

May 2010

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MAY PDM: The Leadership Challenge -- Linking Strategy to Execution

Wednesday, May 19 at Long Island Sound, Aurora, IL

During Terry's presentation, he will discuss critical process characteristics and business results achieved from "Best Practice" Sales & Operations Planning (S&OP) implementation and operation. He will also discuss the positive impact this highly effective, core management process has on any company's need to realign and re-optimize itself in response to marketplace changes and the achievement of business goals. This talk will also provide attendees with the latest views on how best practice S&OP has evolved into broader view of Integrated Business Planning (IBP) practices that are being implemented today.

Integrated Business Planning provides a company's management team with the capability to realign all company plans (Product – Demand – Supply – Inventory and Financial) in response to change, out through a 2-5 year planning horizon, in effect, linking the execution of current plans and performance with longer term strategies. When fully implemented, an Integrated Business Planning process provides executive teams with a consensus view of current business realities and forward visibility of anticipated business performance which can be used to

drive the development of gap-closing action plans that may be required to respond to shifts in competitive priorities and markets, the company's ability to meet corporate commitments, their need to enhance overall business performance and effectively deploy and maintain alignment to business strategies.

During his talk, Terry will provide the audience with an understanding of



the overall framework for IBP along with what is necessary to make it the effective process that many upper-quartile companies have found it to be in their search for business excellence.

About Our Speaker

Terry L. Johnson is a principal of Oliver Wight Americas. He is also the President and CEO of Integrated Technologies International, a firm formed in 1989 which provides consulting and education services to manufacturing and distribution companies.

Terry assists client companies in the evaluation and assessment of their current business processes and performance and works with them to develop integrated business improvement initiatives geared to increasing overall business performance and competitiveness.

Terry spent 14 years with Hewlett Packard, holding various management positions, having had the responsibility for design, manufacture, systems integration and distribution of engineering workstations

Terry has also served as Senior Vice President and Chief Operating Officer

for a \$140 million defense contractor. He held this position as part of a successful business turnaround effort. His tenure in this position provides him with the executive level perspective that is necessary to drive effective and sustainable change during a significant business restructuring initiative.

Some of his clients include Rolls Royce Motor Cars, ICI Paints, ICI Colors, Novartis Pharmaceuticals, Ampex, Apple Computer, Lockheed Martin, Grumman Olson, Astra Zeneca Pharmaceuticals, Mars Snack Foods and Westinghouse Electric Company.

Over the past several years, Terry has focused his efforts on assisting Oliver Wight clients in all aspects of Integrated Business Planning / Sales and Operations Planning processes. He also works with clients in the areas of New Product Development and Introduction and Product Lifecycle and Portfolio Management.

Terry has been a speaker at past APICS International Conferences and has made a number of presentations across Europe, the United Kingdom, and the U.S. He earned his degree in electrical engineering from Missouri Institute of Technology.

May PDM Registration:

Date: Wednesday, May 19, 2010

Location:

Location: Long Island Sound
1920 E. New York Street
Aurora, IL 60502
(630) 898-8585

Cost:

\$20 APICS Member Rate
\$30 Non-Member Rate
\$10 APICS Student Member Rate
\$15 APICS Members in transition (cash or check at the door)

Schedule:

5:30pm – Registration/Networking
6:15pm – Dinner
7:00pm – Speaker

Register on our website at www.apics-foxriver.org

Update from the President

By Shawn Batka, CPIM, CSCP

Programs

Our April Plant Tour at Scholle Packaging in Northlake was very well received. Fox River plant tours tend to be very popular events, and Scholle was no exception. We were able to see firsthand how a privately held manufacturer has increased business in a very tough economic climate. For more information regarding learnings from the Scholle tour, please see the separate write-up in this newsletter.

Chapter Board Nominations for 2010 – 2011 Fiscal Year

Give back to your profession, enhance your networking opportunities, and have fun at the same time. We are currently seeking inquiries and nominations for our 2010 – 2011 Chapter Board of Directors.

Being on the board allows you to earn additional certification maintenance points, guide the direction of the chapter, and continue to build your professional network. The chapter holds a volunteer appreciation dinner for chapter volunteers every December at a local restaurant.

If you are interested in joining, or would like to nominate someone for next year's Board please contact John Mariano at Jandrmariano@aol.com, Mary Kolecki at MKolecki@CTDI.COM, or Scott Reyna at Scott.Reyna@commscope.com

International Conference

Mark your calendar now for the 2010 APICS International Conference & Expo. This year it will be held Sunday 10/17 through Tuesday 10/19 in Nashville, Tennessee. The Volunteer Leadership Workshop is on Saturday 10/14.

The official APICS hotel is the Gaylord Opryland Hotel and Resort. I have heard from members who attended the last APICS Conference in Nashville that the Gaylord Opryland is a very impressive venue, with an indoor shopping restaurant and entertainment. The layout is such that you feel like you are walking in a downtown shopping business district. For more reasonably priced lodging options, there are plenty of hotels within walking distance to the Gaylord Opryland.

The theme at conference will be "*Excellence in the New Normal*". APICS 2010 education content will help you find ways to navigate the significant, permanent changes that have occurred at your organization, in your profession, and in the economy. Each

educational session will provide actionable best practices for global supply chain and operations management for you and your career.

2010 Learning Paths are *Global Supply Chain, Operations Planning and Control, Lean, and Professional Advancement*.

Plant tours have been announced, and the list includes GM Corvette Assembly / Museum, Jack Daniel's Distillery, Kroger Dairy Processing, and Nissan Motors Assembly Plant to name a few. Tour spots are limited and fill up very quickly. Be sure to register now if you want to guarantee a spot.

Lend Support as a Donor

Contribute to the career growth of APICS future leaders by making a personal donation or facilitating a donation through your company. The APICS Scholars Education Program is funded through tax-deductible donations to the APICS Educational and Research Foundation.

Individuals, companies, APICS chapters and districts, and conference exhibitors can sponsor a specific student or school to become a scholar by making a \$1,200 donation, or two students or schools by making a \$2,000 donation, and additional scholars or schools by donating \$1,000 each. Donors may designate a scholar or school by indicating the student or school's name on the donation form.

Link to the donation form:
[APICS Scholar Donation Form](#)

To make a donation for 2010, complete the 2010 donation form and mail it along with your check to:

APICS Scholars Education Program
c/o E&R Foundation, Inc.
8430 West Bryn Mawr Avenue, Suite 1000
Chicago, IL 60631

Questions? Please e-mail scholars@apics.org

New Members

We welcome the following Professional Members who have recently joined our chapter. They represent local area companies such as INX International, Scholle Packaging, International Paper, PepsiCo, and others.

Lewis Bowman
Terry Hahn
Badrinath Sambamurthi
Theresa Burda
Pinky Sukheja
Byron Bright

We also welcome the following Students Associates who recently joined the NIU Student Chapter:

Chris Bayer
Andrea Bottoms

We look forward to seeing you at an upcoming Fox River Chapter event.

APRIL PDM RECAP: Plastic Manufacturer Busy Meeting a Strong Uptick in Demand

We were delighted to tour the Scholle Packaging manufacturing facility and innovation center in Northlake for our April PDM. For those who braved the construction headaches on I-290, it was well worth it.

Randy Weaver is Scholle’s NA Supply Chain Manager and reviewed the history of the company, and their recent journey in Lean and Kanban implementation. With the recent process improvements and reduction in safety stock, Scholle will soon exit an 87,000 sq ft outside warehouse, while meeting an increase in customer demand. The company is still privately held and non-union. Randy also reviewed some of their recent innovation with McDonalds which has pushed the facility into a 24x7 operation to keep up with this demand, and also forced them to re-evaluate their forecasting process. It is always great to hear of local manufacturers with strong sales.

LinkedIn

The Fox River Chapter has a Group on LinkedIn. You can join the group to stay informed of current chapter events and to network with other local area industry professionals. You do not have to be an APICS member to join this LinkedIn group.

Here is the link: [APICS Fox River LinkedIn Group](#)

Next it was on to the tour to see the blown film making process, laminating, and finally the fitment insertion process. Scholle is a vertically integrated company, producing both the films and the fitments – both of which are very different processes. Being a supplier to food companies, the facility was both very clean and strictly follows GMP requirements.

Scholle’s Bag in a Box products are gaining acceptance into new categories such as motor oil, premium wine, and beer.

The Fox River Chapter thanks Scholle Packaging for opening their facility to us and putting on a great tour.

Some of the tour comments from the PDM surveys:
“I found the tour and history of Scholle to be very interesting and informative.”
“Great tour, I would like to see more tours like this next year.”

Student Chapter Update:

The Northern Illinois Student Chapter has wrapped up their 2009-2010 year!

Congratulations to the NIU Student Chapter Graduates!

Education

NEW!! APICS Certification Review On-Line Courses

The APICS Fox River Chapter and the College of DuPage are excited to announce the launch of a new on-line format CPIM review courses.

These on-line classes are an alternate offering to help professionals prepare for APICS CPIM Exams. We have received feedback that traditional classroom setting courses don't always work for busy professionals, so this format is another option to get the training that you desire.

The On-Line Interactive Courses start soon and will be taught by APICS-certified instructors.

Please contact Tony Rocco at COD to register at roccoan@cod.edu or call (630) 942-2184. For questions on course format or content, please contact Chuck Gates at chuckgates@sbcglobal.net

More information regarding CPIM can be found on our website:

<http://www.apics-foxriver.org/education/default.aspx>

NEW ONLINE CLASS ADDED! Basics of Supply Chain Management to begin on MARCH 1st for College of DuPage Online offerings above.

See the CPIM and CSCP links under the Education page on our website for more details on the online courses:

<http://www.apics-foxriver.org/education/default.aspx>

On-Line and Traditional Class Schedule

You can register by calling the respective contact below or by registering online at the respective sites for COD, JJC, or WCC. Please go to the Fox River website at <http://www.apics-foxriver.org/education/default.aspx> to see more details on CPIM, CSCP, Lean Enterprise, and Global Sourcing.

| Class | Date | Time | Day | Location | Instructor |
|------------------------------|-------------|------------|------|-----------------|------------|
| Strategic Mgmt of Resources | 5/18-7/13 | 6pm-9pm | Tue | JJC - Main | Hackett |
| CSCP | 5/19 - 7/28 | 6pm-10pm | Wed | WCC Copley | Gates |
| Detail Scheduling and Plan | 6/28-8/16 | Online | | Online Course | Gates |
| Execution & Control of Ops | 8/23-10/18 | Online | | Online Course | Gates |
| Detail Scheduling and Plan | 8/24-10/12 | 6pm-9:45pm | Tue | WCC Copley | Yergovich |
| Execution & Control of Ops | 8/26-10/14 | 6pm-9:45pm | Thur | WCC Copley | Tills |
| Lean Enterprise | 9/11-10/23 | 8am-12pm | Sat | WCC Sugar Grove | TBD |
| Global Sourcing | 9/11-10/30 | 8am-5pm | Sat | WCC Sugar Grove | TBD |
| Basics of Supply Chain Mgmt | 9/13-9/24 | 8am-12pm | MWF | JJC - Main | TBD |
| Master Planning of Resources | 9/27-10/8 | 8am-12pm | MWF | JJC - Main | TBD |
| Detail Scheduling and Plan | 10/11-10-22 | 8am-12pm | MWF | JJC - Main | TBD |
| Basics of Supply Chain Mgmt | 10/19-12/13 | 6pm-9:45pm | Tue | WCC Copley | Lueck |
| Master Planning of Resources | 10/21-12/16 | 6pm-9:45pm | Thur | WCC Copley | Garcia |
| Execution & Control of Ops | 10/25-11/5 | 8am-12pm | MWF | JJC - Main | TBD |
| Strategic Mgmt of Resources | 10/25-12/13 | Online | | Online Course | Gates |
| CSCP | 11/6-11/13 | 8am-5pm | Sat | WCC Sugar Grove | TBD |
| Strategic Mgmt of Resources | 11/8-11/19 | 8am-12pm | MWF | JJC - Main | TBD |

Community College Information

Joliet Junior College (JJC)

1215 Houbolt Rd., Joliet

<http://www.jjc.cc.il.us/>

Call Mike Sillar at 815-280-1423 or e-mail at msillar@jjc.edu for more information.

Waubonsee Center at Copley or Sugar Grove (WCC)

2060 Ogden Ave., Aurora

<http://www.wcc.cc.il.us/>

Call registration at 630-801-7900, ext 2370 or contact Blanche Norris at 630-906-4120 or bnorris@waubonsee.edu

College of DuPage (COD)

2525 Cabot Dr. Suite 201, Lisle

<http://www.cod.edu/>

Call Rita Haake at 630-942-2616 or 630-942-2184; e-mail at haaker@cod.edu

Pearson VUE Test Sites for CPIM Certification Testing

CPIM certification exams are administered by Pearson VUE. They have test facilities in Chicago, Oak Brook and Schaumburg.

Website:

<http://www.asisvcs.com/indhome.asp?CPCAT=8900PROFCERT>

Phone: 1-800-274-8399 to make an appointment

CSCP Testing Dates:

Please note that there are both pencil & paper testing dates, and CBT exam "windows" where candidates can do computer based testing (new).

2010 APICS CSCP Paper and Pencil Exam Dates

March 13, 2010

June 19, 2010

December 4, 2010

For future reference, this information can be found in the Certification portion of the APICS HQ website.

<http://www.apics.org/Certification/CSCP/cscpexam.htm> §

BRIGHTER FUTURES SCHOLARSHIP: HELP FOR THE UNEMPLOYED

The Waubonsee Community College Foundation has established the "Brighter Futures" scholarship program, which will provide up to \$500 to unemployed district residents who enroll in Workforce Development courses at the college. These short, focused courses are intended to provide students with relevant skills they can utilize right away in a variety of industries such as computers, health care, manufacturing and small business.

This new scholarship program is part of the college's larger "Brighter Futures" initiative, which is designed to provide resources and strategies for thriving in a challenging economy. The initiative began with a kick-off event in June, which featured a resource fair with Waubonsee departments and local social service agencies, as well as presentations on careers and financial health.

The APICS CSCP Program is an eligible course of study for the "Brighter Futures" program.

The "Brighter Futures" scholarship application form is available at www.waubonsee.edu/brighterfutures. For more information call (630) 466-7900, ext. 2316. §

Chapter Board of Directors

The following are our board of directors for 2009 - 2010. Thank you for your continued efforts and contributions.

Administration Team

| | |
|--|-----------------------------|
| President: | Shawn Batka, CPIM, CSCP |
| Past President: | Michael Loughman, CSCP, CPL |
| Executive VP: | John Mariano, CSCP |
| Secretary: | Rick Skinner |
| Treasurer: | Michael Loughman, CSCP, CPL |
| Accommodations & Attendance Director: | OPEN |

Education Team

| | |
|----------------------------------|-----------------------------------|
| VP, Education: Certification, | Dan Lueck, CPIM, CPM |
| Educational Services Director: | Chuck Gates, CPIM, CSCP |
| Instructor Services: | Scott Reyna, CPIM, CIRM, CSCP |
| Student Chapter Coordinator: | Earl McDonald II, CPIM, CSCP, CPF |
| Faculty Advisor, NIU: | Dr. Charles Petersen, PhD |
| Education Consultant: | Tom Maley, CPIM, CSCP |

Marketing Team

| | |
|--------------------------|--------------------------------|
| VP, Marketing: | OPEN |
| Program Director: | Barb Deaver, CPIM |
| Communications Director: | Becky Slomski |
| Voice of the Customer: | Susan Xu, CPIM |
| Membership Director: | Mary Kolecki, CPIM |
| Publicity Director: | OPEN |
| Webmaster: | Kevin Franckowiak |
| Marketing Consultant: | Jan Steiner Soukup, CPIM, CSCP |

To contact a board member directly, please reference the following link to our website: <http://www.apics-foxriver.org/board.htm>. §

WANTED: Supply Chain Experts
APICS Fox River needs YOU

Join our Chapter Board of Directors! The Board meets 8 times per year, with most meetings occurring in person at local restaurants in the Fox River area. Here's your chance to serve in a volunteer position supporting APICS and the Fox River Chapter, and enjoy a great dinner at the same time.

For more information, contact Shawn Batka at president@apics-foxriver.org

Upcoming Events – Mark your calendar

After May, our Dinner Meeting Programs will resume in September. We take a break in the summer.

May

- » 5/4: Chapter Board Meeting – Baci, Plainfield
- » 5/19: PDM Meeting: Leadership Challenge: Linking Strategy to Execution – Long Island Sound – Aurora, IL

June

- » 6/1: Chapter Board Transition Meeting – Omega, Warrenville
- » 6/17 & 6/18: APICS and IBF present: Best of the Best Sales and Operations Planning Conference - Chicago, IL

August

- » 8/24: Chapter Board Meeting – Claddagh, Geneva

September

- » 9/15: CTDI Plant Tour / Lean Before & After – Elgin, IL

October

- » 10/5: Chapter Board Meeting – Baci, Plainfield
- » 10/13: PDM Meeting: To be determined – Riverside Banquets – Geneva, IL
- » 10/17 – 10/19: APICS International Conference & Expo

The Fox River Newsletter is published 8 times per year