

About the Speaker

Tom Schulte

Tom Schulte spent most of his career working at a Fortune 100 manufacturing facility. His experience over the years includes serving as *Employee Involvement Coordinator & Team Facilitator, Manufacturing Supervisor, Senior Training Consultant, Change Management Facilitator* and *Development Facilitator for Business Excellence*.



Tom has delivered hundreds of motivating, interesting, content-rich presentations to associations, corporations, conferences and civic organizations throughout the U.S., Canada, South Africa and Australia. He has been an invited speaker at most of the APICS International Conferences the past 14 years and was the highest rated speaker at the Conference many times including 2002, 2003 & 2004. Tom also was awarded the best speaker award at the 2003 SAPICS conference in South Africa. His ability to weave his years of corporate experience, life experiences and sense of humor into common sense presentations, combined with his enthusiasm and energy make his presentations and workshops dynamic,

meaningful, motivating and fun to attend.

Tom currently works as a private consultant utilizing his knowledge and skills to help businesses “reawaken” the involvement, leadership, teamwork and spirits of their

About the Topic

CONSTRAINT MANAGEMENT

“*Tried and true*” manufacturing methods and policies that once were “good enough” are no longer foundations for success. The rules have changed in the competitive world marketplace we face today. More than ever before companies are being called upon for higher productivity, lower inventories and shorter cycle times. These realities have caused many manufacturers to shift their thinking from time honored manufacturing paradigms to a new kind of thinking that has resulted in spectacular results.

The *Theory of Constraints (TOC)* or *Constraint Management* is based on the principles presented in “*The Goal*” and “*It’s Not Luck*” written by Eli Goldratt. Constraint Management is a process of analysis and *control* of the operating dynamics of an organization. It directs attention to the most critical business issues through managing the *constraint* using simple criteria that will impact business decisions and increase product flow.

This presentation, using a simple but striking exercise, will provide a clear understanding of the principles of Theory of Constraints, teach the Improvement Process Steps necessary for change, and illustrate how the proper use of Drum-Buffer-Rope can lower inventory, increase production and effectively utilize & protect the most vital resource in the manufacturing process.

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Name, Rank, and Serial Number

We take our Boston terrier, Otis, to a veterinary hospital near our home for regular checkups. For the record, Otis is a smooshie-faced, bulgy eyed dog who likes to eat gravel. Hence the need for periodic visits to the vet. On one such occasion, the doctor had finished poking and prodding Otis and we were preparing to leave. As I wrote a check to pay for the visit, the woman behind the counter said to me, "We'll need your Social Security number on your check." I informed her that I don't even give my Social Security number to my own doctor, let alone for a \$40 payment for my dog. She asked me to wait while she went to ask her supervisor what to do.

After we had waited for several minutes, the supervisor made her appearance. She told me the practice's policy required Social Security numbers on all checks, and I repeated what I had told the first woman, adding that giving out such information is risky from an identity theft perspective. The supervisor said that may be, but they still required the information. I then informed the supervisor that, if they wished to be paid for their work, they would have to settle for what was printed on my check: my full name, address, telephone number, and bank account number. Long story short: The supervisor gave us an elaborate song and dance about how this was very irregular, how they would have to treat our future payments on a case-by-case "exception" basis, and so on. As we handed over the check and left with Otis, I wondered what planet the owners of the practice lived on. Had the concepts of identity theft and privacy protection escaped them despite dealing every day with the general public?

Elizabeth Rennie, has turned in a balanced and well-researched examination of the controversy surrounding the use of radio frequency identification (RFID) technology in the public arena. A question that's at the heart of the debate is whether or not consumers truly have a choice when it comes to using technology that collects and stores information about them. As the technology becomes more commonplace, there seems to be less ability to "opt out," for those who want to do so. Of course, there's a percentage of the population for whom privacy concerns don't even make the radar screen; for these folks, the convenience and cost savings of using devices such as grocery store member club cards easily outweighs any potential negatives. But put RFID tags inside individually purchased items—especially if the tag is difficult to spot—and it's not hard to visualize consumers objecting. At the same time, some say that it's really only the more vocal consumer advocates that are sounding the alarm on this issue. That may be, but product boycotts such as the one with which Bennetton was threatened indicate that, if pushed hard enough, customers will push back.

If your organization is using, or considering using, RFID solutions—especially at the item level—it might be your customers doing the pushing in the not-too-distant future.

Douglas R. Kelly

Meeting Agenda

Date: April 4th – 2005

Speaker: Tom Shulte

Where: Plaza Hotel
201 N. 17th Ave.

Agenda: 5:00 Networking
5:30 *Dinner
6:30 Chapter Business
7:00 Speaker

Plaza Hotel

Cost: \$12.00 Student/Retiree
\$20.00 Member
\$22.00 Non-member

RSVP: Noon on Thursday, March 30th, 2006

(To RSVP please see the insert. APICS is responsible for payment after the registration is made. Payment will be required in full if cancellations are not made by 5:00 PM the Friday prior to the meeting.)

What's New at the - APICS Fox Valley Chapter

Date	Location	Pre-Dinner Speaker/Topic	Dinner Speaker/Topic
Monday April 17, 2006 TOP MANAGEMENT NIGHT	<i>Pierce Tentative Location</i>	Social Hour / Awards Presentation for TMN	<i>PIERCE TOUR – Times are TBD</i> Dinner Speaker – Mike Conger, CQM, PMP, CWI CONFIRMED TOPIC – Growing Tomorrow's Leaders: An Organizational Design Approach
Tuesday May 16, 2006	TBD		TBD

For more information including presentation details, speaker bios, and directions to the PDM locations, please visit our website at: www.apicsfv.org

2005/2006 Fox Valley CPIM Schedule

Fox Valley Technical College in partnership with the Fox Valley Chapter of APICS is pleased to offer the entire CPIM series delivered to you in a classroom setting or online. Our top-ranked Wisconsin-state certified instructor pool provides you with opportunities to grow professionally and personally. We are here to help you succeed!

Schedule:

Type	Class	Day	Dates of Class	Time	Location
CPIM	All CPIM Modules	Online	Anytime	24 hours per day	Anywhere
CPIM	Master Planning of Resources	Tuesday Evenings	Apr. 4, 11, 18, & 25 2006	5:00-8:00	FVTC-Bordini
CPIM	Strategic Management of Resources	Tuesday Evenings	May 9, 16, 23, 30, June 6, 13, 2006	5:00-8:00	FVTC-Bordini

Details:

- Tuition for **classroom** courses is \$325 including the cost of the participant guide. Each student earns 1 Associate degree credit for this graded course.
- Tuition for **online** courses is \$475 and includes exciting new learning objects, videos, and interactive discussion boards. Materials cost is in addition to the tuition. Each student earns 2 Associate degree credits for this graded course.
- **Members of the Central WI Chapter of APICS** will receive a \$50 return once the course is completed. You must indicate that you are a member of the Chapter when you register.
- Register online at www.fvtc.edu/cpim or phone 1-800-735-3882, ext. 4317.

Questions?

Joanne Gorski, CPIM
Fox Valley Technical College
Phone (920) 831-4325
Email: gorski@fvtc.edu



1st Annual - Central Wisconsin Chapter Scholarship

- 1) Central WI chapter or APICS annual student paper competition.
- 2) One Scholarship of \$250 open to any freshman or sophomore currently or planning on attending business classes in the fall.
- 3) Local Chapter manages funds
- 4) Student will be presented with the scholarship at a Central WI Chapter PDM.
- 5) A scholarship fund donation box to be set up and presented at every PDM.
- 6) Donations and Thank You, including the names and donation amounts, will be printed in the Chamber of Commerce Flyer, Chapter Web Site and the APICS Newsletter.
- 7) Applicant must:
 - Be an APICS student member and/or
 - Be in an operations degree or
 - Be working on or planning to work on a business degree with interest in OPS management, AND
 - Have a 'B' average or above
- 8) The application contains standard information (name, address, current school attending, schools accepted at, major, other interests, professional and educational resume' including APICS involvement and educational accomplishments, etc.)
- 9) A written statement by the candidates, which describe their long-term educational and career goals with submission or "Why I want a career in Supply Chain Management". (This is included with the application and may be used as tie-breaker if necessary)
- 10) Applicant must write a paper titled "APICS and what it can do for me". (This is the paper to be presented)
- 11) To determine the recipient of the scholarship, papers are to be submitted to the BOD. The BOD then selects the best paper submitted.
- 12) The recipients are invited to one of the chapter's Professional Development Meetings for recognition of their accomplishment and presentation of their paper.
- 13) The committee would decide if an applicant could win more than once.
- 14) Put APICS Scholarship on the web site and link to partnering websites.
- 15) Publish "APICS and what it can do for me" on chapter website and publish in newsletter
- 16) Submissions for consideration in this contest must be made by April 30th -2006

Scholarship Application and Biographical Information APICS Central Wisconsin Chapter

This biographical information is for use by the Central Wisconsin Chapter of APICS. It will be used as a source of information on scholarship recipients, as a reference in the preparation of news releases, and for information supplied to donors of the scholarships.

PLEASE PRINT THE FOLLOWING:

Name: _____
(Last) (First) (Middle)

Address: _____
(Street / P.O. Box)

Telephone Number: _____
(Area Code) (Number)

College Major: _____ Expected Graduation Date: _____

High School: _____



Honors and Awards: _____

Community and Civic Activities: _____

Other Activities, Clubs, Sports, etc: _____

Career Objectives: _____

If additional space is needed, please attach separate sheet(s) to this form.

I, the undersigned, certify the information provided on this form to be accurate and correct. I authorize the Central Wisconsin Chapter of APICS to release any information, which may be required for the scholarship to determine my eligibility to receive scholarship assistance, and to use the information in the preparation of news releases.

Date: _____ **Signature:** _____

Please mail completed form to:

APICS Central Wisconsin Chapter
Attn: Scholarship Application
P.O. Box 1351



Take charge of **your** professional development!

Have you wanted to obtain your APICS (The Association for Operations Management) certification but did not find it convenient to do so? *Join the Central WI Chapter of APICS and Fox Valley Technical College for a CPIM (Certified in Production and Inventory Management) workshop to be offered in Wausau over a **single weekend!*** Check out the details below:

What? Basics of Supply Chain Management/Strategic Management of Resources

Explore the processes used to develop sales and operations plans and identify and assess internal and external demand and forecasting requirements. The course focuses on the importance of producing achievable master schedules that are consistent with business policies, objectives, and resource constraints. Topics include Demand Management, Sales and Operations Planning, Master Scheduling, and Measuring Business Performance.

Why? It benefits your organization through increased production and inventory management knowledge. CPIM certification also enhances your own personal development!

When?

Basics of Supply Chain - April 21st 5pm-9pm, April 22nd 8am-5pm, and April 23rd 8am to noon

Strategic Management of Resources - May 5th 5pm-9pm, May 6th 8am-5pm, and May 7th 8am to noon

Who should attend?

Inventory managers, planners, buyers & schedulers
Customer Service Representatives & Cost Accountants
Information Technology Team Leaders and Specialists
Production & Distribution Supervisors or Managers

Who is instructing the class?

Anne M. Haberkorn, CFPIM, CIRM, Jonah

Anne has been teaching APICS certification classes for more than five years through Fox Valley Technical College. Her style of facilitating makes learning fun. For more information visit <http://www.fvtc.edu/cpim>.

Where? Basics of Supply Chain Management - Kolbe & Kolbe Company
Strategic Management of Resources – Wausau Homes

How much?

\$325 for APICS members/ \$350 for nonmembers.

Registration:

Send an email to Vicky Schaefer at vschaefer@kolbe-kolbe.com
Register before April 14th to ensure materials arrive on time.

Questions?

Contact the instructor at: haberkor@fvtc.edu

See you in class!

RSVP

E-Mail or Fax to:
Vicky Schaefer
Kolbe & Kolbe
E-Mail: vschaefer@kolbe-kolbe.com
Fax: (715) 847-0737

Central WI APICS Chapter
Professional Development Dinner Meeting
Meeting: April 4th, 2006
Reservations Must be Received by March 30, 2006

OR

Call the automated attendant at (715) 842-5666 extension 1566.

Be sure to leave the following information:

- ♦ Name of person(s) attending
- ♦ Company name
- ♦ Whether each is member / non-member / student

Company _____

Please indicate member (M), non-member (NM), or student (S)

Name	March Dinner	March Workshop	M NM S

April 2006

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