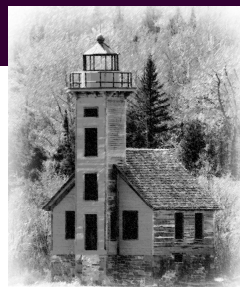


# January 2011

## The Beacon Newsletter

Fox Valley Chapter #119 of APICS, The Association for Operation Management



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### Happy New Year!

#### Are you interested in becoming a board member?

The chapter is currently looking for a  
VP of MIS. If you are interested in this  
position please contact Phil Kosik at  
[kosik@fvtc.edu](mailto:kosik@fvtc.edu).

### January Professional Development Meeting

Date: January 19th, 2011

Place: Robbins Restaurant Oshkosh, WI

Time: Registration/Networking 5:00 PM

Pre-meeting Speaker 5:30 PM

Dinner 6:00 PM

Guest Speaker 6:45 PM

Menu: Swiss Beef Tips with Homes Style Mashed Potato and gravy,  
Seasonal Vegetable, Lettuce Salad and Dressing, Coffee or Milk and Cookies for Dessert

Registration: Register Online by January 14th, 2011 at [www.apicsfv.org](http://www.apicsfv.org)

Cost: \$25 Nonmembers \$20 Members \$10 Students

### **PLEASE WEAR JEANS OR BRING THEM ALONG!**

You are considered a student by APICS if you are currently registered as a full-time student (according to your educational institution's policy) at an accredited college or university.

*Bring your business cards to enter our prize drawing . No-shows will be billed accordingly.*

*Please see page 3 for more details*

# A Message from the President



Happy New Year APICS Fox Valley Chapter members!

A new year has begun and I am eager to see all of you at our next **Professional Development Meeting** that will be held on January 19<sup>th</sup>. We will have two speakers that night. The pre-dinner speaker will be Duane (Dewey) Stevens from Fox Valley Technical College. Duane will give an overview of the APICS Global Sourcing Workshop that will be offered at Fox Valley Technical College on February 5<sup>th</sup> and 12<sup>th</sup>. Our post dinner speaker will be Cathy Ambrosius, who is an adjunct instructor for Fox Valley Technical College and formerly with Carters Corporation, will be speaking about how the current economic times of rising costs and shrinking demand have companies scrambling. Cathy asks that all those who attend to please wear blue jeans. Consider it a “dress down Friday” PDM.

I look forward to 2011 being a great year. We have just secured our location for our Top Management Night and tour. Please mark your calendars for Wednesday April 20<sup>th</sup> for our annual Tour and Top Management Night Meeting. More information will be published in next month's Beacon. Just a reminder, applications for the first “Fox Valley Chapter Most Sustainable Company of the Year Award” must be submitted by January 15<sup>th</sup>. You can find the application in this news letter and on our website [www.apicsfv.org](http://www.apicsfv.org).

I hope to see you at Robbins on the 19<sup>th</sup>!

I wish all you and your families a Happy Healthy and Prosperous New Year!

Phillip J. Kosik Jr. CPIM CSCP  
920-843-2480  
[kosik@fvtc.edu](mailto:kosik@fvtc.edu)

# Speaker Information & Updates

## Are you unemployed?

Just a reminder that if you are unemployed and your membership is coming due, you are eligible for a 6 month membership at no charge. You will be able to access the application on [www.apics.org](http://www.apics.org). Click on the membership tab and then on the bottom of the page click on unemployed. From here you can access the Benefits Extension Application. Once the application is filled out, please forward to our chapter president at [kosik@fvtc.edu](mailto:kosik@fvtc.edu).

## Dewey Stevens Pre-dinner Speaker

Dewey Stevens is an instructor at Fox Valley Technical College and will be the pre-dinner speaker for our January PDM. He will be speaking about the Global Sourcing workshop.

*Continued from Page 1*

## Cathy Ambrosius January PDM Guest Speaker

Topic: Denim Deflation

Current economic times have many companies frustrated with rising costs and shrinking demand. In the consumer good area, another force must be factored into this equation. It is the expectation created by powerful marketing forces in big box retail to continually to lower prices. What does this create? A shrinking profit pie if your company, in a mature industry, cannot find ways to shrink these barriers.

This presentation uses Denim as a small example of this phenomenon. Denim is a fabric students of the 60's took from blue collar works in fields and railroads. They wore it to their protests and then dragged it as a fashion statement into their professional lives. We will explore the concept of product cost, labor migration, the raw material link in a supply chain, consumer pricing and finally Deflation.

Cathy Ambrosius has spent her career in the garment industry. Her first paycheck in grade school was spent on new clothes carefully selected from Big Box Retailer catalogues. She is a proud alum of St. Norbert College, BBA in International Business and UW-Oshkosh MBA program. She is a certified Lean Facilitator. Her passion for clothing has taken her to over 14 countries and 5 continents to collaborate, negotiate, and experience strange foods and amazing people. Currently she is an adjunct instructor for Fox Valley Technical College in economics. She remains an avid Denim fan and has narrowed down her favorite pair to no less than two dozen!!

P.S. She recommends you wear your favorite piece of Denim, It will be an important part of what should be an active discussion by the entire group!!

# March PDM Information & Directions

## March PDM Information



**Meet area procurement/supply executives.  
Hear what issues are important to them.  
Learn what skills are important for success.**

**Mark your calendar!**

*Is there an adequate procurement talent pool and what are the skills are looking for when hiring procurement and supply management candidates?*

*How do you guide and instruct your procurement team to deal with challenging sales techniques such as "back-door selling" and "divide and conquer" strategies?*

*How do you view procurement's role in supporting your organization's overall strategy?*

***Date:***

**Tuesday, March 8, 2011**

***Location:***

**Liberty Hall  
Kimberly, WI**

***Time:***

**5:00 – 7:30 pm**

***Price:***

**Normal PDM  
Fees Apply**

***Member: \$20, Guests: \$25  
Students: \$10***

## Directions to Robbins Restaurant, Oshkosh

From Appleton head south on Hwy 41  
Exit Hwy 21 in Oshkosh (the exit after Hwy45 exit)  
Turn left at the end of the ramp (Oshkosh Ave)  
Robbins will be on the left after Master Lube.

From Fond du Lac head north on Hwy 41  
Exit Hwy 21 in Oshkosh (the exit after 9th Ave exit)  
Turn right at the end of the ramp (Oshkosh Ave.)  
Robbins will be on the left after Master Lube.

Map located on our website <http://www.apicsfv.org>

# 2010-2011 APICS Certification Schedule



## APICS Educational Offerings 2010/2011

Fox Valley Technical College in partnership with the Fox Valley Chapter of APICS is pleased to offer APICS educational courses delivered to you in a classroom setting or online. Our top-ranked Wisconsin-state certified instructor pool provides you with opportunities to grow professionally and personally. We are here to help you succeed!

Class	Day/#	Dates	Time	Location	Tuition	Credits
Certified In Production and Inventory Management All CPIM Modules	Online	Register and Pay to Start right away	24/7	Anywhere	\$550* member \$595* non-member	2
Certified Supply Chain Professional	Online	Register and Pay to Start right away	24/7	Anywhere	\$1795 member \$1995 non-member	3
Distribution Requirements Planning	Online	Register and Pay to Start right away	24/7	Anywhere	\$425 member \$450 non-member	1
CPIM - Basics of Supply Chain Management – 21 hrs.	Tuesday #83994	Start Sep 14 End Oct 26	5:00 - 8:00 pm	Appleton	\$475	1
CSCP – Certified Supply Chain Professional – 36 hrs.	Wednesday #83992	Start Sep 8 End Nov 24	5:00 - 8:00 pm	Appleton	\$1495	2
CPIM - Master Planning of Resources – 18 hrs.	Tuesday #83993	Start Nov 9 End Dec 14	5:00 - 8:00 p.m.	Appleton	\$425	1
CPIM - Detailed Scheduling and Planning – 18 hrs.	Tuesday #90877	Start Jan 18 End Feb 22	5:00 - 8:00 p.m.	Appleton	\$425	1
APICS Global Sourcing Workshop Series – 14 hrs.	Saturday #90878	Start Feb 5 End Feb 12	9:00 am - 4:00 pm	Appleton	\$475	1
CPIM - Execution and Control of Operations – 18 hrs.	Tuesday #90876	Start Mar 8 End Apr 12	5:00 - 8:00 p.m.	Appleton	\$425	1
CSCP – Certified Supply Chain Professional – 36 hrs.	Wednesday #90871	Start Mar 9 End May 25	5:00 - 8:00 p.m.	Appleton	\$1495	2
CPIM - Strategic Management of Resources – 18 hrs.	Tuesday #90873	Start May 3 End Jun 7	5:00 - 8:00 p.m.	Appleton	\$425	1

\*Materials are extra

Register online at [www.fvtc.edu/scsc](http://www.fvtc.edu/scsc) and enter class # or title. Questions about classroom offerings please contact Joan Zimmerman at 1-800-735-3882, ext 4317 or [zimmermj@fvtc.edu](mailto:zimmermj@fvtc.edu)

Questions about Online offerings please contact Brenda Blair at 800-735-3882, ext 6402 or [bblair@fvtc.edu](mailto:bblair@fvtc.edu)



[www.fvtc.edu/sc](http://www.fvtc.edu/sc)



# 2010-2011 APICS Course Description



## APICS Course Descriptions

### The Basics of Supply Chain Management

Elements of the Supply Chain  
Lean/JIT and Quality Systems  
Demand Planning and Inventory Management  
Manufacturing Resources Planning (MRP)  
Capacity Management

### Master Planning of Resources

Demand Management  
Sales and Operations Planning  
Master Scheduling  
Measuring Business Performance

### Detailed Scheduling and Planning

Recognizing Techniques and Practices of Inventory Management  
Mechanics of the Detailed Material Planning Process  
Planning Operations to Support the Priority Plan  
Planning Procurement and External Sources of Supply

### Execution and Control of Operations

Prioritizing and Sequencing Work  
Executing Plans and Implementing Controls  
Authorizing and Reporting Activities for Push and Pull Systems  
Evaluating Performance and Providing Feedback

### Certified Supply Chain Professional

Alignment of supply chain processes and capabilities with strategic business goals  
Organizational roles and infrastructures in the supply chain  
Material, information and financial flows  
Intra- and inter-organizational relationships  
Selection and leverage of technologies to enable effective process management

### Distribution Requirements Planning

Inventory replenishment strategies  
Inventory management methods  
Managing demand and forecasting techniques

### Global Sourcing Workshop

Understand the strategic importance of globalization  
Learn how to prepare for international procurement  
Evaluate potential markets in other countries  
Source global suppliers strategically  
Choose logistics partners correctly  
Address cultural differences

# 2010-2011 PDM Schedule & New Members

The Fox Valley APICS chapter holds monthly Professional Development Meetings September through April. A tentative listing of these activities is posted below.

At each meeting a presentation will give insight into a current Operations Management topic. This becomes your opportunity to stay ahead of the competition by learning about new and emerging trends in your field and how to improve your company's operational performance. In addition, the meetings offer an opportunity to network with other operations management professionals.

The mission of the Fox Valley Chapter of APICS is to be the area's leading provider of quality learning opportunities and networking, in the support of managing organizational resources in the production and services industries. Our meetings and educational opportunities support this mission.

We look forward to seeing you at our next meeting!

## **SAVE THE DATES!**

DATE	LOCATION	SPEAKER	TOPIC
January 19th, 2011	Robbins, Oshkosh	Cathy Ambrosius Dewey Stevens	Denim Deflation Global Sourcing Workshop Series
February 17th, 2011	Liberty Hall, Kimberly	Dewey Stevens	Enhancing Employee Proficiencies
March 8th, 2011	Liberty Hall, Kimberly	Joint meeting with ISM	Supply Management Executive Forum

We encourage all members to periodically update their personal profile information on the APICS website. It's easy to do! Just go to [www.apics.org](http://www.apics.org) <<http://www.apics.org/>> and click on View/Edit My Info. Update your profile by clicking on Personal Information and also Manage Addresses. After you have made any changes, click Save.

Loriann Andersen (Landersen1@new.rr.com )  
Vice President of Membership

## **WELCOME NEW MEMBERS!**

James Lowery  
Kelly Wichman  
Nathaniel Roberts  
Jeremiah Corser  
Jeff Runnoe

# Application for Sustainable Company of the Year

## 2011 APICS Fox Valley Chapter Sustainable Company of the Year Application

Applications for nominations for Sustainable Company of the Year are due by January 15, 2011.

**Name of Company:**

**Company Address:**

**Company Phone:**

**Name of Person Submitting Application:**

**Phone:**

**Email:**

**Date:**

To be considered for this award you must provide an essay describing how your company has/is pursuing sustainability initiatives (within the last year 2 years). Your essay will be reviewed by members of the APICS Fox Valley Chapter Board based on the criteria listed below. The award will be presented at Top Management 2011. Please limit your essay to 1000 words. The deadline is January 31, 2011. Please submit an electronic copy to Joanne Gorski at [gorski@fvtc.edu](mailto:gorski@fvtc.edu) or Phil Kosik at [kosik@fvtc.edu](mailto:kosik@fvtc.edu)

The criteria for this award are based upon the “Triple Bottom Line” (TBL). This is a term coined by John Elkington; his idea explains Sustainability as a three legged stool. The name Triple Bottom Line stems from the idea that business needs to shift focus to not only look at the bottom line, but also include the environment and social aspects of business to truly be sustainable. Economic, Environment, and Social are the three categories as defined by Elkington, he explains that when one of the three legs are missing the stool cannot stand, thus the company cannot sustain itself. Elkington believes that sustainability is something companies should strive for and that it should be a goal that is used to drive continuous improvement. Some examples of in each category are listed below.

1. Social- Charity, volunteering, employee treatment, community involvement, supplier interaction/ satisfaction, etc...

2. Environment- Carbon footprint, strategic energy/ carbon plans, recycling numbers/ plans, ISO 140001 cert, future environmentally friendly prods, strategic plans etc.

3. Economic- Other ISO cert's, published purchasing standards, supplier standards, lean/ continuous improvement etc...

**Essay Response:**



# 2010 - 2011 APICS Fox Valley Board of Directors

Name	Company	Email
Phillip J. Kosik Jr., CPIM, CSCP President	Eden Stone	kosik@fvtc.edu
Jody L. Suess, CPIM, CIRM, CSCP VP of Professional Development	SCA Tissue	jsuess@new.rr.com
Loriann Andersen VP of Membership	Accenture	landersen1@new.rr.com
Beth Westfahl, CPIM VP Secretary	Fox Valley Technical College	westfahl@fvtc.edu
Sue Schleis VP of Logistics	Winnebago Home Builders Association	susan448@centurytel.net
Dr. Andrew Manikas, CCP, PMP, CPIM, CIRM VP Student Advisor	University of Wisconsin-Oshkosh	manikasa@uwosh.edu
Sherri Manion VP of Finance	AxleTech International	sherri.manion@axletech.com
Allan Siiman, CPIM Director-at-Large	Crown Cork & Seal	allan.siiman@crown Cork.com
Joanne Gorski CFPIM, CSCP Director at Large	Fox Valley Technical College	gorski@fvtc.edu
Dave Mueller, CPIM, CIRM VP of Company Coordinators	Creative Converting, Inc.	dave.mueller@creativeconverting.com
VP of MIS	OPEN POSITION. If you are interested in serving as the VP of MIS please contact Phil Kosik for more information!	
Leah Stumpf VP of Marketing	Oshkosh Corporation	lstumpf@oshkoshcorp.com
Diane Radue VP of Communications	Saputo Cheese USA, Inc.	dradue@saputo.com

## CHAPTER MISSION STATEMENT:

*The mission of the Fox Valley Chapter of APICS is to be the area's leading provider of quality learning opportunities and networking, focusing on management of consumable and capital resources and operations staff in manufacturing and service industries.*

**APICS Fox Valley Chapter  
PO Box 3383  
Oshkosh, WI 54903-3383**