



Scholarship fund details and application can be found inside this month's issue!

Central Wisconsin Chapter

March 2007

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

About the Speaker:

Donald McNaughton, an Oliver Wight principal, is a consultant and educator providing companies with guidance on the design and implementation of effective business processes. He consults with companies to help them take advantage of the Oliver Wight Sales & Operations Planning template, a high-level process for managing and integrating all of a company's resources and has a particular strength in engaging people from all levels of the organization in the improvement process.

He has consulted with a number of multi-national companies including Flowserve, CTS, Caterpillar, Motorola, Abbott Laboratories, Applied Materials, Uponor, Electronic Arts, Heinz, and Weyerhaeuser. In addition, Donald has taught courses in production and inventory management, problem solving and facilitation skills.

Before joining Oliver Wight, he held various positions with companies based in South Africa assisting clients with their Business Excellence projects as well as with ERP and finite scheduling software implementations.

His experience spans multiple industries including foods, pharmaceuticals, consumer electronics, and heavy equipment engineering. Donald has worked in Africa, Europe, and the Americas giving him the ability to effectively communicate with a wide range of audiences.

He is a member of APICS and has received diplomas in Marketing and Sales from the Institute of Marketing Management, Johannesburg, South Africa, and a diploma in Advertising from the International Advertising Association, New York.

About the topic:

Product Management – The Importance of Effective Project Management

Synopsis

Please join us for a presentation on “Product Management – The Importance of Effective Project Management”, presented by Donald McNaughton a Principal from Oliver Wight Americas. In this presentation Donald will discuss the importance of effective project management when managing the product portfolio of an organization.

- Product Management and Integration
- Prioritizing Projects vs. Capabilities – The Business Filter
- Project Management
- Planning and Execution
- Controlling Projects
 - Stage and Gate process
 - The Launch
 - Team Based Project Management
 - Managing Resources

As a Principal with Oliver Wight Americas Donald works with clients who are seeking to improve their capabilities in Product Management, Demand Management and Sales & Operations Planning (S&OP). He has consulted with a number of multi-national companies including Flowserve, CTS, Caterpillar, Motorola, Abbott Laboratories, Applied Materials, Uponor, Electronic Arts, Heinz, and Weyerhaeuser.

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APICS ANNOUNCEMENTS

APICS Online Buyers' Guide

The APICS Online Buyers' Guide provides a quick and targeted tool that connects you to vendors specializing in all areas of the supply chain.

- Search by location—displays all listings in the area you have chosen
- Search by company—enables users to search by specific company name
- Search by keyword—enables users to input specific keywords to display related results
- Search by categories—search for vendors by a specialization.

Expand Your Visibility

[List your services in the APICS Online Buyers' Guide.](#)

Meeting Agenda

Date: April 10th

Speaker: Donald McNaughton

Where: The Rose Garden
131 West Thomas Street
Wausau, WI 54401

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 April 5th, 2007

(To RSVP please see the insert. Better yet, register right now on line at www.apicscwi.org! 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.

What's Happening at the - APICS Fox Valley Chapter

Date of PDM	Location	Pre-Dinner Speaker/Topic	PDM Dinner Speaker/Topic
Tuesday, April 17th	TMN	Tour SCA Tissue	<u>Mike Jansen</u> - SCA Tissue, VP of Supply Chain Management

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

RSVP

**Central WI APICS Chapter
Professional Development Dinner Meeting**
Meeting: April 13th, 2007
Reservations must be received by April 5th, 2007

Register online at <http://www.apicscwi.org>

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

OR

E-Mail or Fax to:

Vicky Schaefer at Kolbe & Kolbe

E-Mail: vschaefer@kolbe-kolbe.com

Fax: (715) 847-0737

Company _____

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

Name	April Dinner		M NM S

Feb. 2007

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