

The Bottom Line



December 2011

Ontario Grand Valley Upcoming Events

Wednesday, December 14

Plant Tour

Time: 6:30

Location: Home Hardware
St. Jacobs, ON

[Click here to Register online](#)

Wednesday, January 11 2012

Social Night & Mini-Golf Tournament

Time: 7:00PM

Location: Putting Edge
Cambridge, ON

Friday February 3, 2012

Innovation - APICS Ontario Grand Valley Regional Conference

Celebrating APICS OGV 50th
Anniversary

For more details: [Click here](#)
[Regional Conference](#)

Speaker: Abe Eshkanazi
APICS CEO

Location: Cambridge Hotel &
Conference Center

Don't Miss December's Tour!

Home Hardware Distribution Center



Date: Wednesday December 14th, 2011

Time: 6:30PM

Location:

Home Hardware Head Office
34 Henry St.
St. Jacobs, ON

Reservations: [Register online](#)

Reservation Deadline: Friday December 9th, 2011

Note: Limited space for this event and all attendees must wear closed toe shoes.

Featuring this Month: (Click on item to navigate to article quickly)

- + 'Tis the Season
- + 50th Anniversary
- + Approaching 50
- + ASC Newsletter
- + Education
- + Home Hardware Plant Tour
- + Innovation Conference
- + Membership Drive – Win a BlackBerry® PlayBook™ tablet
- + Name the Newsletter Challenge



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December PD Meeting



Home hardware

About Home Hardware Stores Limited

100% Canadian owned and operated, Home Hardware Stores Limited has a presence in every Canadian province and territory and is the country's largest independent, Dealer-owned hardware, lumber, building materials and furniture cooperative. Founded on January 1, 1964 by 122 independent hardware Dealers, the cooperative now includes more than 1,080 stores, under the Home Hardware, Home Building Centre, Home Hardware Building Centre and Home Furniture banners, with annual collective retail sales of more than \$5 billion. Home Hardware's independent Dealer-Owners, recognized by the North American Retail Hardware Association as Canada's best-trained Dealer group, have access to 100,000 quality brand name and private label products, a world-class distribution system and draw upon the power of Home Hardware's network to provide their local communities with top quality products and services at competitive prices.

Warehouse Details: Over 60,000 items with a value of close to \$100 million in 1.5 million square feet of space, shipping to 150 stores daily.

Directions: From King St. North in St. Jacobs turn onto Henry Street, go over the train tracks, enter the third driveway on the right hand side to the parking lot. There is a little red awning with HH on it - a guard there will sign you in.

Agenda:

- ❖ The APICS OGV chapter is always on the lookout for talented speakers with new topics to present to its members. We are always on the hunt for informative and unique plants to tour. Both of these areas are benefits for our members to heighten industry awareness and provide continuous education in the supply chain sector.
- ❖ APICS OGV is offering a new service to its members by providing a table at our Professional Development Meetings where a member can market their services.
- ❖ If you are interested in speaking at one of our Professional Development Meetings, educate our members through a plant tour or market your company by sponsorship at a PDM, please contact us at events@apicsogv.org

Welcome and Registration	6:30PM
Introduction	6:40PM
Tour	6:50PM – 8:30PM
Questions & Refreshments	8:30PM – 8:45PM
Cost:	No Charge

RESERVATIONS: Register online by: Friday December 9th, 2011, based on availability.

President's Message

Louise Beauchamp, CFPIM, President, APICS OGV

'Tis the Season

I stopped believing in Santa Claus a few years ago.

I see the commercialization of the holiday season everywhere. I see folks rushing through a mall, trying to find presents for Aunt Edna and stay within a too-tight budget. The pressures of the holidays are weighing people down. It takes away the spirit of the season and replaces it with dollar signs, red ink and stress. I see the bins (and bins) of Christmas decorations in my attic waiting for me to unpack and strew all over the house, and I think – nah, not worth it this year because nobody'll see it.

And then my granddaughter calls me from Winnipeg. She saw Santa and he remembered her name. She wrote him a letter and he replied. She sang in the Christmas concert at school and she was the best singer of course. She made cookies for the grandmothers' place (her definition of an extended care facility) and they ate them! She rearranges the tree daily so that it will be perfect. She puts antlers on Diesel and turns him into a reindeer (a Bull Mastiff who thankfully doesn't mind). She takes great pains to prepare milk for Santa and spinach for the reindeer. She doesn't really care about what she wants for Christmas – it's almost impossible to find out what she wants. Her greatest excitement is about the gifts she has made or bought for others, and every year I hear my daughter in the background saying "Don't tell Amma what you got her!" to which she usually answers, "I already did."

She puts the magic back into my holiday season every time. This is what it's all about. The rest doesn't matter. A five-minute phone call with her, and my disillusion disappears and the bins come down from the attic. She will not be here this year to see the tree or the decorations, but I know she'd be mighty peeved with me if she found out that I wasn't ready for Santa. For those of you who are grandparents, you are well aware that you never want to be taken to task by your grandchildren – they win hands-down. For those grandparents-to-be, trust me.

From my family, and from the board of directors (my APICS family), it is my fondest wish that you too find some of your own magic during this holiday season.

Oh, and I still leave the door to the wood stove open and I don't light a fire Christmas Eve - just in case. For the CPIM's out there, I call that hedging. That's my story and I'm sticking to it.

Happy holidays, everyone. Find your magic.

Louise Beauchamp, CFPIM,
President APICS OGV
president@apicsogv.org

Be Recognized at our 50th Anniversary Dinner

The cost of our 50th anniversary dinner is \$50 (plus HST) per person. For an additional \$50, you can reserve an entire table (total cost \$450 plus HST), and we will recognize your contribution to the **Innovation** Fund in our 50th anniversary dinner program, show your company's or group's name on your table, and recognize your contribution at the dinner. Consider getting a group of your colleagues and friends together and reserving a table – the **Innovation** Fund benefits our students as they work their way toward their CPIM certification.

To reserve your table or for more information, please contact conference@apicsogv.org

Innovation February 3, 2012

Connecting with the Best ...

We all want to get ahead. Connections are more important than ever – look at the successes of sites like Facebook and LinkedIn. Who we know often plays a role on the opportunities that can come our way. So what if ...

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... I told you that I could introduce you to twelve (12) or more CEO's and business owners – all on the same day? And what if I told you that they'd actually say hello and chat with you? And what if I told you that you could ask them any question you can think of and they'll answer you? Or that close to a total of twenty (20) senior management folks will be waiting for you?

"Yeah, right," you say. "No – really!" is my response. Eye rolling is impolite, by the way. "Prove it," you say? Well then ...

Announcing the Speaker Roster for *Innovation*

Speaker	Company	Topic
Bob Armstrong	President Supply Chain & Logistics Canada	Panel: Future of Transportation
Abe Eshkenazi	Chief Executive Officer APICS	Keynote speaker 50 th anniversary Panel: Ask the CEO
Louise Beauchamp	Senior Management Consultant DBM Systems	Moderator: Future of Transportation
Sandy Cater	Materials Management Consultant ABB Inc.	Six Sigma is for Everyone
Doug Dedman	Senior Management Consultant DBM Systems	Moderator: Ask the CEO The Job Market
Gerald R. Ford	Chief Visionary Officer Cambridge Solutions	Networking to Increase your Net Worth
Yvonne Ewing	Principal The Forensberg Group	Delighting your Customer through your Supply Chain
Dwayne Hihn	President Manitoulin Global Forwarding and Warehousing Division	Panel: Future of Transportation Panel: The Job Market
Helen Jowett	CEO McDonald-Green	Panel: The Job Market
Guy Lazure	President Projectit Performance Solutions	Why Strategic Change Sometimes doesn't Work the Way you Thought it Would
Lloyd Longfield	CAO Guelph Chamber of Commerce	Panel: The Job Market
Kevin Maynard	Executive Director Canadian Supply Chain Sector Council	The Tsunami Comes Ashore: Workforce Issues About to Swamp Canadian Supply Chain
Duncan McLeod	President DBM Systems	Going Global with S&OP Panel: Ask the CEO
Peter Milroy	Vice President CMS Montera Inc.	The Right Stuff: How to Set Inventory Levels and get Buy-in from the CFO
John Pavanel	President Hematite Manufacturing	Panel: Ask the CEO
Pam Somers	Owner Saw-Whet Solutions	Supply Chain Survival – Overcoming the Worst through Flexibility and Agility
Marg Pearson	Owner Pearson Consulting	Product Manager versus Project Manager
Judy Suke	President Triangle Seminars	Conference Opening Step to the Right
Dr. John Tibbits	President & CEO Conestoga College	Panel: The Job Market
Robin Todd	President Marks Supply	Panel: Ask the CEO
Ed White	Supply Chain Specialist	Bayer Material Science

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Many conferences that attract 10 times the number of attendees compared to **Innovation** cannot boast about the depth of its speaker roster like we can. How did we succeed? It's all about connections. No one person knew all these people. But all these people know at least one of us, and like us, they care about the same thing – APICS.

This is just the speaker roster. If that wasn't enough ... We have folks from across the country and the US arriving for a district meeting who will be joining us. Guess what: more presidents, more managers, more practitioners, and more experts. More opportunities to connect.

Connections on Facebook and LinkedIn have proven their value, without question. Nothing – nothing – replaces connecting face-to-face with someone. "I met him/her and had a really good conversation" will trump "I have 763 connections that I've never met". The insight and knowledge that is available to us all in one room, on one day, is invaluable, and that opportunity is right in our own backyard. The experts are coming to us!

Join us at **Innovation**. Ask your questions. Introduce yourself. Listen to the experts. Break bread with a new connection. Or raise your glass with us in a toast to our 50th anniversary.

There is no better opportunity to connect with the industries finest. Don't miss out. **Register now** and enjoy an early registration discount.

Visit the **Innovation** webpage: <http://www.apicsogv.org/innovation.php>

We hope to everyone on February 3rd.

Elizabeth Kilgour
Chair
Innovation

Education Update

We have had eight successful courses run this fall, and we continue to provide opportunities for new students and returning to APICS courses. **2012 APICS Courses at a Glance:**

Winter 2012 SCHEDULE		
(All held at Conestoga College, 3-hour sessions, weeknights, 10-12 weeks)		
	Course Title	Winter 2012
CPIM	Basics of Supply Chain Management	Doon, Guelph
CPIM	Master Planning of Resources	Waterloo
CPIM	Detailed Scheduling and Planning	Doon, Guelph
CPIM	Execution and Control of Operations	Waterloo
CPIM	Strategic Management of Resources	Waterloo
CSCP	Certified Supply Chain Professional	Doon

To view the course descriptions and additional details for the course offerings available this spring [click here](#).

EXAM VOUCHERS AT CANADIAN DOLLARS!

For a limited time the OGV chapter is selling CPIM exam vouchers in Canadian funds! For only \$145 for APICS members and \$185 for non-members, you can get a voucher to write your computer-based CPIM exam at any PearsonVue test site; including our own at Conestoga College Kitchener (Doon campus). We will have these available for sale at our professional development meetings, or contact Cynthia Klassen at profdev@apicsogv.org.

Good luck to all students!
Cynthia Klassen CPIM CSCP
V.P. Professional Development

OGV Welcomes...

We'd like to extend a warm welcome to our newest members:

Ontario Grand Valley Chapter

Ab Ezekiel	Dollawat Khoungrasvengsay	Pravin Mukkawar
Adam McLennan	Dominik Cislo	Rahid Passon
Alex Murkovik	Gaurang Patel	Rebecca Stuart
Alexander Etmanskie	Honggan Song	Ryan Vanderveer
Alicia McCreight	Jamie Wagler	Sally Loewen
Barry Dunbar	Joby Puthanveetil	Scott Etcovitch
Benjamin Forsythe	Jordan Holden	Shaun Thomas
Brandon Sztorc	Lawrence Stuebing	Stephanie Schneider
Brian Beauchamp	Leandro Abrantes	Sunny Jalaf
Chintan Shah	Luke Zehr	Thomas Saunders
Colin Andrews	Matthias Takouda	Tung Le
Corinne Webb	Michelle Mattell	Victor Teodoroiu
Dave Slichter	Nathan Crawford	Whitney Coutter
Dave Thiessen	Niu ChaoRong	Yujuan Wu
Devnin Ting	Pat Toohey	

We look forward to welcoming you personally at one of our upcoming events.

OGV Membership Drive to 500 Members



Can you help us reach our goal?? We have an opportunity for you, our OGV Chapter members. Because of your membership loyalty to the APICS OGV chapter, we are offering you an opportunity to win a BlackBerry® PlayBook™ tablet. So now, we're all wondering "How can I win a BlackBerry® PlayBook™ tablet?"

Well....it's actually really easy. Talk to your friends, co-workers, or family and tell them about APICS and what the membership has to offer. When they sign-up for their APICS OGV chapter membership, email us about the name of the new member, we will enter your name in a draw that will take place at our **Innovation** Conference on February 3, 2012. Collection of names will take place from now until January 27, 2012.

How to notify the Director Membership with proof of new member:

1. Get a copy of the new membership receipt from APICS: dated between December 1, 2011 and January 27, 2012. Memberships following this end date will not be accepted.
2. Email the receipt to membership@apicsogv.org and copy the member on the email.
3. The Director Membership will confirm receipt for the draw by replying to your email.

Together we can meet our goal of 500 members for our 50th Anniversary.

Sandy Cater CPIM CIRM CSCP
Director of Membership

Name the Newsletter

It's time for a new name and a fresh look! We would like to invite all members in a 'Name the Newsletter' competition. We are offering all members the opportunity to participate in the competition; all it takes is sending an email to newsletter@apicsogv.org with your suggestions for a new newsletter name.

We will announce the winner at the June PD Meeting and this person will receive a voucher for a free PD Meeting Dinner.

We look forward to seeing all the suggestions!!

Elizabeth Kilgour
Director of Communications



Please Note: The APICS OGV has been invited to participate in THE BRICK'S REWARD PROGRAM. This entitles any APICS member to take advantage of Corporate pricing at the Kitchener Brick located by Sports World Drive only.

To participate in this program, please see an APICS board member so that you can get a membership card and details on how to take advantage of this special pricing offered to APICS members only.

We're on LinkedIn!

Join the APICS Ontario Grand Valley chapter's new group on LinkedIn! Extend your networking opportunities by joining us, [click here](#).

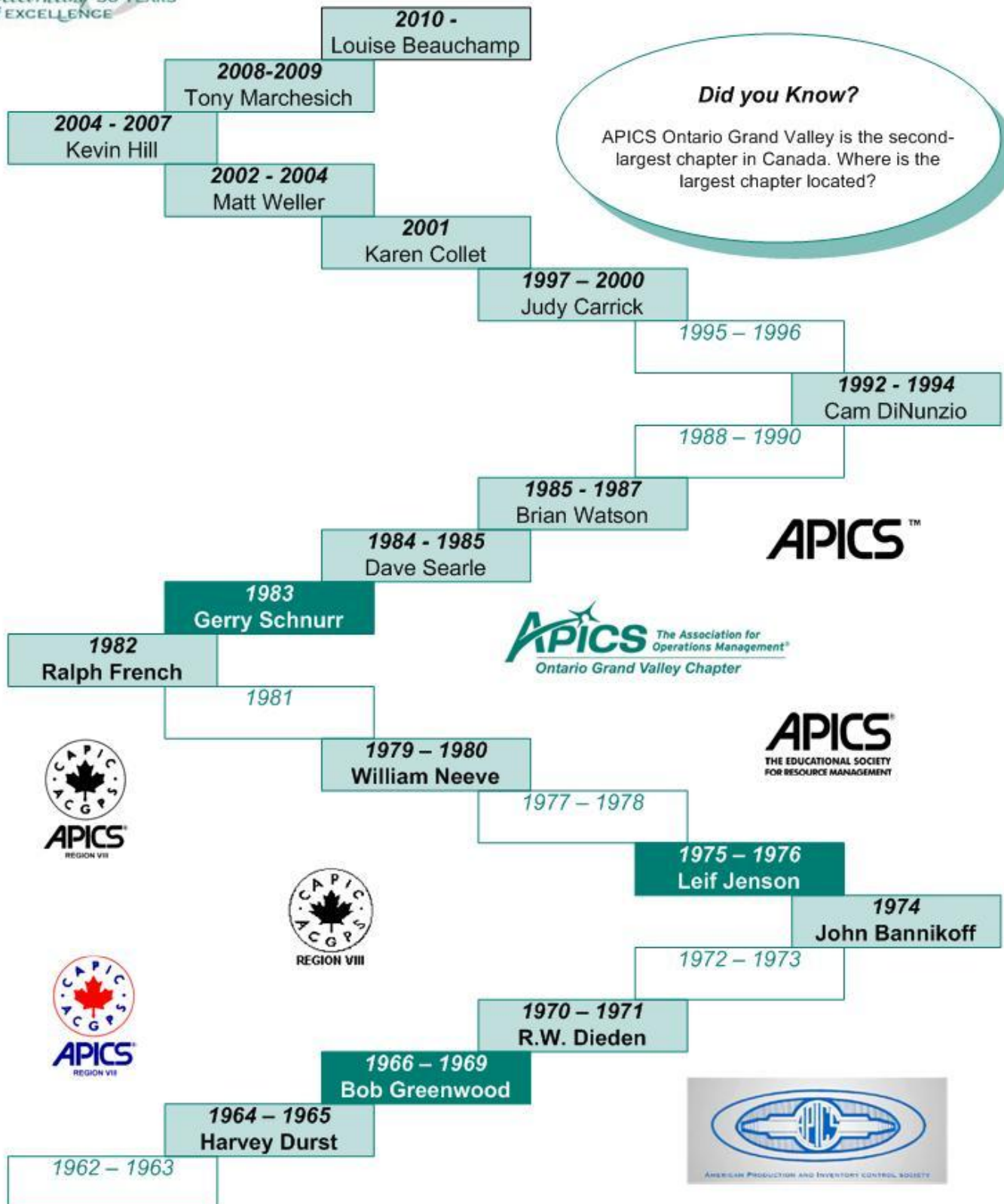
We encourage you to become as active as you wish in the group – connect with new people, start discussions, or participate in discussions. Please invite your friends and colleagues to join us – membership not required!

We look forward to having a very active group, thanks to you.



Approaching 50 ...

Walk with us down memory lane, recognizing our presidents, as we approach our Golden Jubilee February 3 2012



December 2011

ASC Happenings

Fall Survey

Congratulations to Corinne Webb and Thinesh Vettivelu, the winners of our draw from the Fall Membership Survey.

HP Printer: Corinne Webb

\$10 Tim Card: Thinesh Vettivelu

Thank you to all who completed the survey, your feedback is important to us.

Operation Christmas Child

The APICS ASC will be collecting Operation Christmas Child shoe boxes during office hours up until Tuesday December 13, 2011. These shoe boxes should include items such as school supplies, toys and other gifts, as well as hygiene items. Boxes can be made for either a boy or a girl age 2-4, 5-9 or 10-14. These shoe boxes are shipped to children in Argentina, Bolivia, Chile, Costa Rica, El Salvador, Guatemala, Haiti, Honduras, Nicaragua, Paraguay, Uruguay and Venezuela. For more information please ask an ASC board member. If you are interested in filling a shoe box please drop it off during our office hours in room 1D14C.

Monday: 10am- 12pm

Wednesday: 2pm-4pm

Thursday: 12pm-2pm

Deadline for shoe box drop off is Tuesday December 13, 2011.

Innovation Offers

The School of Business has offered to pay \$50 towards Conference registration for the 1st 50 students prior to December 23rd. To take advantage of this offer take completed registration forms to Jen Graci with payment and she will sign you up to get the discount.

Case Competition

Sign up for the Canadian District Case Competition held on February 1 & 3, 2012. The winning team will be sponsored to represent the APICS Canadian District at the North American APICS Student Case Competition. More information is available on Angel. Take advantage of this excellent opportunity and sign up today!

As this semester draws to a close we wish everyone a great Christmas break and we look forward to seeing you back in September.

We are always looking to improve your membership experience and always take suggestions on the APICS Angel Page —>Lessons—> Suggestion Box.

Important Dates:

- OGV Home Hardware Tour.
Wednesday, December 14th at 6:30 pm. Sign up at www.apicsogv.org

Save the Date:

- Sign up before December 31st to save \$30 on the Innovation conference in February
- December 23rd- Last day to receive School of Business Innovation Offer
- January 6th- Last day to sign up for the Canadian District Case Competition

Contact your ASC Board of Directors at:

APICS@conestogac.on.ca

OR

Via the Angel Communication Page