

**NEXT MEETING**  
**Thursday, October 20, 2005**  
**11:30 a.m. - 1:00 p.m.**  
**Babes Restaurant**  
**Schroeder Rd - Madison**

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Please join us for a Professional Development presentation on “How to Increase Your Bottom Line by 10% or More”.

At least 90% of the companies operating today have opportunities to increase their bottom lines by 10% or more. Essential business planning and the proper execution of supply chain solutions are the keys to unlocking this potential. The presentation focuses on how to increase your net profit by 10% by maximizing your supply chain.

Many companies have been disillusioned by the claims from supply chain gurus who sell benefits of Lean, Six Sigma, and other improvement ideas, but forget to properly explain the road map on how to get there. All companies will be able to make some improvements towards streamlining supply chains by utilizing those tools (like 5S, Kaizen, Process Mapping, etc.) that apply to their business. Therefore, it is critical to completely understand your business to determine where opportunities may exist. This presentation will help you answer questions by looking at proven methods for uncovering opportunities in most businesses. Demand Planning, Supply Planning, and Execution will also be discussed.

The speaker, Jon Bingol, CFPIM, CQM, PCD, Jonah, has been a business consultant and educator since 1993. He has held positions in the public and private sectors, as well as for-profit and not-for-profit businesses. Jon has been an APICS member for over 17 years and has served as Region 14 Vice President and Chapter President of 3 different Chapters. He regularly teaches APICS related courses and has taught at 4 different colleges in Michigan.

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& company**

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Lunch will be served. The cost for both the lunch and speaker is \$25 for members, \$30 for non-members, and \$13 for students. Walk-ins are \$35.

Please **RSVP by noon on 10/17/05** at [www.madisonapics.org](http://www.madisonapics.org). Contact Don Peters at 608.441.5916 with any questions.

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# A Message From our President:

Greetings:

We are off to a great start! Our first CPIM class, although only one student, resulted in his passing of the examination. The next two classes are nearly full; there is still time to sign up. Our first PDM of the year was at Spectrum Brands and was attended by 40 individuals. Our next PDM's topic is "How to Increase Your Bottom Line by 10% or More" by Jon Bingol. I look forward to hearing Jon's presentation at the October 20, 2005 PDM lunch meeting at Babe's Restaurant. Remember that the APICS International Conference is coming up on October 16, 2005. There is still time to sign up.

Remember to maintain your certification or you could lose it. How do you maintain your CPIM? By attending PDM's, becoming a board member, attending conference and regional meetings, being a company coordinator, and instructing CPIM courses. If you have questions regarding your certification maintenance, please feel free to contact me.

If you have not heard, APICS has developed a new certification. It is the CSCP or "Certified Supply Chain Professional". This new certification is the result of demands from the industry.

The difference with this certification is that it requires that you have a Bachelors degree, or CPIM certification with two years of business experience, or five years of business experience. There will be more information pertaining to this new certification following the conference.

Finally, if you are interested in becoming a board or committee member, please give me a call. It is a great way of meeting business people in the area and learning more about your local chapter.

Thank you,

*Harley Ringhand, CPIM*

hringhand@morriscranes.com  
Cell 608-332-4515



# Hot Topics

## Connect with Success at APICS 2005 New Orleans, LA

**October 16 - 18, 2005**

The 2005 APICS International Conference and Exposition is the educational and networking event of choice for operations management professionals. The conference is the premier source for operations management education with a concentration on production, inventory, supply chain, materials management, purchasing, and logistics. See the APICS website for additional information.

## How Can You Help us Grow the Chapter?

In order to increase the members of the Madison Chapter, we have to plant some seeds. Those seeds are the students who join the group and participate in PDM's, conferences, and competitions.

Please send a note to Carol Aspinwall, Madison APICS Student Liaison (caspinwall@bus.wisc.edu) if you were a graduate from any of the following institutions or any other technical college:

Herzing College  
MATC  
UW-Madison

Carol is trying to make connections with these students to encourage them to become members. It is helpful for her to know what schools our members have attended as she targets institutions. In addition, Carol asks for your help connecting with your alumni school and have you impress those students the value of the APICS membership.

If you work with any undergrad interns, please consider sponsoring them for an APICS membership? (\$20 is all it costs!)

Contact Carol regarding your college alma mater and help grow the student chapter. Carol looks forward to hearing from you.

# A Manager's Classic Book

## Review by: John Kampe

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### In Search of Excellence by Tom Peters and Bob Waterman

Tom Peters and Bob Waterman led a team at McKinsey in 1979 researching organizational effectiveness. They reviewed 62 U.S. companies and analyzed 33 in depth to identify common traits that make them excellent. Their book published in 1982 summarizes their research.

They identified the following 8 traits in excellent companies:

#### Trait

1. A bias for action.
2. Staying close to the customer.
3. Autonomy and entrepreneurship.
4. Productivity through people.
5. Hands-on, value driven.
6. Stick to the knitting.
7. Simple-form, lean staff.
8. Simultaneous loose-tight properties.

#### My Takeaway

Be proactive, be persistent, and be willing to make multiple tries.

Car salesman Joe sends 13,000 cards to customers every month.

SKUNK WORKS.

Respect for the individual. Small rewards with meaning.

Motivate with compelling simple values, such as quality at P&G and service at IBM.

Do what you know best. Be careful with acquisitions. Understand their business and keep acquisitions small.

Work in line positions, not staff positions. Keep plants small.

Need for discipline to make the other traits happen.

The book was interesting and useful. It is written like a self-help book, but for companies. I'm finding that professors refer to articles and items found in this book and recommend it to others.

John's goal is to manage the development and growth of technologically-advanced products and systems. John will obtain his MBA in Operations and Technology Management in May 2006 from the UW-Madison. He earned his Bachelor of Science degree in Industrial Engineering in December 1994. John interned at Fleetguard Nelson this summer completing a make versus buy analysis and participated in a Six Sigma project to reduce lead time of engineering work orders. His past experience includes process improvement and project management. You can contact John at [kampe@wisc.edu](mailto:kampe@wisc.edu) (608) 513-2936.

# New Job Postings

## Senior Purchasing Agent - Green Bay , WI

### Global Trade and Development Department

Working in the Global Trade and Development Department the person would source, negotiate and purchase dairy and non-dairy ingredients, selecting and recommending source of supply based on the customers' requirements in cost, location, quality and service. Would also manage inventory, quality, service and payment of goods. Experience in procurement of Milk and Cream is required. Must have a Bachelor's Degree in business or related field, food science or supply chain with 3-5 years of experience.

Please contact Bob Pepple, First Coast Personnel, Inc., 904.886.2471, or at bobpepple@fcpx.com for additional requirements.

## Buyer Positions

KLA Industries is an Executive Search Firm specializing in the Plastics Industry and is committed to finding the top talent needed. There are two urgent needs for Buyer positions in the Milwaukee/New Berlin area. The well respected industry leader has \$150 million in sales and offers excellent benefits.

### Buyer

Rapidly growing and seeking a dedicated, passionate Buyer with a speciality in electrical and mechanical components. Under limited supervision, the buyer will buy products and services to meet the needs of the company with proper balance of price, quality and service. A successful candidate will be responsible for: cost reduction, lead time reduction, inventory reduction, analyze MRP, place and expedite P/O's. The candidate must be pro-active and process knowledge of MRP system, have experience with supplier managed inventory, track record of cost, lead time, and inventory

reduction, demonstrate a sense of urgency and be detail oriented. C.P.M. or CPIM is a plus. Must have a Bachelor's Degree in business or related field with 10 years of relevant experience within a manufacturing environment.

### Buyer - Metals

Seeking a dedicated, passionate Buyer with a specialty in metals. Under limited supervision, the buyer will buy products and services to meet the needs of the company with proper balance of price, quality, and service. The company is a metal fabricator. Experience with those commodities are highly sought after. Experience with sheet metal/metal fabrication is a must. A successful candidate should be familiar with metal characteristics of different metal alloys (surface finish, machinability, etc). This is one of the most important commodities being purchased. The candidate will be responsible for cost reduction, lead time reduction, analyze MRP, place and expedite P/O's. The candidate will be pro-active and process knowledge of MRP system; have experience with supplier managed inventory; track record of cost, lead time, and inventory reduction; demonstrate sense of urgency; and be detailed oriented. C.P.M. or CPIM is a plus. Must have a Bachelor's Degree in business or related field with 10 years of relevant experience within a manufacturing environment.

Resumes for both positions should be sent to kla@klaindustries.com .

# 2005-2006 Calendar

## Education Offerings Fall 2005

### October

- 4 Board Meeting - 5:30 p.m.
- 15 Regional Meeting - New Orleans
- 16-18 2005 International Conference and Exposition - New Orleans
- 20 APICS Luncheon Meeting  
11:30 a.m. - Babes Restaurant  
Speaker: Jim Bingol  
Topic: How to Increase Your Bottom Line

### November

- 1 Board Meeting - 5:30 p.m.
- 17 APICS Breakfast Meeting  
7:30 a.m. - Grainger Hall  
Topic: APICS National recap & UW Students

### December

- 6 Board Meeting - 5:30 p.m.
- 15 APICS Luncheon Meeting  
11:30 a.m. - Babes Restaurant  
Speaker: Kathy Smathers  
Topic: Master Scheduling

### January

- 3 Board Meeting - 5:30 p.m.
- 19 APICS Dinner Meeting  
5:30 p.m. - Babes Restaurant  
Speaker: Steve Boeder  
Topic: Value Stream Mapping

### October 21-23

Basics of Supply Chain Management  
Instructor: Kathy Smathers, CPIM  
Location: Morris Material Handling

### October 21-23

Detailed Scheduling and Planning  
Instructor: Harley Ringhand, CPIM  
Location: Morris Material Handling

Fees: \$350 each class  
Includes participants workbook

Class hours are as follows:

Friday	6:00 - 9:00 p.m.
Saturday	9:00 - 5:00 p.m. - 30 min. lunch
Sunday	12:00 - 4:00 p.m.

## Education Offerings Spring 2006

### March

Strategic Management of Resources  
Instructor: Kathy Smathers, CPIM  
Location: TBD

Master Planning of Resources  
Instructor: TBD  
Location: TBD

### April

Execution and Control Operations  
Instructor: TBD  
Location: TBD

### May

Basics of Supply Chain Management  
Instructor: TBD  
Location: TBD

## APICS THE ASSOCIATION FOR OPERATIONS MANAGEMENT

APICS The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management, including production, inventory, supply chain, materials management, purchasing, and logistics. Since 1957, individuals and companies have relied on APICS for its superior training, internationally recognized certifications, comprehensive resources, and worldwide network of accomplished industry professionals. To learn more about the APICS community, visit [www.apics.org](http://www.apics.org).