

## NEXT MEETING

**Thursday, November 15, 2001**  
**5:30 - 8:30 pm, Sheraton Madison**

### Procurement Best Practices

*Presented by Heidi Ford of Virchow, Krause & Company, LLP,  
APICS Board Member, and CIRM*

Ever wonder what the big guys do? Ever wonder if what the big guys do is “better” than what you do? Ever wonder if you could take what the big guys do and make it work in your organization?

Come to the PDM and find out how and why companies like Xerox, GM, 3M, Honda, Compaq, and others are developing and executing purchase-to-pay processes, technologies, and strategies that set the bar for the rest of the world. We’ll look at vendor certification, vendor managed replenishment, supplier development, purchasing teams, electronic catalogs, and other procurement related practices that have been adopted by leading organizations.

After the presentation, you’ll be itchin’ to get back to work to share some inspirational ideas with your colleagues, so come and enjoy!

About our speaker: Heidi Ford is a Manager with the Specialized Services Group of Virchow, Krause & Company, LLP. Her primary focus is in assisting manufacturing and distribution organizations in developing strategic plans and performance measurement systems, implementing quality systems, selecting and implementing ERP and supply chain management systems, and improving overall business processes.

Heidi earned both a Bachelor’s Degree in Industrial Engineering and Economics and a Master’s Degree in Industrial Engineering from the University of Wisconsin-Madison. She is certified in Integrated Resource Management and is a certified implementer of i2 Factory Planner.

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The menu on 11/15 is roast sirloin of beef with a rosemary and port wine sauce and anna potatoes. Cost is \$30. Please **RSVP by November 13** to John Weisenberger at [johnw@hi-techmachine.com](mailto:johnw@hi-techmachine.com) or 608-845-3888.

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# President's Message Harley Ringhand

Greetings!

Our Madison Chapter is beginning to pick up steam! We invite you to be a part of our gaining momentum. As you may have read before, this year we are focusing on you, our members. Our efforts are to create a forum where you can learn, share, and have some fun along the way. We have exciting news from several fronts. Our Student Chapter is showing signs of life; almost daily we are receiving calls and e-mails from new members that want to become more involved. The number of members attending at our first two fall Professional Development Meetings has increased over last year's average. Our membership committee is diligently working to retain and add members.

Our Student Chapter Committee is seeing some interest in their effort for a Madison Student Chapter. Cathy Martin, our Student Liaison Chair, reported that UW-Madison will be hosting a meeting in the near future to discuss details for a UW-Madison chapter. Cathy and her committee member, Jeff Ringhand, have set goals to work with several of the area colleges this year. We welcome their efforts and the new student members.

We have received several calls and e-mails from individuals that did not receive the newsletter. We

can easily add your e-mail address to our list and see that you are included on this and all future mailings. We prefer to use e-mail, as it is the fastest way to keep you apprised of new developments, schedule changes, and employment opportunities. If you would like to be added to our e-mail list please forward your address to Jim Spellman at [matrix@itis.com](mailto:matrix@itis.com), or call and leave your e-mail address with any of the Board members listed on the Newsletter.

Our Programs committee has a number of ideas brewing to assist your personal and professional career. First, we now have a social hour with cash bar at our evening dinner meetings. The social hour was added to provide time for socializing and networking. Secondly, we are handing out a case study for review and discussion during dinner. The purpose for the case study is to provide a vehicle by which discussion between members can take place. We are also considering offering more lunch meetings because of the positive feedback that we get from those attending.

Please keep an eye on the newsletter for upcoming changes to scheduled events.

See you at the meeting on November 15!

*Harley Ringhand*

# Education Update

*Kathy Smathers*

The Certified in Production and Inventory Management (CPIM) program was developed by APICS in 1973 and reconfigured in 2000, to provide a common basis for individuals to assess their knowledge of the evolving field of production and inventory management. CPIM continues to live up to its mission of educating individuals in the concepts, tools terminology, and integration of topics across operations functions.

After the program reconfiguration of last year, there are now five program exam modules. Candidates must pass all five CPIM exams to earn the CPIM designation. We at the Madison chapter, working with MATC, offer review classes to prepare individuals for the CPIM exams. Review classes for all five modules can be completed in one year! The next class to be offered in January 2002 will be Execution and Control of Operations. This will be a Saturday class, scheduled for four sessions. This module focuses on the areas of prioritizing and sequencing work, executing work plans and implementing controls, reporting activity results, and providing feedback on performance. Registration forms will be available in December. Start review classes in January, and you too can be certified in one year. For information for this class or any questions regarding education, you can contact me at [ksmathers@fiskars.com](mailto:ksmathers@fiskars.com) or reach me by phone at 608-643-2380, ext. 2108.

## Positive Thinking

Many of us know people that seem to ooze positive energy. Positive thinkers are natural leaders, wonderful to be around, and are a breath of fresh air in this weary world and work environment. Have you ever wondered where all that positive energy comes from? Staying positive has nothing to do with the environment around us, but everything to do with the environment within us. Each of us is born with different talents, skills, preferences, and strengths, but we all have one thing in common. We each have the power to choose our response to life. Choosing how we respond to life is the ultimate human freedom.

The easiest choice is to let the negative influences control us. We can become pawns to the events, emotions, dangers, and opinions of others. This may be the easiest choice, but not the greatest. The greatest choice in life is as a positive thinker. That means taking responsibility and writing the mission of our life based on our values. Taking control of our attitude, our thinking, and our behavior. It means learning not to be influenced by negative responses and learning to be an influence, instead of being influenced. A positive thinker finds opportunities to add something good to every situation, and to other people's lives. Positive thinking – it is a terrific way of life!

***“We are just about as happy as we make up our minds to be.”*** Abe Lincoln

# Calendar

## November

- 15 APICS Dinner Meeting  
5:30 pm at Sheraton Madison  
*Procurement Best Practices*
- 20 December Newsletter Articles Due

## December

- 13 APICS Dinner Meeting  
5:30 pm at Sheraton Madison  
*Listening and Communication Skills*
- 23 January Newsletter Articles Due

## January

- 17 APICS Lunch Meeting  
11:30 am at Sheraton Madison  
*Career Change Successes*
- 29 February Newsletter Articles Due

## February

- 21 APICS Dinner Meeting  
5:30 pm at Sheraton Madison  
*Advanced Planning*
- 26 March Newsletter Articles Due

## March

- 21 APICS Lunch Meeting  
11:30 am at Sheraton Madison  
*Supply Chain*
- 26 April Newsletter Articles Due

## APICS Certification Review Courses

- 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

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