

## Madison APICS Chapter 232 Newsletter

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March 9 at the Sheraton  
Madison Hotel

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## **POLCA Your Way to Resource Planning and Control Success**

**Speaker:** Frank Rath, Associate Director,  
Center for Quick Response Manufacturing, UW-Madison

Attend this meeting to find how POLCA can overcome the limitations on lead time performance improvements that can remain embedded in resource planning and control functions in spite of successful JIT, MRP, and TQS applications in our manufacturing systems. POLCA is one of the key principals applied by the Center for Quick Response Manufacturing to help its members reduce lead time, quality defect rate, and operating expense throughout plant, office, and warehouse operations.

The Center for QRM was established in 1993 by Professor Rajan Suri, Director, to enhance the competitive capabilities of member firms through the implementation of QRM techniques, student-faculty projects, and discussion of common obstacles at workshops and seminars. Visit their web-site at [www.engr.wisc.edu/qrm](http://www.engr.wisc.edu/qrm) for current information on upcoming seminars and other QRM events.

**Date:** February 16, 2000

**Time:** Registration starts at 5:30 PM. Dinner is served at 6:15 PM. Presentation starts at 7:00 PM.

**Location:** Sheraton Madison Hotel  
706 John Nolen Drive  
Madison, WI (608-251-2300)  
From US Hwy 12-18 (Beltline), take John Nolen Drive Exit North. The Sheraton is on the right (East) side of the road just North of the exit ramp.

**Menu:** Pork loin topped with a honey thyme sauce, vegetables, potato, rolls, salad, and coffee or tea.

**Cost:** \$20.00 for members or guests.  
\$5.00 for presentation only.

**Register:** Please register with our answering service, **USA First**, at **608-257-8756** between 9:00 AM and 5:00 PM by Friday, February 11. Let them know if you are registering for the presentation only or both the presentation and dinner.

## Board of Directors

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## 2000 Calendar

### FEBRUARY

- 10 NAPM Meeting; 6:00 at Sheraton Madison  
Negotiation/Communication  
-- Edie Raether
- 16 APICS Meeting; 5:30 at Sheraton Madison  
Technical

### MARCH

- 9 APICS will have a joint meeting with NAPM  
6:00 at Sheraton Madison  
Integrating the Buyer and Planner functions  
– Dave Robinson (Harley Dvdsn)

### APRIL

- 13 NAPM Meeting; 6:00 at Sheraton Madison  
TBA
- 19 APICS Meeting; 12:00 at Sheraton Madison  
Technical

### MAY

- 11 NAPM Meeting; 6:00 at Sheraton Madison  
TBA
- 17 APICS Plant Tour; Time to be determined  
Trek Bicycle Plant – Waterloo, WI

### JUNE

- 21 APICS Summer Planning Meeting, date and time  
to be confirmed

### OCTOBER

- 22-25 APICS International Conference and Expo  
Orlando, FL

## President's Message - John Weisenberger, CPIM

As president, I am supposed to write a value packed, hopefully humorous, entertaining message, stuffed with scintillating examples of the way to make the body of knowledge visible and available to everyone who reads this. This month I suffer from writer's block; a condition that lets me know that I am just a normal person. I sometimes have something to say and only sometimes does it come out the way I want it to.

At our February meeting, we learned about Quick Response Manufacturing, which uses the POLCA (Paired-cell Overlapping Loops of Cards with Authorization) technique. Thank you, Frank Rath. It was a very interesting presentation about a most interesting concept - a method to improve productivity by 60 to 80%. A major point in the presentation was that POLCA requires a formal MRP implementation as the foundation. Frank tells us that the book "Quick Response Manufacturing" by Rajan Suri reads like the book "The Goal."

As I listened to Frank's presentation, I wondered how many of us, the Madison APICS members, work for a company that could make any use of POLCA or any other process that can bring the company to the next level of ERP improvement. I am hopeful that there are companies in this area that have a level of system implementation that can support POLCA, KANBAN, etc. It also seems like something we, Madison APICS, should know as a point of knowledge.

After the presentation, several of us sat down to review the program over a beer. As we discussed improvements in the manufacturing process, it became clear to me that each step is similar to the process that our old friend Prado documented with a slightly different twist.

Prado, as you remember, was working in India making rugs. He had too many defects in the rugs at output. He traced 80% of the errors to 20% of his workforce. He worked with that 20% of his workforce and reduced their defect rate to 2% or so. He again evaluated his output quality and found that 80% of his defects were coming from 20% of his workforce. He retrained them. This process goes on and on and on.... Each iteration reduced defects by 80%, the overall quality improved dramatically.

The twist is that each level of system improvement MRP, MRPII, ERP, KANBAN, POKA-YOKE, can be like a building block for the next level of improvement. Each one has its limits such that, when it is taken to the extreme, it fails its intended purpose. Additionally, each method has specific elements that make it fit a specific environment very well. I have yet to encounter a business that has such an optimal environment that a single improvement tool can satisfy each and every aspect of the business. However, each of these system improvement techniques can make dramatic and valuable improvements in each process or group of processes where the need fits their capabilities.

There three areas I want to highlight: first, each system of improvement has been born out of the limits and continuous growth in the body of knowledge. Second, APICS is the only place I know of where average working folks like you and I can be introduced to the people who are out on the frontier of the learning edge. Third, I believe that we each have some areas of professional growth that can serve our peers by allowing them to gain our insight without having to endure the same pitfalls and pratfalls we experienced.

Live long, add value, and prosper.

*John*

# Individual Membership Application

Today's date \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ Please complete all sections. Please print or type.

**APICS** THE EDUCATIONAL SOCIETY  
FOR RESOURCE MANAGEMENT

## 1. Member Information

New  Renewal

Do you have an APICS member or customer ID number?  No  Yes

MEMBER/CUSTOMER ID NUMBER \_\_\_\_\_

Please print your legal name and address as they should appear on a mailing label.  Mr.  Mrs.  Ms.  Miss

LAST NAME FIRST NAME MIDDLE INITIAL

NICKNAME (FOR USE ON NAME BADGES ONLY)  CIRM  CPIM  CFPIM

Please check your preferred mailing address.  Work  Home

JOB TITLE COMPANY NAME

BUSINESS ADDRESS \_\_\_\_\_

CITY STATE/PROVINCE ZIP/POSTAL CODE COUNTRY

( ) BUSINESS PHONE ( ) BUSINESS FAX

HOME ADDRESS \_\_\_\_\_

CITY STATE/PROVINCE ZIP/POSTAL CODE COUNTRY

( ) HOME PHONE ( ) HOME FAX

Check here to exclude your name from rented or traded mailing lists. Telemarketing use of APICS mail lists by sources other than APICS is strictly prohibited.

The following information is requested for identification purposes only. This information is optional and will not be provided to any outside sources.

Female  Male Date of Birth \_\_\_\_\_ Social Security Number \_\_\_\_\_

## 2. Society Dues (\$95.00 Plus Chapter Dues)

Society dues\* \$95.00 Place me in the \_\_\_\_\_ chapter.

Chapter dues \$ \_\_\_\_\_ Annual dues must include both Society and chapter dues. Please use the chapter locator list on page 2 to find the chapter nearest you and include the chapter name and chapter dues amount above. Incomplete applications will delay processing.

a. Dues Subtotal \$ \_\_\_\_\_

(a) Total Membership Dues \$ \_\_\_\_\_

\*A portion of your dues, a \$24 non-deductible value, supports your subscription to APICS—The Performance Advantage.

### SIG Membership

Check all SIGs you wish to join (SIG names and dues are subject to change).

Complex Industries (CI)  Process Industries (PI)  Small Manufacturing (SM)  Constraints Management (CM)  
 Remanufacturing (REMAN)  Repetitive Manufacturing (RMG)  Textile & Apparel (TA)  Service (SVC)

(b) \$15 x \_\_\_\_\_ (no. of SIGs) = \$ \_\_\_\_\_

(c) I wish to join APICS for  1 year  2 years  3 years  5 years.

Total Dues (a+b) = \$ \_\_\_\_\_ x No. Years (c) = \$ \_\_\_\_\_ = Total Amount \$ \_\_\_\_\_

## 3. Payment

Please submit payment in U.S. dollars only. **Purchase orders are not accepted.** APICS dues are not deductible as a charitable contribution for federal tax purposes, but may be deductible as a business expense.

Check no. \_\_\_\_\_ is enclosed for \$ \_\_\_\_\_ (Checks must be made payable to APICS and drawn on a U.S. bank.)

Charge to:  MasterCard  VISA  American Express  Discover

ACCOUNT NO. EXPIRATION DATE

NAME AS IT APPEARS ON CARD SIGNATURE

### APICS USE ONLY

(DO NOT WRITE  
IN THIS SPACE)

BATCH # \_\_\_\_\_

CHECK AMOUNT \$ \_\_\_\_\_

CHECK # \_\_\_\_\_

DUES AMOUNT \$ \_\_\_\_\_

Priority Code: WEB

## MATC and APICS present Just In Time

From Barbara Birkholz, Director of Education

This course reviews how to improve quality, reduce manufacturing lead times and inventory, eliminate waste, and develop productive customer and supplier relationships.

In this course, participants will review:

- The implications of TQM in a JIT environment
- Shop floor control systems implementation
- Cycle-time, kanban, demand-pull, order-push, and other concepts
- The set-up of a synchronous flow in operations
- The structuring of operations to support and benefit from JIT
- The design of people involvement systems
- The set-up of a synchronous flow in operations
- How to build supplier relationships for JIT
- How to effect and sustain the cultural change needed for JIT

Instructor: Steve Boeder, CPIM, CIRM

Dates: Eight week course—Monday evenings  
January 24, 2000 through March 13,  
2000 - 6:00 – 9:00 p.m.

Registration forms will be available through a special mailing sent out by MATC in December which will include all members currently receiving the APICS Madison Chapter Newsletter. Forms and money must be received in advance and no later than January 17, 2000.

Additional reading and texts are available through the “APICS Educational Materials Catalog” to further prepare for the certification exam.

Any questions or concerns please feel free to contact me at:

Telephone: 608-221-1551 X3718  
Fax: 608-223-2484  
E-mail: [barb.birkholz@us.datex-ohmeda.com](mailto:barb.birkholz@us.datex-ohmeda.com)

**APICS<sup>®</sup> Chapter 232 Madison**  
The Educational Society for Resource Management



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RETURN SERVICE REQUESTED