

NEXT MEETING

Thursday, March 18, 2004
11:30 a.m. - 1:00 p.m.
Sheraton Madison

In This Issue

President's
Message 2

Seminar 3

Calendar 4

APICS
Certification
Information.... 4

Sales & Operations Planning (S&OP)

Presented by Donald G. McNaughton

Please join us for a presentation on Sales & Operations Planning (S&OP). S&OP is an integrated management process where the executive team continually achieves focus and alignment between all the functions of the organization. It is a communications and decision-making process that sets direction, priorities, and boundaries.

With S&OP you regularly and routinely review and balance customer demand and supply resources and "re-plan" across a rolling planning horizon. When the S&OP is operating properly, the process focuses on **change** from the previously agreed upon Sales and Operating Plan. S&OP firmly links the annual business plan with executable sales, production, and inventory plans expressed in units and dollars by product families. An effective S&OP process will provide the leadership of the organization with a means of gaining greater control over the business.

The speaker, Donald McNaughton, is a consultant and educator providing companies with guidance on design and implementation of effective business processes. Before joining Oliver Wright, 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. In addition, Donald has taught courses in production and inventory management, problem solving, and facilitation skills. Donald is a member of APICS.

Produced by



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The menu on 3/18/04 is lemon sole with vegetables. The cost for both the speaker and lunch is \$30 for members, \$40 for non-members and \$15 for students. Walk-ins will be \$35. Please **RSVP by noon on Wednesday, March 17, 2004 at www.madisonapics.org**. Please contact Don Peters (608.441.5916) with any questions.

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President's Message Kathy Smathers

Greetings!

In February, Dale Vig and I attended the regional meeting in Downers Grove, IL. It was the 9th Annual Student Case Competition. Students from 10 colleges participated in finding solutions to a real manufacturing situation. It was amazing the solutions that were professionally prepared and presented by the students, in such a limited time. As the rest of us slept, the students worked through the night, and presented their solutions the following day!

UW Whitewater received first place in this year's competition. Congratulations to them and all the students that participated this year!

Spring is just around the corner and it is time to start thinking about and planning next year's programs. If there is a topic or speaker that you would like presented, give me a call or email me at ksmathers@fiskars.com.

If you have time to volunteer we would love to put you to work on some projects the board is currently working on.

Be sure to check out the new and updated website of APICS at www.apics.org. Soon we will be able to update member information in real time on line!

Check out our local website at www.madisonapics.org. The website contains a lot of great information!

I am looking forward to seeing everyone at the meeting in March.

Until next month...

Regards,

*Kathy Smathers, CPIM
President*

"Achieving Rapid Supply Chain Improvements"

Seminar - April 22nd

Manufacturers looking for ways to achieve supply chain improvements are invited to an all-day seminar.

Date: Thursday, April 22

Where: Holiday Inn Express - Janesville Conference Center

Time: 7:30 a.m. - 4:30 p.m.

The event is sponsored by the South Central Wisconsin Chapter of APICS, Sanford Business To Business, and Forward Janesville. The presenter is a nationally known consultant, Alan Dunn.

The presentation will focus on teaching businesses to:

- Attack purchase material costs. Improvements here go to the bottom line of the P&L immediately.
- Attack lead-times, safety stocks, and lot sizes. Improvements here show up rapidly on the balance sheet and in asset utilization. Probably safety stock calculation improvements are the easiest and fastest to achieve results.
- Attack manufacturing costs.

The seminar will discuss these three points and focus on the "mechanical application of tools and techniques that will allow existing supply chain personnel to achieve fairly quick payback from their actions.

The registration fee, which includes lunch is:

\$190 for APICS members

\$175 each for a group of 3 or more

\$240 for non-APICS members

\$225 each for a group of 3 or more

To register contact Sally Bean at:
815-389-0604 or sally.bean@ecolab.com

Calendar

APICS Certification Information

March

- 18 APICS Luncheon Meeting
11:30 a.m. Sheraton Madison
Topic: Sales & Operations Planning
April newsletter article submission

April

- 6 Board Meeting
5:30 p.m. - Coliseum Bar (Jingles)
- 15 APICS Luncheon Meeting
11:30 a.m. Sheraton Madison
Topic: TBD
May newsletter article submission
- 22 APICS Seminar
Achieving Rapid Supply Chain
Improvements
7:30 a.m. - 4:30 p.m. at the Holiday Inn
Express - Janesville Conference Center

May

- 4 Board Meeting
5:30 p.m. - Coliseum Bar (Jingles)
- 20 APICS PDM Awards Evening
5:30 p.m. Sheraton Madison
Topic: TBD
June newsletter article submission

June

- 4-5 Summer Retreat (TBD)
- 17 APICS PDM Tour
5:30 p.m. Tomotherapy
Topic: TBD
July newsletter article submission

Exams

Examination Preparation

Workshops

Certification Maintenance

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more details on the APICS Certification
at www.madisonapics.org**