

January 2010



# COMMUNICATOR

A Monthly Publication of the Racine/Kenosha APICS Chapter

## January PDM Change Readiness Assessment for Sales and Operations Planning

**Presenters:**  
**Alan Kauth, CPIM**  
**Shirley Chambliss**

**Wednesday, January 20, 2010**

5:45 Registration  
6:15 Dinner  
7:15 Program

\$00 per member  
\$10 per non-member  
\$00 per full-time student

**Where: Infusino's Banquet Hall**  
3201 Rapids Drive  
Racine, Wisconsin

For easy online registration, go to [www.rakeapics.org](http://www.rakeapics.org)

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### !!!EDUCATION UPDATE!!!

Please see page 3 for revised  
CSCP and CPIM  
Certification Review Course Schedules.

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#### **Presentation:**

#### **Change Readiness Assessment for S&OP**

This program will describe the process for assessing change readiness of leadership teams in organizations preparing to implement S&OP or working to improve their current S&OP process. Attendees will have the opportunity to explore:

- What makes teams/individuals successful in a change process
- The flexibility/adaptability that all teams possess
- The importance of trust, credibility and integrity building in a change process
- How key leaders/teams drive and model the desired change and thereby speed the transition

#### **Presenters:**



#### **Allan Kauth**

Allan Kauth, CPIM is a professional speaker, educator, coach, and principal of Oliver Wight America's. He has served Oliver Wight as a Managing Principal and a contributing member of the 6<sup>th</sup> Edition Checklist for Business

Excellence development team. During the past 30 years, AI has coached management teams worldwide in development of continuous improvement strategies. His multi-national industry experience includes Defense Industries, Re-Manufacturing and Repair, Pharmaceuticals, Food, Electronics, Light & Heavy Fabrication and Medical Device Manufacturing. AI has a Bachelor in Business Administration from the University of Wisconsin, Madison.



### Shirley Chambliss

Shirley Chambliss, an Affiliate with Oliver Wight Americas, has over 25 years experience in multiple industries and disciplines, having held a variety of executive-level positions with high technology, manufacturing and services companies including GE Capital, Dun & Bradstreet, Teledyne, Zurich RE, and Phoenix Partners. Shirley is an internationally recognized expert and leader in the area of organizational change. She has worked with executive management to provide both strategic and tactical support in guiding and strengthening organizations as they experience dramatic change and growth. Client companies include General Motors, Allegiance Capital, SRBL Architects, GenProbe, Qiagen, Arquest, and Leggett & Platt.

Shirley has a B.A. in Psychology, a Masters in Survival and a Ph.D. in Reality, along with a Six Sigma Black Belt earned while at GE Capital.

### President's Message

Greetings! Here we are in a new year and I have to be honest it's been a rough one. Quite a few of our chapter members were directly affected by the downturn in the economy through layoffs and yet others saw serious belt tightening at their workplaces. We understood your issues and reacted to make it possible for you to continue to participate in the bimonthly dinner meetings by lowering the price to zero for chapter members. APICS headquarters got the word out about the membership extension benefit for members between employment and many of you took advantage of it.

I believe we have experienced a change in the manufacturing landscape here in southeastern Wisconsin. Many of the manufacturing and operations jobs have moved out of the area or simply vanished. With this collapse of operations employment I presume that since our membership hasn't vanished but simply gone silent many of you are now commuting to operations jobs outside of the Racine and Kenosha area and just don't have time to make the dinner meetings, especially if the meeting topic isn't that compelling or interesting.

We, your chapters board of directors, struggle to come up with useful topics and content to assist you with your operations management lifelong learning and hopefully get you out to one of our events. Sometimes we miss the mark and sometimes we are close. But for us to deliver value for your membership dollar and hit your target we need your feedback and input for what you want to learn about to help you maintain and grow in your career. We are easy to contact, just send an email to [info@rakeapics.org](mailto:info@rakeapics.org) and someone will get back to you as soon as we can, keep in mind we all have day jobs and it may take us a day or so to reply.

Wishing you and yours a safe and plentiful New Year.

*Terry Weygant, CPIM  
President  
Racine / Kenosha APICS*

**PDM Reservations**

If you plan to attend, and would prefer to register via fax, please use the form below.

To: Rosemary Van Treeck. CPIM, CSCP, CIRM

Gateway Technical College

Fax to: 262-564-2989

Reservation for PDM January 20, 2009

Please RSVP by January 15, 2009

**APICS RAKE Chapter #302**

Name \_\_\_\_\_

Member\_\_\_\_ Non-member\_\_\_\_ Student\_\_\_\_

Member Number \_\_\_\_\_

Company \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

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Name \_\_\_\_\_

Member\_\_\_\_ Non-member\_\_\_\_ Student\_\_\_\_

Member Number \_\_\_\_\_

Company \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

Or you may send in register online via the web:  
[www.rakeapics.org](http://www.rakeapics.org)

NOTE: Credit card payments can ONLY be processed online. Payment at the door must be by check or in cash.

**CERTIFIED SUPPLY CHAIN  
PROFESSIONAL  
(CSCP) REVIEW COURSE  
SPRING 2010**

March 10, 17, 24,  
April 7, 14, 21, 28,  
May 5, 12, 19, 26

*You may use a credit card by paying online, or you may bring a check to the first night of class. We ask that you register at LEAST 1 week before the start of class to insure that we have enough materials for everyone.*

If interested in any of the educational classes or volunteering, please contact us at [info@rakeapics.org](mailto:info@rakeapics.org)

You may register Online: [www.rakeapics.org](http://www.rakeapics.org)

**CPIM CERTIFICATION REVIEW  
COURSES**

*2010 Class Schedule*

**CANCELLED**

**Until FALL 2010**

## RAKE CHAPTER 2009 -2010 CALENDAR AT A GLANCE

**January 20, PDM**  
Change Readiness  
Assessment for  
S&OP  
January 27, Board Meeting

**March 17, PDM**  
March 24, Board Meeting

**April 14, Seminar**  
S&OP Planning

**May 19, PDM**  
May 26, Board Meeting

As always, any member may attend our board meetings. Contact any board member for time and location.

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### ***Membership Corner***

**Total Membership: 140**

**New members:**

Russ DeVilbiss – BRP US, Inc.  
Roxanne Santiago

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## **FREE!! FREE!! FREE!!**

### ***Announcing the APICS Operations Management Body of Knowledge (OMBOK) Framework, Second Edition***

APICS members receive a complimentary electronic version of this valuable and newly updated member benefit. The 2009 update to this popular publication includes new features, including two appendices that feature tables illustrating the relevancy of the *APICS OMBOK Framework* to specific job titles, including supply chain manager and materials manager, and to industries outside manufacturing, such as distribution, health care, retail, utilities, and hospitality. The second edition also includes a new, easy-to-use index.

**CALL FOR YOUR FREE COPY TODAY!!**

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### **SPEED NETWORKING**

Have you ever attended a “Speed Networking” event? They are a great way to learn more about the people you see at functions, but never talk to. I have attended a couple of these events and they were interesting as well as valuable. I met people that had experience in fields that I had questions about. It was a great way to meet people that could answer some questions. In like manner, I like to think that I have helped some of the people I have met through this process. We plan to offer a speed networking event for our members in the near future. If you are interested or have any questions, please contact any board member; our contact info is on the last page of this newsletter.

### APICS Career Center

In addition to searchable job postings by employers who value your involvement in APICS, the APICS Career Center offers job-search advice, career development articles and resources, and more. Visit the APICS Career Center to access resources including

- Career Advice Column
- **New article!** Weddle's The Vacuum in Our Careers
- Career presentations from APICS 2009

### APICS EXTRA

Vol. 4, No. 12 ARTICLE from 12/30/09

#### **Sustainability at Your Business— Who Takes the Lead?**

*By Ron Sullivan, CFPIM*

Earlier this month, the United Nations Framework Convention on Climate Change conference took place in Copenhagen with the goal of sealing a comprehensive and effective international climate change agreement. Delegates considered ways to enhance existing market-based mechanisms and assessed specific strategies for the future. It is clear that sustainability is no longer optional, and companies that prosper will be those that have truly innovative products and processes.

The best way to proceed begins with a high level view of our natural environment and its challenges relating to business; recognition of many of the different tools and techniques that can be applied to become sustainable; and development of a company-specific strategy, business case, and next steps for specific groups and departments. Specifically, the following topics provide a useful starting point.

#### **Design for environment**

In a typical product, 80 percent of environmental impact is determined in the design phase. Design criteria include environmentally benign materials, part marking, rapid disassembly,

enabling renewal and recycling, and more. Life cycle assessment identifies a product's environmental impacts and thus suggests improvements. New product development is an essential element of the transition to sustainability. The prime responsibility rests with your research and development and engineering groups.

#### **Energy transition**

Most of the energy of a typical firm is used in facilities (including production processes) and transportation (both supply chain and employees). Footprinting techniques measure the effects. Facilities can take advantage of Leadership in Energy and Environmental Design standards to create a smaller carbon footprint, and carbon-neutral buildings are possible. In the year 2050, two-thirds of buildings will have been constructed after today, so the time to begin is now. Techniques to minimize carbon emissions include managing the transportation network, technology upgrades, and employee carpooling. Your facilities staff should take the lead.

#### **Quality improvement**

Since W. Edwards Deming's work on enhancing design, quality, testing, and sales, improvement activities have evolved into several areas, including managing based on information, Just-in-Time, lean, theory of constraints, and six sigma. This body of knowledge is central to the APICS mission, and the techniques included are vital to an effective sustainability transition. Tools include waste reduction, process improvement, and value stream mapping. Operations has the primary role here and can facilitate the use of these tools in other parts of the firm.

#### **Supply chain initiatives**

In many firms, the supplier network has been based on fragmented decision making using only financial measures. New initiatives are needed to renovate this system. Quality improvement, already applied in the supply chain, becomes more extensive. Your procurement group is at the forefront of these efforts.

### Product transition

Similar to the sweeping economic change a century ago when automobiles revolutionized transportation, many new products incorporating innovative designs will replace the existing generation. For instance, in energy, wind power and solar power are viable replacements for fossil fuels. Sales and marketing professionals are responsible, often with designers' help.

### Triple bottom line

The almost religious belief that everything can be measured in dollars has led to many damaging outcomes. Today, however, more and more businesspeople advocate measures that incorporate financial, social, and environmental values—people, profit, planet. Such an approach considers all stakeholders, not just investors. Current economic thinking is challenged, and new measures are needed. The scorekeepers for the firm are in finance and accounting, and these groups have the prime responsibility for implementing triple bottom line thinking throughout the organization.

### Strategy

The sustainable firm will be transformed as the previous six topical solutions are applied. All groups in the organization have a role to play. Clearly, the best results begin with a solid strategy that includes long-range direction and rethinking of goals. Your business case must consider the triple bottom line. As with all change, top management must play a leadership role, project management and coordination are essential, and an employee-driven approach is highly beneficial. The companies that make the transition will survive.

*Ron Sullivan, CFPIM, is director of sustainability for the APICS Puget Sound Chapter. He may be contacted at [rsul@mindspring.com](mailto:rsul@mindspring.com).*

Read past issues of *APICS Extra* online at [apics.org/extra](http://apics.org/extra).

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### 2010 APICS Call for Presentations

2010 APICS International Conference & Expo  
October 17-19, 2010  
Nashville, Tennessee, USA  
*Deadline to submit your presentation: February 12, 2010*

As an operations management professional, you have a wealth of experience and skills that can help other professionals develop their own knowledge and skills. Now is the time for you to [share your experience](#) by submitting a proposal to present at the 2010 APICS International Conference & Expo in Nashville, Tennessee, USA.

The theme for this year's conference is **Excellence in the New Normal: Best Practices in Global Supply Chain and Operations Management**. As we emerge from the global recession, APICS members are in search of ways to navigate the significant, permanent changes that have occurred at their organizations, in the profession, and in the economy. Educational sessions selected for APICS 2010 will provide actionable best practices for global supply chain and operations management.

If you have a solution that addresses one of APICS 2010's Learning Paths, submit your proposal today.

**Please note: You must use Internet Explorer 5 or later to submit your presentation.**

**APICS 2010 Learning Paths include:**

**Global Supply Chain  
Operations Planning and Control  
Lean  
Professional Advancement**

### **Racine/Kenosha Chapter Receives Platinum Status**

The **Racine / Kenosha** has qualified for the **Platinum** Chapter Benchmarking and Reporting (C-BAR) award level. This award demonstrates our chapter's dedication to providing exemplary member services and professional development opportunities to APICS members and customers.



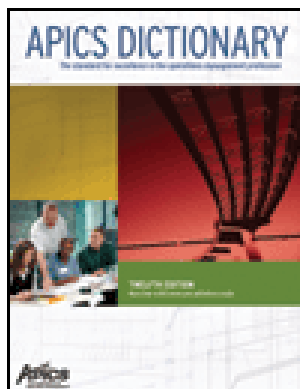
### **Request your free APICS Dictionary**

Take advantage of one of your APICS member benefits by requesting your free copy of the APICS Dictionary, the standard for terms and definitions in the inventory and supply chain management field.

The 13th edition, newly released this October, contains more than 4,000 essential terms. Every APICS member is eligible to receive one complimentary copy of each edition.

Use this powerful tool to build your vocabulary and increase your productivity by ensuring that everyone on your team is speaking the same language.

[Order Your Free Copy Today!](#)



# Racine/Kenosha Chapter

## 2009 - 2010

### **Chapter Officers and Board Directors**

#### **President**

Terry Weygant, CPIM  
Logical Products  
1503 St. Paul Ave.  
Gurnee, IL 60031-2146  
tweygant@yahoo.com  
Work 847-336-6160  
Fax 847-336-6779

#### **Executive VP**

Rosemary Van Treeck,  
CPIM, CSCP, CIRM  
Gateway Technical College  
3520 30th Avenue  
Kenosha, WI 53144-1690  
vantreeckr@gtc.edu  
Work 262-564-2236  
Fax 262-564-2989

#### **Treasurer**

Norm Hermann, CPIM  
Mr-Norm@wi.rr.com

#### **Secretary**

Nancy Miller, CPIM  
nancy.miller@johnsondiverse  
y.com

#### **VP of Education**

Craig Simpkins, CFPIM  
Johnson Controls  
507 E. Michigan St  
Milwaukee, WI 53201  
Craig.Simpkins@yahoo.com  
Work 414-524-7764

#### **VP of Membership**

April Boisseau  
S&OP Analyst  
S. C. Johnson & Son, Inc.  
1525 Howe St.  
ALBoisse@scj.com  
Racine, WI 53403-2236  
Work 262-260-4080

#### **Newsletter Editor**

Rosemary Van Treeck, CPIM,  
CSCP, CIRM  
Gateway Technical College  
3520 30th Avenue  
Kenosha, WI 53144-1690  
vantreeckr@gtc.edu  
Work 262-564-2236  
Fax 262-564-2989

#### **VP of Programs**

Bridget Brockhaus, CPIM  
CareFusion  
1500 Waukegan Road  
Waukegan, IL 60085  
bridget.brockhaus@carefu  
sion.com  
Work 847-578-6563

#### **Region Representative**

Diane Miderski  
dmiderski@yahoo.com

#### **VP of Marketing**

Rick Obrecht  
rickobrecht@gmail.com