

TOPICS



The Association for Operations Management

MONDAY, JANUARY 14, 2008 PROFESSIONAL DEVELOPMENT MEETING

INSIDE THIS ISSUE:

President's Message	2
2007/08 Public Course Schedule	3
State Grant Information	3
Midwest Supply Chain Management Conference	5
Student Night	6
Job Postings	6
2007/08 Board Of Directors	7

APICS-Grand Rapids Chapter presents “**Executive Sales and Operations Planning: Top Management’s Handle on the Business**” with **Tom Wallace** on **Monday, January 14, 2008** at **Centennial Country Club** (3361 Charlevoix Dr. SE, Cascade) beginning at 6:00 p.m.



PMI (Project Managers Institute)-Western Michigan Chapter along with IMA (Institute of Management Accountants) Grand Rapids Chapter will be co-hosting this Monday night meeting with APICS-GR Chapter.

In his presentation, Tom, Principal from T.F. Wallace & Company, will explain how the Executive S&OP process works and will discuss “best practice” companies using the process and relate benefits they’ve achieved—both “soft” non-quantifiable benefits as well as those more easily measurable.

The critical role of top management in Executive S&OP will be covered, as well as recommendations on how to acquire their support, commitment and active “hands-on” participation in the process.

Also covered will be how to implement Executive S&OP with low risk and high probability of success and related project management considerations. Tom will conclude with a brief look at the future of Executive S&OP, including new software developments in the field.

Tom Wallace is an author and educator, specializing in Sales & Operations Planning Processes: Executive S&OP, forecasting and demand planning, and related supply chain elements. He is the author of 12 books, is a Distinguished Fellow of Ohio State’s Center for Operational Excellence, and teaches and writes in conjunction with the Institute of Business Forecasting.

5:15 p.m. Pre-Meeting will be held featuring **Donald McNaughton** from Oliver Wight and his presentation “**Product Management—The Importance of Effective Project Management**”.

...Continued on Page 2....

*5th Annual
Midwest
Supply Chain
Conference...*

*SAVE THE
DATE*

*Wednesday,
March 19, 2008*

PRESIDENT'S MESSAGE....

November proved to be another successful month at our joint PDM with ISM. We look forward to our yearly joining of the two groups. We have many similarities and enjoy the time to network with fellow business associates. With both organizations offering new certifications within the supply chain realm, we allowed time for each to talk briefly about the specifics of the new certifications.

Also attending was Gene Anderson, featured speaker for the evening. Gene has provided nine presentations to the APICS group over past years and we enjoy him each

and every time. He also knows we love to see one of his many magic tricks at the end of the presentation and never fails to surprise us! You will be able to see Gene present new materials at our annual supply chain conference in March to be held at Steelcase University.

Coming up in January is a joint meeting with IMA and PMI. This will take place at Centennial Country Club on January 14. The speaker will be Tom Wallace on the topic of Sales & Operations Planning. Tom is well known for his knowledge on this subject that is sure to cross over different industries and compa-

nies.

I would like to take a moment to wish everyone a happy holiday season. It is truly wonderful to share time with special friends and associates through our APICS events. May each of you enjoy special time with family and friends over the coming months.

For more information or to register for any of the events, please go to www.apics-gr.org.

Sarah Cooper, CPIM
APICS-GR Chapter
President 07/08



JANUARY 14TH PDM CONTINUED....

...Continued from Page 1...

The 5:15 p.m. Pre-Meeting will highlight an Integrated Business Model and show how Product Management and S&OP integrate and the role that effective project management plays. The attendees will gain an understanding of how these important business processes integrate and the important role effective project management plays in delivering business results.

AGENDA:

5:15 p.m. Pre-Meeting

6:30 p.m. Dinner (Entrée selections: Roast Strip Loin; Chicken Florentine; Baked Walleye or Vegetarian Entrée)

COST:

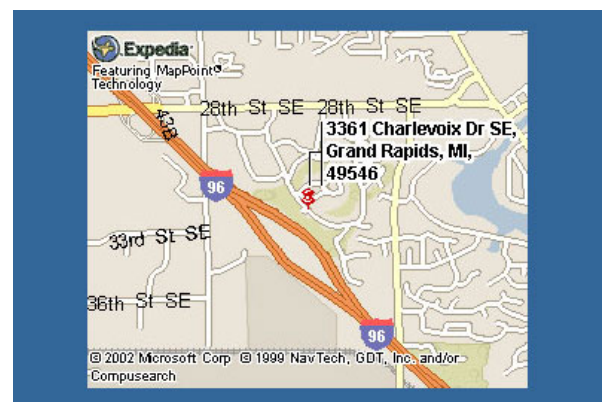
\$25.00 APICS Members \$35.00 Non-Members
\$15.00 Full-time Students

NEW VENUE:

The event will be hosted at the **Centennial Country Club** located at 3361 Charlevoix Drive SE, Cascade. (Directions: I-96 to EASTbound 28th Street Exit. Proceed on eastbound 28th Street to 2nd traffic light, Charlevoix Drive, and turn RIGHT and follow to Centennial Country Club).

REGISTRATION:

- Online at www.apics-gr.org or Email to: Apicswestmi@aol.com



2007/2008 PUBLIC EDUCATION

APICS-Grand Rapids Chapter has established the 2007/08 Public Education Class Schedule. Mark your calendar for the upcoming program year!

CLASS	DATES/ Number of Weeks	TIME	MEMBER COST	NON-MEMBER COST	VENUE
Master Planning of Resources	Mondays, February 4— March 31, 2008 (8 weeks)	6:00— 9:00 p.m.	\$475.00	\$520.00	Pinnacle Center, Hudsonville
Strategic Management of Resources	* Thursdays, March 11—May 15, 2008 (9 weeks) * 1st TWO CLASSES TUESDAY NIGHT, REMAINING CLASSES ON THURSDAY NIGHT *	6:00— 9:00 p.m.	\$515.00	\$620.00	Pinnacle Center, Hudsonville
Basics of Supply Chain Management	Thursday, March 27— May 29, 2008	6:00— 9:00 p.m.	\$625.00	\$700.00	Pinnacle Center, Hudsonville
Detailed Scheduling and Planning	Mondays, April 14— June 16, 2008	6:00— 9:00 p.m.	\$515.00	\$620.00	Pinnacle Center, Hudsonville

**To Register for any of the courses listed above, visit the Chapter's web site at: www.apics-gr.org
Or email to: Apicswestmi@aol.com.**

EDUCATIONAL GRANT INFORMATION

Did you know that the State of Michigan offers educational grants? Grants are an EXCELLENT way for businesses to obtain funds for educating their employees. If you or your company is interested in further information regarding grants, here are some suggested steps in obtaining information:

1. Identify specific training needs that include benefits to the company and the student
2. Contact your local Michigan Works office and inquire what grants may be available (contact can be made by either company or employee if their company does tuition reimbursement). Grand Rapids Michigan Works contact: Moreen Downers
3. Contact Michigan Economic Development Corporation Manager by calling (517)373-9808 this is the Customer Service Department that will provide your MEDC Managers name and contact information. They will provide access to additional opportunities that may be available on an annual bases thru Economic Development Job Training (EDJT)
4. Contact Karen Hinkle, Workforce Development Specialist Michigan Economic Development Corporation 300 N. Washington Square Lansing, Mi 48913
Telephone (517) 241-2157 Fax: (517) 373-8179 E-mail: hinklek@michigan.org

WELCOME NEW MEMBERS....

APICS-Grand Rapids Chapter would like to WELCOME the following new members to the Chapter!

- Todd Bailey of REGIS Agency

2007/08-PDM SCHEDULE

The APICS-Grand Rapids Chapter is proud to announce their line-up for the upcoming program year. Take a moment to add these dates to your calendar and we'll see you SOON!

DATE	VENUE/LOCATION	SPEAKER	TOPIC/PRESENTATION
January 14, 2008 MONDAY	Centennial Country Club	Tom Wallace	Executive Sales and Operations Planning
February 13, 2008	Elks Lodge	Bob Barba	Business Etiquette / Student Night
March 12, 2007	Elks Lodge	Ali Metwalli	Business Ethics in Today's World
April 16, 2008	University Club	TBD	TBD
May 14, 2008	Elks Lodge	Bill Guest	Metrics—What and How You Should be Using Them

CSCP (Certified Supply Chain Professional)..One “Pro’s” Comments....

With a long career in supply chain and materials management, I was positively surprised by the scope, content and completeness of the CSCP Program. The information in the training was current, appropriate for most business designs and reflected the true business environment that we engage in daily. Our trainer presented the information in a professional and interactive manner while maintaining a schedule that fit the time slots of working professionals.

The CSCP certification has helped my personal development as I have moved to a role in corporate development focusing on supply chain and materials management. Many of my co-workers have also received their CSCP recognition and have demonstrated the skills to be true professionals in their field. I would recommend this program to anyone interested in a career focused on supply chain management.



Bob Matz, CPIM, CSCP
JSJ Corporate Development
(616) 847-7378
(616) 502-1446 Cell
matzb@jsjcorp.com

5TH ANNUAL SUPPLY CHAIN MANAGEMENT CONFERENCE....

**Mark your calendars for the Fifth Annual Midwest
Supply Chain Management Conference
Wednesday, March 19, 2008 8:00 am to 5:00 pm
Steelcase Learning Center, Grand Rapids**

The Midwest Supply Chain Management Conference is a comprehensive supply chain management education and networking event. This year's conference includes leaders from industry, consulting and academia who will share practical experiences in the areas of:

- **Growth and Innovation:** In today's Global Environment as well as our fickle economy, it is incredibly important that companies focus on Innovation as a competitive edge. Once companies have a unique solution or product in their portfolio, the opportunities grow and impact the top line. The speakers in this track will offer practical ideas on how to pursue and implement these ideas.
- **Supply Chain Operations and Excellence:** This track includes sessions that focus on achieving improved operational performance and competitive excellence. The speakers represent diverse industries and perspectives, and will share specific insights from their professional experiences.
- **People:** Looking for ways to improve your leadership skills, relationships with other people or creative ways to come up with unique solutions to problems we all face on a day-to-day basis? You will not want to miss the speakers in the People Track who will offer ideas that we can all take back to our businesses.
- **Risk Mitigation:** The Risk Mitigation Sessions will focus on helping you in the art of reducing the severity of situations involving exposure and risk for your company. The speakers represent diversified perspectives which they will share with you along with the ability to develop future supply chain capabilities, while putting appropriate attention on execution, that will help you and your organization achieve improved performance and long-term competitive advantages.

Complete details of the Conference will be released SOON in the upcoming weeks. Log onto the Right Place, Inc.'s web site at: www.rightplace.org/events or email Amy Winkler at: winklera@rightplace.org and ask to be placed on the invitation list.

SAVE THE DATE...WEDNESDAY, MARCH 19th.

APICS-GRAND RAPIDS CHAPTER STUDENTS...WEDNESDAY, FEBRUARY 13TH

An important part of the APICS-Grand Rapids Chapter and APICS, in general, is our STUDENT organizations. The Student Chapters are the lifeblood of our organization as we look to the future. Our Chapter supports two local universities: Grand Valley State University (GVSU) and Ferris State University (FSU). The Board of Directors works with the students to conduct plant tours, dinner meeting, educational sessions, participation in the Supply Chain Management Conference, and the Region's Student Case Competition. Many of the students are getting ready to enter into the workforce and have not had the opportunity to "sell" themselves very often. There are also many great prospective employees in our Student Chapters that we could all be exposed to.

One of the ideas the Board has been developing is to allow the students an opportunity to introduce themselves to you and your companies as well as letting them get to know your companies for a potential "fit". Prior to the Professional Development Meeting on Wednesday, February 13th, from 5-6 p.m., please attend this Pre-Meeting to get to know our Student Members and help them or yourselves as they prepare to enter the workforce. Each company will have a table for the students to come and meet you and your organization. The role of the students is to bring their resume, approach the various companies, and work on asking key questions regarding opportunities and information on the company. In turn, the role of the companies is to be available for the Students, ask them questions they may get asked in an interview, and discuss your company and potential opportunities.

If you wish to participate in the Student Night Pre-Meeting or have additional questions, please contact Jon Karel by email at: Jonathan.b.karel@jci.com or call Jon at: (616) 394-6611.

CHAPTER EMPLOYMENT OPPORTUNITIES....

APICS-Grand Rapids Chapter is receiving many requests for qualified candidates to fill local job positions from various companies. In an effort to help connect unemployed members with current job openings the Chapter is developing a special web page on their web site (www.apics-gr.org) to help connect potential candidates and recent open positions. We hope to have the web page functioning in mid-January.

Job posting information may be emailed to the Chapter at: Apicswestmi@aol.com and must include the following:

- Company Name
- Company Contact Name and Contact Information
- Job Position/Title and Brief Summary of Responsibilities

Those who are interested in the posted positions are to contact the COMPANY directly to apply for the position.

What EVERYONE needs to know regarding job postings:

- Available positions will be posted for a MAXIMUM of 4-weeks, if the position fills PRIOR to the 4-week period, the company is responsible to contact the Chapter to remove the posting.
- APICS-Grand Rapids is NOT responsible for the accuracy or the content of the open positions.



The Association for
Operations Management

*Advancing Productivity,
Innovation and
Competitive Success....*

APICS-Grand Rapids Chapter
PO Box 230256
Grand Rapids MI 49523-0256

We're on the Web!
www.apics-gr.org



2007/08 APICS-Grand Rapids Board of Directors

Name/Position	Company	E-address	Phone Number
Sarah Cooper, CPIM President	Gordon Food Service	scooper@gfs.com	(616) 717-4606
Denise Whittington President Elect	CompX Durislide	dwhittington@compx.com	(616) 826-9761
Mark Rokos VP of Finance	Hydro Aluminum Technology Center of North America	Mark_rokos@hotmail.com	(616) 396-6591 Ext 264
Ron Kopp, CPIM VP of Marketing	Skytron, Inc.	rkopp2525@yahoo.com	(616) 554-0362
Jon Karel Past President	Johnson Controls, Inc.	Jonathan.b.karel@jci.com	(616) 394-1180
Paul Chesnutt, CPIM Certification/Fund. Education Director	Howard Miller	pchesnutt@howardmiller.com	(616) 772-9131
Randy Gilbert, CSCP In-House Education Director	Wolverine World Wide	Randy.Gilbert@www-inc.com	(616) 863-4097
Tod Schwartz, CPIM Continuing Ed. Director	Genzink Steel	schwartz50@hotmail.com	(616) 822-2636
Jody Craig Grants/Strategic Partner Director	GHP	jcraig@ghplastics.com	(616) 402-4168
Megan Lawe Membership Director	Skytron, Inc.	mlawe@skytron.us	(616) 957-2123 Ext. 3083
Gene Olsen, CPIM Special Events Director	Knape & Vogt Manufacturing	Gene.Olsen@kv.com	(616) 459-3311 Ext. 287
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