

The Bottom Line



October 2011

Ontario Grand Valley Upcoming Events

Wednesday, October 12

Student Appreciation Night

Topic: Modelling Plans and
Patterns for Improved
Forecasting

Speaker: Lloyd Clive

Time: 5:30PM

Location: The Pines
Cambridge, ON

Wednesday, November 9

Topic: Everything I Know
About S&OP I Learned
on the Farm

Speaker: Doug Dedman

Time: 5:30PM

Location: Guelph Holiday Inn

Wednesday, December 14

Plant Tour

Time: 5:30

Location: Home Hardware
St. Jacobs, ON

Wednesday, January 11

Social Night & Mini-Golf Tournament

Time: 7:00PM

Location: Putting Edge
Cambridge, ON

Don't Miss October's PD Meeting and Student Appreciation Night!

Modelling Plans and Patterns for Improved Forecasting

Date: Wednesday October 12th, 2011

Time: Please see schedule on Page 2

Location:

The Pines Banquet Hall
115 Fountain St. South
Cambridge, ON

Reservations: [Register online](#)

Reservation Deadline: Friday October 7th, 2011

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

- ✚ [PD Meeting - Modelling Plans and Patterns for Improved Forecasting](#)
- ✚ [President's Message – various topics](#)
- ✚ [Innovation February 3rd 2012](#)
- ✚ [Calling on all Students and Mentors](#)
- ✚ [Recognizing New OGV Members](#)
- ✚ [Education](#)

2011 Golf Tournament Results

The sun was shining on September 14th for the 24 golfers who did their best this year to compete for the OGV team trophy. Like last year, a team from Hematite captured the top prize, consisting of **Dale Zdravkovic, Jamie Lockington, Darko Mesich** and **Craig Hunter**. Another team from Hematite finished a close second, just one stroke away from the winners.

Congratulations to all who participated, including the individual prize winners:

Closest to the hole Ladies – **Terri Mask**
Longest drive Ladies – **Louise Beauchamp**
Closest to the hole Men – **Darko Mesich**
Longest drive Men – **Jamie Lockington**

Thanks again to the companies, individuals, and the OGV board, who contributed prizes! Better luck next year, Louise!

APICS Canadian District
OGV Chapter: Board of Directors

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October PD Meeting

Lloyd M Clive:

Lloyd M Clive P.Eng, CFPIM, is a professional Engineer (Industrial) and Certified by APICS at the fellow level, with work experience at Johnson and Johnson, 3M and CP Rail. He currently serves as the Coordinator of Materials Management and Distribution at Fleming College with over 25 years of teaching experience, specializing in the area of Production and Inventory Management. Along with JR Arnold and Steve Chapman, Lloyd is co-author of the very popular text, Introduction to Materials Management. He has also developed a number of courses in the field and is co-author of the CPIM course Basics of Supply Chain Management. He is an active member of APICS since 1983 and has served on both local and regional boards for most of that time. He has presented various topics in Canada, the United States and Jamaica, including 5 International Conferences and numerous regional conferences.

Modelling Plans and Patterns for Improved Forecasting:

Operations and supply chain managers understand that demand follows known patterns associated with seasonality, promotions, economic conditions, competition and more. However, these factors often are ignored during the forecasting process due to lack of understanding, which results in either inaccurate or multiple, competing forecasts. This session will explain what factors influence demand; demonstrate common demand patterns; and provide tools for improving your forecast accuracy, timeliness and effectiveness.

Agenda:	
Networking:	5:30PM
Dinner:	6:30PM
Speaker:	7:45PM
Dinner:	
Members:	\$33 (\$29.20 + HST)
Future Member:	\$33 (\$29.20 + HST)
Students:	\$17 (\$15.04 + HST)

RESERVATIONS: Register online at events@apicsogv.org Deadline: **Friday October 7th, 2011.**

- ❖ 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

President's Message

Louise Beauchamp, CFPIM, President, APICS OGV

I usually try to find a theme for my newsletter articles, but this month has been a challenge. So forgive me if I stray from my one-theme format this month, but there are just too many things I want to share with you.

APICS OGV Golf Challenge

In our summer newsletter, I sent out a plea to all of you to help me get our OGV golf trophy back from Hematite – last year's Golf Challenge winner. For those of you who came out to help us wrestle back the trophy, many thanks. Just one problem – the trophy went back to Hematite. Again. For another year. Sigh. They were kind enough to tell us that we could visit the trophy any time we liked. Such pals ...

Congratulations to Jacques Nadeau, Darko Mesich, Jamie Lockington and Dale Zdravkovic of Hematite Manufacturing in Guelph – they trounced the rest of us.

Just wait until next year!

Innovation

We've launched registration and the call for speakers for ***Innovation***. Last year we welcomed 27 speakers, 17 of whom were CEO's. Our panels of experts have continued to receive high marks based on feedback received, so this year we will be adding 2 more panels. We are very lucky in this region – we have the talent available locally so that we are able to invite the best of the best to sit on these panels – for you. I don't know of any other conference in this area that can offer this amount of skill, experience and expertise.

There's more information about ***Innovation*** later in the newsletter – [register now](#) and don't be left out.

Canada's First National Student Case Competition

We're very excited about our newest addition to ***Innovation*** this year. The APICS Canadian District has agreed to hold its first national Case Competition for students at ***Innovation***.

In the case competition, teams of students are given the same case to solve that involves an operations management challenge. The students demonstrate their knowledge and understanding of APICS tools and methodologies by presenting a proposal for resolving the problem. The proposals are judged by a panel to determine the winners.

Colleges and universities across Canada will be sending 5-person teams to Cambridge to compete in the Case Competition. The winning team(s) will go on to compete at the 2012 International APICS conference in Denver. ***Innovation*** attendees will have the rare opportunity of being able to see the presentation portion of the competition that will be held during the conference.

Approaching 50

My first summer job as a college student involved leading-edge technology. I was hired as a keypunch operator to fill in for summer vacations. There were 3 of us in the "computer room", which had raised floors for special air conditioning units. This room was 1000 square feet, had 3 IBM 029 keypunch machines and a "computer" that was used to transmit data to their head office in Toronto. All this "computer" could do was to accept Hollerith cards and print reports – that's it. It took up more than half the room. Today we would be mandated to wear hearing protection in that room, but back then, it was the price you paid for being near leading-edge technology.

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President's Message

Louise Beauchamp, CFPIM, President, APICS OGV

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Hollerith punch or keypunch card



IBM 029 keypunch machine

I'm not about to tell you what year that was – because you'd never believe that I was old enough to work then (cough)...

Here's How You Get Involved and Celebrate with Us

Technology has changed a lot in our lives, no matter what age we claim. One thing technology hasn't changed is history – our history. No matter how fast our world seems to be moving forward, our past remains steady and strong.

We're fast approaching February 1st, 2012. On that same date in 1962, a few businessmen felt strongly enough about APICS and what it stood for to form a chapter here in the Ontario Grand Valley. A small group of professionals met, broke bread, and became a part of all our futures.

Celebrating 50 years of anything is rare. Most businesses never see that milestone. And yet, we, a volunteer group comprised of professional members and students, will be celebrating our golden jubilee in just a few months. I've been active with APICS for only a few short years in comparison, and I've had the delightful opportunity over the past year to learn a little bit about OGV's history. We've lost a lot of that history, unfortunately, and have lost contact with many of our prior members.

We're approaching 50. **WE** are approaching our golden jubilee. **WE** have all contributed to reaching this incredible milestone. I think **WE** should celebrate – **together**. How?

Circle February 3rd, 2012 in your calendars. Mark it with a red pen, or use bold and italics on your font. Let's celebrate **our** golden jubilee together at ***Innovation*** and our 50th anniversary dinner, honouring our chapter's 23 presidents, 12 – yes twelve – of whom are still active with APICS and our chapter.

While we're all counting down the days to our celebrations, please help me reminisce. Do you have an "I remember when" story? I want to hear it. Do you remember some of our chapter's history? I want to know. Do you want to write a congratulatory note? I want to see it. Each month until February, I will include your stories and well wishes in my monthly newsletter article that you will send me at president@apicsogv.org (you *will* send them to me, right? Right!) So that **we** can all be a part of a very special year.

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

Innovation February 3rd 2012

In keeping with our chapter's golden jubilee, our theme this year is **Celebrating 50 Years of Innovation**. Our conference will be immediately followed by our chapter's 50th Anniversary dinner, honouring the chapter's impressive list of Past Presidents.

Call for Speakers

The call for speakers has been launched. Are you a supply chain professional with a story to share? Do you have a professional development topic that can benefit our attendees? Then we want to hear from you. Submit your topic suggestions at <http://www.apicsogv.org/speakers.php>

Registration

Registration is now open! Register early and save on conference registration. To register, go to <http://www.apicsogv.org/innovation.php>

This is an event you do not want to miss. **Innovation** is proud to include many industry experts who are ready and willing to share their knowledge and experience with us. For more information, please visit our web site: <http://www.apicsogv.org/innovation.php> or email us at conference@apicsogv.org

Elizabeth Kilgour
Chair
Innovation



Calling on all Students and Mentors

Guess what's happening on October 12th? That's correct. It is an event that you cannot miss - **APICS OGV's Student Appreciation night** at our Professional Development meeting. What a great opportunity to get together with your Student or Mentor for an evening of networking and education.

Mentors: Contact your student right now and invite them to meet you at the Pines in Cambridge (the bottom of Shantz Hill) on October, 12th at 5:30 pm.

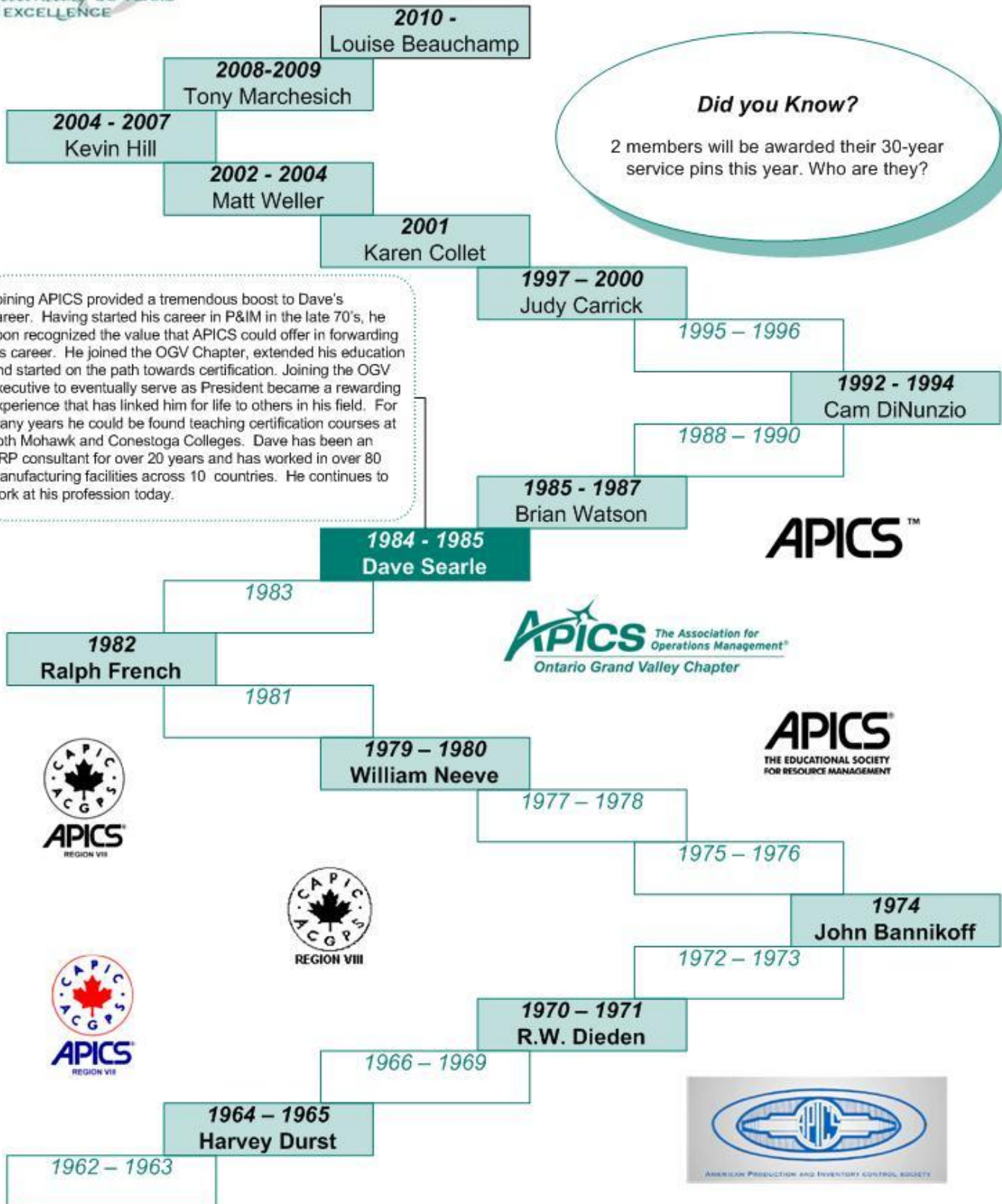
Students: Have you met with your Mentor lately? Take the initiative and volunteer yourself to attend this evening and then encourage your Mentor to meet you there.

The topic is forecasting and we all know that any education in this subject area is of great value. Meeting details can be found on the first page of this newsletter. It would be great to see a majority of Students and their Mentors in attendance.

Kevin Hill CPIM
Chapter Emissary
emissary@apics.org

Tracey Lopers CPIM, CIRM
ASC Liason

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



Did you Know?
2 members will be awarded their 30-year service pins this year. Who are they?

Joining APICS provided a tremendous boost to Dave's career. Having started his career in P&IM in the late 70's, he soon recognized the value that APICS could offer in forwarding his career. He joined the OGV Chapter, extended his education and started on the path towards certification. Joining the OGV executive to eventually serve as President became a rewarding experience that has linked him for life to others in his field. For many years he could be found teaching certification courses at both Mohawk and Conestoga Colleges. Dave has been an ERP consultant for over 20 years and has worked in over 80 manufacturing facilities across 10 countries. He continues to work at his profession today.



OGV Welcomes ...

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

Ontario Grand Valley Chapter

Steven Affeldt	Xin Rong Chen	Satya Tatikonda
Xuemeng Li	Brian Schumm	William Dixon
Usama Baig	Marvin Jacobo	Rebecca Tinker
Melanie Loube	Bhavin Shah	Richard Drimmie
Doug Balch	Angela Campuzano	Corey Tippet
Paul Maitre	Dezvan Sherif	Attila Gere
Debbie Bernard	Jorge Canelon	Steve Troy
Adam Maude	Jason Smith	Rajashree Govind
Bella Bhavasar	Haris Chowdhry	Simona Vulcu
Jeff Meloche	Mark Stocco	Chris Haid
Gary Bockol	Tom Collins	Zheng XU
Richard Morris	Ion Stoian	Yuriy Koval
Marco Boccia	Jon Dallaire	Anand Yagnik
Venkittarajan Narayanaswamy	Janet Sun	Ryan Kutchcoski
Tracey Bowie	Don Dell	Keith Yip Choy
Kelly Reger	Jin Sun	Riegel Leonor
	Chris Denman	

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

Education Update

The 2011 Fall semester is off to a great start:

FALL 2011 SCHEDULE (All held at Conestoga College, 3-hour sessions, weeknights, 10-12 weeks)					
Type	Course Title	Instructor	Campus	Day	Start Date
CPIM	Basics of Supply Chain Management	Malcolm Ortelli	Waterloo	Tuesday	20-Sep
CPIM	Master Planning of Resources	Bruce Williamson	Doon	Thursday	22-Sep
CPIM	Master Planning of Resources	Louise Beauchamp	Guelph	Monday	19-Sep
CPIM	Detailed Scheduling and Planning	Jim Kaufman	Waterloo	Thursday	22-Sep
CPIM	Execution & Control of Operations	Deb Cripps	Doon	Tuesday	20-Sep
CSCP	Certified Supply Chain Professional	Pam Somers	Doon	Tuesday	20-Sep

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

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Education Update

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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

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

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.



The **BRICK**[®]
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.

Achieve Competitive Success with the APICS CSCP Program

The APICS Certified Supply Chain Professional (CSCP) program is the most widely recognized educational program designed for operations and supply chain management professionals. Demonstrate your mastery of supply chain management best practices by obtaining your APICS CSCP designation.

The Hamilton Chapter of APICS, The Association for Operations Management, is offering the APICS CSCP Preparation Course that will expand your supply chain knowledge and help you prepare for the APICS Certified Supply Chain Professional certification exam.

Who can benefit from the program?

The APICS CSCP program is ideal if you are

- Responsible for supply chain activities within your organization
- Interested in increasing your knowledge and expertise in the field of supply chain management
- Looking to advance your career through certification or professional development
- An employer or manager wanting to create a common standard of competency across your organization
- A professional who is consulting or teaching supply chain functions
- A CPIM needing certification maintenance points.

"Enrolling in the instructor-led CSCP exam preparation course turned out to be the best decision I could have possibly made. The instructors have expert knowledge of the material and practical application experience they willingly share. The classes are well paced, interesting and highly effective knowledge transfer sessions. Although the training materials are well structured and provide comprehensive coverage of the supply chain management body of knowledge, it was the in-class instruction and interactions that made the concepts real and memorable for me".

- Keith Jawahir Ph.D., P.Eng., CSCP

Sign up for the Fall 2011 course NOW!

Contact Pam Somers
at APICS Hamilton Chapter
Tel: (905) 977-7317
Email: cscp@apicshamilton.org
Web: www.apicshamilton.org

Course Components

Achieve a uniform level of knowledge and understanding by using the APICS CSCP Learning System as part of an APICS CSCP instructor-led course. Each participant will receive printed modules and access to online learning components as part of their APICS CSCP Learning System.



Print components

- Four easy-to-understand modules with more than 800 pages of content
- A book of class visuals used by the instructors
- Progress check questions at the end of each section to ensure that you understand the concepts

Online review and practice testing tools

- **Pretest** to determine baseline knowledge level and prepare a study plan
- **Progress check questions** after each section to test your understanding of the concepts
- Test bank of more than **600 questions**
- A timed **post-test** to determine progress
- **eFlashcards** to test knowledge of relevant industry terms
- An online **glossary**
- Access to online **Information Center** offering test-taking tips, feedback feature, and links to valuable resources.



Visit www.apics.org/cscp for a free demo.

Program Schedule

Classes will be held at the Best Western Hotel and Conference Centre in Burlington, Ontario. The Introduction session will be held on Monday evening from 6:30 to 9:30. All other Classes will be held on Saturdays, from 8:00 a.m. until 5:00 p.m. Lunch will be provided and is included in the cost.

Course Schedule

Mon 09/19/11—Course registration deadline*
Mon 09/26/11—Course Introduction
Sat 10/15/11—Session 1
Sat 10/29/11—Session 2
Sat 11/12/11—Session 3
Sat 11/26/11—Session 4
Sat 12/03/11—Session 5



2011 Exam Schedule

This course will be complete in time for the
Dec 3, 2011 - Jan 14, 2012 CSCP exam window.

**Students should obtain proof of eligibility to sit for the exam before beginning this program.*

Visit www.apics.org/Certification/CSCP/cscpexam to complete the online APICS CSCP Eligibility Application.

About the Instructors

Pam Somers, CPIM, CIRM, CSCP, and **Eric Somers**, CPIM, CIRM, CSCP, have more than 40 years of combined practical and training experience in supply chain and operations management, including many years in the aerospace and defense industry. Together, they have helped more than 100 individuals prepare for their CSCP certification exams since 2008.

The Somers' careers have included positions in quality assurance, operations management, and business systems implementation. Their experience includes both operational and management roles, as well as project and consulting assignments, as employees and as client trainers, consultants, and project managers for providers of fully integrated enterprise solutions.

Pam and Eric work together as educators, trainers and consultants, offering progressive operations and supply chain strategies, including systems implementation, JIT/lean, total quality management, and sales and operations planning, with a particular focus on managing change.

As active APICS volunteers and trainers, Pam and Eric have taught many students in various programs, including Instructor Development, the Fundamentals of Materials and Operations Management, and the APICS certification programs. They have developed and delivered numerous presentations and workshops on both technical and soft-skill topics.

The APICS CSCP Program is accredited by the Canadian Supply Chain Sector Council through the National Accreditation Program (NAP).

For more information about the NAP, visit <http://www.supplychaincanada.org/en/NAP>

Registration

Course Costs	
APICS Members	\$2,195 (plus HST)
Nonmembers	\$2,395 [^] (plus HST)

These fees include

- Classroom instruction (lunch included)
- Module workbooks (4) and course visuals book
- Online learning system, including flash cards and practice tests
- Exam registration fee.

[^]Nonmember fee includes complimentary one-year APICS Hamilton Chapter membership.

How do I register?

- To register, please e-mail the Hamilton Chapter at cscp@apicshamilton.org.
- Cheques should be sent by mail to APICS Hamilton Chapter at 3023 New St, PO Box 91541, Burlington ON, L7R 4L6.
- Cheques should be made payable to "APICS Hamilton Chapter," and must be received on or before the course registration deadline.
Note: Participants will be billed for any costs associated with NSF Cheques.
- Payment by credit card can be arranged on a request basis. Please indicate in your e-mail that you will be paying by credit card, and the appropriate arrangements will be made.
- Please note class size is limited for this course. Students are accepted in the order in which their registrations and payments are received. Payment must be received in order to guarantee a seat in the class.

What is the cancellation policy?

All registered participants are required to notify the APICS Hamilton Chapter of any cancellations by sending an e-mail message to cscp@apicshamilton.org with your cancellation. Cancellations may be made up to the registration deadline. There will be a \$75 administration fee for cancellations. Refunds will not be given after the registration deadline.

Sign up for the Fall 2011 course NOW!

Contact Pam Somers at APICS Hamilton Chapter

Tel: (905) 977-7317

Email: cscp@apicshamilton.org

Web: www.apicshamilton.org