

NEXT MEETING

Thursday, September 20, 2001
5:30 - 8:00 pm, Sheraton Madison

The Productivity Formula: Your Key to Greater Profits and Prosperity

*Presented by Jon Bingol, CFPIM
and our former APICS Region 14 Vice President*

The Productivity Formula is the result of a study of a hundred small companies. The question the study attempted to answer is "Are there specific elements that set apart the more profitable small companies and, if so, what are they?" The theme of Mr. Bingol's presentation is built around the Productivity Formula and how it came to be. He will demonstrate how to calculate Productivity based on Value-Added Dollars divided by Full Time Employees. He will explore the formula with us. We will look at the specific elements that make up the numerator and the elements of the denominator. We will see how to determine what a firm can actually do to improve their performance using this global measure. Attendees will benefit from:

1. The Productivity Formula (what it is and how to use it).
2. Direct examples from other businesses.
3. Discussion on broader applications of these concepts.

Mr. Jon Bingol, CFPIM (Certified Fellow in Production and Inventory Management) has been instrumental in managing the Student Case Competition for our region for several years. The student cases he uses have come from his own experience of helping organizations improve. Mr. Bingol is currently the Director of Continuous Improvement for Community Mental Health of St. Joseph County, Michigan. Mr. Bingol has presented at the APICS International Conference and other events around the country.

[Program Chairman Note: *I have seen this presentation by Mr Bingol. I cannot recommend it highly enough - it is more than worth the time invested.*]

The menu on 9/20 is broiled petite filet with cabernet sauvignon sauce, a grilled chicken breast topped with a roasted garlic mushroom sauce, and a twice baked potato. Cost is \$30. Please **RSVP by September 15** to John Weisenberger at johnw@techmachine.com or (608) 845-3888.

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APICS Board of Directors

Harley Ringhand
President
Evco Plastics
608-846-6053
harley_r@evcoplastics.com

John Weisenberger, CPIM
Past President & Programs
Hi-Tech Machine, Inc.
608-845-3888
johnw@techmachine.com

Wally Barger, CPIM
Executive Vice President
Rayovac Corporation
608-275-4444
barger@rayovac.com

Kathy Smathers, CPIM
Education
Fiskars Inc.
608-643-2380 ext. 2108
ksmathers@fiskars.com

Jim Spellman
Membership
Matrix Development
608-437-4494
matrix@itis.com

Kyle Whitcomb
Treasurer
Grant Thornton, LLP
608-286-6928
kwhitcomb@gt.com

Heidi Ford, CIRM
Publications
Virchow, Krause
& Company, LLP
608-249-6622
hford@virchowkrause.com

Barbara Martin
Secretary
Fiskars Inc.
608-643-2380 ext. 2161
bmartin@fiskars.com

Cathy Martin
Co-Chair Student Liason
Springs
608-836-5353
catherine.martin@springs.com

Barbara Birkholz
Director at Large
Datex-Ohmeda
608-221-1551 ext. 3718
barb.birkholz@
us.datex-ohmeda.com

Sally Fetherston
Director at Large
Evco Plastics
608-846-6000
sally_f@evcoplastics.com

Jerry Thiltgen
Director at Large
WMEP
608-240-1740 x21
thiltgen@wmep.org

Phil Cwik
Region 14 Rep.
414-639-6770

President's Message Harley Ringhand

Welcome to the 2001 – 2002 year!

We look forward to another year of education, networking, and career growth. Our Board has logged many hours preparing for the upcoming year and it promises to be an exciting one.

This year we have some new and familiar faces on the board. Please refer to the board listing at left for the updated list.

John Weisenberger, our past President, has purchased a business, Hi-Tech Machine, Inc. and has asked to take on a lesser role as a board member. John, with his seemingly endless supply of energy, has been an inspiration to me and was instrumental in my becoming a member of the Board of Directors. I thank John for his past and continued support as a board member.

The major focus for this year is on you, our customer. Over the summer months, the Board of Directors held three planning sessions to answer the following question, "What do our members want from APICS, and what do they get from APICS?" After much discussion and a bit of debate, we came up with one common theme: *Fun*.

Armed with this statement we established goals for the committees and modified the content of the meetings and our newsletter. As always, we appreciate and welcome input from you.

In closing, we welcome you to join in the many benefits that your APICS chapter has to offer.

Our education committee has established class offerings to help with obtaining and maintaining your certification.

Our programs committee has planned another year of meetings to keep you current with the latest ideas in business. The programs committee has also designed the meetings so that you have an opportunity for networking.

Harley Ringhand

MATC and APICS present
Basics of Supply Chain Management

Tuesday evenings, Sept. 18 – Nov. 6, 2001, 6:00 – 9:00 pm

Basics of Supply Chain Management covers basic concepts in managing the complete flow of materials in a supply chain. In *Basics*, you get a complete overview of material flow, from internal and external suppliers, to and from your organization.

Basics is also a recommended prerequisite to the other six modules of the CPIM program because it introduces the key concepts that are covered in greater detail in those modules.

Objectives

- Understand the role, objectives, and responsibilities of materials management
- Describe basic forecasting principles and techniques
- Understand the function of production planning and master scheduling
- Explain the role of material requirements planning in the planning process
- Describe the objectives of capacity management and how it relates to priority planning
- Describe the purpose of inventory and the objectives of inventory management
- Define purchasing, purchasing objectives, and the purchasing cycle
- Define Just-in-Time (JIT)
- Demonstrate how total quality management (TQM) can reduce lot size, lead time, and work-in-process

Credit

One associate degree credit will be awarded through credit-based continuing education.

Cost

The cost for the course is \$300 for APICS members and \$350 for non-members, which includes course fee, materials and parking. Additional readings and texts may be suggested to further prepare for the certification exams, but are not included or required in this course.

Confirmation of receipt of payment will be sent by mail and may be used for reimbursement purposes, if needed.

A minimum of 12 students is required to run this course – registrants will be notified in the event of cancellation.

Instructor

Wally Barger has a degree in Industrial Technology and Materials & Processes from the UW - Platteville. He has held various positions including inventory planner and production inventory control manager. He is currently Purchasing Administration Manager at Rayovac. Wally is on the local APICS board and is CPIM-certified.

MATC and APICS present
Master Planning of Resources

Wednesday evenings, Sept. 19 - Nov. 14, 2001, 6:00 – 9:00 pm

The *Master Planning* course reviews the how-tos of establishing company objectives and operating philosophies for executing a business plan.

Objectives

- Explain the master planning model and key planning elements
- Describe the characteristics of and identify data sources for business planning in different operational environments
- Describe the concepts and identify the basic techniques of demand forecasting
- Identify the impact of various distribution strategies and the distribution network structure
- Describe the methods and understand the nature of distribution planning
- Explain the basic concepts of transportation and freight management
- Identify customer service policies, sources of customer demand, elements of actual demand, techniques for communicating with customers, and measurements of forecast accuracy
- Describe types of orders and explain the concept of order promising
- Explain the formats for make-to-stock and make-to-order environments
- Describe the processes of resource and rough-cut capacity planning
- Explain the concept, format, and process of master scheduling
- Conduct an exercise for master scheduling
- Describe the methods of structuring bills of material for master scheduling
- Explain the concept of multilevel master scheduling and the final assembly schedule

Credit

One associate degree credit will be awarded through credit-based continuing education.

Cost

The cost for the course is \$350 for APICS members and \$400 for non-members, which includes course fee, materials and parking. Additional readings and texts may be suggested to further prepare for the certification exams, but are not included or required in this course.

Confirmation of receipt of payment will be sent by mail and may be used for reimbursement purposes, if needed.

A minimum of 12 students is required to run this course – registrants will be notified in the event of cancellation.

Instructor

Rob Zahn has a BBA in Production Operations Management and an MBA from the UW-Whitewater. He has over 12 years of experience in operations and materials management and is currently Manufacturing Product Line Manager for Drug Delivery Systems at Datex-Ohmeda in Madison. Rob is CPIM certified and has been a member of APICS since 1985.



Course Registration

- Basics of Supply Chain Management**, course # 182-101-040, Members: \$300; Non-Members: \$350
MATC Truax Campus, Room 137B, Tuesdays, Sept. 18 – Nov. 6, 6:00 – 9:00 pm
- Master Planning of Resources**, course # 182-103-040, Members: \$350; Non-Members: \$400
MATC Commercial Avenue Campus, Room A266, Wednesdays, Sept. 19 – Nov. 14, 6:00 – 9:00 pm

Name: _____ APICS Member Number: _____

Position: _____

Company/Institution: _____

Street Address: _____

City, State Zip: _____

Phone: _____ Email: _____

Social Security #: _____

Fax registration to Kathy Smathers at (608) 643-4812. Make check or money order payable to APICS. Mail payment with a copy of this registration form to be received no later than September 11, 2001.

Mail to: Kyle Whitcomb, APICS Treasurer
PO Box 8100, Madison, WI 53708-8100

Call: (608) 643-2380 xt. 2108

Fax: (608) 643-4812

For questions regarding confirmation of receipt or payment, call Kyle Whitcomb at (608) 286-6924.

For questions regarding the course itself, call Kathy Smathers at (608) 643-2380, ext. 2108.

If you have a disability and desire accommodations, please advise us ahead of time. Requests are confidential.

Regulations require that MATC request this demographic information. Your voluntary response is appreciated. All responses will be kept confidential.

Gender: Female Male **Birthdate:** Month _____ Day _____ Year _____

Ethnic Origin: Amer Ind/Alaskan Native 1 Asian Amer/Pacific Islander 2 African American 3
 Hispanic 4 White 5 Other 6

Work Status: Employed full time 1 Employed part time 2 Underemployed 3
 Unemployed, seeking 4 Not in Labor Market 5 Dislocated Worker 6

Highest Grade Completed: _____

High School Attended: City: _____ State: _____ Graduated: _____

Marital Status: (Check One): Single 1 Married 2 Separated 3 Legally Separated 4
 Divorced 5 Widowed 6

Value Time Again

AS YOU SOW, SO SHALL YOU REAP

Come to the APICS Meetings and sow something of value for yourself and your company.

This year we are going to be focusing on people, YOU people. We will be working very hard to make the experience of the Professional Development Meetings (PDMs) much more networking focused than it has been in the past. While brainstorming at a board of directors meeting this summer, we came to realize networking is the most valuable thing APICS has brought us as individuals. SO — Come early, bring your co-workers, bring your shop stories (the good, the bad and the ugly), wear a smile and you can count on having a good time with your peers. If you are bashful in the beginning, we will introduce you to some other people who feel just as bashful as you do (Just so you know; even I am bashful when meeting new people in a new setting).

As you may remember, I have been stressing the value of APICS over the last two years. The level of presentations we have had at our PDMs has been simply outstanding. I have often wished we could somehow bring these messages to more of our members. Our PDM programs will bring equal or better value this year — count on it.

Harley Ringhand is bringing a new level of management to the Madison APICS Chapter. Would you believe we actually have a programs committee, a publications committee and a membership committee? This is a first! I have been around Madison APICS of ten years or so and we have never had this luxury in the past.

This is going to be a really fun year at APICS in Madison — I expect to see each of you at least once this year.

Live long, add value and prosper.

John Weisenberger, CPIM
Program Committee Chair

We Need Your Email Address!

To provide you with timely newsletters and to do our part in reducing paper waste, we will begin emailing all newsletters in November.

Please take a moment now to send a note to **Jim Spellman at matrix@itis.com** with your current email address.

Calendar

September

- 20 APICS Dinner Meeting
5:30 pm at Sheraton Madison
The Productivity Formula - Jon Bingol

October

- 18 APICS Lunch Meeting
11:30 am at Sheraton Madison
*Inventory as a Manufacturing Tool -
Dennis Verstegen*

November

- 15 APICS Dinner Meeting
5:30 pm at Sheraton Madison
MRO - Christensen

December

- 13 APICS Dinner Meeting
5:30 pm at Sheraton Madison
*Listening and Communication Skills -
Jim Pedersen*

January

- 17 APICS Lunch Meeting
11:30 am at Sheraton Madison
*Running a Business After Being in
Government - Scott Klug*

APICS Certification Review Courses

- Basics of Supply
September 18, 2001
Master Planning of Resources
September 19, 2001
Execution & Control Of Operations
January 2002
Detailed Scheduling & Planning
March 2002
Basics of Supply
March 2002 and September 2002
Strategic Management of Resources
September 2002

APICS® Chapter 232 Madison
The Educational Society for Resource Management



Heidi Ford, CIRM
Virchow, Krause & Company, LLP
Ten Terrace Court
PO Box 7398
Madison, WI 53707-7398

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