

NEXT MEETING

Thursday, October 21, 2004
11:00 a.m. - 1:00 p.m.

Babes Restaurant

Schroeder Road - Madison

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Please join us for a presentation on Product Data Management.

The speaker, Tom Callahan, Director, Supply Chain Operations for Fiskars Consumer Brands' Tool Operations Business Unit, is a practitioner responsible for Strategy, Tactical Operations, and Operational Leadership. Functional responsibilities include, but are not limited to, Third Party Logistics (Warehousing and Traffic), Forecasting, Materials Planning, and Product Data Management.

His experience includes managing Global Supply Chains for Motorola, Zight Micro-Display, and Fiskars Consumer Brands. He has led or actively participated in process and software implementations addressing business and Supply Chain critical areas including Global S&OP, Master Production Planning, Collaborative Forecasting, Vendor Managed Inventory, JIT, Kan Ban, and Product Data Management. In addition, Tom has taught classes in Master Planning and Basics of Supply Chain Management.

His experience includes working in countries around the world defining and improving supply chain operations, giving him the ability to communicate effectively with a variety of organizational disciplines and audiences. He is a member of APICS and has a Bachelors degree in Finance from Texas A&M University and a Masters of Business Administration in Management from St. Edward's University in Austin, Texas.

Produced by



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& company

Lunch will be served. 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 10/19/04** at www.madisonapics.org. Contact Don Peters at 608.441.5916 with any questions you may have.

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President's Message: Barbara Martin

Welcome to October!

Leaves are beginning to change, weather is cooler, and before you know it the holidays will be upon us. Okay, too soon to think about that!

We had a tour at Thermo Electron in September with a wonderful attendance. Thanks to Thermo for the tour and delicious brats. We had a large attendance from UW-Madison with 15 students. We also had 3 students from UW-Whitewater. This type of networking is wonderful to see and I hope we can keep up this type of participation.

Please mark your calendars again for this month. The October 21st meeting will be a lunch at Babes. Our speaker is Tom Callahan. It promises to be an interesting and educational meeting.

November 6th, the Madison APICS Chapter will be hosting the Regional 14 Meeting with the chapters participating for Leadership Training. Also, we have the International Conference in San Diego, October 10th - 13th. I will be attending and will share the experience in the next newsletter.

Please take some time and browse through our website, www.madisonapics.org. We will have all the updated information for you with other interesting things to see.

Don't forget to mark your calendars for October 21st. Take a break from work and join us for lunch and learning!

See you there!

Regards,

Barbara Martin

ERP Software Shoot-Out – November 9, 2004



Featuring:

Microsoft – Axapta
presented by WhiteLight Group

Epicor – Vantage
EPICOR

**IFS – Industrial and
Financial Systems**



PeopleSoft (formerly J.D. Edwards)

PeopleSoft
presented by CD Group

MAPICS – Syteline 7
MAPICS
presented by The Lake Companies

Microsoft – Great Plains
presented by Tectura

SYSPRO
SYSPRO
presented by BT Partners



OVERVIEW

One of the most challenging initiatives an organization will face is the transformation of its enterprise-wide (or ERP) systems. Virchow Krause has worked with a number of clients to select and implement ERP systems in conjunction with other strategic business initiatives such as:

- Lean manufacturing
- Sarbanes-Oxley
- International sourcing/operations
- Risk management

Through our commitment to and experience with mid-market manufacturers, we have developed a deep understanding of how to select and implement technology. Our clients have asked for an event where we can share these experiences with others. The ERP Shoot-Out event is targeted at sharing those experiences with CFO's, Controllers, IT leadership, and project managers of organizations of mid-market manufacturing and distribution organizations that are planning or have an ongoing ERP system project.

SHOOT-OUT FORMAT

Virchow Krause has structured a "day of learning" to address the common challenges in selecting and implementing ERP system in the context of common business challenges. The agenda for November 9th includes:

- Demonstrations by 8 of the leading mid-market vendors
- ERP vendor analysis conducted by AMR Research
- Market analysis of the ERP solutions
- A panel discussion by UW Madison E-Business Institute
- Workshops conducted by Virchow Krause

An exhibition area will be set-up which will enable participants to talk with vendors and analyst during breaks, lunch, and at the end of the day.

WORKSHOPS

Throughout the day, some of Virchow Krause's subject matter experts will be conducting a series of workshops on related topics, including:

- Implementing lean manufacturing within ERP
- Identifying system requirements within Sarbanes-Oxley
- The top ten mistakes companies make when going through a software selection
- Selecting systems that support order fulfillment to "Big Box" retailers
- Defining system requirements to support international operations
- Determining if application hosting is right for your organization

FOR MORE INFORMATION ON HOW TO REGISTER

To register, please visit the [Seminars & Events](#) section on our web site. For more information, please contact:

John Elliott
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414.777.5481
jelliott@virchowkrause.com

ERP Software Shoot-Out – November 9, 2004

AGENDA

The agenda Tuesday, November 9th, includes the following:

Time	Event
7:15 am	Registration and Continental Breakfast
8:00 – 8:30 am	Overview/Kick-Off
8:30 – 9:30 am	David Caruso SVP of Research at AMR Research – ERP in the Small and Mid-Market Manufacturing Industry
9:30 – 11:45 am	Vendor Demonstrations
11:45 am – 1:00 pm*	Ulice Payne, Jr. from Addison Clifton – Optimizing Cross-Border Transaction Processing Costs
1:00 – 4:00 pm	Vendor Demonstrations and Workshops
4:00 – 5:00 pm*	Shawn Helwig from UW E-Business Institute – Strategies to Integrate ERP and RFID Technologies
5:00 pm*	Break
5:30 – 7:00 pm*	Reception

*Exhibition space will be open during these times . Representatives from the ERP vendors, hosting and sponsoring organizations will be on-hand to answer questions.

REGISTRATION/INFORMATION

Cost of the event is \$200 per person. This includes food, speakers, demos and a “How-To” manual and workshop presentations. Clients or members of sponsoring organizations receive a \$50 discount. The first 75 people to sign-up will be entered into two drawings to win a Dell Axim or a 2 day ERP selection/implementation workshop. Registration will be limited to the first 150 registrants.

LOCATION

Country Inn Hotel & Conference Center
2810 Golf Road
Waukesha, WI 53187
Phone: 262.547.0201

QUESTIONS

Call or email questions to:
John Elliott
414.777.5481
jelliott@virchowkrause.com



2004 -2005 Calendar

October

- 21 APICS Luncheon Meeting
11:00 a.m.- Babes Restaurant
Speaker: Tom Callahan
TOPIC: Product Data Management

November

- 18 APICS PDM Tour
5:30 p.m. - Morris Cranes

December

- 16 APICS Luncheon Meeting
11:00 a.m. - Babes Restaurant
Speaker: Ann Haberkorn

January

- 20 APICS Luncheon Meeting
11:00 a.m. - Babes Restaurant
Speaker: TBD

February

- 17 APICS Luncheon Meeting
11:00 a.m. - Babes Restaurant
Speaker: TBD

March

- 17 APICS PDM Tour
5:30 p.m. - GM

April

- 21 APICS BREAKFAST Meeting
TBD
Speaker: TBD

May

- 19 APICS Dinner Meeting
Awards Night
Speaker: TBD

New Job Posting

Materials Manager/Purchasing Manager-
for a leading office furniture manufacturer
located in Lake Mills, WI.

Responsibilities include purchasing, inventory control, bill of material maintenance, and quality control.

This is a great opportunity to join one of the Fortune 500's Most Admired Companies!

The ideal candidate will have a minimum of five years in a materials management role, along with a Bachelor's degree.

Please contact Bridget Oakes, Executive Recruiter, for more information at 616-971-2123.