



Scholarship fund details and application can be found inside!

Central Wisconsin Chapter

April 2007

Visit our web site at www.apicscwi.org and find out what you're missing!

About the Speaker:

Allan R. Kauth, CPIM is a professional speaker, educator, coach, and principal of Oliver Wight America's. During the past 25 years, Al has coached management teams worldwide in development of continuous improvement strategies and in the execution of those strategies toward the achievement of Class A Business Excellence and World Class Performance.

The early stages of his career were spent as a Manufacturing Industry Consultant/Manager at Andersen Consulting where his emphasis was on the design and implementation of information systems for the Manufacturing industry. He was part of a select group of consultants approved as instructors for Andersen's Manufacturing Management Education practice.

Al served as Operations Manager for a multi-plant industrial foods company. During his tenure the first fully integrated company information systems was implemented which led to improved sales and a significant reduction in working capital and cost of goods sold. Land acquired for expansion was determined not necessary due to improved plant effectiveness.

While an educator/consultant with Buker, Inc., Al worked throughout North America with companies ranging from microwave electronics to U. S. Air Force Logistics. While based in Australia, Al trained and established the firm's first successful international subsidiary and gained experience with manufacturing companies and business practices in Australia and the ASEAN nations.

Upon return to the USA, Al developed the Buker presence internationally. In this effort two major multinational companies were engaged as clients which led to extensive overseas travel to every major Asian country as well as Western and Central Europe, South Africa and Latin America. His multi-national industry experience includes Defense Industries, Re-Manufacturing and Repair, Pharmaceuticals, Food, Electronics, Light & Heavy Fabrication and Medical Device Manufacturing.

Al has a Bachelor in Business Administration from the University of Wisconsin, Madison. He served seven years active duty in the U.S. Marine Corps and retired in 1993 after an additional 20 years service in the U.S. Marine Corps Reserve. He is a member of the Marine Corps Association and the Association of Retired USMC Sergeants Major.

About the topic:

Where are you on the Road to Business Excellence?

Organizations are not successful by focusing on technology alone. Nor have they realized World Class results by focusing exclusively on processes or people. Leading organizations of today have an unwavering focus on the customer. They recognize that delighting the customer is achieved by integrating the critical business dimensions of people, processes and tools (technology).

Achievement of business excellence requires organizations to change the way they view themselves. As markets become more complex and more competitive, organizations must be able to focus on their customer, simplify and align company-wide strategies and processes, energize their employees and integrate the critical dimensions of their business.

Business Excellence means knowing and serving the customer better than your competition can. It is demonstrating the strength and agility to thrive in a constantly changing and unpredictable environment. It generates results that exceed stakeholder expectations. Finally, it enables your company to fully personify your corporate values and convictions.

This presentation will provide a clear understanding of Business Excellence and challenge the attendees to evaluate how their companies stack up against a recognized evaluation tool known as The Oliver Wight Class A Checklist for Business Excellence, 6th Edition.

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APICS ANNOUNCEMENTS

APICS Mission

APICS builds knowledge and skills in operations management professionals to enhance and validate their abilities. APICS is committed to continuously improving the performance of individuals and their organizations, and elevating the profession.

Through its proven leadership and global reach, APICS contributes to the success of its members and the overall strength and power of the worldwide economy.

Read [APICS 2005 Annual Report](#) (pdf)

Meeting Agenda

Date: May 15th

Speaker: Allan R. Kauth

Where: Rose Garden

Agenda:

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

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

RSVP: Noon on Thursday May, 10th, 2007

(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.)

2nd Annual - Central Wisconsin Chapter Scholarship

- 1) Central WI chapter or APICS annual student paper competition.
- 2) One Scholarship 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 -2007

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
Wausau WI 54402-1351



Forecasters Meet Forecasting Models

Although there is little doubt that forecasting models provide many benefits to companies, most forecasters still use unsophisticated techniques. This was obvious at the Institute of Business Forecasting (IBF) Supply Chain Planning and Forecasting Conference, February 25–27, 2007, in Phoenix, Arizona.

“The supply chains we serve are going global,” said Therese Bassett, vice president of corporate strategic planning and business intelligence at Avnet, a worldwide technology distributor. During the conference keynote presentation, Bassett described how Avnet leaders shifted their business forecasting from methods based on American demand to those that account for global demand.

Because their traditional distribution model is squeezed tight, Bassett said Avnet leaders are using their strengths, such as marketing and inventory management, to develop new service methods and product models. To accommodate this shift, Avnet executives have worked to reduce lead time, increase material flexibility, and stock more inventory, said Greg Frazier, Avnet executive vice president of supply chain services.

About 250 attendees represented diverse companies, including Chevron, Miller Brewing, Nintendo, and Simmons Bedding. Also, a small group of exhibitors were on hand for consultations and software demonstrations. Forecasting for the hard-to-predict high tech industry was a common topic at the conference.

“Traditional forecasts no longer make the cut,” said Romulo Gayoso, a staff finance engineer with Intel. Gayoso described demand uncertainty combined with increasing pressure from company leaders to forecast for higher sales. He advised forecasters to incorporate more complex techniques than Excel spreadsheets. One such technique is scenario planning, which identifies critical variables outside the company and enables decision makers to institute logical and timely choices.

Not all industries experience uncertain demand. Consider disposable diapers. Scott Harrison, vice president of supply chain at Valor Brands, described how his company, which makes store-name diapers and training pants, incorporated a sales and operations planning (S&OP) process. He emphasized the importance of executive sponsorship for S&OP.

“To work, [S&OP] must be a collaborative process; you can’t have one function driving it,” Harrison said. Since adopting an S&OP process, Valor leaders have experienced improved service levels, more accurate forecasts, and more efficient distribution.

It seems forecasters can’t escape discussions of safety stock. Recognizing that there is no one magic number for figuring safety stock, Craig Faulkner advised attendees to keep things straightforward.

“Simple is good. Keep it simple,” said Faulkner, who is a master production scheduler for the medical products division of W.L. Gore & Associates. Faulkner suggested combining techniques for figuring safety stock. He proposed a combination based on demand and supply variability.

“We have to be on time, that’s our strategy. But we are also in business, and we don’t want inventory to just sit around,” Faulkner said.

One particularly popular session, “Worst Practices in Business Forecasting,” was lead by Mary Cote, CPIM, supply chain planning manager for Cavendish Farms, and Michael Gilliland, CFPIM, product marketing manager of forecasting for SAS Institute.

A “worst practice” the presenters described was failing to compare strategically calculated forecasts to “naive” versions. “Make sure you are adding value,” Gilliland said.

The duo went on to outline a series of worst practices and presented tips for “better practices.” These included setting forecasting performance objectives instead of improperly using industry benchmarks, using the forecast to expose process gaps instead of confusing wishes with reality, and finding independent sources of software for reference instead of buying software without proper vetting.

As far as purchasing forecasting software, Cote warned, “you can’t just write a big check and get a good forecast.”

—Jennifer Proctor, managing editor of APICS magazine, can be reached at editorial@apics.org.

RSVP

Central WI APICS Chapter Professional Development Dinner Meeting

Meeting: May 15th, 2007

*Reservations Must be Received by May 10th,
2007*

Visit our web site at www.apicscwi.org to Register

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

E-Mail or Fax to:

Vicky Schaefer at Kolbe & Kolbe

E-Mail: vschaefer@kolbe-kolbe.com

Fax: (715) 847-0737

OR

Company _____

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

Name	May Dinner		M NM S

April 2007

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