer, global, supply chain management-driven environments.
- Integrate S&OP with lean manufacturing, total quality management/six sigma, enterprise resources planning, manufacturing resource planning, distribution resource planning, advanced planning and scheduling, and new product development.
- Focus on serving customer needs in sales and production plans.

Session # 1: S&OP Definition, Processes and Steps

- Sales and Operations Planning: What and Why
- Tools for Linking Volume with Mix
- Monthly S&OP Process

Session # 2 :Monthly S&OP Process

- Supply Planning
- Meetings

Session # 3: S&OP in Different Operating Environments and Integrated with Continuous Improvement Processes

- Getting the Product to the Customer
- Integrating with New Product Development, Lean Manufacturing, and six sigma/total quality management

Session # 4: S&OP and the Extended Demand and Supply Chains

- Customer Linking
- Supply Chain Management
- Outsourcing
- Third-Party Manufacturing

Session # 5: Financial, Organizational, and Size Issues

- Financial Planning
- Small and Privately-held Companies
- Global Businesses and Matrix Organizations
- Managing Through Changes in Ownership

Session # 6: Implementation, Operations, and Results

- Implementation
- Operations
- Benchmarking Your Process
- Experiences of “Best Practice” Companies

Who Should Attend?

- S&OP process owners and sponsors
- Managers from finance, sales, marketing, manufacturing, engineering, development, planning, supply chain, and distribution
- Demand managers, forecast analysts, and product managers
- Production managers
- Master schedulers, production planners and schedulers, distribution planners, inventory planners, and supply chain analysts.

Level: Intermediate

About the Presenter

John R. Dougherty, CFPIM, has provided direction for manufacturers since 1977. He provides hands-on assessments and consulting and also delivers company-focused educational sessions to organizations in a broad range of manufacturing industries, enabling them to successfully improve their logistics, resource management, and planning and control systems and approaches. Many of these companies have reached Class A level of achievement. Dougherty is the coauthor of *Sales & Operations Planning: Best Practices*, 2006.

Methods for Forecasting New Products and Measuring the Results

Date: November 7, 2007, at 2:00 p.m. ET

Presenter: Gary Landis, CFPIM, CIRM, CSCP

Site Price: \$99 APICS member, \$139 nonmember

Description

New product forecasting is very difficult to forecast because the historical perspective is unclear. This presentation will describe methods for determining future demand for new products, as well as measuring the results.

Global suppliers' expanding lead times increase the pressure for improved new product forecasting—difficult under the best of circumstances. Learning how to be successful in this changing environment is the major goal of this APICS Webinar.

We look at a major manufacturer of saws that used inventory as a changing demand buffer. The company was hampered by a lack of internal and external communications, informal reporting, and a lack of forecasting by the sales force.

By implementing a sales and operations planning process on a monthly basis, products are now being forecasted with monthly updates. The key sales and marketing executives, as well as operations and finance, attend the monthly update meetings. The results of the company's efforts will be provided.

Top Learning Objectives

- Understand why it has become more difficult to forecast fickle customer demand.
- Learn methods for forecasting new products.
- Examine and gain an understanding of specific applications where new product forecasting is an issue.
- Discover examples of specific company applications.
- Determine specific methods for measuring the forecast results.
- Learn techniques for revising forecast on a timely basis.

Who Should Attend

- Product managers
- Materials managers
- Production control managers
- Purchasing managers
- Supply chain managers
- Forecasters

Level: Intermediate

About the Presenter

Gary A. Landis, Gary Landis, CFPIM, CIRM, CSCP, is president of G.A. Landis Associates and has more than 25 years of experience in various types of management, both as a consultant and a practitioner. His company provides both consulting and education in ERP, MRP, JIT, and a variety of computer systems applications. Landis is a past president of APICS and served on the board of directors. He is currently an APICS national instructor.

Aligning Supply Chain and Financial KPIs

Date: November 14, 2007, at 2:00 p.m. ET

Presenter: Abe Eshkenazi, CSCP, CPA, CAE

Site Price: \$99 APICS member, \$139 nonmember

Description

Key performance indicators (KPIs) are how management tracks the progress of an organization toward achieving its goals. Ideally, the KPIs for each department roll up to support the overall company objectives. Supply chain KPIs are managerial rather than financial in nature and focus on process efficiency, including: product and service quality, timeliness, cycle times, and cooperation/collaboration of partners, and so forth.

This presentation provides participants with an introduction into key principles and concepts in the area of finance and accounting and their impact on supply chain KPIs.

Top Learning Objectives

- Changes in the role of finance and accounting
- Differences between financial accounting and managerial accounting
- How financial accounting and managerial accounting work together
- The underlying financial bases for KPIs
 - accounting methods
 - inventory valuation
 - fixed vs. variable costs
 - cost allocations
- Steps to develop supply chain-specific KPIs

Who Should Attend

- Product managers
- Inventory control managers
- Materials managers
- Production control managers
- Purchasing managers
- Supply chain managers

Level: Intermediate

About the Presenter

Abe Eshkenazi, CSCP, CPA, CAE, is the Executive Director and Chief Operating Officer of APICS. He has more than 20 years of association and operations management experience and a background rich in leveraging strategic alliances, business development, and staff development. Before joining APICS, Eshkenazi served as the managing director of the Operations and Information Technology Group at RSM McGladrey, a leading national business consulting, accounting, and tax firm. He is a graduate of the Kellogg School of Management of Northwestern University and DePaul University.

Chapter News

Celebrate with APICS Join the 50-Member Challenge

Make APICS' 50th Anniversary Our Best Year Ever

For 50 years, APICS has empowered members to reach their career goals and helped businesses improve productivity and efficiency through superior education and training, internationally recognized certifications, and comprehensive resources for operations management professionals.

The APICS 50-year legacy of leadership is possible because of members like you! Now, you can pass on the legacy to new members and share the rewards of APICS membership.

Refer a Member and Win!

Each month, APICS will count the referrals and send a gift to each recruiting member. All participants will be entered in a drawing to win a grand prize. So, for each member you recruit, the better your chances of winning. Check the APICS Web site often to find out about the latest prizes. All recruiters will be featured on the APICS Web site and in other campaigns throughout the year.

Keep the APICS Legacy Strong

The APICS community is only as strong as its members. Keep APICS going strong for the next 50 years. Refer a member today, help your APICS network grow, and qualify to win!



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 worldwide network of accomplished industry professionals. To learn more about the APICS community, visit www.apics.org.

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.

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Cedar Valley APICS Company Coordinators

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

Company	Coordinator	Email Address
Apache Hose & Belting Inc.	Jim Milden CPIM CIRM CSCP	jim.milden@apachehb.com
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Rockwell Collins	Tim Soukup	trsoukup@rockwellcollins.com
Whirlpool Appliances – Amana	Rick Held CPIM	rheld@maytag.com

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 Director of Communications Joni Philips

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, Joni Philips at (319) 573-9650 or philipsjnd@msn.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.



CELEBRATING *50*