

See Steve Smiley present - "APS and Lean Manufacturing, Making them work together."

Visit our web site at <http://www.apicswi.org> and find out what you're missing!

"APS and Lean Manufacturing, Making them work together."

Steve Smiley, CFPIM



Steve Smiley is a Professional Services Manager at The Lake Companies. Steve has assisted over 100 companies in their search for and achieving results with software. Steve receives continuing training on ERP, new features, and many related products. He can assist customers in gaining competitive advantages using ERP products as well as how to improve business processes. Steve is a graduate Engineer, holds an MBA and is a certified by APICS at the Fellow level. He has presented papers at the International APICS Conference, many APICS Chapters and Universities.

Steve brings a wealth of experience to his engagements. He has served with large companies with volume make to stock and custom products and with smaller engineer to order companies. He has served as engineer, materials manager, plant manager and vice president representing many disciplines and levels in organizations. He has extensive experience in the software industry working with many different software packages and custom written programs.

Advanced Planning and Scheduling (APS) is the current state of the art of MRP type planning systems. This capability provides more accurate planning modeling including constraints of materials and capacity. The exception messages of the past are replaced with capability and projected completion dates. This concept provides for real time customer order promising and planning for realistic delivery dates.

Lean manufacturing provides a less data intensive execution process. Visual management, kanban, cellular manufacturing, reduced manufacturing levels in the BOM, lower in-process inventories, setup reductions, pull systems, and elimination of waste are key lean concepts. On the surface may appear to be in conflict with traditional MRP or APS systems.

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APICS ANNOUNCEMENTS

The 2006 APICS International Conference and Exposition is the educational and networking event of choice for operations management professionals. The conference is the premier source for operations management education with a concentration on production, inventory, supply chain, materials management, purchasing, and logistics. Make a commitment to enhance your career by attending the APICS conference, where you'll uncover successful approaches to operations management challenges. More than 90 educational sessions feature topics such as how to incorporate lean concepts into the supply chain, apply appropriate forecasting methods, and improve project management. Investigate the latest technology solutions offered by more than 100 industry providers in the exhibit hall, and enjoy unlimited networking opportunities with your peers.

Dates: October 29-31, 2006

Location: Orange County Convention Center, Orlando, FL

Meeting Agenda

Date: Oct. 10th, 2006

Speaker: Steven Smiley

Where: Weston Lanes
5902 Schofield Ave.
Schofield, WI 54476

Agenda: 5:00 Networking
5:30 *Dinner
6:30 Chapter Business
6:45 Member 15
7:00 Speaker

Weston Lanes

Cost: \$14.00 Student/Retiree
\$22.00 Member
\$25.00 Non-member

RSVP: Noon on Thursday, Oct 5th, 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.)

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

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?

Friday, Nov. 10th 5pm-9pm, Saturday, Nov. 11th 8am-5pm and Sunday, Nov. 12th 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?

Kolbe & Kolbe Company, 1323 South 11th Avenue, Wausau, WI 54401.

How much?

\$350 for APICS members/ \$375 for nonmembers.

Registration:

Send an email to Vicky Schaefer at vschaefer@kolbe-kolbe.com
Register before Nov. 2nd to ensure materials arrive on time.

Questions?

Contact the instructor at: haberkor@fvtc.edu

See you in class!

The Dark Side of Outsourcing

Outsourcers are supposed to be strategic partners that provide savvy, more responsive staff at lower cost. Forget that.

By Jack Sadot

There are several strategic and tactical reasons to outsource IT or portions of it. Most of these reasons are only relevant until the agreement is signed. Following the agreement, what remains are some good intentions and a few tactical advantages to the company.

I should know. I'm responsible for our relationship with a major outsourcing vendor. We chose the vendor nearly two years ago after researching our needs, surveying the market, selecting the best of the outsourcers, and negotiating tough contracts with stiff penalties for non-performance. We hedged our risks via skill set and knowledge continuity by transferring existing employees to the outsourcer. We expected to reduce our expenses and gain a more responsive and professional partnership that enabled us to focus on our business goals. What we ended up with was completely different. The cost savings were nominal. Yes, over the short term we were able to cut expenses, but not for long. Every outsourcer wants to make money, and there's only so much profit in cutting our expenses, so our outsourcing "partner" constantly looked for ways to increase the number of billable hours. Unlike operating expenses, however, capital expenses hurt us immediately. Our outsourcer bombarded us with upgrade requests. It wanted enhanced versions, newer equipment, and more comprehensive management systems so that it could more easily meet the SLA requirements--all at our expense, of course. Outsourcers are supposed to be strategic partners that provide a savvier, more responsive IT staff at lower cost. Forget that. We found our contractor's goal was to meet the nominal SLA commitments and no more. When the SLA wasn't met, the outsourcer would explain why the failure was out of its control.

As for its expertise and professionalism, most of that came from our company. There was a center of knowledge to tap, but it was hidden behind a virtual consulting group, available only for a hefty hourly fee. The same staff that performed so well for us as direct employees became uncreative and, over time, less experienced as employees of the outsourcer.

Our hope was to concentrate on business objectives, but we found ourselves dragged into seemingly endless discussions and interpretations of SLA reports, availability metrics, and escalations from dissatisfied users. When it comes down to it, the successful running of an IT department is about people. As with any professional staff in a dynamic corporate environment, most employees are driven by more than their salaries. They're looking for technical challenges and a sense of belonging. They want to produce something that helps the business run and, if possible, reap some recognition for it. They like what they do, and that's why they work those crazy hours, chase solutions to problems that don't yet exist, and talk in streams of acronyms when they're with their friends.

When you take these people and transfer them to another company, you send them a very strong message. You tell them their work is a commodity, which they're welcome to continue performing under new management. You tell them your business needs to concentrate on what's really important, and that doesn't include them or their work. You tell them you expect to get more for less under a new regime. From here on in, the messages they get will come from the vendor's management team, and it's doubtful those folks will foster a healthy IT department. Instead of the professional environment based on common goals you once had, or the partnership with an experienced and knowledgeable organization you were looking for, you'll end up with a commodity-based service with goals contradictory to your own.

What's Happening at the - APICS Fox Valley Chapter

Date of PDM	Location	Pre-Dinner Speaker/Topic	PDM Dinner Speaker/Topic	Newsletter Info Due
Wednesday, October 25 th		Social Hour	<u>Anne Haberkorn</u> - FVTC/ <u>Lisa Angell</u> – Carters Do's and Dont's of WMS Implementations	Sept. 14 th , 2006
Tuesday, November 14 th		Diane Fowler-Executive Recruiter -Preparing a Resume/Interviewing	<u>Todd Ericksrud</u> —VP Commercial Development for Schneider Logistics – Market and Industry Data	October 12 th , 2006
Thursday, January 18 th		Lee Binz – Lean for the Office	Harvey McChesney - My Learning Style is Affecting My Career	December 14 th , 2006
Tuesday February 20 th			Mike O'Shea – Kimberly Clark , Director of Sensors and Diagnostics	January 11 th , 2007
Tuesday March 13th	Joint Mtg ISM	Transportation Basics	Networking for Transportation Savings	Feb 8 th , 2007
Tuesday, April 17th	TMN	Tour SCA Tissue	Mike Jansen - SCA Tissue, VP of Supply Chain Management	March 8 th , 2006

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



2006/2007 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 – New Format! Classroom and online	Tuesday Evenings	Nov 7, and Dec 12, 2006	5:00-8:00	FVTC-Bordini
CPIM	Detailed Scheduling and Planning	Tuesday Evenings	Jan 9,16,23, 30, Feb 6,13, 2007	5:00-8:00	FVTC-Bordini
CPIM	Basics of Supply Chain Management	Friday & Friday	Feb 23, Mar 2, 2007	8am – 5pm	FVTC-Bordini
CPIM	Execution and Control of Operations	Tuesday Evenings	Mar 6,20,27, Apr 3,10,17, 2007	5:00-8:00	FVTC-Bordini
CPIM	Strategic Management of Resources	Tuesday Evenings	May 1,8,15,22, Jun 5,12, 2007	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

Lisa Angell, CPIM
 Fox Valley Chapter of APICS
 VP of Professional Development
 Email: alisa@carters.com



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: Oct. 10, 2006
Reservations Must be Received by Oct. 5, 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	October Dinner		M NM S

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