

The Bottom Line



April 2011

Ontario Grand Valley Upcoming Events

Wednesday, April 13

Plant Tour

Time: 5:30
Location: Centra Industries Inc.
24 Cherry Blossom Rd.
Cambridge, ON
N3H 4R7

Thursday, May 5

APICS Hamilton's 50th Anniversary

Speaker: Jim Edmands
Time: 6:15
Location: Sheraton Hamilton Hotel
116 King Street West
Hamilton, ON
L8P 4V3

Friday, May 6

APICS 50th Anniversary – Executive Night

Speaker: Multiple Speakers
Time: 5:30
Location: Brant Park Inn
19 Holiday Drive
Brantford, ON

Wednesday, June 8

Topic: Awards Banquet
Speaker: TBA
Time: 5:30
Location: Knights of Columbus
Kitchener, ON

Don't Miss April's Plant Tour!

Plant Tour – Centra Industries Inc.

Date: Wednesday April 13th, 2011
Time: 5:30PM

Location:
Centra Industries Inc.
24 Cherry Blossom Road
Cambridge, ON
N3H 4R7

Reservations: [Register online](#)
Reservation Deadline: Friday April 8th, 2011

Centra Industries Inc.



Centra is a leading manufacturer of precision machined complex prismatic components and integrated assemblies for the Aerospace industry. Their leading business management practices and manufacturing capabilities have earned Centra the highest recognition with their existing OEM and Tier 1 customers (including The Boeing Company, Lockheed Martin, Bombardier, Goodrich and Spirit Aero systems). They are a very proactive and technologically innovative company and pride themselves on being the Best at what they do. In 2009, their sales exceeded \$54M and they currently employ 260.

APICS Canadian District
OGV Chapter: Board of Directors

President:

Louise Beauchamp CFPIM
 DBM Systems Inc.
 Voice: 519-658-5151
 Email: president@apicsogv.org

Executive VP:

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 ABB Inc.
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Director Programs:

Tim Kumornik
 Spanner
 Email: events@apicsogv.org

Secretary:

Jim Kaufman CPIM
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 Email: secretary@apicsogv.org

ASC President:

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 Conestoga College
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 Email: asc@apicsogv.org

ASC Liaison:

Tracey Lopers CPIM CIRM
 Conestoga College
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APICS OGV
 P.O. Box 25052
 1221 Weber Street East
 Kitchener, ON N2A 1C2
 Email: info@apicsogv.org

- ❖ 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

For more information contact [events@apicsogv.org].

APICS OGV Contest!

Participate in the upcoming contest to rename the newsletter. We're looking for a fresh new title to replace "The Bottom Line". This contest will be ongoing until June 2011; the new name of the newsletter will be announced as well as the member that provided the new name. We want to see as many suggestions as possible from the community and we're looking for innovative ideas!!

Please provide suggestions to newsletter@apicsogv.org. All ideas will be considered.

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.

President's Message

Louise Beauchamp, CFPIM, President, APICS OGV

I Have Much to Learn

A few weeks ago, I attended a Wine & Cheese evening hosted by the Conestoga College APICS Student Chapter (ASC). The ASC students have been showing their support of the professional chapter by regularly attending our events. This was an opportunity for me, for all professionals, to return the favour, so to speak, and attend one of their events. I knew that they had spent a considerable amount of time preparing for this evening and I was hoping that they would attract a “decent” crowd as a reward for all their planning efforts. Well ...

I was privileged to have attended what I would consider to be one of the premiere events of our year. The facility – the Whistle Bear Golf Club – was superb. The ASC greeted each attendee personally and made sure that we knew that we were welcomed at their event. There were hors d'oeuvres served during the networking hour, while we greeted old acquaintances and met new friends. I was delighted to see the student & mentor pairs from our mentoring project greet each other and ‘pair up’ for the evening. The entire evening showcased one of our chapter's greatest assets – our students.

I had a unique opportunity to sit back and watch, since I had no responsibilities that evening other than to behave myself. I watched the students manage a very successful event that was attended by close to 80 people – that's more than what our regular Professional Development meetings attract. The ASC members MC'd the event with the skill of folks who have been in front of a microphone (and an audience) for years. I listened to two of the Materials & Operations Management program's success stories – graduates who had returned to tell their story. I listened to their guest speaker, Neel Sharma, speak about Cloud Computing and SAAS (Software As A Service). When Neel asked if there were any questions, the students once again spoke up and posed some challenging questions. I was thankful that I wasn't the speaker. I also now understand how my mother felt when she was first introduced to the internet and why she had that deer-in-the-headlights look about her.

I got to thinking on my way home. I attend many events, small and large, as chapter president. For the most part, these events are “more of the same”. Different people, different chapters perhaps, but ultimately, very similar. This evening was different. I don't think any event has taught me more in such a short period of time. I learned, among other things:

- That our students are passionate – about their craft and the Materials & Operations Management program
- That our students are very knowledgeable – even those just completing their first of three years' study
- That our students are avid advocates for our industry – they talk the talk extremely well, and, as the two graduate-speakers proved, they certainly can walk the walk.
- That our students graduate, armed with the tools and knowledge to tackle complex and demanding positions

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President's Message

Louise Beauchamp, CFPIM, President, APICS OGV

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- That the number of professionals in attendance that evening who are graduates of the M&OM program is a testimony to the talent we have amongst us and the quality of the college's program.

But most of all, that evening showed me that I have a wealth of resources available to me. They are learning cutting-edge technologies and methods, and are internalizing this knowledge with amazing speed and composure.

I learned that I have much to learn from them.

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

Call for Volunteers

Do you have a few hours per month to spare? We will be electing the officers for our 2011-2012 board of directors at the end of April. We are looking to fill a few board positions as well as find volunteers for a number of sub-committees. If you are interested in joining our dynamic team, please email president@apicsogv.org. We will be happy to answer any questions and provide further information.

OGV Welcomes ...

We'd like to extend a warm welcome to our newest members who joined in March:

Ontario Grand Valley Chapter

Ajaib Singh
Christy Heideman
Glenn Marshall
Joginder Sethi

Lorri Warden
Prabhjot Sohal
Robert Corsano
Yogesh Chauhan

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



APICS Canada Celebrating 50 Years of Excellence

And we're inviting you to attend the celebration that will begin at **5:30PM** on **Friday, May 6th 2011** in Brantford, ON. We will be hosting the event at Brant Park Inn, 19 Holiday Drive, Brantford ON.

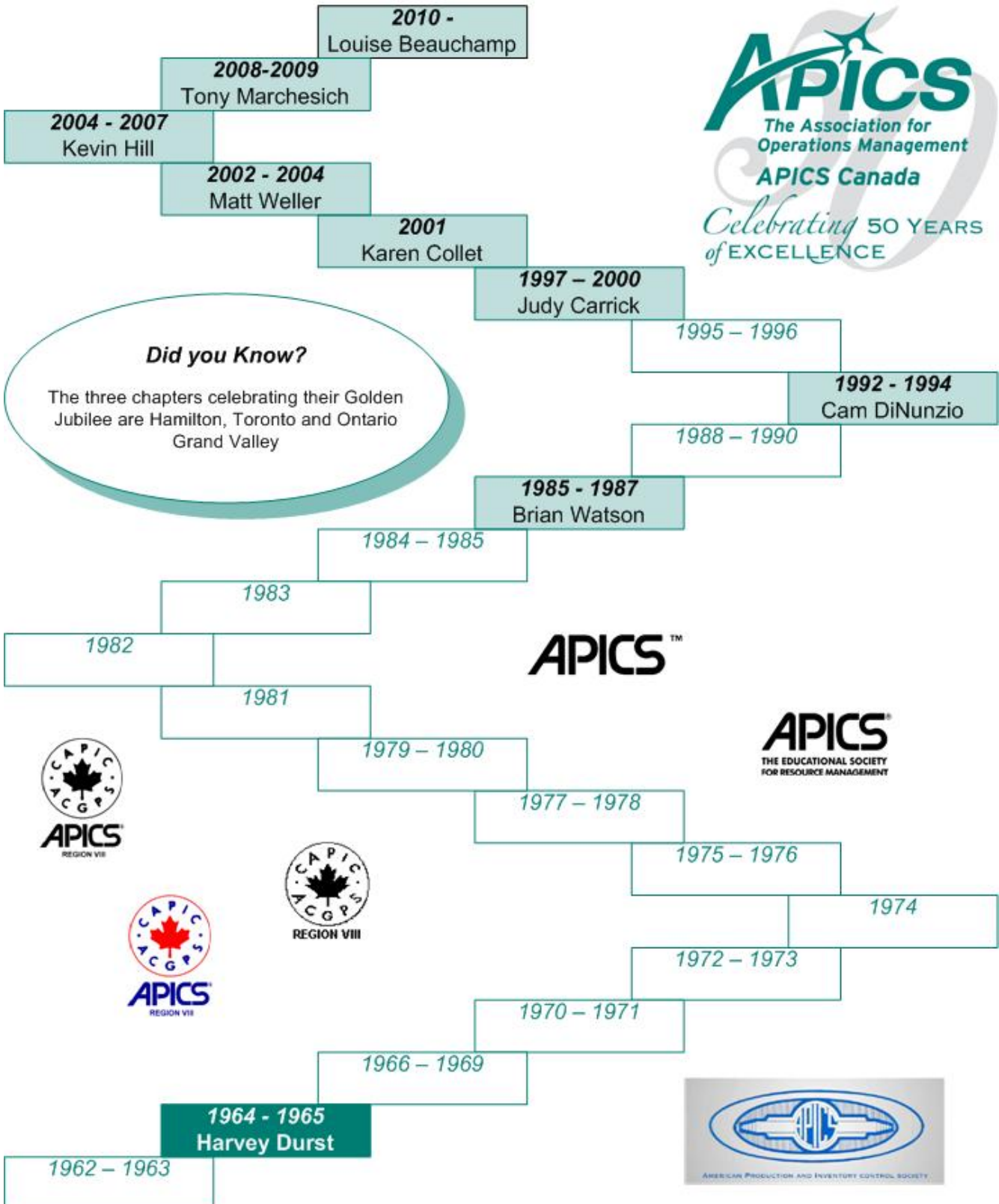
The event is open to everyone:

Members: \$40 (\$35.40 + HST)

Future members: \$50 (\$44.25 + HST)

To Register: www.apicsogv.org/canada50.php

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



APICS™

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THE EDUCATIONAL SOCIETY
FOR RESOURCE MANAGEMENT



Education Update

The Spring 2011 course schedule for Conestoga College is here! The course schedule for the term is:

COURSE SCHEDULE FOR SPRING 2011 (All held at Conestoga College)					
Level	Course	Campus	Day	Start	Instructor
CPIM	Basics of Supply Chain Management	Doon	Monday	18-Apr	Bruce Williamson
	Basics of Supply Chain Management	Stratford	Tuesday	18-Apr	TBA
	Master Planning of Resources	Waterloo	Thursday	21-Apr	Jim Kaufman
	Detailed Scheduling and Planning	Doon	Tuesday	19-Apr	Jim Kaufman
	Detailed Scheduling and Planning	Guelph	Tuesday	19-Apr	Deb Cripps
	Strategic Management of Resources	Doon	Thursday	21-Apr	Malcolm Ortelli
APICS	Customer-Focused Supply Chain Management Workshop	Doon	Thursday	14-Apr	
		Doon	Tuesday	14-Jun	
		Doon	Thursday	07-Jul	
APICS	Global Sourcing Executive Overview	Doon	Tuesday	03-May	
		Doon	Thursday	23-Jun	
APICS	Global Sourcing Workshop Series (16 hours)	Doon	Tuesday	26-Apr	
		Doon	Wednesday	27-Apr	
		Doon	Thursday	28-Apr	
APICS	Global Sourcing Workshop Series (16 hours)	Doon	Tuesday	17-May	
		Doon	Wednesday	18-May	
		Doon	Thursday	19-May	

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

Upcoming Events:

**April 5 RIM Plant Tour
(Spaces Full)**

**April 7 Business Etiquette
Seminar**

**April 14 CPIM; Beyond the
Basics**

To register or for more information please check the APICS student community group on ANGEL.

Tell us how we are doing:

If you have any questions or comments please use the suggestion box found on ANGEL or come and visit us at the APICS office located in 1D14C. Office hours are posted on ANGEL.

ASC Board Members:

Danielle Breese
Kayla Gerry
Julie White
Laura Oliveira
Xiao Lei Mao
Jeff Melnyk
Donna Walker
Maria Tang-Espinola

Contact Us at:

APICS@conestogac.on.ca
or on ANGEL

Networking and the development of Your Personal Supply Chain

By Julie White

Today's job market is fiercely competitive. As a student, the prospect of graduating and getting a job is both exhilarating and frightening. So many students are graduating and it is difficult to differentiate between one student and another. Time and time again we hear that networking is the key. Having a diploma is no longer enough to ensure top job prospects. It is all about who and what you know.

Looking at the competitive trends in supply chain management, we see that organizations are competing not only with each other but with the supply chain of other organizations. An essential component to the success of such companies as Toyota and Wal-Mart is the strength of their supply chains. Fostering relationships with both people and organizations who can help elevate your career is like developing your own personal supply chain.

APICS has become such an instrumental tool to my own career aspirations because it allows access to an amazing group of professionals and resources, as well the potential to earn professional designations beyond my diploma. By attending monthly PD meetings and special events such as Innovation, I have expanded both my knowledge base and my network. The expansion of my personal supply chain through APICS membership and networking opportunities has given me the confidence and the expertise to compete for top jobs once I graduate.

Wine and Cheese Event Was a Great Success

The annual Wine and Cheese Event sponsored by APICS and OIPMAC was held on March 22, 2011. With over 70 people in attendance there was a great mix of students, past graduates and professionals. A special thank you goes out to Kayla Gerry for organizing this event.

APICS International Conference: Student Scholar Program

Are you interested in attending the APICS International Conference in Pittsburgh, Pennsylvania as a student scholar?

The Scholars Education Program is a unique educational opportunity to introduce students to APICS and the profession through a scholarship to attend the APICS International Conference and Expo. The program benefits both students and volunteers with a rewarding experience that fosters career growth, professional connections, and develops future leaders of APICS. If interested the deadline to apply is May 31st for more information and to register [click here](#).

50th Anniversary Event

About the Speaker and the Presentation

Join APICS Hamilton at our annual business meeting, and anniversary celebration



Jim Edmands : Selling Sports in the 21st Century

The Hamilton Tiger Cats have been around for 142 years. In that time they have learned many things about the art and science of selling the CFL and professional sports. Jim Edmands, VP of Sales and Marketing of the Hamilton Tiger Cats will be sharing his many years of experience in the sports industry with us in a presentation which will include such things as how tickets are a major driving factor in sports marketing and how to deal with a maturing industry. Jim will be talking about the Tiger Cats past, their future (for the next 142 years), the new stadium and much more.

About our Speaker:

Jim Graduated from Cornell University in 1987 with a BSC in Business Management and Finance. Jim worked at London Life from 1988 until 1998 as an Employee Benefits Sales and Service Manager, then worked with Maple Leaf Sports from 1998 until 2008 as the Director of Sales for the Leafs and Raptors and was the Director of Business Operations for the Toronto Marlies. Jim then worked for Vision Companies as the VP of Premium Seat products in 2008 and is now currently the VP of Sales and Marketing for the Hamilton Tiger-Cats Football Club working with the team from 2009 until the present. Jim grew up in St. Catharine's Ontario and is married to Janine and has two boys, Jack and Sam.

Annual General Meeting and 50th Anniversary Event



CELEBRATING 50 YEARS OF EXCELLENCE

Thursday May 5 2011 Sheraton Hamilton Hotel

Please RVSP (see page 2 for registration details)

Annual General Meeting Agenda:

6:15PM	Doors open and socializing
7:00PM	Welcome from the Board of Directors and full course Dinner
8:00PM	Yearly Recap, Board of Director Elections and VIP Introductions
8:30PM	<u>"Selling Sports in the 21st Century" Speaker: Jim Edmands</u>
9:30PM	Certification and Membership Pin presentation
9:45PM	Door Prizes

free parking – validated at event

For more information, call the Hamilton Chapter Program Hotline at (905) 689-9117
(Directions to this event are on the back)

Come and join us for evening of fun and networking!

APICS Hamilton Chapter
The Association for Operations Management
L'association pour la gestion d'opérations

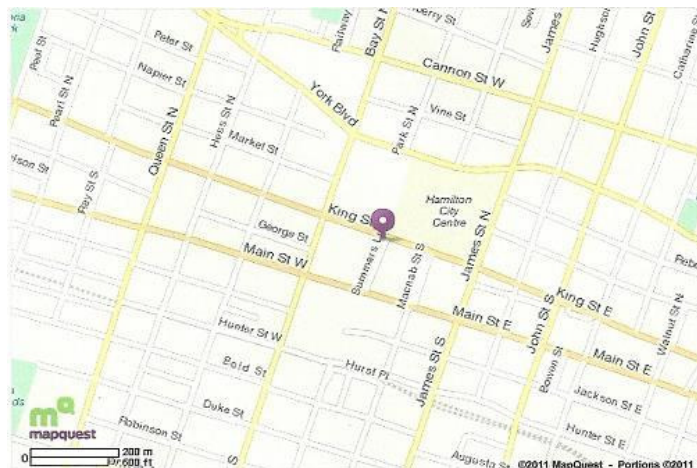


Registration
Information:
(see back page)

APICS Hamilton Members	(Membership ID required)	Free
Other APICS Members	(Membership ID required)	Free
<i>(Bring a non-member and both get in for only)</i>		
Other ASC Student Members	(Membership ID required)	Free
Continuing Education Students	(Student ID required)	Free
Future Members		\$25.00

How to get there.....?

Hope to see you there on
Thursday, May 05 at 6:30 pm.
Register today! Bring a friend!



From Niagara Falls/Buffalo

Take Queen Elizabeth Way Westbound to Highway 403, Hamilton.

Take the Main Street East Exit.

Turn left on Summers Lane.

Turn left on King Street East.

Please note that the parking garage has a height

From West

Take Highway 401 to Highway 403 East.

Continue to the Main Street East Exit.

Follow Main Street until you reach Summer's Lane across from City Hall.

Turn left on Summer's Lane.

Turn left on King Street.

Please note that the parking garage has a height

From Toronto Pearson International Airport

Take Highway 401 West to Highway 403 South.

Take Highway 403 West Hamilton to the York Boulevard Exit.

Turn right on James Street North.

Turn right on King Street West.

The hotel is a half-block on the right.

Sheraton Hamilton Hotel
116 King Street West, Hamilton, Ontario, L8P 4V3

Professional Development Event— Registration Form

*Please register me for the Annual General Meeting Thursday May 05, 2011.
 (All registrations must be received by Mon April 25, 2011 to guarantee a place)*

Name: _____

Title: _____ **Company:** _____

Address: _____

City: _____ **Province:** _____ **Postal Code:** _____

Telephone: _____ **Day:** () _____ **Evening:** () _____





Fax: () _____ **E-Mail:** _____

Are you a Hamilton Chapter member? Yes **Membership No.** _____
 No **Would you like more information?** Yes No

Please let us know if you need a vegetarian meal or if you have any allergies _____

Attendance at this event counts as 1.0 point toward CPIM/CFPIM and CSCP maintenance

Four Easy Ways to Register!

- Phone:  (905) 689-9117
- Fax:  (905) 689-3374
- Snail Mail:  3023 New St, PO Box 91541, Burlington ON, L7R 4L6
- E-Mail:  events@apicshamilton.org

Please pass this brochure on to other interested colleagues.