

# The Bottom Line



January 2012

## Ontario Grand Valley Upcoming Events

**Innovation 2012 - APICS Ontario  
Grand Valley Regional  
Conference**

**Friday February 3, 2012**

**Regional Conference**  
**Friday February 3, 2012**  
**Time:** 8:00AM – 4:30PM  
**Speakers:** [Click Here](#)

**50<sup>th</sup> Anniversary**  
**Friday February 3, 2012**  
**Time:** 6:00PM  
**Speaker:** Abe Eshkanazi  
APICS CEO

**Location:** Cambridge Hotel &  
Conference Center

**Wednesday, March 14<sup>th</sup> 2012**

### PD Meeting

**Topic:** Supply Chain & Logistics  
**Speaker:** Bob Armstrong  
**Time:** 5:30PM  
**Location:** St. George Hall  
665 King Street North  
Waterloo, ON  
N2J 4G8

## Don't Miss *Innovation 2012* and OGV's 50<sup>th</sup> Anniversary Celebration!

*Join us on* Friday February 3<sup>rd</sup>, 2012

**Regional Conference**  
**Friday February 3, 2012**  
**Time:** 8:00AM – 4:30PM  
**Speakers:** [Click Here](#)

**50<sup>th</sup> Anniversary**  
**Friday February 3, 2012**  
**Time:** 6:00PM  
**Speaker:** Abe Eshkanazi, APICS CEO

**Location:**  
Cambridge Hotel & Conference Center

**Reservations:** [Register online](#)

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

- + [OGV Membership Drive – Win a Playbook](#)
- + [President's Message](#)
- + [Innovation February 3rd 2012](#)
  - o [Innovation Speaker Roster](#)
- + [50<sup>th</sup> Anniversary Dinner](#)
- + [Education](#)
- + [ASC Newsletter](#)

### 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](mailto: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!!

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OGV Chapter: Board of Directors

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## 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](mailto: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 50<sup>th</sup> Anniversary.

**Sandy Cater CPIM CIRM CSCP**  
Director of Membership

### 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.

## President's Message

Louise Beauchamp, CFPIM, President, APICS OGV

### The End of an Era – What a Ride

49 years and 11 months ago, an era began. And it ends this month. By the time the next newsletter rolls around, we will be starting a brand new era. I've only been active for a short while and what I see is truly a tribute to innumerable individuals who have poured their hearts and souls into the Ontario Grand Valley chapter. **Volunteers** have selflessly given of their time and talent. **Members** have staunchly supported and encouraged the chapter's activities. So many **people** can proudly take ownership of their contribution to our chapter's success. Look at what this group of individuals has managed to accomplish – because they believed in the value of APICS and in the Ontario Grand Valley chapter. In 49 years and 11 months, this fantastic group of people have accomplished some pretty special things.

The chapter has consistently presented quality professional development meetings in a number of formats – dinner meetings, barbeques, golf tournaments and plant tours. OGV is one of very few chapters who can consistently offer a wide variety of high-calibre speakers.

We run a very successful continuing education and certification review program. OGV has the luxury of a great group of instructors who teach the APICS Body of Knowledge as part of the continuing education program through Conestoga College as well as taught in-house for specific companies. Approximately 200 students register for our classes every year.

As a result of our education program and the members' commitment to excellence, we can boast that close to 35% of our membership holds one or more APICS certifications. This is members only, so we can safely say that the value of APICS is very high in our chapter.

Our Conestoga College APICS Student chapter (ASC) is the largest chapter in Canada and one of the top 5 chapters worldwide. They are an active and vibrant group on their own, and they are always among us at our events as both participants and volunteers. Many of our professional members today were active in the ASC as they completed their education.

We now have a student / professional mentoring program where ASC students are paired to professional members. When experience meets enthusiasm, nothing is impossible.

**Innovation** is just around the corner. Our annual conference has quickly become a must-attend event. The reputation of this conference has built quickly, attracting high-calibre speakers and many CEO's and business owners.

When the idea of **Innovation** was born, the board of directors decided that part of the proceeds from the conference would be set aside to help full time students defray the costs of obtaining their CPIM certification while they were still in school. We expected that it would take a few years before the fund could be founded, but the **Innovation** Fund became a reality last year, thanks to attendance at **Innovation** and a generous contribution from our 2010 Company of the Year – Hematite Manufacturing.

The chapter's membership has grown consecutively for the last 6 years. Given our fragile economy, that's an accomplishment that not many can claim.

We've done a lot in 49 years and 11 months. Pretty impressive, wouldn't you agree? If you were able to identify with any of these activities, then you have been a part of our chapter's success. For that, you have our appreciation and our gratitude because we would not have made it to the end of this era without you.

What a ride ... Great chapter, great volunteers, great people. We can all be very, **very**, proud of our chapter. Hang on tight – the next ride starts February 1<sup>st</sup>, and you have a front-row seat reserved just for you. Because after all, our success is because of you and we can't think of anyone better to join us as we start our 50<sup>th</sup> anniversary year.

Louise Beauchamp, CFPIM,  
President APICS OGV  
[president@apicsogv.org](mailto:president@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 ...

... 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 ...

### Speaker Roster for *Innovation*

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

Continued to Page 5

## **Innovation February 3, 2012**

*Continued from Page 4*

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 50<sup>th</sup> anniversary.

There is no better opportunity to connect with the industry's finest. Don't miss out. Register now and enjoy an early registration discount. <http://www.apicsogv.org/innovation.php>

### **Be Recognized at our 50<sup>th</sup> Anniversary Dinner**

The cost of our 50<sup>th</sup> 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 50<sup>th</sup> 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](mailto:conference@apicsogv.org)

### **Hope to see you soon!**

**Elizabeth Kilgour**

Chair

**Innovation**

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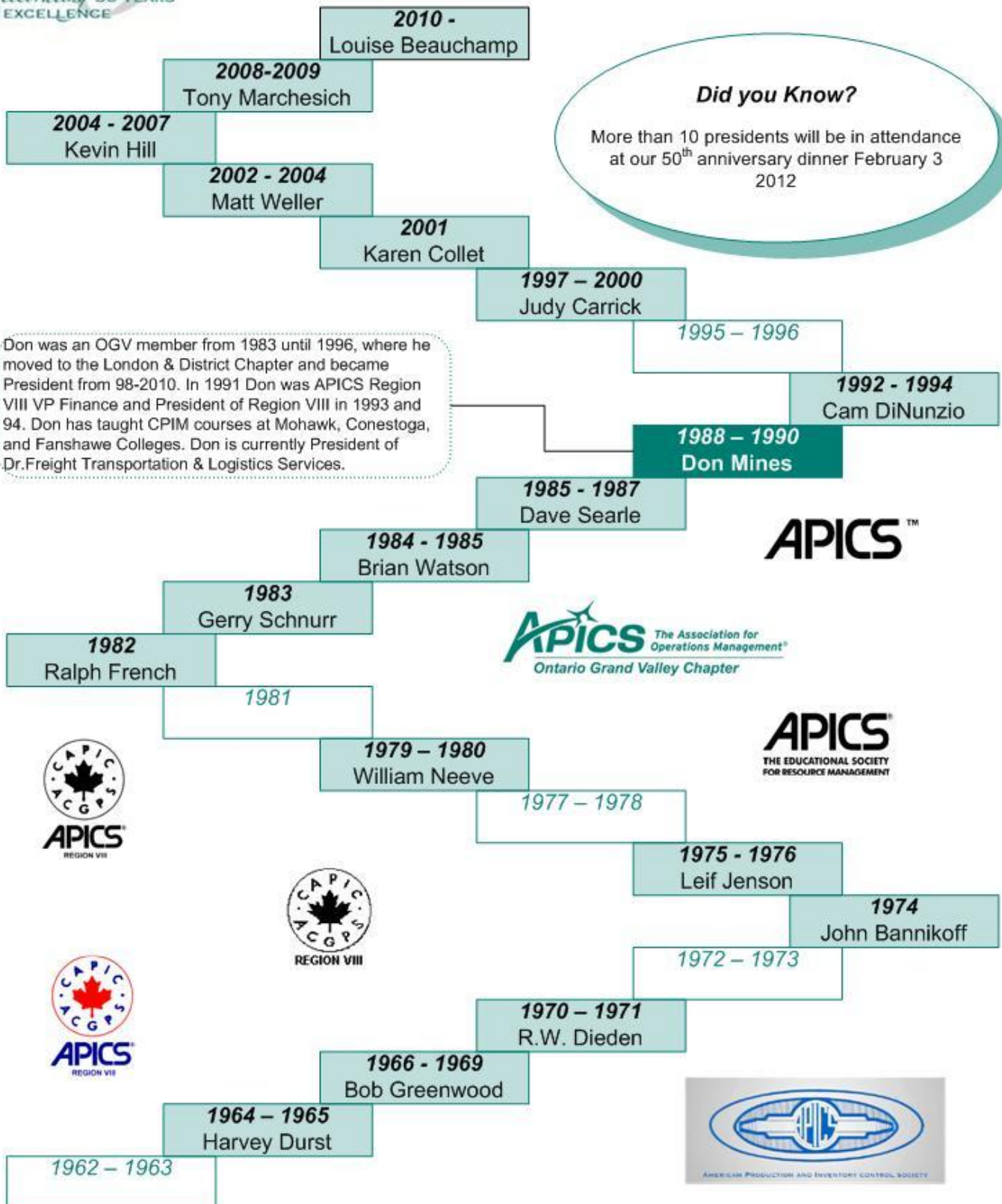
The **BRICK**  
[www.thebrick.com](http://www.thebrick.com)

**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.

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



## Education Update

Ring in the New Year with courses that can be missed!! The 2012 Winter course offerings are:

Type	Course Title	Instructor	Campus	Day	Start Date
CPIM	Basics of Supply Chain Management	Jaime Nicholl	Doon	Tuesday	17-Jan
CPIM	Basics of Supply Chain Management	Deb Cripps	Guelph	Thursday	19-Jan
CPIM	Master Planning of Resources	Bruce Williamson	Doon	Monday	16-Jan
CPIM	Detailed Scheduling and Planning	Louise Beauchamp	Guelph	Monday	16-Jan
CPIM	Detailed Scheduling and Planning	Jim Kaufman	Doon	Tuesday	17-Jan
CPIM	Execution & Control of Operations	Deb Cripps	Waterloo	Tuesday	17-Jan
CPIM	Strategic Management of Resources	Kevin Hill	Waterloo	Thursday	19-Jan
CSCP	Certified Supply Chain Professional	Pam Somers	Doon	Thursday	19-Jan
	Principles of Inventory Management	Kevin Hill	Doon	Tuesday	17-Jan
	Principles of Inventory Management	TBA	Ingersol	Tuesday	17-Jan
	Customer Focused Supply Chain Management	Pam Somers	Doon	Saturday (one day)	28-Jan
	Global Sourcing Workshop Series	Pam Somers	Doon	Tuesday	9-Feb - 15-Mar

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](mailto:profdev@apicsogv.org).

**Good luck to all students!**

**Cynthia Klassen CPIM CSCP**

**V.P. Professional Development**

## January 2012

### ASC Happenings

#### Pearson VUE Jump Coupon

This is a coupon to write the first exam, Basics of Supply Chain Management, of 5 exams to become CPIM-Certified in Production and Inventory Management. These coupons become available on January 1, 2012 on the APICS website [http://www.apics.org/Education/ERFoundation/CPIM\\_Pearson\\_VUE.htm](http://www.apics.org/Education/ERFoundation/CPIM_Pearson_VUE.htm)

The exams are written at Conestoga College on the 2 Fridays and Saturdays per month. Instructions on how to register for an APICS exam are on Angel. If you don't have your APICS ID number please contact :

Laura Oliveira at [loliveira@conestogac.on.ca](mailto:loliveira@conestogac.on.ca)

Don't miss your chance to write the Basics of Supply Chain Management exam free and take your first step to become CPIM Certified.

There are a limited number of Jump Coupon's available so don't delay, sign up for your CPIM Pearson VUE Jump Coupon today!

#### APICS OGV Innovation Conference

On Friday February 3, 2012 the Innovation Conference will be held in Cambridge. This is an all day event (8-4:30) where many professionals, CEO's and students have the opportunity to listen to speakers, panels and network. More details and to register follow this link <http://apicsogv.org/info.php>

This is an excellent opportunity for student members to take advantage of.

#### APICS OGV 50th Anniversary

Our parent chapter, Ontario Grand Valley (OGV) turns 50 this year and there is a very special celebration dinner in the evening on February 3, 2012. The keynote speaker is Abe Eshkenazi CSCP, CPA, CAE, the Chief Executive Officer of APICS. Student tickets are \$40 and you can sign up on the APICS website. <http://apicsogv.org/register.php>

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

### Important Dates:

- January 1, 2012- CPIM Pearson VUE Jump Coupon sign up opens
- January 11, 2012- Social Night/Mini-Golf Tournament at Putting Edge in Cambridge

### Save the Date:

- January 6th- Last day to sign up for the Canadian District Case Competition
- January 16-20th- Membership Drive
- January 27th- APICS Memberships Due
- TBD- Meet and Greet

Contact your ASC Board of Directors at:

[APICS@conestogac.on.ca](mailto:APICS@conestogac.on.ca)

OR

Via the Angel Communication Page